

**All correspondence to:**

Meat & Livestock Australia Limited

ABN 39 081 678 364

PO Box 1961

North Sydney NSW 2059

**Request for tender**

***Strictly confidential***

***Enhancing animal disease feedback reporting and developing a common approach for regional benchmarking***

Tenderer:

Date completed:

The contents of this request for tender and all other information and materials provided by or on behalf of MLA are the property of MLA and are confidential to MLA. All materials provided by or on behalf of a tenderer to MLA will become the property of MLA. There is no payment for tender applications.

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TABLE OF CONTENTS

SECTION 1 3

1. INTRODUCTION AND INSTRUCTIONS 3

1.1 MLA 3

1.2 Invitation 3

1.3 Tenders 3

1.4 Ownership of tenders 4

1.5 Disclosure 4

1.6 Questions 4

1.7 Extension of Closing Date 4

1.8 Discussion and public statements 4

1.9 Conflict of interest 5

1.10 Budget information 5

1.11 Tender validity period 5

1.12 Applicable law 5

1.13 Privacy 5

1.14 MLA’s rights 5

1.15 Costs 6

1.16 Binding agreement 6

1.17 Selection process 6

SECTION 2 7

2. TENDERER INFORMATION 7

2.1 Details of tenderer 7

2.2 Pricing 7

2.3 Proposed subcontractors and suppliers 7

2.4 Insurance 7

2.5 References 8

SECTION 3 9

3. SPECIFICATION 9

Background 9

SECTION 4 13

4. MLA’s CONSULTANCY TERMS 13

SECTION 1

* 1. INTRODUCTION AND INSTRUCTIONS
     1. MLA

Meat & Livestock Australia Limited (ABN 39 081 678 364) and its related body corporate Industry Systems Company Limited (ABN 34 134 745 038) (together, “**MLA**”) undertake a range of research and development and marketing programs designed to benefit beef, sheepmeat and goatmeat industry participants, from livestock producers to retail service providers. It also provides a number of research and development and marketing services to related industry sectors including meat processors and live animal exporters.

* + 1. Invitation

MLA invites interested parties to submit tenders **by 5pm on 15 January 2021** (Closing Date), to submit a proposal for either assisting the enhancement of animal disease reporting and/or developing a common approach for regional benchmarking.

* + 1. Tenders

Tenders must comply with all requirements specified in this request for tender.

Please submit an electronic/soft copy of the tender.

All questions in Section 2 must be completed.

Section 3 describes MLA’s requirements for enhancing animal disease reporting and developing a common approach to regional benchmarking. Each tenderer must provide a statement detailing how it would meet MLA’s requirements in Section 3.

Section 4 contains the terms on which MLA will enter into an agreement with the successful tenderer. These terms contain minimum legal requirements that must be satisfied before MLA is prepared to enter into an agreement with a supplier. MLA’s terms are non-negotiable. The tenderer acknowledges and agrees that submitting a tender to MLA will constitute acceptance of all terms of the agreement in Section 4 by the tenderer.

Section 5 contains a declaration to be completed by the tenderer.

All tenders should be sent to Verity Suttor, [vsuttor@integritysystems.com.au](mailto:vsuttor@integritysystems.com.au)

and should contain:

* + - * 1. the answers to the questions and information required in **Section 2**;
        2. any additional information, reports or documents required in relation to the Specification in **Section 3**;
        3. a statement detailing how the tenderer will meet MLA’s requirements in **Section 3**;
        4. any proposed Special Conditions to the terms set out in **Section 4**; and
        5. the completed declaration in the form set out in **Section 5.**

MLA will treat all tenders in confidence.

* + 1. Ownership of tenders

All material submitted in response to this request for tender will become the property of MLA.

Any intellectual property rights that exist in a tender will remain with the tenderer.

The tenderer licenses MLA, its employees, agents, contractors and advisers to copy, adapt, modify or do anything else to, all material submitted in response to this request for tender, including material in which the tenderer’s or any other person’s intellectual property rights subsist, for the purposes of evaluating the tender.

