



**SUBURBAN
RAIL LOOP**

Suburban Rail Loop Authority

Procurement

Invitation to Supply Part D

October 2025

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1. Introduction

This part of the Invitation to Supply (ITS) specifies the information and format that Respondents must include and use in their responses to the ITS.

Responses to the tables should be developed with reference to:

- **Part A** – The ITS
- **Part B** – Conditions of Participation
- **Part C** – Proposed Contract

1.1. General Information

The Offer has been broken up into sections, which are structured in accordance with the evaluation criteria, as detailed in the table below. Although the structure broadly relates to the evaluation criteria set out in Part A of this Tender, it does not in any way restrict the Organisation's capacity to draw on any part of the Offer in reference to any evaluation criterion. Information provided in a particular table may be used to evaluate more than one evaluation criterion.

Table 1. General Information

Conformance	To provide general company information
Mandatory Criteria	To demonstrate compliance with the mandatory criteria
Commercial Criteria	To confirm the compliance to the contract or propose contract departures, proposed commercial approach, structure
Technical Criteria	To demonstrate the technical capability and capacity and proposed approach to delivering the services
Price Assessment	To provide pricing details and proposed price/Value-for-Money proposition

1.2. Instructions for completing Part D

Table 2. Instructions for ITS Part D

		Tick
1	<p>Respondents may only enter text in the rows provided for the Respondents' answers. Respondents must not alter, delete, or format any other part of Part D (except where specifically authorised to). Respondents may insert tables, diagrams, or pictures within the rows.</p> <p>Note: Respondents may provide their Offer using their own organisation's branded template. If doing so, Respondents must ensure that the content of Part D is replicated and clear references to questions are included.</p>	<input checked="" type="checkbox"/>
2	Where a Respondent must select one or more options from a list, it should double-click on and 'check' the relevant box to identify its selection(s).	<input checked="" type="checkbox"/>

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3	Unless otherwise stated as allowable, the response to each table must be self-contained, with no cross-referencing to other tables. Where information provided in one table is relevant to a second table, the relevant portion of the information must be repeated.	<input checked="" type="checkbox"/>
4	Where diagrams or additional information are requested, Respondents must: <ul style="list-style-type: none">• insert the table reference and label as a header to the attached document.• attach the diagram, spreadsheet, or additional information to the Offer. Respondents may only respond to questions with an attachment where requested to. In all other instances Respondents must use the rows provided for Respondents' answers.	<input checked="" type="checkbox"/>
5	If a particular field is not applicable to a Respondent, 'No response' should be recorded.	<input checked="" type="checkbox"/>
6	Unnecessarily lengthy or elaborate responses are not required. The Organisation is seeking comprehensive but concise responses. Page limits have been provided for most answers. If the Respondent exceeds a page limit, the additional information may not be evaluated.	<input checked="" type="checkbox"/>
7	Except where additional information is requested, this Offer is the only form of response the Organisation seeks. Additional information such as advertising material, expensive visual and other presentation aids are not necessary.	<input checked="" type="checkbox"/>
8	Note that any questions not responded to in the Respondent's Offer within this Part D, may be deemed intentionally omitted by the Respondent and may not be evaluated.	<input checked="" type="checkbox"/>

Note: that failure to complete the Offer appropriately and in accordance with these instructions may result in disqualification of an Offer.

1.3. Executive Summary

Table 3. Executive Summary

Provide a brief executive summary detailing the key elements of the Respondent's response.

[Page limit: Maximum 1 page]

intelia is pleased to submit this comprehensive response to the Suburban Rail Loop Authority's invitation to supply Data and Analytics Resource Augmentation Services. As a locally based, specialised data consulting organisation and a key Databricks partner, intelia is uniquely positioned to address SRLA's critical requirement for scalable support over the proposed 36-month engagement period.

Our proposal focuses on leveraging deep technical expertise in Databricks engineering and Power BI development to augment SRLA's capabilities to meet surging project demands and deliver strategic initiatives.

intelia's response is strongly aligned with SRLA's objectives to secure skilled external support and establish a resource pool familiar with SRLA's data architecture and processes. Our approach directly addresses the key criteria outlined by SRLA, including:

- **Proven Experience and Track Record**
 - Demonstrated track record in data analytics projects through case studies and success stories, and providing relevant resource augmentation experience. As a key Databricks partner, we bring specialised, high-value experience necessary to support SRLA's enterprise Data and Analytics and Reporting Platform
- **Specialised Key Personnel**
 - The success of this engagement relies heavily on the availability of skilled personnel. intelia guarantees access to an established and rapidly deployable pool of certified professionals in Data Engineering (Databricks) and Data Visualisation (Power BI), all of whom form part of a permanent workforce at intelia.
- **Capability**
 - intelia's skills, capabilities and capacity can deliver the services outlined by SRLA.
- **Approach and Quality Control**
 - intelia's engagement approach, delivery methodology and how we partner with SRLA to ensure an efficient process for onboarding etc., in meeting SRLA's expectations.
- **Financial Proposal**
 - Including roles of nominated consultants with the required specialisations and day rate.

intelia is confident that our combination of certified expertise, deep technological partnership with Databricks, and long experience in critical projects makes us the superior value-for-money proposition. We look forward to partnering with the Suburban Rail Loop Authority.

