

**REQUEST FOR QUOTE TO REVIEW REVENUE GENERATING MODELS
IN AUSTRALIAN PRIMARY INDUSTRIES TO SUPPORT TRAINING (INCLUDING ONLINE) AND
THEIR POTENTIAL APPLICATION IN
THE AUSTRALIAN SEAFOOD INDUSTRY**

Background The FRDC is a statutory corporation within the Australia Government's Agriculture and Water Resources portfolio and is accountable to the Parliament of Australia through the Minister for Agriculture and Water Resources. The portfolio aims to enhance the sustainability, profitability and competitiveness of Australia's agriculture, food, fisheries and forestry industries.

The Primary Industries Research and Development Act (PIRD Act) sets out FRDC's objectives as follows:

- (a) Make provision for the funding and administration of research and development relating to primary industries with a view to:
 - i. Increasing the economic, environmental and social benefits to members of primary industries and to the community in general by improving the production, processing, storage, transport or marketing of the products of primary industries,
 - ii. Achieving the sustainable use and sustainable management of natural resources,
 - iii. Making more effective use of the resources and skills of the community in general and the scientific community in particular,
 - iv. Supporting the development of scientific and technical capacity,
 - v. Developing the adoptive capacity of primary producers, and
 - vi. Improving accountability for expenditure on research and development activities in relation to primary industries

- (b) Make provision for the funding and administration of marketing relating to products of primary industries

The FRDC's mission

The FRDC's mission is to act as a national thought leader, facilitating knowledge creation, collaboration and innovation to shape the future of fishing and aquaculture in Australia for the benefit of the Australian people.

The FRDC's role

To plan, invest in and manage research and development for fishing and aquaculture, and the wider community, and ensure that the resulting knowledge and innovation is adopted for impact

The planned outcome for the corporation

Increased economic, social and environmental benefits for Australian fishing and aquaculture, and the wider community, by investing in knowledge, innovation, and marketing.

Stakeholders

The FRDC works with a diverse and geographically-dispersed group of stakeholders and the four main sectors of fishing and aquaculture (aquaculture, commercial fishing, Indigenous fishing and recreational fishing) are not mutually exclusive. For example, Indigenous fishers may participate in customary fishing, conduct aquaculture and commercial fishing, and fish recreationally. FRDC's stakeholders include:

- Federal, state and territory governments, including fisheries and natural resources managers
- All fishing and aquaculture sectors
- The Australian community, on whose behalf aquatic natural resources are management
- Seafood consumers
- The research community, including universities, government fisheries organisations, further education organisations (e.g. TAFE), international research organisations and private-sector research providers

Definition

For the purpose of this project, fishing and aquaculture is defined as including any industry or activity carried out, in or from, Australia with:

- taking; or,
- culturing; or,
- processing; or,
- preserving; or,
- storing; or,
- transporting; or,
- marketing; or,
- selling;
- fish or fish products.

Steering Committee

A steering committee will be established to review the tender documents received and recommend to the FRDC a preferred provider.

Scope

The successful tenderer will:

- Investigate and describe revenue models used in Australian primary industries for the purpose of delivering safety and/or other training to employees, including user-pays options. Consideration may also be given to including examples of similar models used in similar industries overseas.
- Document and evaluate the risks and benefits of applying these models in the Australian commercial seafood industry, in particular the commercial fishing and aquaculture industry, including opportunities and challenges associated with a user-pays approach to safety training.
- Document and evaluate the risks and benefits of the introduction of a certificate of achievement in the commercial seafood industry, similar to a white card in the construction industry.
- Identify and recommend structure and systems needed for SeSAFE to establish a bespoke revenue model to fund safety training in the commercial seafood industry, including;
 - Fee structure, cost, and estimated break-even points
 - Potential sources of revenue, including sponsorship opportunities
 - Processes and systems needed to facilitate payment transactions
 - Personnel needs and training
- Evaluate and document the appetite of the commercial seafood industry to pay for SeSAFE training, particularly small, independent boat owners and their crew, and investigate options to incentivise their adoption of this approach to safety training.