* + 1. Disclosure

In providing a tender the tenderer agrees to the disclosure of information in the tender to MLA’s employees, agents, contractors and advisors, for the purposes of this tender process, as required by law or otherwise with the tenderer’s consent.

Tenderers must identify any information that they consider should be protected as confidential information and provide reasons for this.

* + 1. Questions

Any questions must be submitted in writing and marked to the attention of Verity Suttor at vsuttor@integritysystems.com.au. MLA may provide the answers to such questions to all tenderers.

* + 1. Extension of Closing Date

MLA may extend the Closing Date. Tenderers may request an extension by written request marked to the attention of the MLA Contact at least 3 business days prior to the Closing Date and must provide reasons in support of the request.

Any extension of time will be granted to all tenderers, not only the tenderer requesting the extension.

* + 1. Discussion and public statements

Unless expressly provided in this request for tender, tenderers and their employees, agents, contractors and advisers must not at any time during the tender process approach or discuss with any MLA employees, agents, contractors or advisers (except the MLA Contact) any matter relating to the request for tender or the tender.

Tenderers must not make any public statement about this request for tender without the prior written consent of MLA.

* + 1. Conflict of interest

Where tenderers identify that a conflict of interest might arise in the provision of goods or services contemplated by this request for tender, tenderers are to identify that potential conflict of interest in their tender. If an actual or potential conflict of interest arises, the tenderer must immediately notify MLA in writing. If any conflict of interest might arise for a tenderer before entering into an agreement for the provision of goods or services contemplated by this request for tender, MLA may:

* + - * 1. enter into discussions to seek to resolve such conflict of interest;
        2. disregard the tender provided by such a tenderer; or
        3. take any other action it considers appropriate.
    1. Budget information

Budget information specified in tenders must:

* + - * 1. be expressed in Australian dollars;
        2. be inclusive of all charges, and expenses;
        3. identify separately the duties and taxes, including goods and services tax (**GST**) component of the price; and
        4. apply for the duration of the provision of the goods and services contemplated by this request for tender.
    1. Tender validity period

Each tender must remain open for acceptance by MLA for a period of at least six months from the Closing Date. The tenderer should specify any longer periods for which the offer remains valid.

* + 1. Applicable law

The laws of New South Wales apply to this request for tender.

* + 1. Privacy

Each tenderer must ensure that it complies with the *Privacy Act 1988* (Cth) in submitting its tender and, if successful, in entering into an agreement for the provision of goods and services contemplated by this request for tender.

* + 1. MLA’s rights

MLA reserves the right to:

* + - * 1. reject any tender;
        2. close the right to submit tenders at any time before the Closing Date, without giving any reason or communicating such closure to any person;
        3. accept late tenders;
        4. accept any tenders which do not otherwise comply with the terms of this request for tender;
        5. accept part tenders;
        6. withdraw this request for tender or issue a new request for tender;
        7. vary the terms of this request for tender;
        8. negotiate directly with any person before or after the Closing Date;
        9. discuss with each tenderer details of its tender; and
        10. vary the tender selection process set out in this request for tender.

In addition to its rights above, MLA may decline to consider or accept any tender from a tenderer who does not satisfy MLA of the tenderer’s ability to complete the tender in accordance with its terms.

MLA is not bound to accept the lowest or any tender.

MLA may waive compliance with any of the terms of this request for tender and consider and accept any tender which does not conform with these terms.

MLA may require a tenderer to provide such further information as MLA requires in order to consider the tenderer’s tender and, if so required, the tenderer must promptly provide such information.

* + 1. Costs

MLA will not be responsible for any costs or expenses incurred by the tenderer arising in any way from the preparation of tenders.

* + 1. Binding agreement

A tender will not be deemed to have been accepted by MLA, nor any agreement arise between a tenderer and MLA, until the successful tenderer and MLA enter into a formal written agreement for the provision of the goods and services contemplated by this request for tender.

