

Webinar: Are you tender ready to develop the Carbon Farming Outreach Program's training package?

Transcript

Video Length: 0:52:52.850

Daniela Croce:

Good morning, everyone. Let's give people a couple more minutes to join in. We will start at 3:02 PM.

OK, one more minute to go.

All right. I think that we better get started and good afternoon everyone. Hello and welcome to our industry briefing session for the Carbon Farming Outreach Program tender.

My name is Daniela Croce and I am the director of the livestock team in the Land and Climate Active branch. I am joined by Alex Brown from my team who will be co-presenting here today.

We also have our departmental procurement team observing the session and they will be on hand to answer any questions we may not be able to. Could I please ask that if you're not talking, put your mic on mute so we don't have that feedback.

And Savannah, are you able to start sharing the slides please?

Excellent. Thank you. I think that we can look to the next slide.

Alright, so first I would like to start this session by acknowledging the traditional owners of the lands on which we are meeting today from across Australia and also internationally.

For most of our team in Canberra, this is the Ngunnawal and Ngambri people. We pay our respects to their elders past, present, and emerging. And I would also like to acknowledge any First Nations people joining us on the call today.

This program offers us a great opportunity to support and benefit from First Nations continuing connection to land. Our teams are really looking forward to working with, and learning from, First Nation people as we implement the Carbon Farming Outreach Program.

Move to the next slide, please.

Alright, so the purpose of today is to provide you with further information on our open tender for the development of the training package under the Carbon Farming Outreach Program.

The agenda for today will cover what you have there on the screen, so we will have an overview of the Carbon Farming Outreach Program, the open tender process and timeline. We'll talk about key considerations for potential applicants, the Statement of Requirements, the timeline for delivery payments or fees and the evaluation criteria of the program.

At the end we will provide some time for a Q&A session, in case you have any questions.

All right, so next slide, please. Excellent. So this briefing will be recorded and a transcript or recording will be posted as an addendum to the tender documents.

If you have any questions after the briefing, you can e-mail emissions-reduction@industry.gov.au so you have the address there on the screen.

Any questions we receive via e-mail will also be posted with answers as an addendum on AusTender in the standard documentation.

If you need technical assistance lodging an application, you can contact AusTender via the details on this slide.

As a start I will run through an overview of the Carbon Farming Outreach Program, and then I'll hand over to Alex for a bit more detail on the tender itself.

Alright, so we are there on this placemat. So this placemat provides an overview of the key elements of the program.

The Carbon Farming Outreach Program announced in the last budget is a 20.3 million program with funding from 2022 to 2026.

The vision of the program is to have Australian farmers and land managers reducing emissions and sequester carbon to contribute to Australia's climate change commitments.

The objectives of the program are to support farmers and land managers to make decisions to reduce emissions, to build capacity of trusted advisors to deliver independent advice to reduce emissions and to facilitate access to clear, concise and culturally appropriate information on carbon farming and low emission technologies and practices.

The intended outcomes of the program are that farmers and land managers make informed decisions to reduce emissions, increase knowledge of greenhouse gas emissions management across the industry and trusted advisors have the information, resources, knowledge and skills to continue to provide advice beyond the life of this program.

The program will deliver advice and support to Australian farmers and land managers to lower emissions through two key activities.

The first activity is the development of a training package and tools for farmers and land managers on carbon market participation and low emission technologies and practices, and that is the subject of this tender that we're discussing here today.

The second activity is \$17.5 million for open grants for independent and trusted advisors to deliver the training package across Australia.

The program will also have a strong focus on evaluation for continuous improvement and to inform future policies and program funding beyond 2026.

So I will go into these elements that are on the right hand side of the placemat in more detail soon.

So first I would like to talk to you about the ethos of the program. So the ethos of the program includes a focus on embedding First Nations engagement into the program and understanding the best way to do this.

There are key criteria and requirements in the tender to promote this approach. We have already started initial consultations with First Nations groups around how to do this.

