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## Market-led Proposals - Current and completed proposals

Since the MLP Policy commenced in 2019, the Government has received more than 65 proposals. Of those proposals received, two are completed transactions and 16 are currently under assessment.

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From 11 April 2019 to 30 September 2022, we have received 71 unsolicited MLPs. The table below outlines the number of proposals received in each industry category.

Category	Number received
Property	20
Health	12
Community services	10
Infrastructure	16
Tourism	3
Telecommunications and ICT	1
Education	2
Publishing and media	1
Retail	2
Environmental	1
Agriculture and farming	1
Mining and resources	1
Other	1
<b>Total</b>	<b>71</b>

Of those 71 proposals:

- 2 has been completed
- 15 are current
- 4 were withdrawn
- 6 were referred
- 44 were declined.

The table below outlines the primary reason why 54 MLPs did not progress as they were either declined, referred or withdrawn. (Some may not have progressed for multiple reasons).

Reasons	Number of proposals
Scope and Priorities Assessment	25
Procurement Pathway Assessment	3
Evaluation Criteria Assessment	22
Withdrawn by Proponent	4
<b>Total</b>	<b>54</b>

## Completed proposals

The following Market-led Proposals have successfully met the criteria of the policy and terms have been accepted:

### MLP19017 Mako Surgical Robot in Western Australia

- Status: Completed – successfully met criteria and terms accepted.
- Proponent: Stryker Australia Pty Ltd.
- Industry: Health
- Lead Agency: Department of Health/South Metropolitan Health Service.
- Description: The introduction of Mako SmartRobotics into Western Australia's South Metropolitan Health Services to assist in joint replacement procedures. The Mako Robotic Arm System allows for greater consistency in joint replacement procedures by enabling surgeons to make more accurate ligament and bone cuts. The Mako robotic system seeks to improve surgical experiences and outcomes for WA joint replacement patients.
- Current status: MLP process is complete.

### Proposal description

The Western Australian (WA) Government has accepted an unsolicited proposal received from Stryker Australia Pty Ltd (Stryker) for the introduction of Mako SmartRobotics (Mako system). The Mako system will deliver robotic arm assisted surgery to the South Metropolitan Health Service at Fremantle Hospital, through a five-year purchase and service agreement.

On-site training for relevant medical, nursing and operation staff will be provided by the Proponent. After initial in-service training, a dedicated Stryker technician will provide ongoing staff training and education is provided, ensuring efficient and safe use of the Mako system.

The proposal includes:

- Alignment with Strategy 8 of the Sustainable Health Review 'innovate for Sustainability' by providing an opportunity to explore innovations in robot assistance in relation to hip and knee replacements surgeries.
- Certified support engineers, experts in the installation, operation, and maintenance of the Mako system.
- Pre-operative segmentation and 3D planning coordination with imaging sites.
- A Field Service Engineer to setup and complete in-servicing at the nominated radiology site.
- Ongoing training for surgeons, hospital and theatre staff.
- On-site clinical support for robotic-arm assisted surgery procedures.
- Proactive planned maintenance.

Mako robotic-arm assisted surgery will be the first publicly funded system in WA's public hospital system, helping achieve equality of access to world-leading surgical technology.

## **Government contribution and commercial proposition for government**

- \$2.05 million purchase price is offset by a minimum order of Stryker implants over a five-year term.
- The cost to South Metropolitan Health Service is estimated to be \$10,364,610 over the five-year term of the agreement, including outright ownership of the Mako system, supply of Stryker implants, servicing and support.
- At the close of the five-year term, South Metropolitan Health Service will exclusively own the Mako system.
- There is no obligation to the State for further investment beyond the five-year term.