* + 1. Selection process

MLA will review each tender and may select a short list of tenderers. Any such short listed tenderers may be required to present to MLA and a successful tenderer may be selected from such a list.

SECTION 2

* 1. TENDERER INFORMATION
     1. Details of tenderer

Name and address of the company or individual providing the tender;

Name of the person who may be contacted for further information;

Telephone number;

Facsimile number; and

Australian Business Number (ABN).

* + 1. Pricing

Tenderers are to provide quotes for all fees, charges and expenses. Prices are to include all work related to the provision of goods and services contemplated by this request for tender and are to be inclusive of GST and other applicable duties and taxes.

* + 1. Proposed subcontractors and suppliers

The tenderer must list all proposed subcontractors and suppliers that the tenderer intends to engage in providing goods or services to MLA:

|  |  |
| --- | --- |
| **Description of goods or services** | **Subcontractor or supplier** |
| Click or tap here to enter text. |  |
| Click or tap here to enter text. | [insert] |

* + 1. Insurance

The tenderer must provide details of current insurance policies held by it and each proposed subcontractor and supplier:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Insurance type** | **Policy number** | **Extent of cover: per incident** | **Extent of cover: in aggregate** | **Expiry date** |
| Professional indemnity | [insert] | [insert] | [insert] | [insert] |
| Public liability | [insert] | [insert] | [insert] | [insert] |
| Workers’ compensation | [insert] | [insert] | [insert] | [insert] |

* + 1. References

The tenderer must provide details of the last 3 agreements entered into for the provision of goods or services comparable to those set out in this Request for Tender:

* + - * 1. Name: [insert]

Telephone number: [insert]

Contact: [insert]

Goods or services provided: [insert]

Completion date of agreement: [insert]

* + - * 1. Name: [insert]

Telephone number: [insert]

Contact: [insert]

Goods or services provided: [insert]

Completion date of agreement: [insert]

* + - * 1. Name: [insert]

Telephone number: [insert]

Contact: [insert]

Goods or services provided: [insert]

Completion date of agreement: [insert]

SECTION 3

* 1. SPECIFICATION

**Background**

**Integrity Systems Company**

The Integrity Systems Company (ISC) manages and delivers the Australian red meat industry’s on-farm assurance and through-chain traceability programs:

• Livestock Production Assurance (LPA),

• LPA National Vendor Declaration (LPA NVD) and

• National Livestock Identification System (NLIS)

ISC is also responsible for the delivery of Integrity Systems 2025 & Beyond Strategic Plan as well as significant components of MLA’s Strategic Plan 2025. The strategies provide the background for driving new digital technology and data enablers to industry and strengthening the integrity system programs with the most effective data innovations available to industry.

Enhancing supply chain feedback is a key initiative for ISC’s strategic plan, and includes improving the analytic reporting of animal disease and defect data collected by processors at ante- and post- mortem collection. As part of the Health 4 Wealth Rural R&D for Profit project, eight red meat pilot trials have been undertaken to demonstrate the value of sharing and utilising animal disease feedback along the supply chain to improve profitability and productivity. For beef, this is the first time producers have received animal disease feedback on their consignments to enable them to understand their herd‘s health on farm.

The Health 4 Wealth project aims to develop a standardised approach to data collection on disease-related carcase and offal condemnations and a nationally agreed, consistent feedback system to beef, goatmeat, pork and sheepmeat producers. It is envisaged the new system will allow producers to monitor disease prevalence in their livestock and make informed decisions to maximise yield outcomes. More information about the project is available at  
 <http://australianpork.com.au/industry-focus/research/health4wealth/>.

As part of the red meat pilot trials, companies were able to select their preferred feedback mechanism for their producers, whether it was via Livestock Data Link (LDL) or their own company system. LDL is an online feedback system that enables the timely sharing of carcase and animal disease information between processors and their producers with the aim of supporting the optimisation of supply chain performance. LDL currently provides feedback on 19 of the conditions collected through the National Sheep Health Monitoring Project and Enhanced Abattoir Surveillance Program; and now includes animal disease and defect reporting for beef carcases. LDL provides a basic animal health report of disease and defect data informing producers on the number of head with the condition and percentage infected. More information about Livestock Data Link is available at <https://www.integritysystems.com.au/data--feedback/livestock-data-link>.