2. Conformance Section

Through the tables in this section, Respondents are required to provide company information and demonstrate their level of conformance to the ITS terms, conditions, and requirements.

2.1. Organisation information

Table 4. Company Details

Trading name	intelia Pty Ltd
Registered name	Intelia Pty Ltd
Australian Business Number (ABN) or equivalent	41 621 763 693
If no ABN is held, state the reason why	N/A
Australian Company Number or equivalent	621 763 693
Place of incorporation	Melbourne
Date of incorporation	2018
Address of registered office	Level 3, 31 Queen Street, Melbourne, VIC, 3000
Principal office in Australia or equivalent	Level 3, 31 Queen Street, Melbourne, VIC, 3000
Entity status	Private Company
Contact details	
Name	Barry Stoneham
Position	Client Principal
Postal address	3/31 Queen Street, Melbourne, VIC, 3000
Street address	Level 3, 31 Queen Street, Melbourne, VIC, 3000
Telephone	0419 381 348
Email address	Barry.stoneham@intelia.com.au

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Table 5. Directors' details

Name	Address	Position held	Length of tenure
Byron Roach	3/31 Queen St, Melbourne, VIC, 3000	Director / Co-Founder	7 years
Joel Collins	3/31 Queen St, Melbourne, VIC, 3000	Director / Co-Founder	7 years
Have any of the Directors listed above ever been declared bankrupt or been a company officer of any corporate entity the subject of an administration or winding up order?			<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

Table 6. Authority to execute

Name of authorised officer	Barry Stoneham
Position of authorised officer	Client Principal
Signature of authorised officer	 I/we accept the provisions contained in the Conditions of Participation. The authorised officer executing this document on behalf of the Respondent also warrants that he or she is authorised by the Respondent to execute the Offer and that, by so executing the Offer Response Form, the Respondent is bound by it.
	29/10/2025
Describe the nature of the authority of the person signing to execute	Client Principal

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Table 7. Proposed Sub-contractor(s)

Provide the following details for any proposed Subcontractor anticipated to undertake a portion/component of the Service(s). Note, the Organisation reserves the right to contact any listed Subcontractor for the purposes of validating the information below. This table may be copied and pasted as required to provide details for each additional Subcontractor.	
Subcontractor's company name	Not applicable
Subcontractor's address	Not applicable
Subcontractor's contact person's name	Not applicable
Subcontractor's contact person's email	Not applicable
Subcontractor's contact person's telephone number	Not applicable
Scope and extent of Service(s) to be provided by Subcontractor	Not applicable
Ability and capacity to handle the component, including the availability of the Subcontractor given its other concurrent commitments	Not applicable
Experience, facilities, and staff levels of the Subcontractor	Not applicable
Does this Subcontractor propose to use other Subcontractors to deliver significant parts of the subcontracted Service(s)? If yes, please detail	Not applicable
Has the Respondent had a previous contractual relationship with this Subcontractor? If yes, please detail	Not applicable
Describe the Respondent's plan for finalising contractual arrangements with the proposed Subcontractor, including confirmation that the Respondent will be able to hold the Subcontractor accountable to the Respondent	Not applicable

3. Evaluation Criteria

3.1. Commercial Criteria

The Respondent is required to provide responses to the tables in this section to satisfy the Organisation that it has a sound commercial structure and a viable funding strategy to enable the delivery of the Service(s).

3.1.1. Financial viability

Respondents are required to demonstrate that they have the financial capability to provide, over the term of the contract, all the requirements specified in this Tender. In the following table, the term 'Respondent' applies to the business itself, its parent or any associated entities or any director(s).

If the answer to any of the following questions is 'yes', provide an explanation.

Table 8. Financial Viability

Are there any significant events, matters or circumstances which have arisen within the past 12 months of Closing Time and Date that could significantly affect the operations of the Respondent?	<input type="checkbox"/> Yes (Please detail) <input checked="" type="checkbox"/> No
Are there any mergers or acquisitions that can be notified, either recent (within the last 12 months of Closing Time and Date) or which are imminent?	<input type="checkbox"/> Yes (Please detail) <input checked="" type="checkbox"/> No
Are there or have there been any: <ul style="list-style-type: none">• bankruptcy and/or de-registration actions• proceedings or prosecutions against the Respondent; or• insolvency proceedings (including voluntary administration, application to wind up, or other like action)• either actual or threatened, against the Respondent, its parent or associated entities in the past three years (from Closing Time and Date). If so, what (if any) remedial action has been taken?	<input type="checkbox"/> Yes (Please detail) <input checked="" type="checkbox"/> No
Is the Respondent currently in breach or default of any agreement, contract, order or award that would or would be likely to adversely affect the financial capacity of the Respondent to meet the requirements of this ITS?	<input type="checkbox"/> Yes (Please detail) <input checked="" type="checkbox"/> No
Are there any other factors which could adversely impact on the financial ability of the Respondent to successfully perform the obligations contemplated by this Tender?	<input type="checkbox"/> Yes (Please detail) <input checked="" type="checkbox"/> No
Is the Respondent 'trading solvent, and able to meet its debts as and when they fall due in the normal course of business'?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No (Please detail)

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Table 9. Financial statements and financial assessment

Upon request, the Organisation may require a copy of the Respondent's audited financial statements for the past three financial years, comprising:

- operating statements
- cash flow statements
- balance sheets and supporting notes.

