



Your guide to submitting an **EXPRESSION OF INTEREST**



Projects

Suppliers

🔍 What are you looking for?

📍 Select Location





Gateway by ICN is the pivotal connection between major projects and suppliers. In an increasingly competitive market, we give you access to a sophisticated business network that helps boost your business, with an immediate connection to billions of dollars' worth of project opportunities.

Expressing interest in work on Gateway is simply putting your hand up for work. You can express interest against individual work packages on Gateway. By doing this, it tells either the ICN Industry Specialist or project proponent that you believe your company can do the works listed and that you would like your company's capability assessed.

When submitting an expression of interest (EOI) you need to showcase your company's capabilities to ensure you are considered for the job. You do this by making sure that your ICN profile is as accurate and up-to-date as possible. This guide is designed to help you through the EOI process.

NEED HELP?

Our Industry Specialists are here to help you.

If you need any help completing your profile please call us on 1300 961 139.

Important note: In order to submit an EOI you will need to have a business profile on Gateway. Please note that an EOI does not guarantee that you will receive a request for tender as ICN does not take part in commercial negotiations. It does however, guarantee that your name is put in the mix as wanting to be considered.



GETTING STARTED

You can search for projects on Gateway by ICN or via your dashboard, however you must be logged in to submit an EOI.

Once you are logged in, you can search for projects from your dashboard and submit your EOI accordingly.

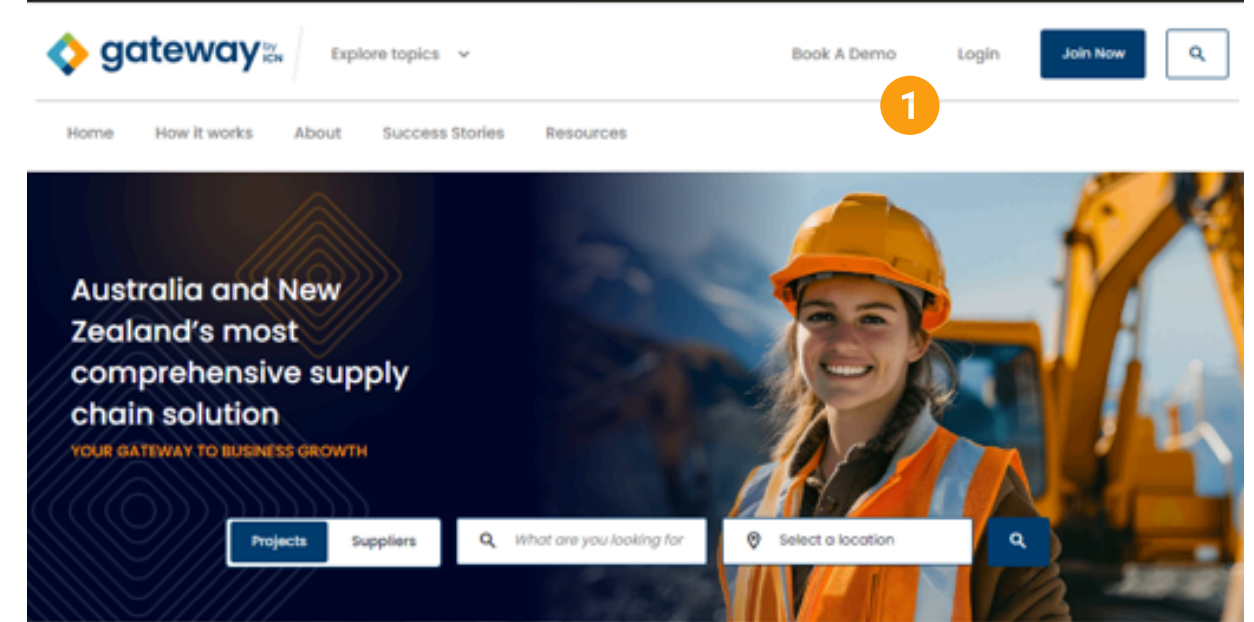
LOGGING IN TO YOUR PROFILE

- 1 To get started, log in to your profile at gateway.icn.org.au and select 'Login' from the main menu.

