

Part A: Terms of Participation

1 Definitions

In this RFEOI, terms defined in this section have the meaning given except where the context otherwise requires:

Agency or **Agencies** mean the operating agencies of Transport for NSW including Sydney Trains, NSW Trains, Roads & Maritime Services, Sydney Metro and State Transit Authority as the context requires.

Best and Final Offer or **BAFO** means a best and final offer submitted by short-listed Proponents invited to participate in a future procurement process.

Closing Date and Time means the closing date and time set out in Details section.

Conflict of Interest means any activity or interest which is in conflict with the Respondent providing Services to TfNSW fairly and independently, including because of the business interests of the Respondent or its consortium members, or their advisors, or any of their personnel or personal associations any of them have with any TfNSW personnel who are or are reasonably likely to be involved in this RFEOI or the Services.

Contractor means a Respondent that is selected by TfNSW to perform some or all of the Services as a consequence of the future procurement processes.

Critical Milestones have the meaning given in the Statement of Requirements.

Deliverable has the meaning given in the Statement of Requirements.

Details means the information on the first page of this RFEOI.

Evaluation Criteria has the meaning given in section 8.2 of Part A.

Information Documents has the meaning given in section 9.3.

Probity Adviser means the person identified as such in the Details.

Proponent means a Respondent that is short-listed by TfNSW as a consequence of the RFEOI process and invited to submit a response to an RFP.

Proposal means a response submitted by a Proponent to an RFP.

Related Bodies Corporate has the meaning given to that term in the Corporations Act 2001 (Cth).

Request for Expressions of Interest or **RFEOI** means this request for expressions of interest.

Request for Proposal or **RFP** means a request for Proposal for some or all of the Services.

Respondent means a supplier that submits a Response and includes potential Respondents.

Respondent Sensitive Information means:

- (i) financial information of the Respondent or its subcontractors provided in a Returnable Schedule;
- (ii) personal information of key personnel provided in a Returnable Schedule; and
- (iii) details of disagreements or disputes provided in a Returnable Schedule.

or any part thereof, provided by the Respondent in a Response, to the extent that they are not publicly available or already known to TfNSW (other than through a breach of an obligation of confidentiality to the Respondent).

Response means a response to the RFEOI submitted by a Respondent, including any additional information provided by the Respondent to TfNSW as part of this RFEOI process, whether at the request of TfNSW or not, and whether in writing or not.

Returnable Schedule means the returnable schedules set out in Part C of the RFEOI that must be returned by Respondents with their Responses.

RFEOI Inquiry Cut-off means the date and time identified as such in section 4.

RFEOI Manager means the contact identified as such in the Details.

Services means the goods and/or services that TfNSW requires the Contractor to perform to satisfy the Statement of Requirements.

SME means small and medium enterprises from Australia and New Zealand as defined in the NSW Government Small and Medium Enterprise Procurement Policy Framework at the following link <http://www.procurepoint.nsw.gov.au/procurement-reform/about-nsw-procurement-reform/small-and-medium-enterprises-policy-framework>

SMEPP means an SME Participation Plan.

Solution means the solution provided to TfNSW by the Respondent that satisfies the Statement of Requirements.

Statement of Business Ethics is the document that may be found at <http://www.transport.nsw.gov.au/code-of-conduct>.

<http://www.transport.nsw.gov.au/sites/default/files/b2b/aboutus/statement-business-ethics.pdf>

Statement of Requirements means the scope of Services set out in Part B of the RFEOI which includes the Deliverables and additional information. The Statement of Requirements is not intended to represent an exhaustive list of TfNSW requirements for the Services and is provided to enable Respondents to formulate a Response.

Terms of Participation means the terms and conditions set out in Part A of this RFEOI.

TfNSW or **Transport** means Transport for NSW ABN 18 804 239 602, a statutory body corporate constituted under section 3C of the *Transport Administration Act 1988* of Level 1, 18 Lee Street, Chippendale NSW 2008.

Transport Cluster means TfNSW and operations of Sydney Trains, NSW Trains, State Transit Authority (STA) and Roads and Maritime Services (RMS).

2 Introduction

Transport for NSW seeks Expressions of Interest that reduce the impact of Last Mile Freight trips on congestion in the Sydney CBD and increase the efficiency of these deliveries as part of the Last Mile Freight Innovation Challenge.