The Organisation also reserves the right to engage at its own cost an independent financial assessor to conduct a financial assessment under strict confidentiality.

I confirm that the required financial statements are available on request and agree to co-operate with an independent financial assessor if required.	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
If not, please advise why.	N/A	

3.1.2. Compliance with Proposed Contract

Respondents are required to assess their ability to comply with the Proposed Contract contained in Part C of this Tender.

All proposed commercial and legal departures must be fully documented, captured in the format set out the table 'Compliance with Proposed Contract' below. Specifically, the Respondent's response must include:

- the clause reference number (including the relevant Schedule where applicable);
- the nature of the proposed departure (i.e. level of importance);
- the rationale for any proposed departure, noting that the Organisation does not intend to consider preferential drafting changes;
- proposed amendment for each clause with which a Respondent does not comply;
- the associated benefit to the Organisation relating to the proposed departure, including any quantified impact on the pricing and the consequential impact on other contractual provisions within the Proposed Contract.

The Respondent must also provide a mark-up of the Proposed Contract (including Schedules) that includes all the proposed drafting changes as set out in the 'Compliance with Proposed Contract' table.

Table 10. Compliance with Proposed Contract

I confirm that the Respondent will comply with the Proposed Contract.	<input checked="" type="checkbox"/> Yes (if yes, please proceed to 3.1.3)	<input type="checkbox"/> No (if no, please answer the next question)
If not, I attach a mark-up of the Proposed Contract and have completed the 'Compliance with Proposed Contract' table below.	<input type="checkbox"/> Yes	<input type="checkbox"/> No

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Table 11. Compliance with Proposed Contract Continued

Clause	Compliance	Complies
[Enter Clause]	Not Applicable	
[Enter Clause]	Not Applicable	
[Enter Clause]	Not Applicable	

3.1.3. Compliance with Specifications

If the Respondent's Offer complies with all requirements of Part A.2, the Respondent is to confirm that they understand and comply with Part A.2 in full.

Otherwise, the Respondent must complete the 'Compliance with Specifications' table below, showing clearly and in order of the relevant clauses, where it 'will not comply' or 'will comply subject to conditions' with Part A.2. The Respondent must provide information in relation to the reason for partial or non-compliance.

Table 12. Compliance with Specifications

I confirm that the Respondent understands and complies with A.2 in full.	<input checked="" type="checkbox"/> Yes (if yes, please proceed to 3.1.4)	<input type="checkbox"/> No (if no, please answer the next question)
If not, I have completed the 'Compliance with Specifications' table below.	<input type="checkbox"/> Yes	<input type="checkbox"/> No
SRLA requires the Respondent to be ISO27001 and/or SOC II Type II certified.	<input type="checkbox"/> Yes, attached to submission	<input type="checkbox"/> No [Respondent to insert explanation for not submitting ISO27001 and SOC II Type II certificates]

Table 13. Compliance with Specifications Continued

Section	Compliance code:	Specific references(s) and commentary
	<ul style="list-style-type: none"> • Complies "C" • Partially Complies "P" • Does not comply "N" 	
Not applicable	Not applicable	Not applicable
Not applicable	Not applicable	Not applicable

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3.1.4. Insurance

Table 14. Insurance

Provide insurance certificate details below and attach copies of insurance certificates as an appendix to Part D.	
Public Liability Insurance – Minimum coverage amount \$AUD 20 million per occurrence	
Name of Insurer	Zurich Australian Insurance Limited ABN 13000296640 - 100%
Policy Number(s)	03-ICT-I-0027085
Expiry Date	28/02/2026
Policy Amount	\$20,000,000
Policy details of any policy exclusions, deductables or excesses	Amount of Excess - \$500
Product Liability Insurance – minimum coverage amount \$AUD 20 million per occurrence and in the annual aggregate	
Name of Insurer	Zurich Australian Insurance Limited ABN 13000296640 Insurance Australia Limited ABN 11000016722
Policy Number	03-ICT-I-0027085
Expiry Date	26/02/2026
Policy Amount	\$10,000,000 any one claim; \$20,000,000 in the aggregate
Provide details of any policy exclusions, deductables or excesses	Amount of Excess - \$5,000
Professional Indemnity Insurance – minimum coverage amount \$AUD 5 million per claim and \$AUD 10 million in the annual aggregate	
Name of Insurer	Zurich Australian Insurance Limited ABN 13000296640 Insurance Australia Limited ABN 11000016722
Policy Number(s)	03-ICT-I-0027085
Expiry Date	26/02/2026
Policy Amount	\$10,000,000 any one claim; \$20,000,000 in the aggregate
Provide details of any policy exclusions, deductables	Amount of Excess - \$5,000