Enter your email and password, then press the 'Login' button.

Enter your 2FA verification code.

NOTE: 2FA is set up on your account. If you haven't already installed 2FA on your account you will need to do so now. If you are having difficulties, please refer to our Resources page.



Why use Gateway by ICN?

Our Network is your Network. When you use any of our tools or services, you will have the expert support and advice of our experienced Industry Specialists at your fingertips.

YOUR SUPPLY CHAIN SOLUTION

For Suppliers

Keeping Australian businesses in the mix

- ✓ Showcase your business capabilities to project owners
- ✓ Get tailored advice and support from our Australia-wide network of experts
- ✓ Learn about new and upcoming opportunities before your competitors
- ✓ Save time, money and effort with our automated Capability Statements and Quad Charts

[More for suppliers](#)

For Project Owners

Tailor your project your way

- ✓ Save time and money in the procurement process by sourcing locally
- ✓ Meet procurement corporate responsibility and regulatory requirements
- ✓ Bridge the gap between business and projects supported by our Industry Specialists
- ✓ Uncover powerful supply chain solutions, backed by expert advice and support

[More for project owners](#)

For Government

Accelerate local industry participation initiatives

- ✓ Map and match industry capabilities to understand supply chain gaps and drive economic growth
- ✓ Ascertain detailed verified business capability at the national, state and or local level to inform and implement policy initiatives
- ✓ Identify indigenous businesses or number of employees, by area and industry

[More for Government](#)

For Market Analysts

Discover new data and insights

- ✓ Bring an additional layer of supplier analysis to new and existing markets
- ✓ Combine ICN data with other data sources to gain a greater understanding of the Australian industry sector or supply chain
- ✓ Identify opportunities for local suppliers to tap into adjacent markets or industry segments

[More for market analysts](#)

SEARCHING FOR A PROJECT

- 1 What are you looking for?**
This is where you can search for projects.
- 2** To start your search, ensure the toggle is switched to 'Projects'. When active, it will be coloured blue. If the toggle is currently switched to 'Suppliers', you can change it by clicking or pressing on the button.
- 3** In the 'What kind of work or project?' field, type the name of the project you are interested in (if you know it), or add a key word.
- 4** You can also narrow your search by location or region, however this field is not mandatory.
- 5** Press or click 'Search' to trigger the system to return your results.

The screenshot displays the user interface of the Industry Capability Network Limited. At the top, the header reads "INDUSTRY CAPABILITY NETWORK LIMITED" with a "Switch company" dropdown menu. Below the header, there are navigation buttons for "Projects" and "Suppliers", a search input field labeled "What are you looking for?", and a location selection dropdown labeled "Select a location". A search icon is also present. A "Search" modal window is open, showing the same "Projects" and "Suppliers" toggle, the search input field, the location dropdown, and "Cancel" and "Search" buttons. Numbered callouts (1-5) highlight these elements: 1 points to the search icon, 2 to the "Projects" toggle, 3 to the search input field, 4 to the location dropdown, and 5 to the "Search" button. The main content area includes a "Company profile" section with location "Maroochydore, QLD" and membership "Premium", a "Financial risk rating" section showing an Equifax score of 723/1200 with a risk gauge, and a "My messages" section with a notification about new security measures. A "Your Last Login" section shows the last login time as 11:05am 09 Jan 24 (AEST). At the bottom, there are "Profile statistics" and a "Views" counter.

SEARCH RESULTS

- 1 Projects**
The projects matching your criteria will be displayed. To view a project in more details and to continue with submitting your EOI click on the project title to take you to the project page.
- 2 Work packages**
This is the number of work packages that are available that meet your criteria.
- 3 Opportunities**
These are generally smaller bodies of work available from LGA's.
- 4** Click on the project to see the project overview and available work packages.

Premium subscriber bonus: If you are a premium subscriber you can access the work package directly - you don't need to find the project and scroll for the work package saving you time and effort.