ISC requires assistance to further enhance animal disease feedback reporting, and seeks full applications from suitably qualified applicants to undertake one or both of the projects outlined in below.

**Project 1: Enhancing the animal disease reporting interface**

**Project description**

Enhancing the animal disease reporting within LDL will provide supply chains with better business insights to make informed decisions as well as supporting industry to identify key areas of investment across research, development and adoption. The purpose of this project is to improve the current animal disease reporting to provide benchmarking, seasonal trends and regional hot spotting for red meat producers and processors across Australia. This project will also investigate the opportunity to link to other datasets with the animal disease and defect data to see if any trends can be identified such as eating quality or carcase compliance impacts. The overall aim of this project is to further develop the animal disease reports and test their usability with a group of processors and producers to ensure they are easy to use and provide meaningful feedback.

**Project objectives**

1. Undertake user research with the LDL Advisory Committee and nominated processor companies to design and validate the suggested animal disease dashboards (reporting interfaces), and incorporate any feedback or changes required.
2. Further develop the heat mapping functionality to identify where animal disease conditions occur regularly or seasonally. This will include:
3. Identifying the most appropriate methodology to report animal health data through regional or shire-based heat mapping. For example, is the Consignee Property Identification Code the most appropriate method to use to identify the shire and region zones?
4. Develop individual state and territory maps that includes the agreed shires and region zones so these can be used for future analysis, including animal disease and/or carcase compliance feedback. This should include looking at what other systems are already in place and determining whether these could be used.
5. Develop heat map reports for the top five conditions for cattle and sheep identified by region or state.
6. Develop a notification system for responsive communication and extension activities to be initiated. This will include determining who will use this heat mapping tool.
7. Develop benchmarking reporting interfaces that enable producers and processors to analyse animal health performance over time and against region, state and nationally. Any benchmarking reports developed need to adhere to ISC data aggregation rules and take into consideration other MLA program aggregation rules.
8. Develop de-identified aggregated benchmarking reports for animal disease that could be published online or in an annual report for industry use.
9. Analyse regional and seasonal trends of animal disease conditions, including linkages to available climatic data.
10. Provide two report examples linking animal disease and defect data with other relevant datasets (carcase compliance and eating quality) to provide new insights and demonstrate the value of linking different datasets together.

**Project 2 Developing a common approach or process to regional benchmarking**

**Project Description**

MLA and ISC are stewards of several industry datasets, including NLIS, LPA, MSA, LDL, Market Information and Sheep Genetics. ISC is wanting to understand how different industry datasets can be benchmarked to provide industry with powerful insights to help industry make informed business decisions to improve productivity and profitability of their businesses. In addition, through recent discovery projects looking at the future of Livestock Data Link, a number of supply chains were interested in exploring the opportunity for sharing de-identified data. The interest was in creating a pool of data for benchmarking purposes to demonstrate the value of aggregated data insights.

There is currently a number of challenges with benchmarking different industry datasets such as different identifiers, production types (feeding types), age (dentition), product types (meat or livestock type), time period and region. The purpose of this project is to assess and determine whether a common framework can be applied for benchmarking across the array of industry data sets.

**Project objectives**

1. To determine the opportunities, viability and limitations to providing a common approach for benchmarking across different datasets.
2. Develop a framework that outlines the common approach or process that the MLA Group can apply when benchmarking different industry datasets. This would include the methodology (eg. aggregation methods), definitions of datasets and algorithms that may be required to be applied when benchmarking.
3. Provide examples of benchmarking across different industry datasets outlining the insights gained and the limitations on comparison of aggregated data. Provide any potential recommendations on how to overcome these limitations.
4. Outline the pathway of adoption of the benchmarking framework to be used by different industry datasets.
5. Provide a final report that covers the activities undertaken in objectives 1-3 and key learnings and recommendations that will need to be taken into consideration to enable a common framework for benchmarking.