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Cyber Insurance – minimum coverage amount \$AUD 250,000 per claim in the annual aggregate	
Name of Insurer	Emergence
Policy Number(s)	CS25127131A/00/03
Expiry Date	21/10/2026
Policy Amount	\$1,000,000
Provide details of any policy exclusions, deductibles	
Workcover Insurance	
Name of Insurer	Allianz (Victoria); icare (NSW)
Policy Number(s)	15169318 (VIC); 176674101 (NSW)
Expiry Date	30/06/2025 (VIC); 28/02/2026 (NSW)
Provide details of any policy exclusions, deductibles or excesses	

3.1.5. Conflict of interest (COI)

The Respondent is required to provide details of any COI or perceived COI affecting the Respondent.

Table 15. Conflict of Interest

Provide details of any Conflicts Of Interests including engagements, obligations or commitments that the Respondent or any of its staff, consultants or Subcontractors have, or are likely to acquire, that may give rise to any actual or perceived conflicts of interest with the Organisation and/or any of the service(s) that may be required.

Detail how the Respondent intends to manage those conflicts so that it can remain independent in the provision of the Services.

Not Applicable

3.2. Technical Criteria

The Technical Criteria are weighted and scored.

3.2.1. Experience and Past Performance (40%)

Table 16. Experience and past performance

Provide details of your organisation's previous and current work. Such work should relate to similar, or the same goods and/or services outlined in Part A.2 Specifications.

Provide a maximum of 3 work examples including:

- Client
- Description of the services provided
- Outcome and value provided to the client
- Description of how the previous work and experience is relevant to SRLA, and the Specifications outlined in Part A.2.

The Organisation has a preference that all listed relevant engagements have taken place within the past three years from Closing Time and Date.

[Page limit: max. 4 pages]

Client name	Details of previous or current work	What type of services were provided	Date (s) of services provided	\$AUD contract value per year (excluding GST)
Suburban Rail Loop Authority	Implementation of data lake with downstream Power BI report	Data consultancy and data project delivery	22/01/2024 to 04/03/2024	\$90K (approx.)
Australian Energy Market Operator (AEMO)	Centralisation of data into Azure Databricks and setting up new downstream Power BI, including reports	Data project delivery	10/2021 to 02/2024	\$5M (approx.)
Northern Territory Government	Consolidation of data and creation of Power BI dashboards	Data project delivery	04/2023 to 10/2024	\$300,000 (approx.)

We have selected 3 examples of our work as they closely align to the services requested, showcasing our experience with specific Azure Databricks and Power BI projects.

[Case Study 1 – Suburban Rail Loop Authority – Data ingestion and Workforce Planning Power BI report](#)

Customer:

Suburban Rail Loop Authority is responsible for planning and delivering Suburban Rail Loop (SRL), the largest infrastructure project in Victoria's history and the state's biggest investment in transport and precinct development.

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Background:

The SRLA's Workforce Planning Data project required a streamlined report to optimise and manage resources with the large number of people expected to work on the SRL project over time. They required full transparency across resource utilisation, forecasting and recruitment to successfully plan and budget for the project with as much accuracy as possible.

Given intelia's expertise with Azure, Databricks, and with data pipelines and visualisations, we were engaged to provide a solution to allow SRLA to view the current state of resource allocations as well as forecast future resource needs.

Solution and outcome:

intelia conducted a comprehensive analysis of SRLA's resource/HR data, sourced from the EcoSys system, and identified the necessary data points required for the Workforce Planning report.

Based on this, intelia designed a robust solution that facilitated data processing, storage, and analysis efficiently and implemented a data lake using a Medallion architecture in Microsoft Fabric, the Microsoft analytics solution, as per the project requirements. intelia developed automated data pipelines using Azure Data Factory to streamline the ingestion and data flow and ensure timely delivery of high-quality data.

After having built the data warehouse, intelia integrated the Medallion data warehouse with Power BI for reporting. intelia then leveraged an existing Power BI report used by another department, the Major Transport Infrastructure Authority, to create a new report surfacing the EcoSys resource data, loaded via the new data warehouse, to create the Workforce Planning report.

As a result of intelia's delivery, the SRLA project team successfully gained full visibility of current resource allocations and were able to forecast future resource needs through the Workforce Planning Power BI report. This was all done by a controlled, modern analytical data architectural approach using Power BI sourcing data from a Medallion data warehouse.

Additional SRLA project work:

Following the success of the Workforce Planning Data project, intelia was engaged to provide Data / Business Intelligence (BI) engineering expertise over 12 weeks to deliver 22 Power BI dashboards, requiring the uplift and refactoring of existing Risk, Cost, Schedule and CEO monthly dashboards to enable trend analysis, capture additional data on the reports, and address data quality issues.

Working closely and collaboratively with SRLA's Power BI Lead and key business report consumers, intelia iteratively built and tested the reports to enhance usability and insights. intelia also continuously improved data quality issues found on the new eDAR semantic data models to improve the accuracy of dashboards, while also maintaining a list of data quality issues. This enabled SLRA to make more informed decisions based on insights and established a foundation for future dashboards to leverage trend analysis capabilities.