130 Matching Results

water Select a location

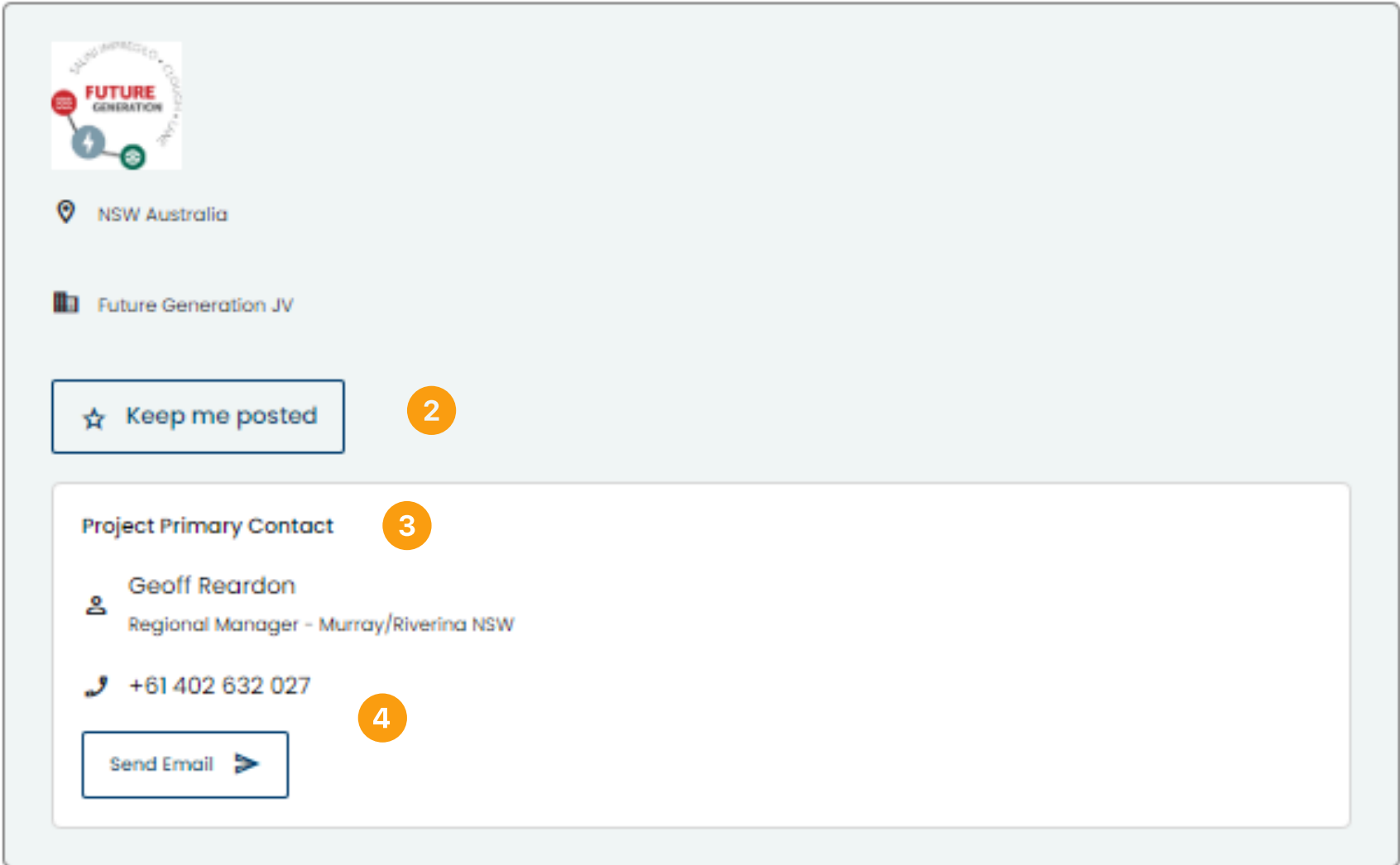
27 projects 102 workpackages 1 opportunity