There is a strong focus on program evaluation as I mentioned. We are learning by doing and we see this program as an opportunity to test what works for a longer term approach.

And we really want to support and leverage existing programs to tap into trusted networks and avoid overlap and duplication.

The successful tenderer will have a role in helping the Department define the scope of the program.

The target audience for the program is farmers, land managers and First Nations groups across a wide range of sectors, including livestock, horticulture and cropping, farm forestry, coastal wetlands and land management.

However, delivery to some sectors or audiences may be ruled out of scope through the training package development process that we will discuss a little bit later.

At a minimum to the audiences ruled in scope, the training package must support farmers and land managers to understand baseline emissions accounting, help farmers and land managers understand carbon markets and certification schemes, and specifically address First Nations needs in carbon farming.

The training could also cover topics to help farmers and land managers holistically understand their options to reduce emissions, how to and whether to engage carbon service providers, the benefits and trade-offs of carbon farming and low emission practices and technologies, and also the international context of carbon farming.

I'll give you a bit more detail on the key elements of the program before we dive into the procurement process and developing the package. The successful tenderer will be required to conduct in-depth stakeholder consultation.

They will also be required to bring together existing tools, resources and information through an audit process.

And also develop any new tools or resources depending on the key gaps identified.

The training materials and tools will be freely available on our website.

And the service provider will also provide in person and online training to trusted and independent advisors identified by the Department.

This includes, but is not limited to, the grantees in that second component of the program that I mentioned earlier.

And we may seek to make the train-the-trainer sessions available to other government or industry programs outside of the grants process.

So in terms of the grants, I won't talk too much about this because this is the second component of the program. It is not the subject of this tender, but just so you know, the grants will be open, competitive between independent and trusted advisors. "Independent and trusted advisors" will be further defined in the grant guidelines.

It is important to know that the successful tenderer will not be able to apply for the grants for probity reasons.

Noting the grant guidelines are still in development, the criteria to assess grant applications would likely focus on independence, so that the grantee has no financial interest in the advice and training they will provide under the program.

Also focus on coverage and reach capacity, business case and existing connections, knowledge and experience, including experience engaging with First Nations groups.

The grantees will have the opportunity to propose the model of extension and training they want to provide in a way that they think will be most effective, and that could be one-on-one advice, group trainings, attending events, etc.

But more detail will be made available through the release of the grant guidelines later in the year.

So going back to the procurement in terms of timing, we hope to have the service provider engaged and consulting on the training package from early May 2023.

This is so that they will be able to deliver the package by late 2023, which will align with our expected timing for the grants process.

The service provider will remain on board until 2025 to review, evaluate and update the training package based on stakeholder feedback and to provide refresher training and support.

Finally, just in terms of key links, the program intends to align, and where possible support, existing and developing programs.

We are really aware of aligning at the federal level with programs like the biodiversity or nature repair markets.

And programs from the Department of Agriculture, including the National Heritage Trust Fund and the Future Drought Fund.

As well as State and Territory programs and we have already started consultation with the states and territories.

The approach to market contains a more comprehensive list of these programs.

This is based on our consultation to date, and we expect the successful tenderer's consultation and audit process will reveal more of what's available.

All right. I think that that's it from me. I will now hand over to Alex to present more detailed information on the procurement.

Thank you.

Brown, Alex:

Thanks Daniela. I welcome everyone. Really happy to be here and be presenting on to you today.

So my job is to provide an overview of the procurement, so we might just move to the next slide.

Great. Thank you. So to provide an overview of procurement process, we'll start here with this schedule, which you'll find in the Approach to Market or ATM.

The tender was released on the 21st of February 2023 and it will close on the 28th of March 2023.

The evaluation process will be done by a Tender Assessment Panel and it is expected to take two weeks. So up until around 14th of April and this will lead to the contract being negotiated and

awarded to the successful tenderer which we are hoping to settle between late April and early May. Next slide please.

