



Project Owners

Gateway Activate Guide

Gateway Activate is a supply chain activation engine

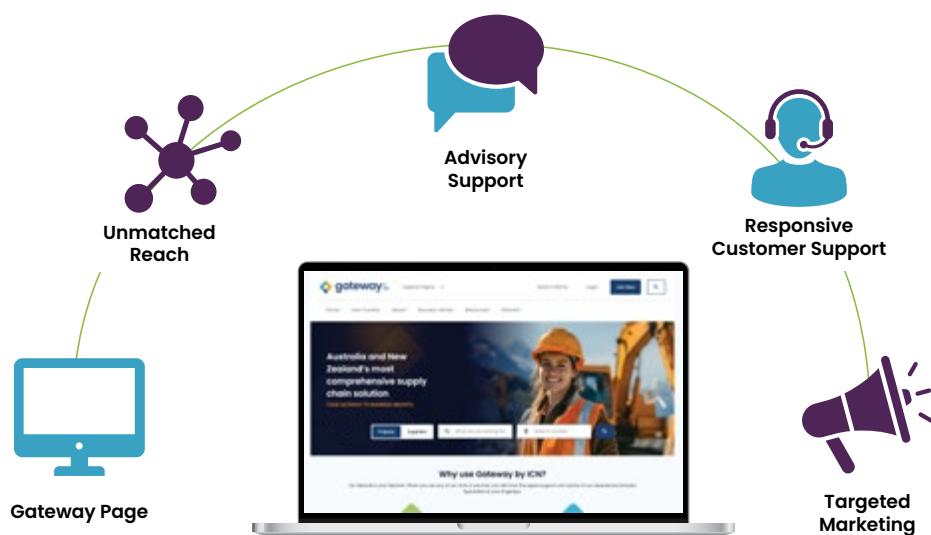
At the centre of **Gateway Activate** is the Gateway by ICN project page, a centralised digital hub designed to communicate and connect smaller suppliers with upcoming project or procurement opportunities.

Alongside the Gateway by ICN project page, our Industry Advisers and Customer Service team are here to assist you in understanding and connecting with local, social and sustainable capabilities every step of the way. Their expertise assists you to apply the Local Jobs First Policy and other procurement policies.

In addition to this tailored support, Gateway Activate expands the visibility of your projects, extending their reach far beyond traditional channels. With Gateway Activate, project owners can:

- Share upcoming procurement and contracting opportunities with industry in a clear and accessible way.
- Gather data on current and potential supplier capabilities within a specific sector or region.
- Expand visibility across industry, government and education networks—well beyond traditional procurement channels.

How Gateway Activate supports project owners



Gateway page

Communicate project objectives and timelines to the business community and collect Expressions of Interest from suppliers, understanding their current and potential capability.

Advisory support

Up to 35 hours of dedicated and tailored project advisory services, helping you design and strengthen your supply chain engagement strategy and work with suppliers to help them understand the procurement process.

Responsive customer support

Our team provides direct support to your organisation and to suppliers, ensuring clarity and responsiveness at every step.

Targeted marketing

Tailored campaigns through email, social media, and newsletters to ensure suppliers are aware of your project opportunities.

Gateway Activate – what’s included

Gateway page

Gateway pages are published with up to 10 work packages associated with the project which suppliers respond to with an Expression of Interest. Each work package can include additional questions helping you to better understand supplier capabilities. Additional work packages are available upon request.

Work packages associated with the project are listed on each page. Suppliers that have registered on Gateway by ICN can submit an **EOI** for the work packages, registering their company’s application to provide services or items to the project.

