

APPENDIX A – SERVICES

The Services may include, but are not necessarily limited to:

- Development of targeted advocacy and government relations strategies to support the successful delivery of the project
- Provide advice for effective engagement in broadening support and improving sentiment and social licence for the project at the local, state and national level.
- Preparing and delivering project advocacy collateral via appropriate platforms to target a diverse but relevant audience to promote Marinus Link and supporting transmission (This is achieved in consultation with the project team and other key stakeholders as identified as relevant by TasNetworks.
- Development of targeted strategy and tactical advice to increase positive engagement with the project by media and commentators.
- On-going analysis of the political environment highlighting key risks and opportunities and emerging threats
- Provision of timely advice on issues management delivered as part of a recommended issues management framework.
- Development of Marinus Link awareness and positive advocacy in the Tasmanian, Victorian and national markets that supports the achievement of project objectives.
- Strategic advice on how the project team can successfully engage with key stakeholders at the local, state and national level.
- Development of bespoke strategies for engaging and gaining support from key influencers, including those in key regional areas of North West Tasmania and Gippsland Victoria.
- Working closely with the project team to ensure alignment of project messaging, media strategy, and stakeholder engagement with appropriate practices, protocols and broader project objectives and timeframes.
- Other related Services as directed by TasNetworks from time to time.

Extract from 89 Degrees East
contract with TasNetworks agreement
for 'Project Marinus - Strategic Advocacy Services'
Dated 22/3/2021

APPENDIX B – KEY PERFORMANCE INDICATORS

- **Agreed Deliverables monitored against the Services Provider's program and cost estimates (offered as part of a Quote).**
- **Delivery of the Services is reported on as per the requirements of the terms of this Agreement and each Purchase Order to the satisfaction of TasNetworks' Representative.**
- **All Deliverables received by TasNetworks as set out in each Purchase Order**
- **A strong demonstration of proactive planning and advice, of agility, and a collaborative approach that is consistent with TasNetworks expectations**

APPENDIX C – SCHEDULE OF RATES

89 Degrees East	Title	Hourly Rate (ex GST)	Daily Rate (ex GST)	Hourly Rate (ex GST) with Project Margin discount	Daily rate (ex GST) with Project Margin discount
Alister Jordan	CEO				
Annie O'Rourke	Creative Director				
Fleur Anderson	Senior Consultant & Project Lead				
Glenn Byres	Senior Consultant				
Kerry Pinkstone	Senior Consultant				
Manja Zivic	Media Consultant				

Lead PR	Title	Hourly Rate (ex GST)	Daily Rate (ex GST)	Hourly Rate (ex GST) with Project Margin discount	Daily rate (ex GST) with Project Margin discount
Becher Townshend	Managing Director				
Brad Stansfield	Partner				
Brad Nowland	Partner				

DPG Advisory Solutions	Title	Hourly Rate (ex GST)	Daily Rate (ex GST)	Hourly Rate (ex GST) with Project Margin discount	Hourly rate (ex GST) with Project Margin discount
David Gazard	Founder & Director				

* Additional resources as required to be confirmed and agreed in writing between the parties

Disbursements and other out-of-pocket expenses

- TasNetworks will pay all reasonable disbursements and other out-of-pocket expenses directly applicable to the Services (supported by suitable evidence) based on the following principles:
- Unless otherwise agreed in writing, TasNetworks will arrange and pay for reasonable travel and accommodation arrangements (economy airfares and standard rooms).
- Daily allowance for meals and incidental expenses (whilst travelling) are [redacted] per person per day (supported by itemised listing as reasonably required by TasNetworks).