So I'm just reiterating some points here, but some key considerations for tender applicants to note is that potential suppliers may provide services as an individual organization, but they could also apply as a partnership, consortium or involve subcontracted arrangements. However, the contract will need to be signed by a single legal entity and you can find more detail on this in the ATM and clause 3.4.

Also, as Daniela noted, we have a really strong focus on First Nations engagement in the program, and applications are required to demonstrate how First Nations stakeholders will be consulted and how this feedback will be used to ensure that the training package content is culturally appropriate. Preference will be given to First Nations owned organizations that apply either individually or as part of a partnership, consortium or subcontracted arrangements. This is handled in the evaluation criteria in the ATM.

Under the terms of the contract, the successful supplier will not be able to apply for carbon farming outreach grants for probity reasons.

The template contract provides information on intellectual property requirements, which you'll find in Section 6 of the contract.

It is currently specified that the Department will own the new intellectual property produced under the contract and the supplier will be provided with a license to use the IP and this will be subject to contract negotiation.

OK, next slide please.

So to dive into detail on the Statement of Requirements.

This kind of information is all contained in Schedule 1 of the ATM and this diagram provides you with a visual overview of the goods and services required. The numbers on this slide correlate to the services listed in section 2.1 B of Schedule 1.

These services outline what we believe is the process to develop a training package and deliver the train-the-trainer sessions as part of the Carbon Farming Outreach Program, which is the key deliverables that you see highlighted in red here.

You may suggest alternative approaches to achieving this, but please note that Section 3.5 of the ATM outlines the requirements for alternative proposals.

More detailed information on each of the services required is contained in the ATM and we urge applicants to read this section carefully to make sure that they are capable of delivering all of the services and that their application addresses them all.

The Department requires a service provider to, firstly, develop a project plan with an initial proposed scope for the training program package.

The project plan is an opportunity to propose a clear schedule of deliverables, staffing, budget, time frames, key dependencies and risk mitigation measures, as well as ongoing reporting.

It's also an opportunity to give an initial assessment of the scope of the training package and a proposed approach to consultation and auditing processes rolling out the train-the-trainer sessions, as well as evaluating and refining the training package.

To strengthen your application, we suggest that you could submit the draft project plan as part of the tender application and then delivering this first milestone would hopefully involve minor updates to the plan you've already proposed in your tender application.

The Department will review and approve this plan to make sure it's going in the right direction.

The next step in this process is to develop a discussion paper and consult with stakeholders.

The discussion paper should propose the key stakeholders you will consult, including First Nations groups, experts, government and industry, the scoping of the training package, for example; what sectors you will cover, the content, priority of training needs and implementation, the approach to addressing different levels of knowledge in the agriculture and land sectors and any new tools, information or resources you think might be required.

The discussion paper could also be submitted as part of the tender application and/or as an attachment to the project plan to strengthen your application.

The Department will review and approve the discussion paper and consultation approach before the consultation process starts. The service provider must identify any key stakeholders in collaboration with the Department and seek input on the scope of the training package, setting priorities to meet industry needs and identifying existing tools, resources and information to include in the audit process.

The service provider must create a reference group of experts and stakeholders for ongoing engagement to guide to the development, implementation and evaluation of the training package. This includes expert review of the training content. The consultation finding should be summarized in a consultation report for the Department.

The stakeholder consultation should feed into the audit of tools, resources and information. As you can see here on this diagram we envisage the consultation and audit process could occur in parallel.

The audit process will collate relevant materials that could be included in the training package, identify gaps and outline the gaps the supplier thinks can be filled as part of the development of the training package.

The audit will bring together federal, state and territory based programs, various carbon accounting tools, for example, FullCAM, DGAS, SavBAT etc., information on various services and supports, for example, the role of carbon service providers and legal and finance advisors and relevant international resources, for example, involuntary carbon markets.

The outcome of both the consultation process and audit are expected to inform a final scope and implementation plan for the training package, which is the next step.

The proposed scope and implementation plan could be delivered separately or in a combined report.

