CUBIC® | Transportation Systems

Department of State Growth (DSG)

Tasmanian Industry Participation Plan

SUBMITTED BY:

Cubic Transportation Systems Limited (Australia) Pty Limited

22 April 2024

This document contains proprietary information originated or owned by Cubic Transportation Systems (Australia) Pty Limited. Neither this document nor the information disclosed herein shall be reproduced or transferred to other documents or used or disclosed to others for manufacturing or any other purposes except as specifically authorised in writing by Cubic Transportation Systems (Australia) Pty Limited.

This page is intentionally left blank

Tasmanian Industry Participation Plan

The Tasmanian Government is committed to maximising opportunities for local suppliers to compete for and win Government procurements. Suppliers/proponents are requested to prepare a Tasmanian Industry Participation Plan (TIPP):

- for all procurements with a value exceeding $5 million;
- for nominated procurements (at the discretion of the procuring Government entity) greater than $2 million and up to (and including) $5 million; and
- for private sector projects valued at over $5 million that receive support, including in- kind support, valued at or greater than $500 000 from the Government.

Procurement Details

Procurement ID	3603
Procurement title	Tasmania Next Generation Ticketing as a Service (NGTaaS)
Name of Responsible Agency/Entity	Department of State Growth (DSG)

Supplier details

Name of supplier	Cubic Transportation Systems Limited (Australia) Pty Limited
Contact details for supplier	Inger Gartner inger.gartner@cubic.com Phone: 02 9307 5231 Level 23, 477 Pitt Street, Haymarket NSW 2000

Use or disclosure of data contained on this sheet is subject to the restrictions on the title page of this document.

Are you a Tasmanian SME*? Do you employ Tasmanians?

Response:

Cubic is not a Tasmanian Small Medium Enterprise (SME). Cubic has operated in Australia for over 30 years and we have a presence in Sydney, Brisbane and Perth that includes 70 developer personnel that are part of our global Product and Research & Development organisation, and an additional 600 local staff that constitute the expertise that has designed, implemented and continuously operate and maintain the Opal system for Transport for NSW and the "*go* card" and Next Generation Ticketing System for the State of Queensland Department of Transport and Main Roads.

Cubic will remain open to exploring ways to optimise local market engagement and create new opportunities for emerging Tasmanian SMEs. As part of the NGTaaS, Cubic will be able to establish and grow our business and establish a footprint in Tasmania, including local business engagement, such as engaging local personnel in Tasmania for installation work and our operations and maintenance services for DSG. Our commitment in the DSG contract includes the Operations and Maintenance Services which will have the asset management and triage team operating in Tasmania (Hobart) for the field management services supporting both Bus and Ferry. We will also look into sourcing for suitable Tasmanians who has the skills set and experience to do the Bus and Ferry installation.

Where are the goods or services to be used in the contract sourced from?

Response:

Cubic provides all the goods and services as outlined in the contract with DSG.

Cubic has a manufacturing facility in Tullahoma, USA, which produces our hardware Products, such as readers, on-board devices for bus, ferry and rail etc. These hardware products are designed and engineered out of Cubic's head office in San Diego.

Our partnerships with DSG extend to our strategic alliances and our local supply chain. Cubic has a long relationship with payment schemes MasterCard and Visa on a global basis. Locally we collaborate with the Commonwealth Bank of Australia in the delivery of financial services operations in Australia and with Microsoft, on which our system is hosted.

We may engage local SME for the installation and maintenance services throughout the term of the services this may lead to engagement of Tasmanian based trades for example electricians and civil engineers. Cubic will source locally in the first instance which will generate further opportunities for Tasmanian based trades keeping the work local.

Opportunity for Tasmanian SME[1] Involvement

Response:

Local partnerships and supporting local industry are essential elements of Cubic's values. We may engage experienced Tasmanian-based subcontractors to support field implementation and ongoing

[1] *A Tasmanian SME is a Tasmanian business employing less than 200 people*

operations and maintenance of the NGTaaS program and see it as our responsibility to help train, develop and share our global knowledge with them.

Broader Social and Economic Opportunities

Response:

Cubic is a global organisation providing ticketing solutions and critical operations to some of the world's largest public transportation systems. Our implementation and operation of transport ticketing and payment systems worldwide is largely delivered through global suppliers and software systems that cannot be replicated locally. For example, employing software associated with Google Pay or Apple Pay, or the use of leading semi-conductor manufacturers such as NXP. Application of these organisations' products and services provides our clients with secure, superior solutions applied cost-effectively through economies of scale. Cubic's global supply chain, which we will use for the DSG contract, also centrally procures and delivers products and services to Sydney, Queensland, New York, London and San Francisco.

Due to the nature of the services provided, and the specialist qualifications required to work in the transport ticketing industry, we do not anticipate high numbers of apprentices, trainees and cadets to be utilised directly by Cubic for the DSG contract. Where suitable, we will investigate opportunities through our Subcontractors to boost vocational participation across our operations and maintenance network.

The DSG contract will provide other benefits to the Tasmanian economy in terms of the intrinsic benefits the NGTaaS system provides. Tasmanians will be able to access a world class transportation system, transport access and equity. The NGTaaS system, when fully rolled out, will allow passengers to use any general access public transport – any provider across the Tasmania state – on a single system. This new proven ticketing system already used in London, Chicago and Queensland will provide more convenience for all Tasmanian commuters.

DSG will have the opportunities to engage local contractors to work on the civil and landside works to support the NGTaaS's deployment of platform validators for ferries as well as buses installation works. This will help to create jobs and increase economic growth for local Tasmanians and businesses.

Local Innovative Solutions

Response:

The new NGTaaS system for the DSG contract will leverage the advanced account-based ticketing solution that Cubic currently delivers for Queensland's Department of Transport and Main Roads (TMR). This innovative and collaborative approach means that Tasmania will have access to a fully featured account-based system typically deployed to much larger regions.

Cubic has a long history of collaboration with local institutions and suppliers, together with a presence in a number of Australian states and territories. As the NGTaaS solution is being delivered from Queensland, Cubic anticipates the deployment of technical staff and management to Tasmania to provide ground level expertise, training and support of the system. Those visits will result in local expenditures for food, lodging, and ground transportation, supporting the small businesses providing those services. We anticipate the utilisation of Tasmanian suppliers for technical goods and services

Use or disclosure of data contained on this sheet is subject to the restrictions on the title page of this document.

when applicable needs arise, both while supporting the successful installation and implementation of the NGTaaS solution, and during subsequent visits from Cubic personnel as the working relationship between DSG and Cubic continues.

Since Cubic was established in 1951, we have always placed innovation at the heart of our corporate culture. We are committed to improving, enhancing, and discovering better solutions for our government and commercial customers around the world.

Our various innovation-focused white papers, which showcase our strategic direction and innovation, are available at https://www.cubic.com/innovation/insights.

Tasmania will receive the benefits from the improvements and innovation introduced at the global level as part of the NGTaaS solution we are providing for DSG.

Completed and endorsed	**Dino Beverakis** Vice President and General Manager, APAC **O** +61 (2) 90694776 **M** +61 (427) 947473 *(Supplier representative)*
	Cubic Transportation Systems Limited (Australia) Pty Limited
	[redacted] *(Signature)*
	Apr 23, 2024 *(Date)*