## **Proposed benefits to the State**

- Greater value for money through negotiating outright ownership of the Mako system for the South Metropolitan Health Service.
  - Improved surgical experiences and outcomes for WA joint replacement patients. This is a key element of a successful value-based healthcare program delivered by healthcare professionals and providers in WA.
  - Greater consistency in joint replacement procedures by enabling surgeons to make more accurate bone cuts.
  - Savings through reduced bedtime for patients' post-surgery.
  - A number of other health benefits and cost savings, including:
    - less patient pain post-procedure
    - reduced use of opiates
    - better physical outcomes
    - earlier discharge from hospital
    - reduced need for rehabilitation
    - reduced post-operative complications.
- 

## **MLP20001 Solsan Development and Commercialisation**

- Status: Completed – successfully met criteria and terms accepted.
- Proponent: Matrix Composites and Engineering Ltd.
- Industry: Manufacturing / Personal Protective Equipment.
- Lead Agency: The Department of Finance.
- Description: Funding pilot of locally manufactured commercial hand sanitiser dispensers for use in high volume public places. The development and installation of the dispensers is designed to support good hygiene practice and reduce the transmission of infectious diseases including COVID-19. State funding will allow for the development of prototype and trial dispensers to be installed for assessment of their effectiveness to support improved public health outcomes.
- Current status: MLP Process complete.

## **Proposal description**

The Western Australian Government has accepted an unsolicited proposal from Matrix Composites and Engineering Limited to support the development and local manufacturing of Matrix's smart solar powered, touchless bulk hand sanitizer dispensers (SOLSAN units) designed for installation in public places globally.

To be led by the Department of Finance, the State has committed \$1.5 million in funding to support local manufacturing of the SOLSAN units, locally at Matrix's Henderson facility.

The State will collaborate with Matrix who will initially develop two prototype units.

Once the prototype units meet agreed specifications and testing requirements, Matrix will locally manufacture 10 SOLSAN units which will be trialled by the State in high traffic public places.

Matrix will utilise community feedback from the 6-month trial period to transition to full commercialisation of the SOLSAN units.

Matrix will continue manufacturing at its Henderson facility in Western Australia, utilising local content wherever possible and creating jobs for Western Australians.

The trial will allow the State to assess the ongoing benefits of this innovative local concept whilst supporting local job creation and the opportunity for the company to export the SOLSAN units globally.

The proposal includes:

- Commercial strength/vandal proof units with 4g/Bluetooth enabled communications to refills/vandal alert.
- Flexible installation, either stand alone or hard-wired options.
- Business model targeting end to end local supply chain, flexible to multiple local suppliers.
- Matrix will manage refilling of units and maintenance as a service.
- Matrix will commence manufacturing immediately and will deliver units within 3 months.
- All manufacturing to be completed in Western Australia.

### **Government contribution and commercial proposition for government**

- \$1.5 million investment to support the design, manufacture, installation and maintenance of 10 SOLSAN units (1 located in a regional area) for public trial and community consultation over a 6-month trial period.
- There is no obligation to the State for further investment beyond the trial period.

### **Proposed benefits to the State**

- SOLSAN units provide a direct response to government COVID-19 priorities.
- Proposal supports job creation and local manufacturing, stimulating the economy.
- Initially 6 new jobs will be created in the trial phase and Matrix forecasts up to 210 new jobs being created by commercialisation.
- 10 units to be deployed in public places at the State's discretion including one in a regional location.
- Public hand sanitisation options promote confidence in the community in public places due to improved hygiene.
- Proponent proposes the procurement of parts and hand sanitiser from local producers where possible.
- Potential for regional deployment and cost-effective management/local supply chains in remote locations.
- Should commercialisation commence there is potential to develop export markets for the units.
- Potential to negotiate a full return on investment should the State acquire 2000 units or more within 2 years of commercialisation.

## **Current proposals in Stage 2**

### **MLP19008 Second Home Innovation Hub at Ainslie House**

- Status: Invited to Stage 2 of the MLP process, with the ability to negotiate on an exclusive basis.
- Proponent: Hesperia Property Pty Ltd (formerly Fini Group Pty Ltd and Linc Property Pty Ltd "the Consortium").
- Industry: Property and innovation.
- Governance for Stage 2: Centrally-led by the Department of Planning, Lands and Heritage.
- Description: The proposal seeks to establish a Second Home Innovation Hub at Ainslie House.