Further details are set out in Part B – Statement of Requirements.

For background information on TfNSW, see <https://www.transport.nsw.gov.au/>

Submission can be made using the Last Mile Freight Innovation Challenge Submission Form at opendata.transport.nsw.gov.au/innovation-challenges.

Please complete and return the [Supplier Confidentiality Deed](#) at Appendix 2 by submitting it via the Submission form.

3 RFEOI structure

This RFEOI comprises three parts:

Part A: Terms of Participation	Part A contains the terms of participating in this RFEOI.
Part B: Statement of Requirements	Part B sets out the Statement of Requirements.
Part C: Returnable Schedules	Part C contains the Returnable Schedules that must be completed by Respondents and returned in their Expression of Interest.

4 RFEOI timetable

Except for the Closing Date and Time, the following timetable below is provided as a guide only. TfNSW reserves the right to vary the timetable and the nature and number of activities in its sole discretion without notice to Respondents.

Activity	Date
RFEOI issued	8 May 2019
Industry Briefing (optional)	8 May 2019
Industry Collaboration Event (optional)	20 May 2019
RFEOI enquiry cut-off	7 June 2019
Closing Date and Time	16 June at 11:59PM
Invitation to RFP	July 2018

5 Communications during the RFEOI process

5.1 Respondent contact person

The Respondent must nominate a contact person who will be the only person authorised to contact (and be contacted by) the RFEOI Manager. The Respondent must not otherwise initiate contact with TfNSW or any of its staff or advisers in relation to the Response.

5.2 RFEOI Manager

All communications relating to this RFEOI must be in writing and submitted by email to the RFEOI Manager.

5.3 Requests for clarification or further information

Any questions or requests for further information or clarification of this RFEOI should be made prior to the RFEOI Enquiry Cut-off. TfNSW reserves the right to not respond to any questions or such requests received after the RFEOI Enquiry Cut-off.

If a Respondent finds any discrepancy, error or omission in this RFEOI or other information issued by TfNSW in respect of the RFEOI, the Respondent should notify the RFEOI Manager immediately.

TfNSW is not bound to answer any enquiry. Any answers in response to enquiries will be provided to all Respondents. The identity of the Respondent that initiated the enquiry will not be revealed by TfNSW in any such communications.

6 RFEOI

6.1 No legal relationship

This RFEOI does not create any legal relationship and is not a recommendation, offer or invitation to enter into a legal relationship, contract, agreement or other arrangement in respect of the Services.

Nothing in this RFEOI or in the consideration of a Response obliges TfNSW to enter into any agreement with anyone, creates a "process contract" or other implied contract, obliges TfNSW to consider or accept any Response, or stops TfNSW from considering a non-conforming Response.

6.2 Costs of participation

Participation in any stage of this RFEOI process, or in relation to any matter concerning a Response, will be at the Respondent's sole risk. All costs, losses and expenses incurred by Respondents (or their employees, agents, contractors or advisors) in any way associated with this RFEOI will be borne entirely by Respondents and TfNSW will not under any circumstances compensate Respondents for them.

6.3 Changes to the RFEOI process

The processes and procedures set out in this RFEOI represent the manner in which TfNSW currently intends to conduct this RFEOI. However, TfNSW will not be under any legal obligation to conduct this RFEOI in that manner and TfNSW may change the procedures set out in this RFEOI from time to time in its sole discretion. TfNSW will generally try to notify Respondents of any material changes that may affect Respondents but will not necessarily provide reasons.

Without limiting the previous paragraph, TfNSW reserves the right, and absolute discretion, to do all or any of the following at any stage of the RFEOI:

- a) change the content, structure or timing of the RFEOI process;
- b) change the scope or requirements of the Services;
- c) vary, amend, suspend or terminate the RFEOI or Respondent participation in it;
- d) evaluate any alternative or non-conforming or partially conforming Response;
- e) readvertise a new RFEOI;
- f) waive any irregularities in the RFEOI process or in any Response;
- g) request information from any Respondent;
- h) accept a substitution of, withdrawal of, or addition to any of the parties comprising a Respondent;
- i) invite or allow, or not invite or allow, any person to participate in any future RFEOI process, regardless of whether the person participated in the RFEOI process or the outcome of that person's participation in the RFEOI process; or
- j) enter into a contract with any person for some or all of the Services, or services similar to the Services.