Case Study 2 - Australian Energy Market Operator – Azure Enterprise Data Platform and Power BI dashboards

Customer:

Australian Energy Market Operator (AEMO) manages electricity and gas systems and markets across Australia, ensuring Australians have access to affordable, secure, and reliable energy.

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Background:

intelia was engaged as AEMO's specialist data partner on several strategic initiatives, having led and delivered the Data Analytics & Integration stream of their multi-year Digital Transformation program. One of those initiatives required intelia to design and deliver AEMO's new Enterprise Data Platform in their Microsoft Azure public-cloud environment and perform a reconciled migration of over 400 TB of energy-related data.

Prior to commencement of the Digital Transformation program, it was acknowledged that previous data management approaches were no longer adequate to deal with substantial data challenges, including exponential growth of data volumes, arising from energy industry transformation / disruption, nor enable the necessary transition towards the future energy roadmap.

AEMO concluded it must take a new, modern approach to data management and analytics to solve current challenges as well as support the future energy transformation roadmap. intelia was engaged as a Databricks and data specialist to bring the program back on track.

Solution and outcome:

Within AEMO's Databricks and Azure eco-system, intelia architected, designed, built, tested and operationalised the new Enterprise Data Platform (EDP). Using Azure DevOps and Azure Data Factory, intelia developed automated data pipelines to centralise and regularly refresh high-value business data in Databricks from various data sources. This data formed the basis for creating analytics, insights, dashboards and reporting to support timely business decision-making. This also supported advanced analytics capabilities such as Machine Learning used for activities such as energy forecasting.

In addition, intelia designed and implemented AEMO's Power BI platform using data from Databricks, delivering circa 30 Power BI dashboards of varying degrees of complexity.

The implementation of AEMO's new EDP established and delivered a capability uplift program across the organisation, resulting in the retirement of legacy platforms and cost savings of AUD \$6M. It also:

- introduced and enabled modern analytical capabilities such as AI & ML,
- introduced automation to reduce manual effort / duplication of effort by up to 40%, replacing outdated spreadsheets and documents with live Power BI dashboards thus increasing speed to market for generation of insights, analytics & reports,
- improved quality, accuracy, currency and security of AEMO's critical data assets as well reducing overall complexity and cost to manage data,
- directly supports current and future strategic AEMO programs (NEM & WEM Reform, Distributed Energy Resources, Consumer Data Rights, Virtual Power Plants etc).

Case Study 3 – Northern Territory Government – Data ingestion (Azure DevOps) and Power BI dashboards

Customer:

The Northern Territory Government (NTG) is the governing authority of the Northern Territory, operating as the local government responsible for administering services, implementing policies, and managing resources in the Northern Territory region. intelia was engaged to work with the Territory Revenue Office (TRO), part of the NTG.

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Background:

Primarily due to outdated legacy systems and processes, the TRO had been facing numerous different challenges in progressing its e-governance initiatives, resulting in difficulty managing and bringing together multiple, fragmented data sources across their revenue management systems. These challenges were impacting the department's plans to adopt new technologies, remove inefficient manual processes (e.g. preparing complex financial reports), modernise operations, streamline processes, and enhance overall efficiency and productivity.

The TRO had commenced a large e-governance program to introduce a new purpose-built solution, called RevConnect. As part of this program, data needed to be centralised into an on-premises Data Warehouse, which would then feed data into the new RevConnect solution. There was also a requirement to migrate / refactor over 100 different reports into Power BI.

Solution and Outcome:

intelia developed a clear plan focused on enabling parallel streams of work to quickly address underlying issues and unblock the most important, and urgent, needs of the program. For the Data Warehouse, our team conducted a comprehensive data analysis and mapping exercise to identify and close gaps, discrepancies, and missing data-source elements. We then designed and delivered a series of automated data pipelines to ingest and transform source data, ensuring the correct data was being automatically brought into the Data Warehouse in a controlled way to guarantee data integrity, accuracy, consistency and timeliness.

For reporting, our team leveraged the Data Warehouse and TRO's common information model to develop a range of new Power BI dashboards. This included migrating complex financial calculations and transformation rules from legacy, manual Excel spreadsheets, and WhereScape Red reports to Power BI. intelia saw these through to successful completion.

We also introduced row-level security to safeguard sensitive data and ensure access was restricted to only those authorised staff (via Active Directory integration).

The Data Warehouse and Power BI dashboards delivered by intelia played a crucial role in the end-to-end process of delivering NTG's TRO RevConnect solution. This solution streamlines business operations across revenue management, modelling, forecasting, administration and compliance, as well as supporting streamlined registration, lodgement, and tax administration processes, replacing outdated manual procedures and systems. The Azure Data Warehouse and Power BI dashboards delivered by intelia played a crucial part in the end-to-end process of making this happen.

Goodman Group - ongoing Power BI services

Over the past three years, intelia, as a trusted data consultancy, has been providing expert Microsoft Power BI with managed support and development services to Goodman, a global industrial property and digital infrastructure group. The services involve working closely with Goodman to support and manage the Power BI platform and existing dashboards across a global user base, as well as enhancement requests and / or development of new dashboards to meet reporting needs.