The scope should aim to meet government and industry priorities, as identified through the consultation process. This scope should prioritize training content in considering relevant factors, for example, sector readiness, abatement potential and different levels of knowledge.

And it should also suggest an order of priority for the development and roll out of the training packaging tools. The scope could also highlight out of scope issues that cannot be addressed within the timeframes and or budget, but could be considered for future funding beyond 2026.

The implementation plan should outline a timeline for delivering the training package content based on prioritisation, the approach for the train-the-trainer delivery (could be in-person, online or hybrid workshops), materials assessment processes and ongoing support for the people you're training, a timeline for the train-the-trainer delivery sessions and future training priorities and needs outside of the scope of the training package.

Both the scope and the implementation plan will be reviewed and approved by the Department.

Delivering the training package will involve developing draft web content, including text, audio and visual content, to make sure the training package is publicly accessible via the Department's website. More details on IT and accessibility requirements are provided in the ATM.

The package will be based on the scope and implementation plan.

And, based on the audit, the package will link relevant existing tools and programs and resources.

We expect the service provider to lead on any third party negotiations or to link with these existing resources in the training package.

The service provider should aim to provide the training package to stakeholders and the expert reference groups for review and comment before it's published.

The training package will then be rolled out to industry through the train-the-trainer sessions. The successful service provider will provide the training-the-trainer services to trusted and independent advisors identified by the Department.

The train-the-trainer services will include facilitating the train-the-trainer workshops or one-on-one sessions with trusted advisors using the training package. That could be through again online, in-person, hybrid, whatever you're proposing.

And it will also involve providing ongoing support and refresher training to advisers as required and needed.

Advisors are expected to complete the train-the-trainer sessions, and be able to go on to train and advise farmers and land managers independently and apply the training in local contexts.

The Department is open to relying on the skills and expertise of the service provider to design the best train-the-trainer delivery model.

Please note the Department is unable to provide an estimate on the number of successful grant applicants who will receive the train-the-trainer services. There is \$17.5 million available in funding for grants to provide support to farmers and land managers across Australia. This could be achieved through a few large organizations or a larger number of smaller organizations successfully applying for the grants. The Department is also exploring options to provide the training to trusted advisors through other departments and government jurisdictions to leverage the existing trusted networks.

We suggest providing a maximum number of train-the-trainer sessions your organization would have capacity to deliver during the time of the contract. You may also like to develop low, medium and high cost options for your capacity to provide the train-the-trainer services.

Finally, the service provider will have a role in evaluating and refining the package based on feedback from the training participants and stakeholders.

Evaluating the training package will involve developing surveys, interviews or other formal methods to collect feedback from the training and providing a summary of the feedback and recommendations for improvements, as well as providing the raw feedback to the Department to inform whole of program evaluation.

The service provider will be required to deliver a final report and updates to the training package and web content before the end of the contract.

The final report should include an impact analysis and evaluation of the training package and train-the-trainer delivery, final training package content, including any final updates or refinements to the web content, a summary of the feedback received throughout the implementation, the training and recommendations for ongoing improvements in future work.

And we'll just jump to the next slide.

This is an indicative delivery timeline that we've got in the ATM.

We'll need to negotiate this with the successful service provider, but it's good to highlight here the key timing we're most concerned with is having the training package ready for delivery by the grantees in late 2023.

You could suggest a staged approach to achieving this.

We also want to make sure there's enough time for the stakeholders to engage in a genuine and ongoing consultation process.

We also suggest that the service provider could seek to confirm the scope and implementation plan early on to allow more time to deliver the training package. We realize these are tight timeframes and we're open to suggestions, including running some processes in parallel or staging the delivery to achieve the timeframes.

Applicants can suggest alternative options for delivery through the tender application and project plan.

On the next slide, a quick note on the payment of fees.

Attachment 8 [of the ATM] is a section on the payment of fees, and you'll notice that we are requesting both fixed costs and fee rate.