Project outcome

The project outcome will be:

- A comprehensive review of revenue models in other primary industries and their potential application in the commercial seafood industry, including recommendations and guidance for their introduction in the commercial seafood industry.

Project outputs

The project outputs will be:

- A written report (Report 1) describing revenue models from other relevant industries and their potential application to the commercial seafood industry.
- Presentation of Report 1 findings to an online meeting of the SeSAFE Revenue Model Steering Committee.
- A final written report (Report 2) that thoroughly addresses the terms of reference, including feedback and suggestions from the SeSAFE Revenue Steering Committee during the online meeting.
- Presentation of Report 2 findings presented to an online meeting of the SeSAFE Revenue Model Steering Committee.

Project timetable

The project timeline will be as follows:

Date	Action
23/02/2021	Call for quotes
10/03/ 2021	Deadline for receipt of project proposals by FRDC
24/03/2021	FRDC notifies successful applicant
30/03/2021	Agreement finalised
30/04/2021	Report 1 presented to FRDC; Presentation to SeSAFE
30/05/2021	Report 2 (draft) submitted to FRDC; Presentation to SeSAFE
30/06/2021	Report 2 (final) submitted to FRDC

Resourcing

Resourcing will be as follows:

- The consultant will provide their own administrative support, including word processing and printing requirements.
- The FRDC procurement manager and the SeSAFE Principal Investigator will provide assistance in accessing relevant documents and appropriate FRDC and industry representatives as required.
- Consultancy personnel allocated to the project cannot be changed during the project without notifying the FRDC Project Manager.
- The consultant must declare that they have no unsettled Court orders.

**The FRDC
project
manager**

The FRDC procurement manager will be:

Crispian Ashby
General Manager Research and Investment
Fisheries Research and Development Corporation
Locked Bag 222,
Deakin West ACT 2600

Tel: 02 6122 2125

Mob: 0408 559 131

Email: Crispian.ashby@frdc.com.au

The proposal must provide the following information:

The proposal

1. Methodology:
 - Demonstrate an understanding of the project requirements; including the need to consult with the SeSAFE Project Principal Investigator and the Fish Safe Australia Principal Investigator
 - Describe the proposed methodology to address the specific project outcomes and associated timeframes, and inclusive of the consultation process.
2. Costing and payment:
 - Provide a costing including allocation of the consultant's time, material and other costs.
 - Detail when project payments are due.
3. Qualifications of consultants:
 - Provide a statement of the names, roles, qualifications and experience of personnel allocated to the project.
 - Provide contact details for all personnel nominated for involvement in the project.
 - Clearly identify the project leader (the primary contact point)
 - Provide current references that demonstrate the experience of both the organisation and personnel nominated for this project.
 - Provide a list of referees and their contact details (referees should be current clients)

**Selection
criteria**

The FRDC will undertake a risk assessment and selection of the service provider based on the:

1. Degree of understanding of the project demonstrated in the proposal
2. Suitability of the method indicated for undertaking the project
3. Qualifications and relevant experience of the consultants
4. Cost effectiveness of the proposal

Agreement

The contract to be signed can be viewed at <insert the external FRDC web address for the relevant contract – e.g. supplier contract, project agreement>

Entities being asked to quote	An open call request for quotes will be undertaken via the FRDCs website and stakeholder database
Resources	<ol style="list-style-type: none"> 1. SeSAFE Principal Investigator 2. FRDC employees 3. The FRDC web site at http://www.frdc.com.au/ 4. The SeSAFE website at http://www.sesafe.com.au.
Lodgement of response	<p>To respond to this request for quote please submit a proposal (by electronic version) including acknowledgment of all terms and conditions, by 5 pm (AEDT) on 10/03/2021 to frdc.programs@frdc.com.au</p> <p>Late proposals will not be considered.</p>
Feedback (including complaints)	<p><i>Feedback (including complaints) to the FRDC on the supplier selection process or the management of this contract may be made directly to the FRDC's procurement manager, or through the FRDC's website (http://www.frdc.com.au/About-us/Contact-us) where it will be independently logged.</i></p>