**Requirements for the tender**

Tender submissions need to demonstrate the following:

1. Experience in data science or analytics and/or epidemiologist as well as a clear understanding of the Australian red meat industry.
2. Understanding of the project and key deliverables.
3. Proposed methodology including the approach to be undertaken and timetable of activities and milestones. The methodology section should highlight any user research and testing to be completed with processors and producers to validate the suggested animal disease reports. The Livestock Data Link Advisory Committee could be used as part of the user testing.
4. Consultant and team capability, skills and experience:
   1. Proven ability of all team members to complete contracts on time and budget and meet client needs.
   2. Provide details of personnel who will be undertaking the work and their qualifications to complete the project.
   3. Provide details of similar completed projects and clients.
5. A detailed budget, including the costings of the services for each stage of the project, including the professional fees, travel costs and administrative costs.
6. Details of reporting and invoicing.

**Timelines**

Timelines Proposals received by: COB 5 Jan 2020

Estimated project commence date: 1 Mar 2021

Proposals should be submitted to [vsuttor@integritysystems.com.au](mailto:vsuttor@integritysystems.com.au) and should not exceed 5 A4 pages excluding appendices**.**

SECTION 4

* 1. MLA’s CONSULTANCY TERMS

A copy of MLA’s consultancy agreement is available on MLA’s website at [www.mla.com.au/mla-agreements](http://www.mla.com.au/mla-agreements)

SECTION 5

* 1. DECLARATION
     1. For corporate tenderers

I, [insert name] of [insert address] do solemnly and sincerely declare that:

I hold the position of [position] and am duly authorised by [insert tenderer organisation] (**Tenderer**) to make this declaration on its behalf.

I make this declaration to the best of my knowledge, information and belief as to the accuracy of the material contained in it and after due inquiry in relation to such material.

This tender comprises:

[list documents comprising tender]

Neither the Tenderer nor any of its employees or agents had any knowledge of the price submitted by any other tenderer prior to providing its tender, nor did the Tenderer disclose to any other tenderer the Tenderer’s tendered price prior to closing of tenders.

Neither the Tenderer nor any of its employees or agents has entered into an agreement, arrangement or understanding which would have the result that, on being the successful tenderer, it would pay to any unsuccessful tenderer any moneys in respect of or in relation to the tender or any agreement resulting from it.

The Tenderer is not aware of any fact, matter or thing which would materially affect the decision of MLA in accepting the tender, except as disclosed in the tender.

The contents of the tender are true and correct.

And I make this solemn declaration conscientiously believing the same to be true and by virtue of the provisions of the *Oaths Act 1900* (NSW).

DECLARED at [insert city]

This [insert date] day of [insert month] 2021 ...............................................

Before me,

...............................................

Justice of the Peace/Solicitor

* + 1. For individual tenderers

I, [insert name] of [insert address] do solemnly and sincerely declare that:

I make this declaration to the best of my knowledge, information and belief as to the accuracy of the material contained in it and after due inquiry in relation to such material.

This tender comprises:

[list documents comprising tender]

Neither me nor any of my employees or agents had any knowledge of the price submitted by any other tenderer prior to providing its tender, nor did I disclose to any other tenderer my tendered price prior to closing of tenders.

Neither me nor any of my employees or agents has entered into an agreement, arrangement or understanding which would have the result that, on being the successful tenderer, I would pay to any unsuccessful tenderer any moneys in respect of or in relation to the tender or any agreement resulting from it.

I am not aware of any fact, matter or thing which would materially affect the decision of MLA in accepting the tender, except as disclosed in the tender.

The contents of the tender are true and correct.

And I make this solemn declaration conscientiously believing the same to be true and by virtue of the provisions of the *Oaths Act 1900* (NSW).

DECLARED at [insert city]

This [insert date] day of [insert month] 2021 ...............................................

Before me,

...............................................

Justice of the Peace/Solicitor

SECTION 6

* 1. ANNEXURE