

Expression of Interest Invitation

EOI No. 2_2017 - Delivering Australia's Most Connected City

Maroochydore City Centre Project

1. Introduction

The Maroochydore City Centre (MCC) project, in Queensland's rapidly expanding south east corner, is one of the most exciting urban developments in Australia.

It is currently Australia's only greenfield Central Business District (CBD) development within an existing urban area, and will create a new 21st Century city centre in the heart of the Sunshine Coast capital, servicing a catchment population of more than a million people.

Plans for the new CBD include commercial, retail, city living, entertainment and lifestyle precincts, with approximately 40 per cent of the 53-hectare site to be parks, plazas and waterways. The MCC will be the largest CBD north of Brisbane and is a government gazetted Priority Development Area.

Additional project information is available at: <http://www.maroochydore-city.com.au/>

The project offers multiple investment and business development opportunities in a vibrant new city centre setting. In addition, with the Sunshine Coast Regional Council's recent moves to progress the planning for an international broadband sub-sea cable to directly connect Maroochydore, the Sunshine Coast and Queensland with North America and Asia, the MCC is uniquely posed to be at the heart of new investment and improved telecommunications infrastructure. Significant Smart City opportunities are available for telecommunications and technology companies and a range of business sectors.

This Expression of Interest Invitation process is intended to identify potential entities and consortia in the telecommunications and technology fields with the capacity to partner the delivery of the range of outcomes as detailed in 4 below.

2. About SunCentral Maroochydore Pty Ltd

SunCentral Maroochydore Pty Ltd (SCM) was established to oversee the design and delivery of the new Maroochydore CBD. The company is wholly-owned by the Sunshine Coast Regional Council. The company's objectives are to:

- Promote, facilitate, carry out and control the development, disposal and management of land and other property within the MCC project site;

- Achieve an appropriate balance between commercial and non-commercial functions and outcomes;
- Ensure the MCC Priority Development Area becomes a high-density city centre and an identifiable city heart for the wider Sunshine Coast.

3. Specific MCC Project Objectives

The MCC project is to be delivered over the next 15-20 years, transforming Maroochydore into one of the most functional and commercially competitive regional cities in Australia.

Development entitlements applying to the project site allow up to 150,000m² of commercial floor space; 65,000m² of retail floor space; and 2,000 apartments.

The project will deliver:

- a city heart for Maroochydore and the Sunshine Coast;
- significant Smart City demonstration and implementation opportunities;
- improved technology infrastructure for business, city users and community;
- prime commercial office space, facilitating new commercial investment and job creation;
- improved access to the public transport system and the pedestrian/cycle network;
- high quality city streets, parks, waterways and public realm;
- fully approved and serviced land for a range of city centre uses;
- CBD-style retail space;
- dining and entertainment precincts;
- cultural and civic precincts;
- a premium hotel, with associated entertainment, business convention and exhibition facilities;
- apartment living;
- new road linkages to service the city centre and the wider Maroochydore.

Detailed precinct planning, design and construction are well advanced. Civil construction works for the core commercial precinct in the city centre commenced in early 2017 and construction of the first buildings is expected to commence in the second half of 2018. Total building construction value of these early-movers is currently circa \$400m.

4. Delivering Australia's Most Connected City

SCM is inviting expressions of interest from potential partners to deliver Australia's most connected city, with the Maroochydore city centre project being uniquely poised to be at the heart of new investment and improved telecommunications infrastructure.

Interested parties should highlight how their potential approaches and solutions would leverage the planned international sub-sea cable intended to link the Sunshine Coast directly with the rest of the world and to deliver a future-focused suite of connected business and consumer services.

Solution components may include but should not be limited to: world-leading internet speeds competitively packaged for commercial and residential services; public WIFI; Internet of Things network and connectivity; communications infrastructure to enable urban services/infrastructure management including autonomous vehicle operation within the CBD.

4.1 Specific Requirements

Specific delivery requirements to consider in responding to the EOI Invitation are:

- a minimum of 10 gigabit, 5G, or equivalent upload and download speeds available to all businesses / enterprises and other users within the MCC;
- staged fibre network installation across the entire MCC project area;
- network connection to key precincts and businesses;
- optional public Wi-Fi solution;
- forward-looking options to support an urban IoT network and a communications infrastructure for urban services / infrastructure, including autonomous transportation and delivery solutions.

5. EOI Process and Evaluation

This document represents the release of the EOI Invitation and commences the EOI process. The EOI process in summary is as follows:

- Response submissions will be accepted until **5.00pm, Friday 23 February 2018**;
- Evaluation of proposals will be conducted against predetermined evaluation criteria, as set out in **5.1** below, and within SCM's governance and probity framework;
- SCM may shortlist proposals and may conduct interviews with respondents as deemed necessary, with advice of such shortlisted provided within 60 business days from closing date;
- Shortlisted proposals may be presented to the SCM Board for appraisal and review;
- SCM may accept none, one or more of the proposals submitted;
- SCM may, and is not obliged to, invite tenders from any or all respondents to this EOI and from other interested parties in any subsequent open or closed tender process;
- SCM reserves the right to amend this process by notice to respondents and prospective respondents.

All submissions received within the EOI process will be treated as commercial-in-confidence.

5.1 Submission criteria

Any company or consortia responding to this EOI Invitation must submit as a minimum the following information:

1. Initial response to the specifications and criteria as outlined in **4.1** above, including overall approach and potential design and delivery methodology;
2. An indicative project plan demonstrating key milestones and proposed timeframes;
3. Information specific to the company or consortia, as follows:

Criteria	Required Information
Pre-requisite Information	<ul style="list-style-type: none">• Business name• Address and office location(s)• Contact person and contact details• ABN/ACN• Relationship between any parent and local company (legal/operational)
Capability	<ul style="list-style-type: none">• Management structure• Past experience of relevance• Key personnel qualifications / experience

5.2 Timeframes

The closing date for submissions to this EOI Invitation is **5.00pm, Friday 23 February 2018**.

Submissions will be reviewed and engagement processes commenced with any shortlisted respondents within 60 business days of the closing date listed above.

5.3 Evaluation and selection processes

Upon completion of the initial EOI assessment process, short-listed entities / respondents may be invited to participate in next stage tendering / procurement processes and / or delivery modelling.

5.4 Probity Framework

In the preparation of any proposal, prospective respondents should consider the following:

- all requests for assistance, advice, clarifications and / or further information must be directed to the email address of the contact person nominated in **5.7** below of this EOI Invitation and any associated process;
- direct contact with any Board member or employee of SCM, or elected member of the Sunshine Coast Regional Council or Council employee, regarding any part of this EOI Invitation and any associated process, other than those nominated and in the manner prescribed, is prohibited;
- any prohibited contact with any Board member or employee of SCM, or elected member of the Sunshine Coast Regional Council or Council employee may result in the respondent or prospective respondent and their proposal being disqualified from the EOI process.

5.5 No Obligation / No Guarantee of Business

SCM is not obligated to enter into any agreement, or guarantee any particular level of business or binding arrangement as a result of this EOI Invitation and EOI process.

5.6 Address for submissions

Expressions of Interest must be submitted electronically to:

eoisuncentralmaroochydore.com.au

5.7 Nominated Contact Person

Any enquiries in relation to this EOI Invitation must be in writing to:

Zach Johnson
SCM Entrepreneur in Residence / Technology Adviser
zach@suncentralmaroochydore.com.au