- Current status: Proposal has a reasonable prospect of meeting all the criteria of the MLP Policy and has been invited to complete a full business case with the Department of Planning, Lands and Heritage.
  - Next advice: Update will be provided at the conclusion of Stage 2.
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#### **MLP19026 Palliative Care Hub Osborne Park**

- Status: Invited to Stage 2 of the MLP process, with the proponent to receive a First Mover Advantage in an open and transparent process.
  - Proponent: Bethesda Health Care and The Bethanie Group Incorporated.
  - Industry: Health.
  - Governance for Stage 2: Agency-led process via the Department of Health.
  - Description: Proposing the construction and operation of a facility integrating a 120-bed residential aged care and dementia care facility, and a 25-bed specialist inpatient palliative care hub.
  - Current status: Proposal has a reasonable prospect of meeting all the criteria of the MLP Policy, however, did not justify the right for exclusive negotiation. The Department of Health released an Expression of Interest that closed on 9 November 2021. The proponent was assigned a 20 per cent bid premium applied to their overall score, in an open and transparent process. A consortium of Bethesda Health Care and The Bethanie Group was the successful respondent and has been invited to submit a business case to the Department of Health.
  - Next advice: Update will be provided upon advice from the Department of Health in relation to outcomes of the business case evaluation in Stage 2.
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#### **MLP19027 Bullsbrook Intermodal Container Terminal**

- Status: Invited to Stage 2 of the MLP process, with the ability to negotiate on an exclusive basis.
  - Proponent: Harvis Capital Pty Ltd.
  - Industry: Land Development and Primary Production.
  - Governance for Stage 2: Centrally-led process via the Department of Transport.
  - Description: The proponent is seeking investment in rail to deliver a long-term integrated solution to Perth's future infrastructure needs, by facilitating an intermodal container terminal at Bullsbrook.
  - Current status: Proposal has a reasonable prospect of meeting all the criteria of the MLP Policy and has been invited to complete a full business case with the Department of Transport.
  - Next advice: Update will be provided at the conclusion of Stage 2.
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#### **MLP20002 Swanbourne Village Project**

- Status: Invited to Stage 2 of the MLP process, with the proponent to receive a First Mover Advantage in an open and transparent process (development process only).
- Proponent: Cedar Woods Properties Limited.
- Industry: Property Development and Construction.
- Governance for Stage 2: Centrally-led process via the Department of Planning, Lands and Heritage.
- Description: Proposing the delivery of an integrated transport and masterplanned development, incorporating the Swanbourne Station precinct. All development is proposed to be incorporated into a Transit Orientated Designed (TOD) precinct to enhance the performance of Swanbourne Station and METRONET objectives.
- Current status: The proposal has a reasonable prospect of meeting the criteria of the MLP Policy however did not justify the right for exclusive negotiation. Timing and conditions to be confirmed and are subject to baseline due-diligence being undertaken (led by the Department

of Planning, Lands and Heritage) to confirm the transit corridor requirements and a masterplan being prepared for the precinct.

- The Department of Planning, Lands and Heritage is preparing a master plan and baseline due-diligence to inform Stage 2 of the MLP process. A community survey is being undertaken as part of the master planning process. [View the consultation](#).
  - To note: the preparation of a masterplan for the precinct will be offered via an open and transparent process, with no advantage provided to the proponent in the masterplanning process. Should both of the baseline due-diligence and masterplan processes confirm development is feasible, the State will invite proponents to express their interest in the development, with the proponent receiving a First Mover Advantage in the assessment of proposals. The proponent will receive a 15-basis point bonus bid evaluation as a discount to its Financial Offer in this process (the development process only).
  - Next advice: Update will be provided at the conclusion of the feasibility study in Stage 2.
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### **MLP20003 Graylands Hospital Site and Shenton Precinct**