6.4 Addenda

TfNSW reserves the right to vary this RFEOI (including the variation of any dates or timeframes referred to in this RFEOI) by issuing an addendum to Respondents. Each addendum will form part of this RFEOI, and all addenda must be addressed and incorporated into each Response. It is the responsibility of Respondents to verify if any addendum has been issued. Where an addendum has been issued after the Respondent has lodged its Response, the Respondent should update its Response and resubmit the updated Response in accordance with TfNSW's instructions.

7 Responses

7.1 Response content

Respondents must ensure that:

- (a) their Response is presented in the required format as set out in Part C – Respondent's Response; and
- (b) all the information fields in Part C - Respondent's Response are completed and contain the information requested.

Responses must be in English, be clear, concise and relevant, and be free of irrelevant marketing material or any other superfluous or irrelevant material.

All times must be in Australian Eastern Standard Time (AEST). Pricing must be in Australian dollars (AUD) excluding GST and pricing terms must comply with Delivered Duty Paid (DDP) (Incoterms 2010), unless otherwise set out in this RFEOI.

In completing the Response, Respondents must not change any pre-existing text in the Returnable Schedules other than to insert the required information.

Respondents should fully inform themselves in relation to all matters arising from this RFEOI, and must clearly identify and detail all assumptions, qualifications and dependencies upon which their Response is based in the relevant section of the Returnable Schedules or where no such section exists, in Returnable Schedule 1. Respondents must also inform TfNSW how such assumptions, qualifications and dependencies are proposed to be eliminated. If no assumptions, qualifications and dependencies are identified, the Response will be deemed to have none.

7.2 Lodgement

Responses must be submitted no later than the Closing Date and Time.

Responses can be submitted electronically at the [Transport for NSW Open Data Website](#)

Such Responses will be treated in accordance with the *Electronic Transactions Act 2000* (NSW), and given no lesser level of confidentiality, probity and attention than Responses lodged by other means.

Electronically submitted Responses may be made corrupt or incomplete, for example by computer viruses. TfNSW may decline to consider for acceptance a Response that cannot be effectively evaluated because it is incomplete or corrupt. Respondents must note that:

- (a) to reduce the likelihood of viruses, Respondents must not include any macros, applets, or executable code or files in a Response.
- (b) Respondents should ensure that electronically submitted files are free from viruses by checking the files with an up to date virus-checking program before submission.
- (c) TfNSW will not be responsible in any way for any loss, damage or corruption of electronically submitted Responses.

7.3 Labelling

Respondents must ensure file names of their Response includes the RFEOI Reference Number and Respondent's name.

7.4 Late Responses

Respondents are solely responsible for ensuring that their Response is submitted in accordance with this RFEOI prior to the Closing Date and Time. Responses received after the Closing Date and Time may be considered to be late Responses.

In accordance with the Procurement Policy Framework, late Responses will not be accepted, except where TfNSW determines (but without any obligation to do so), in its absolute discretion, that the late Response was beyond the reasonable control of the Respondent or due to any acts or omissions of TfNSW and where the integrity and competitiveness of the RFEOI process will not be compromised by accepting a late Response.

7.5 Extensions

TfNSW may extend the Closing Date and Time in its sole discretion. Respondents may request an extension in writing to the RFEOI Manager but TfNSW is under no obligation to grant such extension.

7.6 Response Validity

The Response will be deemed to remain valid for a period of no less than the validity period set out in the Details.

7.7 Errors by Respondent

If TfNSW considers that there are unintentional errors of form in a Response, TfNSW may, but is not required to, request the Respondent to correct or clarify the error but TfNSW will decline to consider any material alteration or addition to the Response that would improve it. Otherwise, Respondents are responsible for carefully checking the correctness of their Response before lodging it and TfNSW may accept your Response as lodged.

8 Evaluation of Responses

8.1 Evaluation process

Following the Closing Date and Time, TfNSW intends to evaluate the Responses received. TfNSW may decide, in its absolute discretion, to consider or refuse to consider, any non-conforming Response. A non-conforming Response includes Responses that:

- (a) do not comply with the requirements of this RFEOI;
- (b) are incomplete, ambiguous or illegible, or
- (c) contains insufficient information to enable proper evaluation.

