



An Australian Government Initiative



## NORTHERN RIVERS

### Request for Quote (RFQ)

## Goods Consumption, Import, and Export Study – Northern Rivers Region

**Date:** 19 February 2025

**Closing Date for Submission:** Close of Business 21 March 2025

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### Background

Regional Development Australia (RDA) Northern Rivers is dedicated to fostering sustainable economic development in the region. To support regional growth and improve connectivity with national and international markets, RDA Northern Rivers seeks a comprehensive understanding of goods consumption patterns and the import/export profile of the region. This study will inform strategic planning and policy recommendations to enhance trade, attract investment, and strengthen the Northern Rivers' position in global and domestic markets.

### Purpose of the Study

1. **Analyse regional goods consumption patterns**, including key industries and sectors driving demand.
2. **Identify import and export flows**, including the origin and destination of goods, volumes, and values.
3. Examine:
  - a. What is produced and consumed wholly in the Northern Rivers
  - b. What is produced, consumed and exported domestically in the Northern Rivers
  - c. What is wholly imported into the Northern Rivers which can be produced in the Northern Rivers
4. Provide recommendations for improving export (domestic and international) capabilities, minimising imports and increasing production.

## Scope of Work

The selected consultant will be required to:

1. Conduct a detailed analysis of regional goods consumption, exports and imports broken down by industry, product categories, and trends.
2. Identify barriers and challenges to regional trade, such as infrastructure constraints, regulatory issues, or market access limitations.
3. Evaluate the economic impact of current trade activities on the Northern Rivers and provide insights into potential growth areas, and potential economic impact of increased exports.
4. Engage with stakeholders, including regional businesses, industry groups, and government agencies, to validate findings and gather input.
5. Develop a final report with actionable recommendations, supported by data visualisations, maps, and an executive summary.

## Deliverables

The successful vendor will provide:

- A detailed **Goods Consumption and Import/Export Study** for the Northern Rivers region.
- A comprehensive **Market Gap Analysis** report outlining trade barriers and opportunities.
- Supply Chain Profile mapping current goods flows against regional market demand.
- Actionable recommendations to enhance trade facilitation, optimize supply chains, and boost market penetration strategies.
- Regular progress updates and a final presentation of findings to RDA Northern Rivers and designated partners.

## Submission Requirements

Proposals should include:

- Company profile, highlighting relevant experience in trade, economic analysis, or similar studies.
- Proposed methodology and approach to the study, including data sources and stakeholder engagement strategies.
- Project timeline, including key milestones and deliverables.
- A detailed cost breakdown, including professional fees and other expenses.
- Contact details of key personnel and references for similar projects.

## **Selection Criteria**

Submissions will be evaluated based on:

1. Experience and expertise in trade, economic development, or market analysis.
2. Methodology and ability to deliver a comprehensive and practical report.
3. Value for money.
4. Capacity to meet the project timeline.

## **Submission Process and additional information**

Please submit your proposal by **COB 21 March** via email to:

### **Anthony Schreenan**

Director of Regional Development  
Regional Development Australia Northern Rivers  
Director@rdanorthernrivers.org.au  
0407 724 110

Late submissions may not be considered.

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## **Contact Information**

For any queries or further clarifications regarding this RFQ, please contact Anthony Schreenan at 0407 724 110 or via email at Director@rdanorthernrivers.org.au.

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\*RDA Northern reserves the right to not progress with any or all quotes received