We require the whole package and the train-the-trainer sessions to be delivered at a fixed price. However, we're requesting a fee rate to be provided for the trainer training sessions.

The Department will agree on a fee and a maximum amount quoted for the successful tenderer and that will be paid at the rate for the number of sessions delivered. If required, the Department could agree with the successful tenderer to top up this amount during the contract should more sessions be needed.

And then finally, we've got a slide on the evaluation criteria.

You can click over.

I'm just going to turn my camera off because apparently I'm breaking up a bit.

Alright. On the evaluation criteria, there is also a lot more detail contained in the ATM.

This is just an overview of the weightings of the evaluation criteria. Note it has a strong focus on past experience in program management and experience in developing and delivering training at 50%. Contract delivery refers to the potential tenderers capacity to deliver the project and is weighted 30%.

And the criteria also consider tender applicants' personnel and whether they are skilled and qualified experts at 10%, and the applicants commitment to increasing First Nations participation at 10%.

So, that's a lot of information. Hopefully you got it all and I wasn't breaking up too much, but we'll open it up to the Q&A session and happy to hear your questions and hopefully I can clarify anything. Thank you.

Daniela Croce:

Thanks, Alex. We are going to open for questions now.

I don't see any hands up at the moment.

People can just raise your hand through the MS Teams.

Alright, so I have Matthew there with a question.

Matthew Harrison:

Yeah. Hi, Daniela. Thanks very much for that. I'm just wondering; it's very important to build on existing work because there's quite a bit of work in this space but avoid duplication. And so those two things need to be separated but need to be viewed hand in hand as well. How do you go about weighting the applications for building on what already exists versus ranking the proposals for avoiding duplication and to what extent do you sort of investigate existing work that's happening in that space?

Daniela Croce:

Yes, key elements of the proposal and the delivery of the services is the audit that the service provider will need to conduct.

So we are expecting that that audit is going to be able to identify the tools and information that are already out there to make sure that there is no duplication in filling those gaps. So we will ask the service provider, as part of developing the scope and the project plan for delivery of the services, that they do this comprehensive audit of tools that are available to be able to just build on and fill those gaps rather than doing things that are already in existence. Ideally there would be a process led by the service provider to negotiate with the owners of the information that's available to be able to use some of that information if possible, and we would link that information into our web page to make sure that people can access the tools that are out there and the service provider will be in charge of filling those gaps through new materials that they will develop.

Alex, do you want to add anything else to this?

Brown, Alex:

I'll just add that the evaluation criteria does take into account existing knowledge and experience, so if you have a lot of experience working in this space, I think that will come through in the evaluation criteria and the weighting there.

Matthew Harrison:

Yeah, OK, well, why don't I note that I did want to say to other people on the line is that we have developed a sort of draft prototype training package and would be happy to be involved in discussions about how we could potentially collaborate because we are working a lot in this space and the carbon storage partnership anyway.

Thanks Daniela.

Daniela Croce:

Thank you. I have three more people on the line, but I'm not able to actually see the names of the people that are raising their hands. Alex, do you have visibility of that?

Brown, Alex:

Yes, can we start with Ella Rudland?

Ella Rudland:

Yes, I'm Ella Rudland from the Kimberley Land Council. I just wanted to understand how the tender considers the specific needs of First Nations in the carbon space. Would the Government consider a train-the-trainer approach that focused entirely on First Nations and indigenous people, given that they have a special relationship to carbon markets as eligible interest holders and that they'd be looking at different methods and have specific needs for consultation and so on. I guess I kind of see it risk in this process that, there will be a one-size-fits all approach where farmers and First Nations people are treated the same in the training packages that are delivered, and that would lead to poor outcomes for First Nations people because there's a conflict between those two groups. They're sitting on opposite sides of the negotiating table most of the time.

Brown, Alex:

It's a really good question and it's something that we're really mindful of.

We're trying this approach of first of all going out as an open competitive tender to see if there is anyone out there capable of delivering the whole package together and including that First Nations kind of package and what's tailored to First Nations groups. So we're going to kind of test the market and see if that capability is there. It's worth noting that this tender has been published through Supply Nation as well.