Filter

Project Sea Dragon Project Sea Dragon is a large-scale, integrated, land-based prawn aquaculture project in northern Australia designed to produce high-quality and reliable supply of Black Tiger Prawns. 12 Feb 2016 28 Work Packages NT, WA Australia	Snowy 2.0 The project will involve underground excavation and tunneling works between Tantangara and Talbingo dams to depths of up to one kilometre. There will be surface works in several locations. 23 Aug 2019 59 Work Packages NSW Australia	Goschen Rare Earths and Mineral Sands Project The Goschen Rare Earth and Mineral Sands Project is a mining and processing facility located in Gannawarra Shire, Victoria, Australia. The project will operate for 20-25 years and... 01 Jun 2023 1 Work Packages VIC Australia	Southern Queensland Correctional Precinct Stage 2 In June 2019 Queensland Government announced plans to build a new 1000 bed men's prison near Gatton with the \$653M facility planned for completion in 2023. The Stage 2 expansion will... 01 Sep 2020 49 Work Packages QLD Australia
Ivanhoe Tank Site Development Development Victoria (DV) plans to redevelop the redundant Yarra Valley Water Tank site at 421 Upper Heidelberg Road, Ivanhoe and construct residential dwellings. 02 Feb 2022 1 Work Packages VIC Australia	Oven Mountain Pumped Hydro Energy Storage Project MPS Pty Ltd is developing the Oven Mountain Pumped Hydro Energy Storage Project - an 'off river' development located adjacent to the Macleay River between Armidale and Kempsey in NSW. 30 Jan 2023 80 Work Packages NSW Australia	RAAF Darwin Refresh Program The RAAF Darwin Refresh Program consists of two projects to be constructed at RAAF Base Darwin, subject to Departmental, Government, and Parliamentary approvals. The Mid Term Refresh... 22 Jun 2023 7 Work Packages NT Australia	Aurukun Bauxite Project The Aurukun Bauxite Project involves the proposed construction and operation of a new open cut bauxite mine in western Cape York, Queensland. The bauxite resource, located approximately... 17 Sep 2021 32 Work Packages QLD Australia
Bayu-Undan Carbon Capture and Storage The Bayu-Undan Carbon Capture and Storage Project is a large-scale... 01 Jun 2023 1 Work Packages NT Australia	Eastern Rise Offshore Wind Project The Eastern Rise Offshore Wind Project has the capacity to generate 1.7 GW of... 01 Jun 2023 1 Work Packages VIC Australia	Hanwha Defense Australia - Armoured Vehicle Centre of Excellence (H_ACE) A first of its kind, Hanwha Defense Australia's 32,000sqm... 01 Jun 2023 1 Work Packages VIC Australia	High Voltage Power and Communication Transmission System EPC1 (Jansz-L) Nexans Norway AS has been... 01 Jun 2023 1 Work Packages VIC Australia

PROJECT OVERVIEW

- 1 These tabs allow you to scroll between the project overview, any important documentation and the list of work packages.
- 2 **Keep me posted**
Select keep me posted to receive updates for the project. If a new work package is listed or an update to the project details, you will receive an email.
- 3 **Project contact**
This is the ICN Industry Specialist for this project. Please contact them should you have any problems, or are unable to locate scoping documentation for the project (see 'Work Pages' section)
- 4 **Send an email**
To send an email enquiry to the Industry Specialist, click 'Send email enquiry' to automatically open your mail client to create your message.



Overview

Future Generation is a joint venture created specifically to build Snowy 2.0 on behalf of Snowy Hydro Limited. We bring the combined engineering expertise of three companies – Italy’s Salini Impregilo, Australian-based Clough and US-based Lane Construction. Our team’s pair local expertise with global experience.

Snowy 2.0 will supercharge the Snowy Scheme’s existing hydro-electric generation and large-scale storage capabilities. The fast-start, on-demand generation of pumped-hydro and Snowy 2.0’s massive storage capacity will be vital as more intermittent, renewable energy sources such as wind and solar come online and coal-fired power stations retire.