- Status: Invited to Stage 2 of the MLP process, with the ability to negotiate on an exclusive basis.
  - Proponent: Hesperia Property Pty Ltd.
  - Industry: Property Development and Construction.
  - Governance for Stage 2: Centrally-led process via the Department of Planning, Lands and Heritage.
  - Description: Proposing the development of land to create an urban infill project. The proposal incorporates the implementation of an odour management and solar power solution at the Subiaco Waste Water Treatment Plant (WWTP). The proposal is investigating the potential to repurpose the current Graylands Hospital Site for future urban development.
  - Current status: This concept has a reasonable prospect of meeting the criteria of the MLP Policy and the proponent has been invited to complete a full business case with the Department of Planning, Lands and Heritage, in consultation with other impacted agencies as required.
  - To note: that all planning, feasibility and due diligence must first consider the current use of the Graylands Hospital site in determining any potential future use of the current Graylands Hospital Site. This will be completed in collaboration with the Department of Health and the Graylands Reconfiguration and Forensic Taskforce. Please see [media release relating to the Graylands Taskforce](#).
  - To note: that there is no endorsed nor funded disinvestment and reconfiguration of Graylands Hospital site and its services at this stage. Any future changes to the WWTP will be in consultation with the Water Corporation.
  - Next advice: Update will be provided at the conclusion of Stage 2.
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### **MLP20005 Land Exchange Byford and Ellenbrook**

- Status: Invited to Stage 2 of the MLP process, with the ability to negotiate on an exclusive basis.
  - Proponent: LWP Group Pty Ltd.
  - Industry: Land and Property Development.
  - Governance for Stage 2: Centrally led by the Department of Planning, Lands and Heritage.
  - Description: Proposal is an exchange of State urban zoned land in Henley Brook with land owned by the Proponent in Byford and Ellenbrook Town Centres to enhance the State's development options at the two METRONET precincts.
  - Current status: Proposal has a reasonable prospect of meeting all the criteria of the MLP Policy and has been invited to complete a full business case with the Department of Planning, Lands and Heritage.
  - Next advice: Update will be provided at the conclusion of Stage 2.
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## **MLP20019 Integrated Finfish Aquaculture Precinct**

- Status: Invited to Stage 2 of the MLP process, with the proponent to receive a First Mover Advantage in an open and transparent process.
  - Proponent: Harvest Road Oceans Pty Ltd.
  - Industry: Aquaculture.
  - Governance for Stage 2: Centrally led by the Department of Primary Industries and Regional Development.
  - Description: Proposing the development of a land-based yellowtail kingfish aquaculture precinct. The proponent would construct and operate a grow-out facility supplied by a hatchery constructed and operated by the State, with infrastructure shared by the parties. The proposal incorporates the possibility of other commercial grow-out operators in the precinct.
  - Current status: Proposal has a reasonable prospect of meeting all the criteria of the MLP Policy, however did not justify the right for exclusive negotiation. The State has issued an Invitation for Expression of Interest on Tenders WA for this or a similar proposal, in an open and transparent process. In accordance with the First Mover Advantage of the MLP Policy, the proponent will receive a 20 per cent bid premium applied to their total score as part of the evaluation.
  - Next advice: Update will be provided upon advice from the Department of Primary Industries and Regional Development on the outcome of the Invitation for Expression of Interest process.
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## **MLP20021 Mid-West Desalination Project**

- Status: Invited to Stage 2 of the MLP process, with the proponent to receive a First Mover Advantage in an open and transparent process.
  - Proponent: AGI Operations Pty Ltd
  - Industry: Water supply
  - Governance for Stage 2: Centrally-led process by the Department of Jobs, Tourism, Science and Innovation.
  - Description: Proposal is for the proponent to fund the construction of a reverse osmosis desalination plant at Oakajee Strategic Industrial Area (OSIA) to supply scheme water to Water Corporation for the Geraldton region. Proponent proposes to supply water to industrial, mining, and agricultural customers.
  - Current status: Proposal has a reasonable prospect of meeting the criteria of the MLP Policy however, did not justify the right for exclusive negotiation. The State will release an Invitation for Expression of Interest on Tenders WA for this or a similar proposal, in an open and transparent process. In accordance with the First Mover Advantage of the MLP Policy, the proponent will receive a 15 per cent bid premium applied to their total score as part of the evaluation.
  - Next advice: Update will be provided at the conclusion of the expression of interest process.
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## **MLP21011 Collie to Coast**

