



TOMAK – FARMING FOR PROSPERITY (TIMOR-LESTE)

Supplier and Stakeholder Engagement Workshop and Networking Event

27 August 2015

Ballroom, Novo Turismo Hotel, Dili





Agenda Summary

- **Workshop Opening**
- **Welcome & Opening Remarks**
- **Introduction of Participants**
- **Presentation 1:** The thinking behind the TOMAK Design: moving to Implementation
- **Discussion on Program Implementation:** Questions, comments and suggestions
- **Workshop 1:** How can DFAT facilitate market “value adds” in delivery: The Tender Process – are there opportunities for flexibility and innovation?
- *(Networking Break for Lunch)*
- **Workshop 2:** Supply Chain Partners and Opportunities for Collaboration: maximising Value and Inclusion, Minimising Risks
- **Workshop 3:** Open Forum
- *(Networking Afternoon Tea)*
- **Closing Remarks**
- **Participant Networking Opportunity**
- **Close of Event**





Workshop Opening

- Neryl Lewis (Counsellor, Development Cooperation, Australian Embassy Dili)
- Simone Patton (A/g Director, Contracting Services Branch (CVB), DFAT Canberra)

“Housekeeping and purpose of Workshop”





Opening Remarks

Australian aid Program in Timor-Leste

Peter Doyle
Ambassador, Australian Embassy, Timor-Leste





Participant Introductions

- **DFAT Panel:**

Neryl Lewis (Counsellor, Dili);

Paul Regnault, Erkulanu De Sousa, Heather Grieve (Australian Embassy, Dili)

Simone Patton, Pat Gunawardena (DFAT Contracting Services Branch, Canberra)

David Swete Kelly (Tomak Design Team Leader)

- **Introductions by Table**





Presentation 1

The thinking behind the TOMAK Design: moving to Implementation

David Swete Kelly (Design Team Leader)





Discussion on TOMAK Implementation

“How DFAT can best offer the design for delivery...and how the Market and stakeholders can best offer to deliver...”

- Program outcomes and key deliverables/results
- Delivery approach and options
- Monitoring and evaluation
- Collaboration with other partners
- Governance mechanisms
- Key challenges, risks and opportunities
- Other?





Workshop 1

“Understand from the market, suppliers and stakeholders present, how DFAT can better facilitate strong market response to the TOMAK tender, and promote industry expertise to value add”

Traditional RFT vs. Innovative Flexible Approach – what does this look like?

...inputs, outputs, outcomes based, and ‘mixed approach’ contracting





Workshop 1

➤ Traditional DFAT Tender Process Summary

Design – provides identified solutions, set resourcing, budgets removed

Scope Development – taken from design, determined up front, prescriptive with not a lot of room for industry to make suggestions

RFT Documentation – Standard Tender and Contract Conditions; detailed Schedule of Requirements and Pricing Schedule already set

- Approach to market is typically a one step open RFT following a detailed design process



Workshop 1

➤ Assessment Criteria

- generic, regular, detailed
- Typical breakdown:

Organisational (30-40%); Approach (30-40%); Personnel (20-30%)

...is this the right mix.. Always...?

- Standard set of additional annexes assessed against the criteria
- Page limit usually around 12 pages plus annexes – is this too low?

➤ Assessment Methodology

- Either a formulaic method (80/20) or a value for money assessment
- ...Does DFAT have it right....? Are there other options...?



