

Research Memorandum

To: s22 Treasury.

From: Jim Reed, Resolve.

Date: 20th May 2020.

Ref.: R200518 (Wave 1).



Project 'Safe & Sound': JobKeeper Advertising Assessment

Introduction & Methodology

Background & Objective

COVID-19 needs little introduction. Since its identification in China some months ago, it has quickly spread to most countries, causing significant numbers of infections and, sadly, deaths.

Thankfully, Australia is in a relative fortunate position with high levels of testing indicating a low and now decreasing number of cases, rare community transmission, a decent and prepared healthcare system, a balanced budget and relatively low debt to afford leeway to act, and a population relatively amenable to restrictive measures.

This outcome has been hard-won via a series of early and decisive actions by Government, and following the advice of experts, such as the CMO and Treasury. This includes the support of businesses, their employees and the recently unemployed, notably via the JobSeeker and JobKeeper programs.

The JobKeeper program is a key plank in the Government's plan to weather the COVID-19 storm and to recover quickly – 'snap back' – as restrictions ease. It is obviously a risk that not enough employers, and hence employees, successfully apply for this program in time, so it has become the focus of a new communications campaign.

The assessment of these new communications materials and concepts is the aim of this study.

34(3), s47(1)(b)



Australian Government

Commonwealth Contract – Goods and Services

Reference ID: C02354

Customer

Customer Name: Department of the Treasury
Customer ABN: 92 802 414 793
Address: The Treasury Building, Langton Crescent
PARKES ACT 2600

Supplier

Full Name of the Legal Entity: Reed Reed, James Alan Trading as Resolve Strategic
Supplier ABN: 45 600 161 562
Address: s47F [REDACTED]

Statement of Work

C.A.1 Key Events and Dates

This Contract commences on the Contract Start Date or the date this Contract is executed, whichever is the latter, and continues for the Contract Term unless:

- a) it is terminated earlier; or
- b) the Customer exercises the Contract Extension Option, in which case this Contract will continue until the end of the extended time (unless it is terminated earlier).

Event	Details
Contract Start Date:	28 May 2020
Contract Term:	This Contract will terminate on 31 December 2020
Contract Extension Option:	This Contract includes the following extension option(s): The will be one extension of 12 months.

C.A.2 The Requirement

s47G(1)(a)



s47G(1)(a)




The Services

The Treasury is seeking to undertake formative and developmental research to gain insights from across the Australian community (rural, regional and metropolitan) about the impacts of coronavirus.

Treasury will work with the Resolve research agency to develop discussion guides and questionnaires for each phase of research.


The research will be required to be undertaken with both the general population as well as SMEs.

s47(1)(b)



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s47(1)(b)



Commonwealth Contract – Goods and Services

C.A.2(a) Standards

The Supplier must ensure that any goods and services provided under this Contract comply with all applicable Australian standards (or in its absence an international standard) including any requirements or standards specified in this Statement of Work. If requested by the Customer, the Supplier must enable the Customer, or an independent assessor, to conduct periodic audits to confirm compliance with all applicable Australian or international standards, including, but not limited to, those specified in this Statement of Work.

Web Content Accessibility

As applicable, the Supplier must ensure that any website, associated material and/or online publications (where applicable) complies with the Web Content Accessibility Guidelines available at:

<https://www.w3.org/WAI/intro/wcag>.

Key Performance Indicators

To demonstrate progress towards achievement of the Requirement, the Supplier is required to comply with the following Key Performance Indicators:

- Regular contact between the Department and Resolve Strategic
- Briefing at the outset, approval by the Department of research materials
- Regular, at least weekly, update on intelligence and findings
- Strategic summaries supported by verbal debriefs or presentations
- A written report for each phase of research with a full report of results, methodology, fully charted results, illustrative diagrams, verbatim comments and a strategic summary of observations and recommendations.

C.A.2(b) Security Requirements

None specified.

C.A.2(c) Work Health and Safety

Prior to commencement of this Contract, the Customer's Contract Manager and the Supplier's Contract Manager will identify any potential Work Health and Safety issues anticipated to arise during the term of this contract and assign management of each issue identified to the party best able to manage it.