Snowy 2.0 will add 2,000 megawatts of energy generation and provide 175 hours of storage for the National Electricity Market (NEM), enough to ensure reliability of the system during prolonged weather events, such as wind or solar ‘droughts’.

and at times of peak demand, we keep the lights on. Snowy 2.0 will enhance our

WORK PACKAGES

- 1 These details let you know the number of work packages that the project has. You can see at a glance the number of open work packages.
- 2 **Select Status**
Choose the types of work packages you want to see presented. If a work package is open you are free to submit an EOI. Closed and Awarded packages can still be viewed, however it will be no longer possible to submit for these.
- 3 **Work package information**
You can expand a work package to see its overview by using the drop down arrow. Take note of the closing date listed under the Partial and Full Scope EOI links and ensure you are in a position to lodge your EOI before this date.
- 4 **Scope documentation**
The next step is to find further information about the package. If there is any associated documentation it will be shown here. You can access this by clicking on the download icon, which will start the download.
- 5 **Scope documentation**
To submit an EOI, select either 'Full EOI' or 'Partial EOI'. This will take you to an online form, which you must complete in order to submit the EOI (see 'Submitting an Expression of Interest' section).

Important note: If no scope of works documentation is available, please reach out to the ICN contact listed on the 'Project Overview' page to discuss (see 'Project Overview' section).

77 Total work packages | 3 Open work packages | 74 Other work packages 1

Work packages ↓

The screenshot shows a dashboard for work packages. At the top, there are three summary cards: '77 Total work packages', '3 Open work packages', and '74 Other work packages'. A 'Show me' dropdown menu is open, showing options for 'Select Status' with a callout '2' pointing to the dropdown arrow. The menu options are 'All', 'All', 'Open', 'Awarded', and 'Closed'. Below this is a table of work packages. The first row is for 'Community Information' with a callout '1' pointing to the '77 Total work packages' header. The second row is for 'Cooma Segment Factory' with a callout '3' pointing to an expandable card. The card shows a 'Scope Doc' download icon with callout '4', and 'Full Scope' and 'Partial Scope' tabs with callout '5'. The card also contains an 'Expression of Interest' button and a 'Download' button. Below the card, there are three rows of work packages: 'Ashpalt - Project Wide' (08 Oct 2021, Closed), 'Bulk Fuel Supply - Diesel' (22 Jul 2022, Closed), and another row (12 Oct 2022, Closed).

SUBMITTING YOUR EXPRESSION OF INTEREST

- 1 Get started by clicking on the Expression of interest button.
- 2 The count down timer allows you to clearly see how much time is left before submissions for the specific work package close.
- 3 To submit an EOI, select either 'Full EOI' or 'Partial EOI' and complete the rest of the details then click on the Next step button.

This will take you to an online form, which you must complete in order to submit your EOI.

Concrete FRP Footings and Slabs and Aggregate Bays 01 Nov 2024 Open

↓ Scope Doc

Future Generation is seeking to identify suppliers that have the ability and plant equipment to provide: Concrete FRP Footings, Slabs, Aggregate Bays at the Polo Flat Segment Factory.

Full Scope Partial Scope

1 Expression of Interest

Download

Note: You can fill out an Expression of Interest form exclusively on a computer or laptop device.

EXPRESSION OF INTEREST

Concrete FRP Footings and Slabs and Aggregate Bays 29 4 9 31
WEEKS DAYS HOURS MINS

Snowy 2.0

1 Get started 2 About your business 3 Submitted

Get Started

Are you registering an Expression of Interest for full or partial scope of this work package?

Full

Partial

Select a business for this registration

Select a location for this registration

3

Cancel Next step

SUBMITTING YOUR EXPRESSION OF INTEREST (CONT)

1 Complete all of the questions in the form. Any field marked with a red asterisk denotes mandatory field and must be completed in full to submit your EOI.

Important: Some of the information may be pre-filled from previous submissions. You should review this content to make sure it is still current and up-to-date.

2 When you are satisfied with your entries, you may submit your EOI by pressing the green 'Submit' button.

3 Alternatively, you may save your progress and return later, by pressing 'Save for Later'. Ensure that if you save your progress, you take note of the closing date and return to submit before the deadline.

