

TENDER SCOUT PROTECTED SAMPLE PAPER

# National Guarding Services

Security • Australian Criminal Intelligence Commission • P25/358

Location: National, including Canberra, Sydney, Melbourne, Adelaide, Perth, Brisbane, Darwin, Hobart

Close / status: 13 March 2026

**Important: This sample shows the structure of a paid client pack. Using a Tender Scout pack does not guarantee that the buyer will shortlist, score, or award the tender. Procurement decisions remain entirely with the buyer and must be answered against the official tender documents.**

## BID VERDICT

Bid only if the operator can evidence national guard mobilisation, clearance management, incident reporting, and consistent value-for-money controls.

## SOURCE-LED RESEARCH

- The procurement sought a competent and experienced supplier capable of providing a reliable security guarding force.
- The stated timeframe was a three-year initial period from June 2026 with two possible twelve-month extensions.
- The locations span all mainland capitals plus Darwin and Hobart, which makes national coverage and governance more important than local availability alone.

## RESEARCH METHOD

A paid pack is generated from the official tender source, public buyer information, public contract-history signals, and web-grounded research for the specific tender and operator profile. Source links stay visible so the client can verify the official record.

## OFFICIAL SOURCE

<https://www.govbid.com.au/tenders/P25%2F358>

# Compliance and response plan

## FIRST CHECKS

- Confirm required guard licences, clearances, screening, site induction, uniform standards, relief coverage, and escalation contacts.
- Build evidence for rostering resilience, key control, incident reporting, supervision, business continuity, and subcontractor governance.
- Prepare a mobilisation plan for national sites with state-by-state licensing and transition milestones.

## PRICING TRAPS

- A local-only guarding model will likely fail the national coverage test.
- Do not assume subcontracting is acceptable until the RFT confirms consent, flow-down obligations, and audit rights.
- Price management overhead, relief guards, escalation coverage, travel, and clearance delays separately.

## RECOMMENDED RESPONSE ANGLE

Lead with compliant guards, national mobilisation, clearance discipline, incident reporting, and governance that gives the buyer one accountable operating model.

# Draft response outline

## EXECUTIVE SUMMARY DRAFT

Australian Criminal Intelligence Commission is seeking a supplier for National Guarding Services. The response should open with a clear bid/no-bid position, evidence that the operator can deliver in National, including Canberra, Sydney, Melbourne, Adelaide, Perth, Brisbane, Darwin, Hobart, and a short explanation of how the operator will control mobilisation, compliance, reporting, and service failures. The operator should replace placeholders with real contract evidence before submission.

## METHODOLOGY DRAFT

- Mobilisation: confirm official requirements, appoint a contract lead, lock key dates, assign evidence owners, and build the first-30-day transition plan.
- Governance: schedule weekly bid check-ins before submission and monthly contract reviews after award, with risks, actions, incidents, and performance measures tracked.
- Quality control: use supervisor checks, documented inspections, corrective actions, and buyer-ready reporting rather than relying on informal updates.
- Security method: map each site to licence requirements, guard roster, relief coverage, escalation contacts, incident reports, and clearance controls.

## EDITABLE FIELDS FOR THE CLIENT

- Client evidence to insert: three recent security contracts, dates, contract values, referees, and measurable outcomes.
- Client constraints to insert: staff availability, subcontractor names, insurance limits, licence numbers, plant and equipment, and local response times.
- Client differentiators to insert: buyer-specific proof, service commitments, reporting examples, supervisor model, and escalation commitments.

# Compliance matrix starter

## MANDATORY EVIDENCE REGISTER

- Two recent comparable contracts with referee contact details.
- Insurance certificates, WHS documents, licences, and relevant staff competency records.
- Sample mobilisation schedule, quality checklist, monthly report, and issue escalation path.
- Guard licensing register, incident report sample, relief roster method, and subcontractor approval process.

## CLIENT TO COMPLETE BEFORE SUBMISSION

- Official schedules downloaded and named in the evidence register.
- All mandatory questions answered directly against the buyer wording.
- Every claim backed by an attachment, reference, licence, case study, report sample, or named process.
- State licensing, clearance process, relief roster, and incident reporting examples checked.

## SUBMISSION CONTROL

Before upload, the client should mark every official schedule as complete, reviewed, attached, not applicable, or blocked. No answer should be submitted from this sample until the official portal documents have been checked.

# Pricing and risk worksheet

## PRICING WORKSHEET

- Separate labour, supervision, subcontractors, materials, plant, travel, reporting, mobilisation, demobilisation, and contingency.
- List excluded assumptions clearly and check the official schedule before treating any item as a variation.
- Model a low, expected, and high workload scenario before deciding whether the margin is worth the bid effort.
- Check roster coverage, relief guards, management overhead, clearances, travel, uniforms, monitoring, and escalation coverage.

## NO-OUTCOME DISCLAIMER

**This document is a bid-readiness aid only. It helps the client identify evidence, risks, response angles, and pricing checks. It is not legal, financial, or procurement advice, and it does not guarantee eligibility, compliance, evaluation score, shortlisting, negotiation, or contract award.**

# Protected delivery notes

## PROTECTED DELIVERY

The paid output is designed as a protected PDF summary plus editable starter material. The protected PDF keeps the research paper controlled; the editable worksheet gives the operator a practical place to add their own evidence, pricing, referees, and final wording.

## BUYER-FACING PROMISE

The response should make the buyer confident that security delivery will be controlled, evidenced, and escalated before small service failures become contract problems.

## CAVEAT

This pack is original analysis from public tender metadata, official source references, and tender-specific Perplexity research where enabled. It does not republish protected RFT schedules, pricing files, or tender documents. The official portal always controls final bid requirements.