8.2 Evaluation criteria

Responses will be evaluated by determining the best value for money having regard to the price and non-price criteria summarised below. The criteria are not listed in any particular order of importance and are not necessarily of equal weight:

Item	Evaluation Criterion	Overview
1.	Organisational strategic Alignment	There is an organisational strategic alignment or demonstrated commitment to reducing congestion in the CBD related to last mile freight deliveries.
2.	Delivers an improved Last Mile Freight customer experience and Innovation	The product or solution improve efficiency and/or achieve a clear customer value proposition or deliver other benefits to customer or Government. The product is unique, innovative and differentiated from other products.
3.	Technology and Resources are available and data sharing is enabled.	The proponent has the resources, capability and/or technology to deliver the proposed solution. The technology to deliver the solution is available and accessible. There is a focus on enabling the sharing of data to be used within the transport ecosystem to improve customer information and assist the effective management of the transport network.
4.	Timeframe and approach that will achieve the milestones	There is feasible approach that will be taken to design, build and deliver the solution to be ready for a customer pilot to the property timeframe The roles and responsibilities of TfNSW are defined and the required actions and activities required from TfNSW are known.
5.	Indicative Investment Required	If seed funding is required to deliver the product, service or solution, it is identified and is the best value for money for government. A model to commercialise and make the product, solution or service sustainable in its own right is known. The RFP evaluation will consider the request for seed funding as a total value and as a proportion of the total project value/budget.
6.	Compliance with NSW Government Policy	Compliance with NSW Government <u>SME Policy</u> (for all tenders) and an <u>SME Plan</u> (where value of procurement exceeds \$10M)
7.	Other.	Technology: standard, system integration. Innovation: supplier contribution to us, supplier innovation. Environmental and Social Sustainability: environment, labour issues and WHS, Aboriginal businesses, Disability Enterprises

If applicable (see clause 9.2), the Respondent's SME Participation Plan will be an evaluation criterion. The Returnable Schedules provide more detail of the evaluation criteria and information required by TfNSW to evaluate Responses.

8.3 Clarifications, presentations and interviews

In evaluating Responses TfNSW may, in its sole discretion, take into account information that it obtains in addition to any information contained in a Response in relation to a Respondent.

TfNSW may ask Respondents to submit additional information or clarify Responses during the RFEOI process and seek clarifications from Respondents at any time after the Closing Date.

TfNSW also reserves the right to interview selected human resources nominated by Respondents and/or seek briefings or presentations from Respondents as part of the Response evaluation process. Respondents will be notified in writing in the event TfNSW seeks to exercise this right.

8.4 Successful Responses

Selection of a successful Respondent does not give rise to a contract (express or implied) between the successful Respondent and TfNSW for the supply of Services. No legal relationship will exist between TfNSW and a successful Respondent for the supply of Services until such time as a binding contract is executed by them.

The Successful Respondent(s) will be shortlisted to participate in a future RFEOI process for the services.

8.5 Advice to Respondents and Debriefing

TfNSW does not intend commenting on or disclosing the progress of the evaluation of Responses prior to giving formal final notice of the outcome of the RFEOI.

Respondents may within 30 days of the notification of the outcome of the RFEOI, by email to the RFEOI Manager, request a debriefing. A debriefing interview will be held with the relevant Respondent providing information on why its Response was not successful.

TfNSW will not provide any information comparing a Response against another Response nor will TfNSW release the names or scores of other Respondents or any other information about other Responses other than the name(s) of the successful Respondent(s).

9 General

9.1 Compliance with policy

Respondents must comply with:

- (a) all supplier obligations in the Procurement Policy Framework that is current at the date that is two weeks prior to the close of this RFEOI. A copy of the Procurement Policy Framework is available at <https://www.procurepoint.nsw.gov.au/policy-and-reform/nsw-procurement-board/nsw-government-procurement-policy-framework>; and
- (b) TfNSW Statement of Business Ethics, a copy of which is available at <http://www.transport.nsw.gov.au/about-us>

Compliance with the Procurement Policy Framework and TfNSW Statement of Business Ethics are essential requirements of this RFEOI.

A Respondent's failure to comply with this clause 9.1 during the RFEOI process will be taken into account by TfNSW during the Response evaluation process and TfNSW may pass over the Respondent's Response without prejudice to any other rights of action or remedies available to TfNSW.