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Table 17. Referees

Provide details of two references that the Organisation may contact.	
Referee 1	
Company name	Will supply on request
Contact name	
Contact telephone	
Contact email address	
Description of works or service provided to this client	
Date(s) services/works delivered	
Referee 2	
Company name	Will supply on request
Contact name	
Contact telephone	
Contact email address	
Description of works or service provided to this client	
Date(s) services/works delivered	

3.2.2. Key Personnel (40%)

Table 18. Team structure

Question 1.

Summarise the qualifications, skills and experience of nominated pool of resources who may be involved in the delivery of the services. Brief resumes of no more than 2 pages per each resource may also be attached.

[Page limit: max. 1 page]

intelia's workforce is comprised of 80+ permanent employees, working across various technologies and industries, including Government, Utilities, Banking & Finance and Construction. We are a Databricks Delivery Provider where we have over 20 active Databricks certifications, including Data Engineer Professionals. Additionally, some of our consultants are currently undergoing 11 further certifications, including Resident Solutions Architect, Senior Solutions Consultant, and Senior Data Scientist Consultant.

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Across our consultancy team, intelia has 15 data visualisation experts with experience in Power BI, having worked on specific client engagements. The numbers above continue to increase within our consultancy workforce, as our consultants are continually upskilling in their capability across the various technologies, achieving specialised accreditations, as well as practical experience, at our clients. To this end, we focus heavily on talent management and maintain a strong retention track record in this area, of which we are proud. As part of our ongoing strategy, we are continuing to hire consultants who are qualified in Databricks and Power BI, to increase our capability significantly in the coming months.

All our consulting team have a minimum of 5 (mostly 10+) years of experience in large scale data programs, with certification in at least one hyperscaler (mostly Azure, Databricks and GCP).

Consultants

Below is a summary of some of our selected consultants who have the relevant capabilities and experience as outlined by SRLA. We have included in our intelia presentation further details of specific consultants together with their capabilities and experience.

Consultant	Experience	Years exp.
Ben Kirchner	Ben is a highly skilled Project Manager and Data Lead; he excels in the delivery of critical data intensive technology solutions that meet challenging business demands. Ben has over 20 years of working experience in Technical IT, Stakeholder, Delivery Management, Leadership and Management Teams.	20+ years
Aayushi Singh	Aayushi is a Data Engineer with over 8 years of experience in Business Intelligence Development, Data Analytics and Visualisations, including Power BI and Tableau. She excels in building and implementing BI solutions to drive business analysis to help in powerful, data-driven decision-making across both on-premise and Cloud platforms. Aayushi worked at SRLA developing Power BI dashboards for the 'CEO Dashboard Monthly Reporting', delivering the Risk, Schedule, Cost and CEO reports with data sourced from the eDAR data platform. • Databricks Certified Data Engineer Professional	8+ years
Aungshu Barman	Aungshu is an experienced technology professional in both development and support roles across consulting and BAU arrangements. Aungshu is an expert in developing end to end analytics solutions including data modelling, transformation, automation and building fault tolerant data pipelines from heterogeneous sources, developing analytical reports and dashboards enabling effective decision making. • Databricks Certified Data Engineer Professional	15+ years

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Ankita Shephali	<p>Ankita is a Senior Data Engineer with over 10 years of experience in software development. Ankita has hands-on experience on various offerings such as Big Data tools, data warehouse, data Lake, data streaming pipelines and data visualisation tools including Power BI. Ankita has worked with various technologies including SQL, relational databases such as ORACLE and VoltDB, NoSQL and databases such as Big Table and MongoDB, Python and Java.</p> <ul style="list-style-type: none"> • Databricks Certified Data Engineer Professional 	10+ years
DJ Saha	<p>DJ is a data engineering professional with over 15 years of experience in data analytics and reporting across multiple business domains including energy, banking and higher education. DJ possesses a broad technical portfolio spanning data integration, data-migration, and warehousing. Database proficiency, data modelling and report design, programming, issue resolution, project coordination and stakeholder management figure prominently among his key strengths.</p> <ul style="list-style-type: none"> • Databricks Certified Data Engineer Professional 	15+ years
Venkatesh Thamotharan	<p>Venkatesh is a Senior Data Analyst and Data Engineer with over 15 years of experience in the IT industry. Predominantly working as a Data Migration Specialist and a Team Lead, Venkatesh demonstrates exceptional analytical and SQL skills, and creative problem solving. Venkatesh has experience in analysis, modelling, engineering, development, ETL and data migration as well as extensive experience in creating and managing of cloud computing services.</p> <ul style="list-style-type: none"> • Databricks Certified Data Engineer Professional 	15+ years
Tara Pourhabibi	<p>Tara is a results-driven solutions lead / data engineer with more than 15 years' experience and a strong track record of leading teams and delivering data engineering solutions in diverse industries including retail, automotive manufacturing, education and finance.</p> <p>Tara has worked at SRLA on the Workforce Planning Data project as an engineer, delivering the automated ingestion pipelines for the Power BI reporting, sourcing data from the EcoSys system.</p>	15+ years