The screenshot shows a three-step progress bar at the top: 'Get started' (with a green checkmark), 'About your business' (with a '2' in a circle), and 'Submitted' (with a '3' in a circle). Below the progress bar is the title 'About your business'. A light blue notification box contains the text: 'Some fields may be pre-filled using responses from other Expressions of Interest you have submitted previously. Please check all answers carefully as your qualification for this work package may rely on the answers provided.' with a link 'OK, got it!'. The form contains three questions, each with 'Yes' and 'No' radio button options:

- Question 1: 'Do you understand that this is an expression of interest (EOI) process-only to identify local market capability? *' (Callout 1 is next to the question text).
- Question 2: 'By registering for the Future Generation JV (FGJV) project you understand that only EOI's from FGJV will be published on this page. EOI's from Snowy Hydro Limited, Leed and Transgrid will not appear on the FGJV page *' (Callout 2 is next to the 'No' option).
- Question 3: 'Please confirm that you understand that by participating in this EOI process that there is no guarantee that your business will proceed to tender and/or be awarded any scope *' (Callout 3 is next to the 'Yes' option).

At the bottom of the form, there is a row of four buttons: 'Save for Later' (with callout 3), 'Back', 'Submit' (with callout 2), and 'Delete' (with an 'X' icon).

VIEWING YOUR EXPRESSIONS OF INTEREST

- 1 Select EOI's from the top menu.
- 2 This will bring up a list of all of projects for which you have submitted your EOIs. Select the drop down arrow to see the EOIs you have submitted for each project.
- 3 You are able to edit any EOI that is still open. You can go back into these EOI's to edit as many times as you wish before the closing date.

Tip for success: Make sure your profile is as up-to-date as possible as details from your profile will be provided to ICN Industry Specialists and project proponents, along with your EOI submission for evaluation after the work package has closed.

The screenshot shows the Gateway by ICN dashboard for Industry Capability Network Limited (ICNL). The top navigation bar includes 'Dashboard', 'EOI' (with a '1' callout), 'Business Profile', 'Market Channel', 'Documents', and 'Account'. A search bar and a location selector are also present. The main content area displays a table of projects with columns for 'WORK PACKAGE', 'FULL SCOPE EOI', 'PARTIAL SCOPE EOI', and 'STATUS'. A callout box highlights the 'Barwon and Great South Coast Project Opportunities - EOI Updates' row, which is marked as 'Open' (with a '3' callout). The dashboard also features a 'Filter by project' dropdown and an 'EOI Report' button.

WORK PACKAGE	FULL SCOPE EOI	PARTIAL SCOPE EOI	STATUS
Barwon and Great South Coast Project Opportunities - EOI Updates	15 Jan 2025		Open
Defence Estates - Riverina Redevelopment Program			
Inland Rail			
L3Harris Maritime Communications Projects			
Snowy 2.0			
Concrete FRP Footings and Slabs and Aggregate Bays	01 Nov 2024		Open
Test portal			



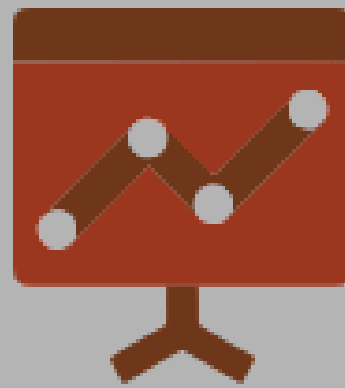
icn.org.au

If you have any questions you may find what you need at our Resources page.
Or call one of our Industry Specialists on **1300 961 139**

And more than 90,000 suppliers have already discovered that joining Gateway is the most efficient and effective way to boost your business.

ICN Defence Highlights

In 2022/23, we helped local businesses find over \$759M+ worth of defence contracts.



50

Value of contracts
awarded to Australian
and New Zealand
companies



139

Defence contracts won



\$759M+

Value of wins



493

Defence work
packages listed