- Status: Invited to Stage 2 of the MLP process, with the ability to negotiate on an exclusive basis.
- Proponent: South West Irrigation Management Cooperative Limited, and South West Irrigation Asset Cooperative Limited.
- Industry: Water distribution, Irrigation.
- Governance for Stage 2: Centrally led by the Department of Primary Industries and Regional Development.
- Description: Proposal to deliver a water infrastructure project designed to improve water availability and quality, for the benefit of agriculture and industrial water users in the South West Region.
- Current status: Proposal has a reasonable prospect of meeting all the criteria of the MLP Policy and has been invited to complete a full business case with the Department of Primary Industries and Regional Development.

- Next advice: Update will be provided at the conclusion of Stage 2.

## Current proposals in Stage 3

\*As per version of the MLP Policy released November 2022, there will be only two stages for future MLP submissions.

### MLPPOS36 Screen Production Facility

- Proponent: Home Fire Creative Industries Pty Ltd.
- Status: Preferred proponent invited to continue Stage 3 negotiations on an exclusive basis.
- Governance for Stage 3: Centrally-led process via the Department of Local Government, Sport and Cultural Industries.
- Description: The State Government is working with preferred proponent Home Fire on a proposal to develop and operate a new screen production facility, comprising studio and related facilities to cater for Western Australia's growing screen needs. The current proposed development will include four purpose-built sound stages and other onsite screen production facilities such as production offices, an art department and wardrobe, workshops, a backlot, parking and set storage.
- Current status: Due diligence is now being undertaken on a proposed site near the future Malaga METRONET station in Perth's north-eastern suburbs. The proponent will engage with the City of Swan, the Whadjuk Regional Corporation and other Government stakeholders and complete site investigations.
- Next update: Negotiations are subject to commercial confidence. Any further announcement on this process will be made at the conclusion of Stage 3, at which time a detailed proposal description and project summary will be published. A final development proposal for a screen production facility, including film studio, resulting from this MLP process will be subject to normal statutory approvals processes.

[Read media statement](#)

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### MLP19014 Child Protection and Student Accommodation Land Swap

- Status: Invited to Stage 3 of the MLP process, with the ability to negotiate on an exclusive basis.
  - Proponent: Waterford PBSA (formerly Curtin Central Pty Ltd.)
  - Industry: Property.
  - Governance for Stage 3: Agency-led by the Department of Communities.
  - Description: The proposal seeks to provide a new Child Protection Transition House for the Department of Communities that meets current and future needs, in return for a property adjacent to the Proponents', that will enable development of a purpose-built Student Accommodation Facility.
  - Current status: Proposal is aligned with the criteria of the MLP Policy and has met additional criteria sought from the Lead Agency. The Proponent has been invited to final negotiations and to submit a final binding offer.
  - Next advice: Update will be provided at the conclusion of Stage 3.
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### MLP20022 Lifeblood Microbiome

- Status: Invited to Stage 3 of the MLP process, with the ability to negotiate on an exclusive basis.
- Proponent: Australian Red Cross Lifeblood
- Industry: Health.



- Governance for Stage 3: Agency-led by the Department of Health.
- Description: Proposal to enable scaling of production and development of an encapsulated delivery device for faecal microbiota transplant (FMT) for treatment of recurrent or refractory Clostridioides (Clostridium) difficile infection (rCDI).

The proposal comprises three phases:

1. Registration of the FMT product.
  2. Development of an encapsulated FMT product.
  3. Automation and scaling of production, inclusive of product development for an enema compatible product, manufacturing innovations partnership and a clinical trial pilot with the University of Western Australia.
- Current status: Proposal is aligned with the criteria of the MLP Policy and has been invited to final negotiations and to submit a final binding offer with the Department of Health.
  - Next advice: Update will be provided at the conclusion of Stage 3.

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### **Related pages**

- [Market-led Proposals](#)
- [Market-led Proposals Process](#)
- [Government Priorities and Exclusions](#)
- [Current problem and opportunity statements](#)
- [Publications and templates](#)

## **Provided by**

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