Obviously we have a preference for First Nations groups that can apply and we would like to see that if the capability isn't there to deliver a whole package that maybe there's partnership approaches that could kind of work together to deliver that. But if our assessment panel doesn't see that First Nations aspect addressed, it might be that we need to go back to the drawing board there.

So basically this opportunity is to deliver both at the moment and hopefully we'll get the right mix of skills and expertise and experience from a First Nations perspective to deliver what we're seeking.

Ella Rudland:

Yeah, I think I'll just kind of raise that it feels to me like that might be a gap where there are quite a few organizations, I think like the KLC, who currently provide training to and outreach to groups. But that's on an ad hoc basis. There's no specific funding available for that. So for someone like KLC a train-the-trainer program might not be quite right because we'd be looking at kind of training staff,

in particular Aboriginal corporations, on how to do ERF things or we'd be looking at training directors on decision making and governance for carbon projects.

But then also it would be that we have specialists or on-the-ground staff already and it would be inappropriate, I guess, for us to apply through the grant process that's being announced. I guess we'll try to put together a proposal and hopefully that'll be competitive but it does feel like it's kind of missing. Part of the picture up here and I think you mentioned that there was some First Nations consultation that's already been undertaken, we'd be keen to participate in that at the Kimberley Land Council.

Brown, Alex:

Yeah, for sure. That's really worthwhile. And I will take some of those issues on notice and see if we can get any more information on that to you and send it to you in an email and post it as an addendum for the rest of on the tender applicants. But that's kind of the process we're running at the moment. And if it doesn't work out, we might have to rethink it. But we're more than happy to be engaging with you through other consultation processes as well in this program.

Brown, Alex:

Thank you.

All righty.

I think we have a question from Margaret Jewell. She's got her hand up, Margaret are you online?

Margaret Jewell:

Hi, Alex and Daniela. I'm Margaret from MLA. Just noting that the timeframes are really tight and as an example we're developing a training package at the moment for the red meat industry and our train-the-trainer activities won't be complete until mid-2024. So just noting that I think that with within these timeframes, we would only be able to get so far with developing a training package. So will the Department be managing the portal where the training package is kept and allow for that to evolve over time as new resources become available? And who would manage that? Would that be the Department?

Brown, Alex:

Yeah. Do you want to take that Daniela?

Daniela Croce:

Yeah, sure. So that's a good question, Margaret. We definitely acknowledge that the timelines for these are very tight and part of how we're trying to manage this is of course, that audit process will hopefully identify tools and information that are ready to go and ready to be used subject to agreements with the owners of that information. But we are also proposing that the service provider could potentially propose a staged approach to delivering this so it will be OK within the timeline that we have. We are able to deliver these first components on, for example, carbon accounting and we propose that this is how we the package will evolve with more time. Ideally we would have a good set of information and a good package ready to go for delivery when the grantees start to actually go out and deliver this training across Australia.

But we know that the package will not only need to evolve because of the timeframes that are tight, but also because information changes and we're in this kind of continuous improvement process and that's the approach that we will be taking for the procurement, but also for the grants.

Alex, anything to add there?

Brown, Alex:

Nope, you've covered it all. Thanks, Daniela.

Margaret Jewell:

Thank you.

Daniela Croce:

So the Department will be managing and updating that platform as information becomes available.

Margaret Jewell:

OK, great. Thank you.

Brown, Alex:

All right. We have Sean Appoo.

Sean Appoo:

Well, how you doing? Sean Abbott from the Aboriginal Carbon Foundation. We already have some resources that we use that's nationally accredited and a recognized training package.

But I guess the question I have is that you've spoken a lot about First Nations engagement and preferences for First Nation suppliers to be able to perform some of this work. But I don't think the weighting and the score... kind of like 10% seems to be a bit low, but it's such a high priority. So is there a rationale behind that?