The Supplier will provide the Customer with a plan for approval.

Throughout the Contract Term, the Customer and the Supplier will proactively identify and cooperate to manage any Work Health and Safety issues that arise.

C.A.2(d) Delivery and Acceptance

Where the Customer rejects any deliverables under Clause C.C.11 [*Delivery and Acceptance*] the Customer will specify a timeframe in which the Supplier is required to rectify deficiencies, at the Supplier's cost, so that the deliverables meet the requirements of this Contract. The Supplier must comply with any such requirement. Rectified deliverables are subject to acceptance under Clause C.C.11 [*Delivery and Acceptance*].

The Supplier will refund all payments related to the rejected deliverables unless the relevant deliverables are rectified and accepted by the Customer.

If the Supplier is unable to meet the Customer's timeframe, the Customer may terminate this Contract in accordance with Clause C.C.16 [*Termination for Cause*].

Refer to 'Requirement' section in CA.3

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Reports

During the term of this Contract the Supplier must provide the Customer with reports as set out in the table below:

Report Type	Detailed Description	Due Date
Tracking Reports	Delivery of integrated qualitative and quantitative written report & recommendations	Weekly or as directed
Concept Testing Reports	Delivery of qualitative written report & recommendations	Reporting timeline will be confirmed on the commencement of the project.
Final Report	Delivery of a final summary of qualitative and quantitative projects in written report.	30 June 2020

C.A.2(e) Meetings

The Supplier is required to attend meetings as follows:

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Meeting Type	Position Required	Frequency	Teleconference/ Onsite
Briefing Meeting	Shannon Kenna, Division Head, Communications s22 ██████████, Manager, Strategic Communications Strategic Communications Team Jim Reed, Founder, Resolve Strategic	As per required	Teleconference
Update meetings	Shannon Kenna, Division Head, Communications s22 ██████████, Manager, Strategic Communications Strategic Communications Team Jim Reed, Founder, Resolve Strategic	As required	Teleconference
Top-line Reporting and Interim results	Shannon Kenna, Division Head, Communications s22 ██████████, Manager, Strategic Communications Strategic Communications Team Jim Reed, Founder, Resolve Strategic	At the conclusion of research activities	Teleconference
Final Report	Shannon Kenna, Division Head, Communications s22 ██████████, Manager, Strategic Communications Strategic Communications Team Jim Reed, Founder, Resolve Strategic Key stakeholder as requested by the Department	30 June 2020	Teleconference

C.A.2(f) Facilities and Assistance Offered by the Customer

The Customer will not make any facilities or assistance available to the supplier.

C.A.2(g) Customer Material

To be determined, but may include briefing materials

C.A.2(h) Conflicts of Interest

The Supplier has declared that it has no actual, perceived or potential conflicts of interest relevant to the performance of its obligations under this Contract.

C.A.2(i) Public Interest Disclosure

Public officials (including service providers under a Commonwealth contract) who suspect wrongdoing within the Commonwealth public sector can raise their concerns under the *Public Interest Disclosure Act 2013* (PID Act). Prior to making a disclosure, refer to information available at: <http://www.ombudsman.gov.au/about/making-a-disclosure/information-for-disclosers>.

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All Public Interest Disclosure matters (relating to this procurement) should be referred to:

Name/Position:	Financial Frameworks Team
Email Address:	financialframeworks@treasury.gov.au
Telephone:	+61 2 62632999

C.A.2(j) Complaints Handling

Any complaints relating to this procurement should be referred to:

Name/Position:	Financial Frameworks Team
Email Address:	financialframeworks@treasury.gov.au
Telephone:	+61 2 62632999

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C.A.3 Contract Price

The maximum Contract Price inclusive of GST and all taxes and charges will not exceed **\$341,275.00** as set out below.