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Sindhu Veluguleti	<p>Sindhu is a highly skilled Business Intelligence Specialist and Data Engineer, with project experience in organisations covering Government and Private Sectors. She is passionate about enhancing business processes and decision-making capabilities with data-driven insights and solutions.</p> <p>In addition, Sindhu has great knowledge in applying statistical machine learning, artificial intelligence, and natural language processing techniques to solve business problems. She also has strong capability in data visualisation and creating interactive dashboards and reports for stakeholders in tools such as Power BI.</p>	5+ years
Dharshana Thirunarayaanamoorthy	<p>Dharshana is a Senior Business Intelligence and Data Engineer with 15 years' experience in leadership, design, development and implementation of end-to-end data solutions within on-premise and multiple cloud environments.</p> <p>A Microsoft-certified Azure developer and Technology Specialist, Dharshana has working experience across various industries and has a solid foundation in database design, data modelling, ELT/ETL, Master Data Management (MDM), data warehousing architecture, data analytics and visualisation, data integration and developing advanced scalable reporting solutions.</p>	15+ years
Savitha George	<p>Savitha is a dedicated and results-driven Data Engineer with experience spanning over 14 years in the Telecommunication and Retail sectors. With a proven track record leveraging Azure, Databricks, Snowflake, Alation and Collibra technologies, Savitha is an expert in solution design, technical documentation, application development, testing, deployment, software upgrades, data cataloguing, data governance and data engineering.</p>	14+ years
Linto Cyriac	<p>Linto is a highly committed, adaptable, and detail-oriented data engineering professional, offering knowledge and an in-depth understanding of data analysis and management, information and business systems, and stakeholder engagement. Linto is a Databricks Certified Data Engineer, Google Cloud and Certified Data Engineer and Machine Learning Engineer, with excellent knowledge of Python, R and SQL.</p>	10+ years

3.2.3. Capability (10%)

Table 19. Organisational capability and capacity**Question 1.**

Provide details of your organisation's skills, capability, and capacity to deliver the Services as outlined in A.2 Specifications.

In your response, include:

- Business structure and description of the relevant aspects of the Respondent's organisation
- Relevant services offerings
- Ability, scale, size, and depth of experience in the organisation to deliver the services

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intelia was founded in 2018 and are a proudly Australian-owned technology consultancy, specialising in data, cloud, and intelligent automation services and solutions. With a market-leading global partner ecosystem, underpinned by extensive experience in implementing large-scale data projects for enterprise customers, intelia are committed to delivering with precision, innovation and transparency. We operate with an authentic and unique approach to helping our customers accelerate the opportunities, commercial benefits and competitive advantage that can be unlocked in a data-driven world.

Headquartered in Melbourne and Sydney, intelia offers a team of 80+ Engineers, many of whom have Databricks certifications, and 15 visualisation experts. intelia are a formal Databricks Delivery Partner. Our 20 delivery consultants provide seasoned Project Management and Business Analysis skills. We have extensive experience in supporting Government departments across various initiatives, with multiple abilities to support at both State and Federal level.

Highlight of our service offerings

- We pride ourselves on being easy to engage with fast onboarding and a pragmatic partnership approach
- Technologies: Microsoft Azure, Databricks, Power BI, Google Cloud Platform, AWS, Snowflake, Collibra, Confluent, Tableau, Looker, Tamr, Fivetran, dbt, and others
- We are a local & agile technology consultancy specialising in data
- We offer high-value focus and deep domain expertise

intelia is proud to be an official **Databricks Delivery Provider**, a premier partnership that reflects our deep expertise and strategic alignment with Databricks in the Australian market.

This is not a standard partnership. It formally integrates our team with the Databricks Professional Services Organisation (PSO), enabling us to act as a trusted extension of their own internal consulting arm.

For our clients, this strategic relationship delivers distinct and tangible advantages:

1. **Guaranteed, Vetted Expertise:** Our status as a Delivery Provider is contingent on Databricks' direct approval of our consultants. Every specialist we assign to your project has been reviewed and validated by Databricks, ensuring they meet the exceptional technical standards required to work on Databricks' own customer engagements.

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2. **Seamless Project Integration:** We work hand-in-hand with the Databricks PSO team, operating under their established project methodologies and governance frameworks. This eliminates friction between the consulting partner (us) and the platform vendor (Databricks), ensuring a single, unified team focused on your success.
3. **Direct Access to Databricks Resources:** Our deep integration provides us with direct access to Databricks' internal best-practice blueprints, technical resources, and accelerated support channels. This allows us to resolve complex challenges faster and ensure your solution is built to the highest standards of performance and scalability.
4. **A Trusted Extension of Databricks:** Databricks trusts intelia to augment their own teams and deliver services on their behalf. By choosing us, you are not just selecting a partner; you are engaging a consultancy that is fully endorsed and trusted by Databricks to deliver world-class outcomes on their Data Intelligence Platform.