Brown, Alex:

Yeah, there was a lot of thought put into how we evaluate this process. But you're right, it is kind of weighted at 10%. I guess this package is an Ag and land sector package. So it's a really broad package.

And 10% is something that is kind of standard at the moment in a government grant and procurement approach. So we have kind of used that approach but happy to take that feedback on board.

And it might inform future processes if this approach doesn't work to get the First Nations element right in the program.

Sean Appoo:

Yeah. OK. Thank you.

Daniela Croce:

Also important to note that this will also come through in the other criteria around experience and capacity, so that is also a another criteria that would link into the capacity of the applicant to deliver their services on developing this package, and the component for First Nations groups. So we will

evaluate within that experience and capacity criteria. So it is kind of another percentage of weight that would be assigned through that separate criteria within the eligibility list.

Sean Appoo:

Yeah. I guess since there's like indigenous interests over more than 50% of the landmass, we're quite a big player in this space. And then when it comes to developing resources, if a non-indigenous supplier ends up doing this piece of work, then you know it's kind of hit-or-miss whether that cultural awareness piece can do that work properly. So you know, I think when you do engage with indigenous suppliers in this area, you know kind of makes that cultural awareness piece a bit automatic and second nature.

Given that, it could be so critical in the progress of this initiative, it should be weighted a little bit higher. But yeah, it's up to the Department.

Thank you.

Daniela Croce:

Thanks Sean, Alex do you have any other questions?

Brown, Alex:

Yeah. Charles. Masuku had his hand up, but it was put down. Oh no. Here we go. Hi Charles.

Charles Masuku:

Yes, I do have my hand up. Hi, Alex. Hi everyone.

It's implied throughout the document and I think it's been reiterated by quite a few people in the questions about the, you know, the subject matter expertise that you're expecting the successful tenderer to perhaps bring to the table as well?

We're a specialist learning design organization and we're just curious how you're ensuring that the quality and impact of learning design will be prioritized and not just subject matter expertise alone.

And because we are often situated in contexts outside of our subject matter expertise. But that's what we bring to the equation. We're learning scientists at the end of the day. So what we can bring to the table is that rigor and the impact fullness to ensure the success of the learning program in consultation with the SMEs that are allocated to the program. So I guess the question, if I may be frank, is are you interested in entertaining such bids from suppliers such as us, or are we better suited opting to a partnership with potentially one of the people on this call?

Brown, Alex:

Charles, I can try and answer that, but Daniela, feel free to jump in. In designing this tender, we did consider more generalist, I guess educational organizations could apply and they were part of our consideration when we were doing our market research. So we did think that some of those organizations could apply and it is open to you and I think that you would be competitive, you would have skills and experience in education which would make you competitive.

But you would need to think about how you get that expert content right and whether that's being a part of a partnership with the experts in the Ag and land and First Nations space. Or whether you had a really strong kind of consultation process set up and stakeholder reference groups and expert reference groups that kind of would really help you guys get the content right is something that your

organization needs to consider. And you know, there are many different ways to do this, and this process we've outlined is kind of a general and minimum that we expect to build.

But it can really be a tailored to what you think is going to work best, and particularly we can emphasise the extension delivery models. You know we're not educational experts in outreach and extension services in the Department here, but we want to work with people that are. So if there's those experts in your organization would be really excited to receive your application and see what you guys are capable of doing.

Charles Masuku:

Yeah, that's precisely where we're coming from. I mean, at the end of the day, we're human centred designers, so the analysis approach for us is often such that we're eliciting information from subject matter experts in various stakeholder groups. So it's not uncommon, you know, but I'm just looking at the subject matter and the different ways you might want to, I guess, deliver the training. It could be face-to-face, hybrid or eLearning. You know, those are all quite different modalities that require nuance.

In terms of designing, especially if you want the seamless experience across different options and that's the domain of learning design and not the subject matter experts. So I guess I'm just curious how we can approach it? Because our lens might not appeal to all the aspects of the bid as far as subject matter expertise required.