Fixed Price (including all expenses)

Research Component	Item Description	Requirement	Quant	Unit Price GST Exclusive	Total Price GST Exclusive	Total Price GST Inclusive
Quantitative	s47(1)(b)				\$261,250.00	\$287,375.00
Qualitative					\$49,000.00	\$53,900.00
Total Cost (GST Inclusive)						\$341,275.00

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C.A.3(a) Payment Schedule

Progress payments of the *Fixed Fees and Charges* (inclusive of any GST and all taxes and charges) will be made as follows:

Estimated Date	Milestone Description	Payment Amount (GST Inclusive)
On completion	Completion of quantitative concept testing round 1	\$53,900.00
On completion	Completion of tracking research - Phase 1	\$57,475.00
On completion	Completion of tracking research - Phase 2	\$57,475.00
On completion	Completion of tracking research - Phase 3	\$57,475.00
On completion	Completion of tracking research - Phase 4	\$57,475.00
On completion	Completion of tracking research - Phase 5	\$57,475.00
Total (GST Inclusive)		\$341,275.00

C.A.4 Contract Managers and Addresses for Notices

Contract Managers are responsible for issuing or accepting any written Notices under this Contract and are the contact points for general liaison.

C.A.4(a) Customer's Contract Manager:

The person occupying the position of: Communications Advisor, Strategic Communications and Campaigns

Currently: s22

Mobile: s22

Email Address: s22@treasury.gov.au

Postal Address: Australian Treasury
Langton Crescent,
Parkes ACT 2600

C.A.4(b) Customer's Address for Invoices:

Addressee Name/Position Title: s22

Telephone: s22

Email Address: s22@treasury.gov.au

Postal Address: Australian Treasury
Langton Crescent,
Parkes ACT 2600
Rachael Stedman

The Customer's preferred method of invoicing is by email to accounts@treasury.gov.au, in a PDF format, inclusive of the contract number.

C.A.4(c) Supplier's Contract Manager:

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Name: James Reed
Position Title: Founder
Telephone: s47F
Email Address:
Postal Address:



C.A.4(d) Supplier's Address for Notices

Name: James Reed
Position Title: Founder
Email Address: s47F
Postal Address:



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C.A.5 Specified Personnel

Position/Role	Name	Current Security Clearance Level	Percentage of Total Project Time
Founder	Jim Reed	NA	100%

C.A.6 Subcontractors

Full Legal Name	Postal Address	ACN / ABN / ACNR	Services to be Performed
s47G(1)(a)			

Additional Contract Terms

An executed contract will incorporate the Commonwealth Contract Terms and also the following Additional Contract Terms:

C.B.1 Intellectual Property

For the purposes of this clause, “Intellectual Property Rights” means all intellectual property rights which may subsist in Australia or elsewhere, whether or not they are current or future or registered or capable of being registered, including without limitation in relation to, copyright, designs, trade marks (including unregistered marks), business and company names, domain names, database, circuit layouts, patents, inventions, discoveries, know-how, trade secrets and confidential information, but excluding Moral Rights.

The Customer owns the Intellectual Property Rights in the Material created under this Contract.

To the extent the Supplier or a third party holds any Intellectual Property Rights in any existing Material, the Supplier hereby agrees to licence the Customer to enable the Customer to exercise full rights and interests in the Intellectual Property Rights in any Material provided under this Contract. The Supplier agrees to create, execute or sign any documents and perform all acts which may be necessary to allow the use of those rights by the Customer for any purpose.

The Customer grants to the Supplier a non-exclusive, non-transferable, irrevocable, royalty-free licence for this Contract Term to exercise the Intellectual Property Rights in the Material for the sole purpose of fulfilling its obligations under this Contract. The licence in this clause is subject to any conditions or limitations of third parties that the Customer notifies to the Supplier.

Intellectual Property Rights in Goods provided under this Contract or pre-existing Intellectual Property of the Supplier, set out below (if any), will not change as a result of this Contract.

Pre-Existing Intellectual Property of the Supplier

Not applicable

C.B.2 Confidential Information of the Supplier

Not applicable

C.B.3 Interest on Late Payments

Where the Customer and the Supplier both have the capability to deliver and receive e-Invoices through the Pan-European Public Procurement On-Line (PEPPOL) framework and have agreed to use electronic invoicing (e-Invoicing), the Customer will pay the amount of a Correctly Rendered Invoice to the Supplier within five (5) calendar days after receiving it, or if this day is not a business day, on the next business day.