9.2 SMEPF

The Small and Medium Enterprises Policy Framework is a key NSW Government procurement reform. This policy improves access by small to medium enterprises (SMEs) to government goods and services procurement by opening up opportunities. It supports competition and reduces the administrative

burden on SMEs. Information in relation to this policy is detailed on the NSW Procurement website <https://www.procurepoint.nsw.gov.au/policy-and-reform/goods-and-services/small-and-medium-enterprises-policy-framework>. If applicable, the Respondent must complete an SME Participation Plan and include it in the Response.

9.3 Intellectual Property Rights in this RFEOI

All Intellectual Property Rights in this RFEOI and any documents provided to Respondents as part of the RFEOI process (**Information Documents**) are owned by and will remain the property of TfNSW and its licensors. TfNSW gives Respondents no rights in this RFEOI or the Information Documents. Respondents must not copy, use or otherwise deal with this RFEOI or the Information Documents, except as reasonably necessary for Respondent to respond to this RFEOI, unless TfNSW gives prior written consent.

9.4 Intellectual property rights in Response document and licence to use

Upon submission in accordance with the requirements of this RFEOI, all Responses (whether in paper or electronic form) will become TfNSW property.

Respondents (or their licensors) will retain all Intellectual Property Rights contained in the Responses. Each Respondent grants to TfNSW a royalty-free, perpetual and irrevocable licence to use, copy, reproduce, adapt and modify their Response for any purpose related to the RFEOI, including for the purpose of evaluating Responses and the preparation of associated agreements.

TfNSW will retain copies of Responses, evaluation information and other materials as required by TfNSW or NSW Government policies and processes.

9.5 TfNSW Confidential Information

TfNSW confidential information includes all information contained in this RFEOI or subsequently provided by TfNSW other than information which is or becomes public knowledge (unless through a breach of confidentiality by the Respondent).

Respondents may disclose TfNSW confidential information to their employees, agents, contractors and advisors strictly on a need to know basis and solely for the purposes of evaluating the contents of this RFEOI, preparing a Response and negotiating any resulting contract. Respondents must, in respect of TfNSW confidential information, obtain from the recipients, and provide to TfNSW, an executed confidentiality undertaking in favour of TfNSW in the form set out in Attachment 2 [Supplier Confidentiality Deed](#)

Respondents are also permitted to disclose TfNSW confidential information to the extent required by law. However, prior to any such disclosure the Respondent must notify TfNSW in writing and allow, to the extent legally possible, a reasonable period for TfNSW to consider whether they wish to require the Respondent to challenge the grounds for the disclosure or seek conditions to be placed on the disclosure.

Respondents must not otherwise use or disclose TfNSW confidential information.

Respondents may not make any announcement or release any information regarding this RFEOI (including that it has been sent to Respondents) without TfNSW's prior written consent.

TfNSW may require Respondents to return or destroy all copies of this RFEOI and any other confidential information TfNSW has provided to Respondents. Respondents must promptly comply with this request and provide a written certification of destruction (if so directed in writing).

9.6 Respondent Confidential Information

Respondents should clearly identify any confidential information they have provided as part of their Response, including information about the Respondent and its products, services and customers. Such information will not be confidential if TfNSW already knows the information, it is public knowledge or TfNSW has already obtained the information on a non-confidential basis.

Respondents must not mark the whole or substantially the whole of their Response as confidential. Respondents must not claim confidentiality for any part of Response which is not genuinely confidential.

TfNSW shall in good faith appropriately secure and safeguard all Respondent's provided documentation and shall keep all declared confidential information confidential. Respondents agree that TfNSW may disclose any information in their Responses (including Respondent confidential information) to TfNSW

employees, agents, contractors or advisors on a need to know basis and for the purpose of evaluating or clarifying a Response or negotiating any resulting contract.

If there is any conflict or inconsistency between TfNSW's obligations of confidentiality to the Respondent and TfNSW's obligations of disclosure, as referred to in clause 9.7 below, TfNSW's obligations of disclosure shall prevail to the extent of the conflict or inconsistency.