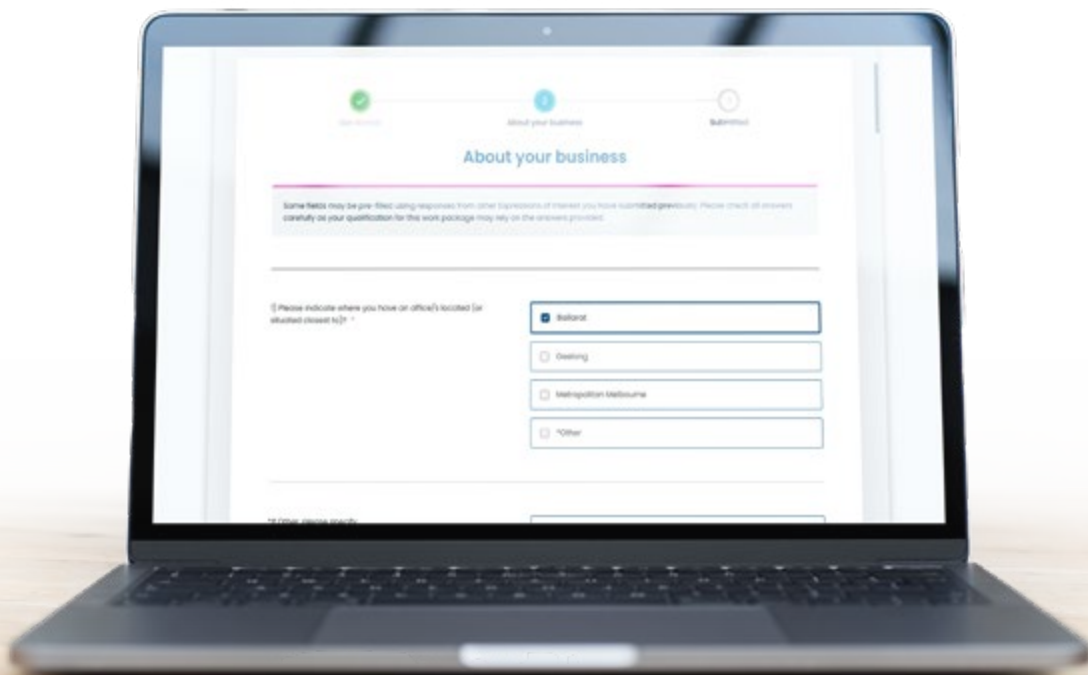
The general data collected contains details from the company’s profile on Gateway by ICN, which includes information such as:

- contact details
- products and services
- number of employees and turnover
- client and project history
- third party applications
- licenses and insurances
- Indigenous ownership and Indigenous employment

Work packages are enabled with additional **Supplier Questionnaires** that allow project owners to take a deeper dive into the local supply chain capability and collect EOIs, that are more targeted to their project-specific requirements.

All work packages published on Gateway by ICN must be listed publicly for a minimum of 10 business days to provide full, fair, and reasonable opportunities for local suppliers.

EOI reports can either be issued by ICN Victoria to project owners at agreed weekly, fortnightly or monthly intervals. Alternatively, **Activate Premium** includes **Project Plus Access** which allows back-end access to ICN Gateway project pages enabling project owners to view EOIs in real-time, run reports directly from the system, and to download any additional documentation provided by companies as part of the EOI process.



Gateway page structure

Project pages allow project owners, business owners and contractors to promote and publicly communicate upcoming procurement details and contracting opportunities, including:

- project owner details, project name, value (\$AUD) if applicable, project status, description and procurement officer's contact details (if desired) – note that an ICN Industry Adviser can be listed as the contact person to help filter supplier enquiries.
- details of upcoming opportunities to supply goods and services.
- requirements that potential sub-contractors and the supply chain must satisfy standards for key goods or services for the project.
- details of successful sub-contractors, including key procurement contacts, for further supply chain engagement opportunities.

This digital platform is backed and supported by a team of Industry Advisers and customer service support. Taking the pressure off project owners by working with local suppliers to help them understand upcoming project opportunities.

Through Gateway by ICN, project owners can:

- review comprehensive supplier capability profiles.
- send notifications about project updates and opportunities to the business community.
- review and respond to Expressions of Interest (EOIs) from potential suppliers based on:
 - » Work package-specific EOIs (i.e., local suppliers with the capability and experience to perform a specified scope of works register their interest against the Work Package published)
 - » Registration of Interest (ROI) (i.e., local supplier wishes to be advised of supplier-related project updates regarding briefing sessions, supply opportunities etc.)
 - » General EOI (i.e., local supplier wishes to advise the project owner/contractor and its supply chain of an innovative idea or product that could be of interest to the project).



\$54.3B+

Total value of contracts awarded through Gateway by ICN



400+

Suppliers joining every month



95,000

Contracts awarded to companies through Gateway by ICN

Supplier prequalification questionnaires

Supplier prequalification questionnaires help project, contract, and opportunity owners identify local, social, and sustainable procurement capability for the project.

EXPRESSION OF INTEREST

Any Opportunities

Submissions close
7 WEEKS 2 DAYS 11 HOURS 27 MINS

Regional Sports Infrastructure Program (RSIP) - Latrobe

1 Get started 2 About your business 3 Submitted

About your business

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.