Workshop 1

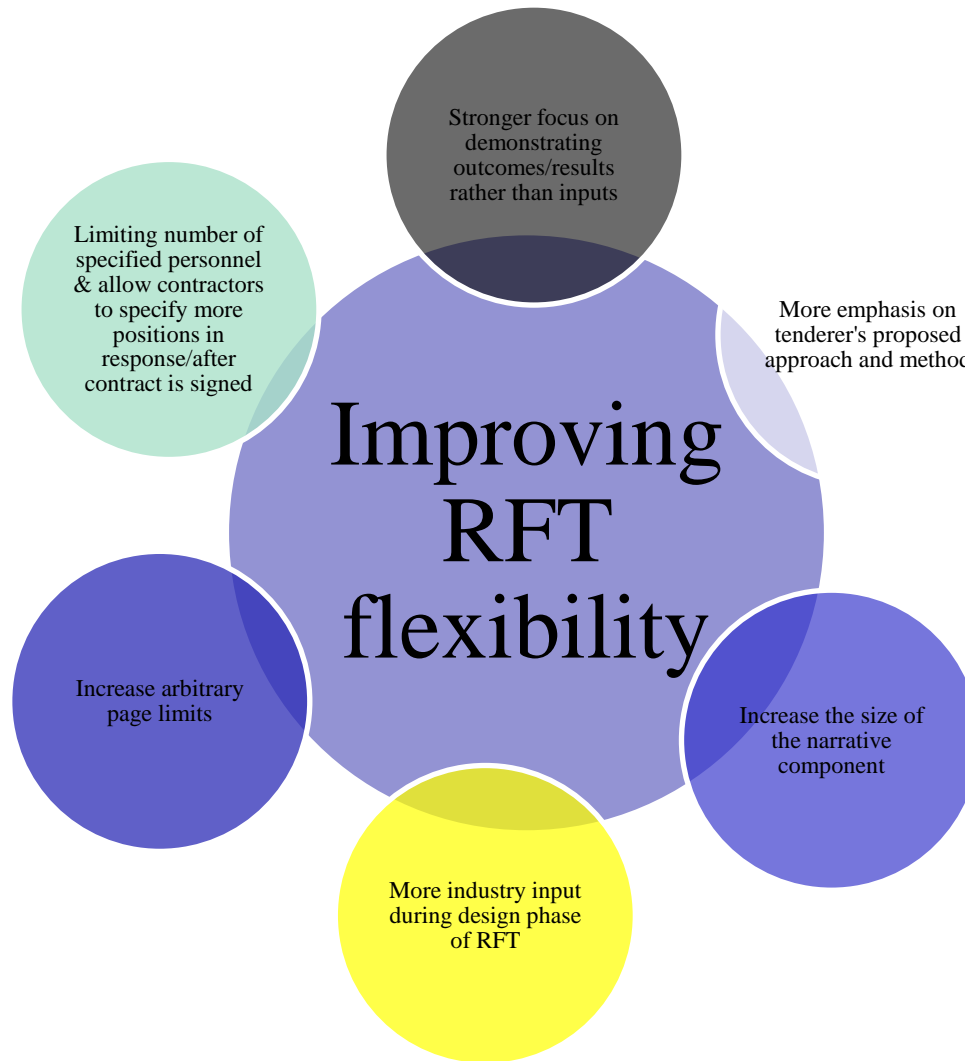


DFAT Supplier Survey

- ❑ Recent DFAT Canberra Supplier Survey on Tendering
 - Interesting Results – mixed but identify new thinking needed to development of RFT, and promote better, smarter, more timely industry engagement
- ❑ Why we are here: Survey results suggested:
 - ✓ RFT needs to be more flexible...timing needs considering
 - ✓ Design drives RFT largely, early decisions needed, inputs, outcomes..
 - ✓ More consultation with industry needed, earlier, longer lead times/notice to industry
 - ✓ Criteria need nuancing, clarity
 - ✓ Assessment methodology needs focus and specificity each tender



Workshop 1



Workshop 1

- So...what are possible options for TOMAK tender
 - How can we leave it open for you to value add to approach and delivery...and for value for money/delivery?
 - What do you need in order to showcase the best you have to offer?
 - What flexible/innovative options are possible for TOMAK RFT...based on delivering set design?

Less Defined RFT...how/what? Open scope of work? Open resourcing?

Less inputs definition in draft Contract? Less payment schedule definition?

More Outcomes focused contracting approach...if so...How?

Other ideas for options to strengthen and specify market response to TOMAK?



Workshop 1



- **Selection Criteria:**

What are key issues to cover? What needs less coverage? How many? What sort of page length? Separate annexes?

- *Should it be asking for something specific: eg defined in key corporate areas like risk management, security/WHS or **more open**?*
- *Should it define Management Fee inclusions, or be more outcomes based, and less defined...allowing respondent to explain, and define delivery costs, management, and allow respondent to suggest what “good performance” and “program success” looks like? ?*





- **Assessment Methodology:** what suits TOMAK best, and why?
 - **Like for Like:** *60:40 / 90:10...?*
 - **Value for Money:** Technical Assessment combined with Commercial Assessment and Risk Assessments
- Other?



Workshop 1

- **Scope of work:**

What definition needed based on design for TOMAK?

Goals and outcomes only? Other? More? Less? Standard headings?

- **Pricing Schedule:**

What structure and detail is needed?

Define payment model, define performance, define reimbursables or leave fully open?

- *How do we best link performance and payment?*



Workshop 1

- **What else can DFAT do to promote strong defined bids, from RFT approach to TOMAK ?**

Innovations, other ideas, things to pilot, longer interviews, contract developed in concert with DFAT after tender award?





Networking Lunch Break



Workshop 2



*“Opportunities for collaboration with supply chain partners,
maximising value and minimising risks”*



Workshop 2

- TOMAK Design Stakeholder Summary
- Opportunities for Involvement in Bids as consortia / or general recipients of program delivery as stakeholders:
- Expressions of Interest (EOI) for Collaboration for TOMAK
- Delivery model options
- How can DFAT maximise value in Investment; and minimise risks to potential tenderers and supply chain partners?

Stakeholder, Supplier, Industry Comments, Suggestions...what does design promote here?



Workshop 3

“Open Forum for Participants”

- 5 minutes to discuss at your tables the information provided, engage with others in the room, and then we can raise additional issues to discuss table by table – to ensure we cover all areas you need information on, or want advice from other participants on.

What can be raised..?

- ❖ *Any specific TOMAK issue not raised, you as a stakeholder want to discuss? Especially if related to tender definition.*
- ❖ *Adding to anything already commented on?*
- ❖ *Any general DFAT Design, or DFAT Tender Process questions or background you would like to know, or raise?*





Afternoon Tea Break



Closing Remarks on the TOMAK Industry Engagement Workshop



- **Upcoming Timor-Leste tender opportunity**
 - **Human Development Program**
 - Concept note will be released on DFAT website shortly
 - Design currently in development – watch DFAT website (business notifications page), and AusTender, for further details





Close of Event

*Thankyou for your involvement in this early engagement workshop with DFAT.
We value your opinions and interest, and will use feedback to promote stronger outcomes in
Timor-Leste development and the TOMAK tender process and implementation.
Any further comments or correspondence please send to:
tomak@dfat.gov.au*





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