

# Supporting local industry participation

## About Queensland Hydro

Queensland Hydro is a publicly owned entity established by the Queensland Government to design, deliver, operate and maintain long duration pumped hydro energy storage assets that will be the cornerstone for the transformation of the state's energy system.

We are playing a critical role in helping to meet the Queensland Government's renewable energy targets and net zero emissions by 2050, supporting the shift in our economy to a decarbonised energy system.

Our projects will help deliver Queensland's clean energy future, and generate significant opportunities for regional economies and jobs.

That said, we cannot deliver our projects alone. Collaboration is the bedrock of our strategic approach. Our focus is to work as business partners with our supply chain rather than the traditional contractor-client relationship.

## Building our supply chain

Queensland Hydro is playing a major role in supporting our regions as we transform Queensland's energy system. If our projects proceed, we'll need over 2,000 workers during peak construction, injecting tens of millions of dollars into the regional economy.

To us, that makes our supply chain critical.

We're aiming to change the way business is done at this scale in Queensland to ensure there are productive working relationships both with major contractors, as well as myriad opportunities for local and smaller markets.

Queensland Hydro's contracting and delivery model involves direct engagement with major contractors, who, in turn, engage with local suppliers, subcontractors and equipment providers to deliver a variety of products, services and works – completing the supply chain for delivery of our projects.

Many of the products, services and equipment required to deliver our projects can be supplied using local workers, service providers and locally manufactured products.



## Supplying to Queensland Hydro

If your business has been selected as a subcontractor or supplier by a contractor to Queensland Hydro you may need to demonstrate your ability to deliver on certain commitments.

For example, contractors will be required to deliver on local and First Nations industry and workforce participation and sustainability commitments.

The contractor may need you to:

- integrate monitoring and reporting requirements into your business
- ensure your invoicing and inventory systems can supply required information
- supply information on procurement activity with local and First Nations businesses and employment and training of local and First Nations workers
- participate in events to showcase the capability and achievements of the workforce delivering products and services to Queensland Hydro.

# How to get involved with Queensland Hydro

Not sure on where to start? Here's some good ideas on how you can put your best foot forward to supply to Queensland Hydro.

- Prepare a business capability statement that communicates who you are and what your business can offer to prospective buyers – focus on your innovative products and services.
- Register your company's capability with ICN Gateway ([gateway.icn.org.au](http://gateway.icn.org.au)), an online supplier engagement portal connecting buyers with suppliers and service providers looking for supply opportunities. Indicate areas of interest when you set up your company's profile to ensure that you are notified about relevant project opportunities.
- Ensure you understand the project's compliance requirements and prepare your business accordingly.
- Understand the products, services and equipment needed to deliver a Pumped Hydro Energy Storage (PHES) facility, establish how you can meet those needs, and reach out to your supply chain.
- As Queensland Hydro-related tenders may be advertised through many different channels, monitor ICN Gateway, QTenders and the Queensland Hydro website for projects or work packages of interest to your business.
- Attend industry events and briefings around upcoming projects/opportunities. These forums provide beneficial face-to-face (or virtual) opportunities to interact with others in the industry.
- Engage with key industry associations and professional bodies, and local Chambers of Commerce to expand your contact base and take advantage of assistance and advocacy offered by these organisations.

If you're looking to grow, build capability or increase your competitiveness, consider connecting with the following government organisations:

- Business Queensland – [business.qld.gov.au](http://business.qld.gov.au)
- Department of State Development, Infrastructure, Local Government and Planning – [dsdilgp.qld.gov.au](http://dsdilgp.qld.gov.au)
- Department of Treaty, Aboriginal and Torres Strait Islander Partnerships, Communities and the Arts – [dsdsatsip.qld.gov.au](http://dsdsatsip.qld.gov.au)

## Further information

We're serious about partnering with industries and communities throughout each phase of the project development lifecycle to ensure success.

If you have questions about any aspects of a project you are interested in tendering for (supplying to), please visit [qldhydro.com.au/suppliers](http://qldhydro.com.au/suppliers) to:

- learn more about becoming a Queensland Hydro supplier
- access information on Queensland Hydro's supply principles and commitments
- find out when future business capability workshops are scheduled in your region.

## Get in touch

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