When it comes to "ability, scale, size, and depth of experience", intelia always takes time and care to identify and assign consultants who are the right fit for our client engagements in terms of:

- Technical capability: we select Consultants who have experience and expertise in the solutions that either already exist, or will be implemented into, the client's eco-system.
- Availability: we select Consultants who can be committed to delivering the engagement in full, taking into consideration any potential planned leave etc. Should an unexpected event occur making a key resource unavailable, intelia will replace that person with an equivalent and ensure there is no impact to engagement delivery for SRLA.
- Organisational culture: we recognise that engagements are about "people working with people" and we aim to identify Consultants who will naturally thrive in certain organisation / team scenarios.
- Balance: depending on needs of the engagement, we strive to ensure our consultants are well balanced to provide the greatest coverage of overall levels of expertise, experience, backgrounds and traits (including diversity and inclusion considerations). This is both for delivering bespoke projects as well as augmenting a client's existing teams.

intelia has delivered several programs of work to augment and install Databricks at the heart of organisations. intelia has significant capability, both as a Databricks Delivery Partner and due to its links with Databricks PSO, to deliver best-in-class Databricks solutions, tied to significant experience with Power BI. This is all while leveraging other Azure components, such as Azure DevOps and Azure Data Factory, to build integrated data pipelines to cleanse and surface high quality data from disparate data sources via reports and dashboards, to enable data-driven decision-making.

3.2.4. Approach and Quality Control (10%)

Table 20. Approach and Quality Control

Outline how the Respondent proposes to provide the services as outlined in A.2 Specifications, including:

- proposed engagement approach, delivery methodology and key activities
- location from where the services will be provided
- timelines to provide a resource to SRLA when requested
- available facilities, infrastructure and other support to deliver the services as per methodology provided
- proposed use of subcontractors (provide details if any)
- proposed project management approach

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Our client's success is the core to our success.

We deliver what we promise with precision, innovation, quality and care. When it comes to an overarching delivery framework, we believe in keeping things simple, clear and elevated beyond complexity. intelia's approach ensures a "no surprises" experience for our customers.

Prior to commencement, we strive to sensibly ensure absolute clarity and agreement on seven key elements which become our shared "true North", as shown in the following diagram. This includes clearly agreeing and documenting key deliverables along with acceptance criteria, used to ensure delivered outcomes meet expectations.



Through the process of ensuring this up-front clarity, we remove risk of ambiguity and / or misaligned expectations and create the best starting position for a mutually successful outcome.

In some situations where a certain business challenge may be incredibly complex and therefore up-front clarity may not reasonably be able to be provided, intelia work closely with our clients to ensure a mutually agreed starting position, supported by a set of clearly documented assumptions aimed at creating a path forward with shared accountability and responsibility towards delivering an acceptable outcome that meets expectations.

For in-flight engagements, intelia's Chief Technologist and Head of Delivery typically provide general oversight, advice, guidance, and support to the intelia team, including attending client meetings if and as required. In addition, engagements that meet a set of defined criteria are governed by intelia's internal in-flight project delivery management and reporting framework, which includes regular meetings between the intelia Project Manager and Head of Delivery, as well as internal reporting presented to intelia's Executive Management Team.

Typically, intelia prefer a minimum of 1 to 2 weeks' notice to provide resources to SRLA, subject to resource availability.

Further, intelia's workforce is comprised of permanent employees which reduces risk of unplanned turnover of key personnel. In addition, as a specialist Data Consulting organisation with broad and deep capabilities across a wide range of data-related areas. In the event that a key resource unexpectedly became unavailable, intelia will replace that person with an equivalent and ensure no impact to engagement delivery for SRLA.

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Barry Stoneham (Client Principal) will act as the single point of contact for account management activities to ensure a successful outcome for SRLA, including commercial discussions, broader partnership discussions, and any issues requiring escalation.

intelia has headquarters in Melbourne and can accommodate workshops with SLRA if required. intelia typically engages in a flexible work arrangement and, if required, intelia resources can work from intelia offices and / or SRLA offices.

Resources engaged on SRLA project(s) can be provided with intelia laptops or, if required, SRLA laptops.

SRLA can also draw on both intelia's Head of Delivery and Chief Technologist who can provide expert guidance to assist in the successful delivery of SRLA engagements.

4. Financial Proposal

Please provide a completed pricing sheet, refer to #1266 – Invitation to Supply - Attachment 1 - Pricing Response Form - Data and Analytics Resource Augmentation Services for the template. Please complete the Schedule of Rates (Services) form.

Financial proposals are sought on a rates basis. Prices shall include all cost elements associated with the required goods or services (unless otherwise stated) and be fixed for the entire contract period.

5. Assumptions

Table 21. Assumptions

Please list any key assumptions made in responding to this RFQ.

Not applicable

6. Alternative Offer

Table 22. Alternative offer

Where a Respondent also submits an Alternative Offer, it must include any supplementary material which demonstrates how the Alternative Offer will fully achieve and/or exceed all the specified outputs or functional and performance requirements. Respondents should also detail why the additional features are beneficial and cross reference to the appropriate clause number in Part A.2 – Specifications.

Not applicable