9.7 Disclosure of Details of TfNSW Contracts

Notwithstanding any provision of this Part A, TfNSW may disclose any information in a Response and any resulting contract to the extent that TfNSW is required to do so by law, including under the *Government Information (Public Access) Act 2009* (NSW) or by a valid requirement of a government agency. TfNSW disclosure obligations may change over time, but Respondents should be aware that TfNSW may be required to disclose the following types of information:

- (a) the name and business address of the Contractor and details of any related bodies corporate that will be involved in carrying out the obligations of the Contractor under any contract resulting from this RFEOI;
- (b) in relation to this RFEOI, the method of submitting Responses and a summary of the criteria against which the various Responses were assessed by TfNSW;
- (c) details of any resulting contract from the RFEOI process (including a description of the goods/services to be provided, commencement date of the resulting contract, the term of the resulting contract, and a description of any provisions in the resulting contract which may be subject to variation or renegotiation); and
- (d) the price payable by us under the resulting contract and the basis for future changes in this price.

Detailed information about the disclosure obligations of NSW government agencies is set out in the guidelines published by the Information and Privacy Commission. These guidelines can be accessed at <http://www.ipc.nsw.gov.au/education-and-resources>

9.8 No collusion

In preparing a Response, Respondents must not communicate (verbally or otherwise), have any arrangement or arrive at any understanding with any other Respondent concerning the RFEOI. Respondents must not engage in practices that might be regarded as collusive or anticompetitive.

9.9 Disclaimer

This RFEOI contains statements based on information or data that TfNSW believes to be reliable as at the date of publication. TfNSW makes no representation or warranty, express or implied, as to the accuracy or completeness of any information or data or statement given or made in this RFEOI. Respondents are responsible for forming their own independent judgements, interpretations, conclusions, and deductions about any information or data in this RFEOI, and Respondents should examine all information relevant to the risks, contingencies and other circumstances that could affect their Response. TfNSW will not be liable to Respondents if Respondents rely on any information or data in this RFEOI.

9.10 Reliance on statements

TfNSW may rely on any statements made by Respondents (including their employees, contractors, advisors and agents). The statements TfNSW may rely on include those contained in Responses, those made in any written or verbal communications and in any negotiations with TfNSW. If TfNSW believes any Respondent has made any false or misleading statements, TfNSW may in its absolute discretion exclude the relevant Response from the evaluation process at any time.

9.11 Unlawful acts and improper assistance

Respondents (and their employees, contractors, advisers and agents) must not offer any form of inducements to TfNSW or exhibit undue pressure (including any duress) on TfNSW, our employees or advisors in connection with this RFEOI process. TfNSW may exclude a Response from consideration where TfNSW believes it has been compiled using information improperly or unlawfully obtained from TfNSW or with the improper assistance of any person currently or previously associated with TfNSW.

9.12 Piggybacking

If a public sector service agency (as defined in the *Public Sector Employment and Management Act 2002*) requests the successful Respondent to provide goods or services to it similar to the goods or services the subject of this RFEOI then the successful Respondent agrees that it will enter into a separate agreement with that other agency on terms no less favourable than the terms in its Response having regard to any necessary changes (including scope and service levels).

9.13 Precedence of documents

If there is any inconsistency between this clause 9.13 of the RFEOI and any of the other sections or attachments, then the terms of this clause 9.13 will prevail to the extent of that inconsistency.

Part B: Statement of Requirements

1 What we want to achieve: Innovation

Transport for NSW (“**TfNSW**”) wants to increase improve the efficiency of Last Mile Freight operations by identifying and implementing new, creative and better ways to help deliver goods to the desired destination quickly, safely, easily and efficiently at a time that suits the customer.

To achieve this, we are seeking innovative expressions of interest from the market to develop a number of concepts aimed at identifying the potential for different solutions to achieve our goals.

The Innovation Challenge will be conducted as a two-stage procurement process, a Request for Expressions of Interest (“**RFEOI**”) followed by a select Request for Proposals (“**RFP**”) which will be issued to shortlisted RFEOI respondents.

The selected solutions must address the project objective reducing congestion caused by Last Mile Freight deliveries, increasing the efficiency of deliveries and improving the customer experience.

Outcomes that solutions may address include:

- I. Creating awareness of the bigger transport picture: How might we build a system that allows the government to monitor how freight is delivered in the CBD? So that we have a deeper understanding of how to improve freight movements going forward for government and delivery operators
- II. Maximising Positive Behaviours: How might we trial delivery spaces that operate in line with the needs of delivery operators and delivery drivers of light commercial vehicles? So that we continue to create positive behaviours that foster improved and efficient freight deliveries."
- III. Making Deliveries more efficient: How might we improve the visibility of delivery space usage? So that we make it easier for drivers to obtain the ideal park for their needs.
- IV. Greater end-to-end collaboration: How might we help retailers, drivers and receivers to start exhibiting more collaborative methods of delivery? So that we make their inbound and outbound freight trips cause less CBD congestion.