Please nominate the work package / trade / goods / services your company provides. *

4000 characters remaining

Please provide your organisation's street address (which will service this project) in the format of Address Line, Suburb State Postcode.

4000 characters remaining

Are you a certified social enterprise? *

Yes

No

Are you a certified Aboriginal business? *

Yes

No

Industry Adviser support

You'll receive up to 35 hours of one-on-one support from experienced Industry Advisers, customised to your project's needs. This includes expert guidance in designing and refining your supply chain engagement strategy, identifying opportunities to improve supplier participation, and supporting your engagement with suppliers. Our Industry Advisers can also help suppliers better understand the procurement process, improving their readiness and alignment with your project goals.

Importantly, this support helps take the pressure off your internal procurement team by handling supplier outreach and engagement, allowing them to stay focused on core procurement activities.

Customer service support

Our team offers direct, hands-on support to both your internal team and your suppliers, ensuring clear communication, timely responses, and a smooth experience throughout the process. Whether it's answering supplier questions, resolving issues, or clarifying next steps, we're here to keep things moving efficiently and transparently at every stage.

By acting as a first point of contact for supplier inquiries and engagement, we help reduce the administrative burden on your procurement team—freeing them up to focus on strategic priorities.

Marketing reach

To help you meet your local, social, or sustainable procurement objectives, we design and deliver campaigns across email, social media, and targeted newsletters to ensure suppliers are aware of your project opportunities. These campaigns are strategically timed and audience-specific, helping you reach the right suppliers with the right message—boosting awareness, engagement, and participation.



Choose the Gateway Activate package that fits your project

Gateway Activate offers a tiered suite of packages tailored to the scale and needs of your project. Whether you're seeking full advisory support and strategic supply chain activation, or just need to publish a work package, there's a plan for you:

Features	Activate Premium Plus	Activate Premium Lite	Activate Plus	Activate Lite	Activate Work Packages
Suited for	Large projects or business	Small projects + SMEs	Large projects or business	Small projects + SMEs	Small projects + SMEs
Industry Adviser support	35 hours	12 hours	35 hours	12 hours	3 hours
Customer service support	25 hours	12.5 hours	25 hours	12.5 hours	4 hours
Project page inclusions	Full project page + Back end access (1 user included, additional users at cost)	Full project page + Back end access (1 user included, additional users at cost)	Full project page	Full project page	One Work Package only
Work packages	10 included (max 5 uniform questions) Additional work packages at cost.	5 included (max 5 uniform questions) Additional work packages at cost.	10 included (no document upload and max 5 uniform questions) Additional work packages at cost.	5 included (no document upload and max 5 uniform questions) Additional work packages at cost.	1 single (no document upload and max 5 uniform questions)
Brand assets (for Gateway page)	Company logo, unlimited images & banner	Company logo, unlimited images & banner	Company logo & 2 images	Company logo & 2 images	N/A
Digital marketing campaign	Social media post + newsletter + website	Social media post + newsletter + website	Social media post + newsletter + website	Social media post + newsletter + website	Newsletter + website
Length of service	1 year	1 year	1 year	1 year	1 year

Which tier is right for you?

Choosing the right Gateway Activate package ensures your project gets the visibility, supplier engagement, and support it needs.

Activate Premium Plus: Flagship projects with strategic supply chain goals

Our most comprehensive package built for high-visibility, high-value projects that demand the full suite of Gateway services, advanced targeting, and in-depth supplier support.

Activate Premium Lite: SMEs with high-impact projects or unique supply needs

Get enhanced exposure and deeper engagement support, plus Project Plus Access, enabling better capability analysis and supplier matching for more complex projects.

Activate Plus: Large-scale projects with multi-trade supply chain needs

Best suited for tier-one contractors, developers, or large industry players who require deeper engagement, more work packages, and broader supplier reach.

Activate Lite: SMEs seeking broader visibility

Ideal for small to mid-sized projects where you want to publish a full project page, attract multiple suppliers, and maintain a professional brand presence with support from ICN.

Activate Work Package: Small projects or first-time tenders

Perfect for small businesses or SMEs seeking to list a single procurement opportunity with minimal support. It's a simple, cost-effective entry point to get your project noticed by qualified suppliers.

**For more information or help selecting the right package, contact:
ICN Victoria – (03) 9864 6700 or info@icnvic.org.au**



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