Brown, Alex:

Yeah. Well, like I said, we're more than open to those applications from your type of organizations and it'll be exciting to see if you do end up applying what you put forward. So thank you for your interest.

Charles Masuku:

Thank you.

Brown, Alex:

I'll just check. Margaret, do we have another question from you, Margaret Jewel or is that just a hand up?

Margaret Jewell:

Sorry Alex, I just need to put my hand down.

Brown, Alex:

No worries.

Are there any other questions from people that maybe aren't as great at raising their hands on teams and just want to jump in?

Victor, Savannah:

I'm sorry, Alex. We just have a question from Ella Rudland in the chat. So she's just said "will non-indigenous service providers be compensating ICIN for materials it has produced?"

Brown, Alex:

I haven't considered that, so we might need to take that one on notice, unless Daniela, you've got an answer.

Daniela Croce:

I think that we have to come back with an answer for this. But I think that our approach would be that this is up to the service provider to propose what type of arrangements we can put in place for information that already exists.

So I think that we are definitely committed to avoiding duplication and to building on the materials that already exist.

And we are very keen to engage in discussions with owners of information that already exists to see what type of arrangements can be put in place. But yeah, I think that we haven't considered this specifically, and we haven't set aside a budget necessarily to compensate for that type of information. But I think that we would be willing to discuss with and to read the proposals from the service providers about how this can be achieved. I think that we have to think a little bit more about what is possible there.

Brown, Alex:

Alright.

So we will try and grab that question from the chat and formulate a response and it will be put up as part of the addendum I think.

Are there any other questions out there from people on the line?

All right. In that case I think we've got one more slide to flash up on the screen just with our contact details and I might hand over to Daniela to close off if that's alright, Daniela.

Daniela Croce:

Yes, that is it. Let me turn on my video.

Brown, Alex:

Does Anna have a question?

Daniela Croce:

Yeah.

Brown, Alex:

Anna from our team.

Whitton, Anna:

Yes, I was just going to raise Jane's question as well in the chat. "How geographically widespread does a consultation process need to be or are you more concerned with ensuring the different target audience groups are consulted with?" Thanks for your question, Jane.

Brown, Alex:

Ah, great, yeah.

Daniela Croce:

Yeah, that's a good question. So we haven't come up with a set of criteria around this. I think that we would be willing to consider what the service provider thinks is the best approach. What we want is to make sure that consultation is widespread, that we get a good range of different views involved in the development of the package.

And I think that some sort of regional geographical consideration would be important to make sure that we are capturing different kinds of production systems and different conditions that are likely to differ from one region to another. But we really haven't specified that. So it would be interesting to see what the service provider proposes to make sure that we deliver on that outcome of having a good widespread consultation that considers all these different aspects.

But happy to listen to the proposals of the service providers through the applications.

Brown, Alex

And worth noting, Daniela, that we will also have kind of a list of stakeholders that we consult with regularly and as part of our kind of standard approach to doing things in this space that we will kind of be seeking to share and provide to the service provider to make sure that those key stakeholders, from our perspective, are covered off.

Daniela Croce:

OK. Do we have any other questions on the chat?

Any, hands up? No.

All right. So I think that we can finish a little bit early, then there's another one here. Sorry. Just saw a question come in.

Brown, Alex:

“How can we be part of the key stakeholder lists” from Nikita.

You can message the emissions reduction in box, so it's on the screen here and we can add you to our stakeholder lists.

Daniela Croce:

Excellent. Thank you, Alex, and thank you everyone for participating. So if we don't have any other questions we can finish a little bit early. I just want to thank everyone for your participation and your interest. We of course look forward to seeing your applications. If you have any questions that you haven't been able to ask or if some other questions pop up later, please send us an e-mail to our inbox there on the screen.

Daniela Croce:

And you can reach us at any time on that e-mail address.

Brown, Alex:

OK, great. Thanks everyone. We'll close the meeting there.

Brown, Alex:

Thank you.