The RFEOI responses will be evaluated using the evaluation criteria outlined in section 8.2 of Part A: Terms of Participation.

2 What’s in it for participants?

Through the Digital Accelerator, TfNSW will work with respondents who can contribute innovative systems and ideas in their own right or in partnership with others.

Successful respondents with potentially commercially sustainable solutions will offered a range of support services to deliver their solutions to be ready for a live customer pilot. These support services include:

- Seed funding
- Promotion to Transport customers

- Incubation support
- Cloud storage credits
- Access to office space and colocation options
- Mentoring and coaching by partners of the Transport Digital Accelerator
- Access to new and existing data and APIs
- Support from Transport cluster subject matter experts and specialists

3 Objectives

The Future Transport 2056 Strategy, announced technology-enabled solutions as a key strategic component to deliver customer experiences that are seamless, interactive and personalised, and supported by technology and data.

Transport for NSW wants to identify and implement new, creative and better ways to ensure freight is delivered to its destination quickly, safely, easily and efficiently at a time that suits customers.

To achieve this, TfNSW will conduct an Innovation Challenge seeking submissions from the market through a two-stage procurement process, a Request for Expressions of Interest (RFEOI) followed by a select Request for Proposals (RFP) to shortlisted respondents.

Submissions must improve the efficiency of Last Mile Freight delivered in the Sydney CBD, ideally reducing the number of delivery trips into the CBD and the number of kilometres driven by delivery vehicles whilst in the CBD.

TfNSW is seeking options that provide improved customer outcomes and value for money. Learnings from the trials will help inform Transport for NSW's thinking for future service contracts and create potential opportunities for new models and entrants in the transport network of the future.

An industry collaboration event will assist respondents to seek partnership or support from industry in the case where they have specialisation in one area to help provide an end-to-end solution. Successful participants will therefore generate long-term opportunities for the market.

4 Scope of Services

In accordance with the objectives outlined above, we are seeking partners to develop and implement Last Mile Freight products, services or solutions that reduce congestion in the Sydney CBD, increase the efficiency of deliveries and improve the customer experience.

TfNSW will work with respondents who can contribute innovative systems and ideas in their own right or in partnership with others. For example, a respondent proposing piloting an application that supports a customer interface only, TfNSW will assist by helping to link with others who may be able to help provide an end-to-end solution. This will be done through industry collaboration events.

5 Contract Terms

Contract Terms and values will not be known until the conclusion of the EOI evaluations.

6 Timeframes and/or service levels

We are seeking submissions which demonstrate the ability to deliver in accordance within the indicative timeframes as set out in section 7 below.

Following the evaluation process, a number of solution pilots maybe be developed and implemented with incubation support by the Transport Open Data Team under a Contract with Transport for NSW.

7 Key outcomes

The following are the key outcomes that are to be targeted for delivery.

Description	Indicative date for delivery
Commencement: The respondent must: a) provide relevant information in relation to the solution specifications as required by TfNSW and the terms of this Agreement; and commence product development and agree on platform and functionality of the App with TfNSW.	July 2019
Acceptance of the Solution a) Acceptance by TfNSW of the IT Rules & Specifications in relation to the solution (as further developed by the Responder accordance with the Agreement) as required by TfNSW b) Testing and verification including the integration and use of APIs, data and processes. Completion of a working version of the solution.	November 2019
Pilot Release: The respondent must undertake a pilot in the manner required by TfNSW, which will include the use of the solution.	December 2019

8 Other information

In addition to this RFEOI we refer to additional documents that inform this RFEOI. This includes:

- Future Transport 2056 (future.transport.nsw.gov.au)
- Future Transport Technology Roadmap website (future.transport.nsw.gov.au/technology)
- Future Transport Technology Roadmap
- Open Data Hub and Developer Portal (opendata.transport.nsw.gov.au)

Respondents must complete Last Mile Freight Innovation Challenge Submission form at the Open Data Website in accordance the Terms of Participation.

Part C: Returnable Schedules

1 Returnable Schedules

RFOI submission form available online at Open Data Website:
<https://opendata.transport.nsw.gov.au/last-mile-freight-innovation-challenge>