

Gateway to Innovate

Adapt.

Create.

Improve.

Guidelines

Section 3 - Application and selection

Expression of Interest (EOI)

Applicants are to complete an EOI form provided on the Transport Infrastructure Industry Portal (TIIP), along with any other supporting documentation. The EOIs will then be shortlisted by a Transport selection panel including a range of Transport infrastructure representatives and subject matter experts.

The Pitch

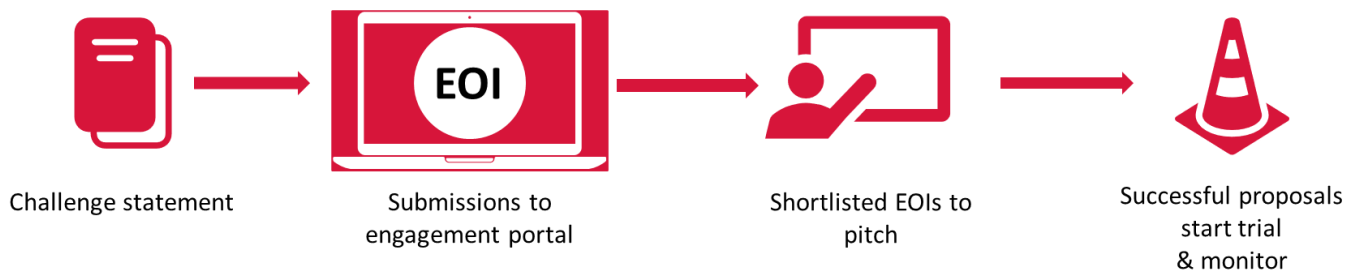
Shortlisted applicants will then be invited to pitch their innovation to Transport in a 40-minute presentation. This will include a dynamic discussion with panel members to test the value of the idea to the portfolio. The pitch is expected to be carried out in-person, however a hybrid option will be available via MS Teams if accessibility adjustments are required.

Pilot/Trial Award

Following the pitches, the selection panel will award the successful applicants with the ability to pilot/trial their innovation with Transport. A Transport sponsor will be appointed to be the key link between applicants and the project/s they will be partnering with.

Evaluation

There will be key evaluation points throughout the trial/pilot period –including mid-cycle and final evaluations. These evaluations will be flexible regarding timing depending on the deliverables of the pilot. Transport will have the right to terminate the Agreement for convenience during the course of the pilot trial, including pending the outcome of these evaluations.



Indicative Timeline 2024

Timeframe	Activity
May 2024	<ul style="list-style-type: none"> Challenge brief published and EOI applications open
July 2024	<ul style="list-style-type: none"> EOI closes 3pm 5 July 2024 Applications are assessed and shortlisted applicants invited to further pitch their proposal
July / August 2024	<ul style="list-style-type: none"> Shortlisted applicants pitch proposed idea to selection panel Pitches assessed, successful proposals made an offer to enter an agreement with Transport to complete trial on a project.
August 2024 onwards	<ul style="list-style-type: none"> If required –successful proposals to seek additional approval from Transport Concession process Coordinate with Transport Project Teams to implement trials Successful trials to commence on projects
Timing determined by trial dates	<ul style="list-style-type: none"> Mid-cycle evaluation of trials Final evaluation of trials

Assessment process

The assessment process for each challenge is as follows:

1. Applicants must answer all questions in the EOI Form
2. Transport will screen all EOIs received for eligibility. Additional information may be requested to ascertain an applicant’s eligibility.
3. Applicants may also be required to provide profit and loss statements and balance sheets from the last two years.
4. Applications for each phase will then be assessed in accordance with the assessment criteria by a selection panel comprised of Transport representatives. All applicants will be notified of the outcome of their assessment.
5. Shortlisted EOI applications will then be invited to present their proposed trial to the selection panel via a pitch session, after which the selection panel will identify successful proposals for Transport to consider.

6. If required, proposed trials that do not meet current specifications and standards will be required to submit further documentation and seek approval through Transport's concessions and Technical Supplier Assurance Framework processes
7. Only once a successful proposal has met the above requirements, will applicant/s be made an offer to enter an agreement with Transport to conduct their trial.

In addition to the above, applicants should note Transport's procurement practices are underpinned by the NSW Government Procurement Policy Framework, and relevant regulatory and legislative requirements.

For more information on these requirements and obligations visit the [Doing Business with Transport](#) and [Technical Suppliers Assurance Framework](#).

Assessment Criteria

Applicants through each of the phases will be evaluated against a set of assessment criteria.

Applications will need to satisfy the requirements of the Gtl Guidelines and where applicable the Transport Concessions process. The Gtl Guidelines criteria will be assessed based on the following criteria:

- 1. Organisation**
 - i. Structure of applicant / proponent
 - ii. Ability to work in Australia

- 2. Technical**
 - i. The extent to which the proposed solution would address the challenge brief, including the solution requirements.
 - ii. The proposed solution is ready to enter the pilot/trail phase (ie. No longer looking for initial research funding).
 - iii. The proposed solution is superior to what is currently being used by Transport.
 - iv. The proposed solution satisfies the requirements of the Gtl Guidelines and where applicable the Transport Concessions process. This includes the alignment with relevant Transport projects and NSW Government's Health & Safety obligations.

- 3. Commercial**
 - i. The proposed solution is scalable, including both volume and types of projects the innovation is applicable for.
 - ii. Given its commercial potential, the proposed solution deserves public investment through pilot/trial. This includes the demonstration of expected productivity gains for government.
 - iii. The application includes a reasonable plan for the next steps towards commercialisation and adoption, including identifying potential barriers and how these will be mitigated.

- 4. Delivery**
 - i. The company and project team have the appropriate skills and experience to carry out the

project. Including the ability to effectively manage health and safety, and cyber security requirements.

- ii. The team has access to the equipment, technology, infrastructure, and financial resources needed to carry out the pilot/trails.
- iii. The application provides a detailed project plan, including a budget that represents value for money, risk management plan, performance measures and evaluation methodology.

Note:

In addition to the above assessment criteria, proposed trials that do not meet current specifications and standards will be required to submit further documentation and seek approval through Transport's Concessions and Technical Supplier Assurance Framework processes.

Further information can be found on the Technical Suppliers Assurance Framework [webpage](#).



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