In all other circumstances, the Customer will pay the amount of a Correctly Rendered Invoice to the Supplier within twenty (20) calendar days after receiving it, or if this day is not a business day, on the next business day.

If the total initial value of the Contract (excluding any options, extensions, renewals or other mechanisms that may be executed over the life of the contract) is less than A\$1 million (GST inclusive) and the Customer fails to make a payment to the Supplier by the business day it is due, the Customer will pay the unpaid amount plus interest on the unpaid amount, provided the amount of interest payable under this clause exceeds A\$100.

Interest payable under this clause will be simple interest calculated in respect of each calendar day from the day after the amount was due and payable, up to and including the day that the Customer effects payment, calculated using the General Interest Charge Rate available on the Australian Taxation Office website as it applies on the day the amount was due and payable expressed as a daily rate.

C.B.4 Notifiable Data Breaches

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Eligible Data Breach means an 'Eligible Data Breach' as defined in the *Privacy Act 1988* (Cth).

Personal Information means 'Personal Information' as defined in the *Privacy Act 1988* (Cth).

- a) If the Supplier becomes aware that there are reasonable grounds to suspect that there may have been an Eligible Data Breach in relation to any Personal Information held by the Supplier as a result of this Contract or its provision of the Goods and/or Services, the Supplier agrees to:
- (i) notify the Customer in writing as soon as possible, which must be no later than within three (3) days of becoming aware; and
 - (ii) unless otherwise directed by the Customer, carry out an assessment in accordance with the requirements of the *Privacy Act 1988* (Cth).
- b) Where the Supplier is aware that there are reasonable grounds to believe there has been, or where the Customer notifies the Supplier that there has been, an Eligible Data Breach in relation to any Personal Information held by the Supplier as a result of this Contract or its provision of the Goods and/or Services, the Supplier must:
- (i) take all reasonable action to mitigate the risk of the Eligible Data Breach causing serious harm to any of the individuals to whom the Personal Information relates;
 - (ii) unless otherwise directed by the Customer, take all other action necessary to comply with the requirements of the *Privacy Act 1988* (Cth); and
 - (iii) take any other action as reasonably directed by the Customer.

C.B.5 Workplace Gender Equality Act 2012 (Cth)

Where the Supplier is a relevant employer the Supplier must provide evidence that it complies with its obligations under the *Workplace Gender Equality Act 2012* (Cth) (the WGE Act) before commencement of any Contract and annually thereafter for the duration of the Contract.

If the Supplier becomes non-compliant with the WGE Act during the course of the Contract, the Supplier must notify the Customer's Contact Officer. Compliance with the WGE Act does not relieve the Supplier from its responsibilities to comply with its other obligations under the Contract.

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C.C.1 Background:

The Customer requires the provision of certain Goods and/or Services. The Supplier has fully informed itself on all aspects of the Customer's requirements and has responded representing that it is able to meet the Statement of Requirement.

Some terms used in these *Commonwealth Contract Terms* have been given a special meaning. Their meanings are set out either in the *Commonwealth Contracting Suite Glossary* or in the relevant *Commonwealth Contract*.

C.C.2 Relationship of the Parties:

Neither party is the employee, agent, officer or partner of the other party nor, by virtue of this Contract, authorised to bind or represent the other party.

The Supplier must ensure that its officers, employees, agents or Subcontractors do not represent themselves as being an officer, employee, partner or agent of the Customer.

In all dealings related to the Contract, the parties agree to:

- (a) communicate openly with each other and cooperate in achieving the contractual objectives; and
- (b) act honestly and ethically; and
- (c) comply with reasonable commercial standards of fair conduct; and
- (d) consult, cooperate and coordinate activities to identify and address any overlapping work health and safety responsibilities aimed at ensuring the health and safety of workers and workplaces; and
- (e) comply with all reasonable directions and procedures relating to work health and safety, record keeping and security in operation at each other's premises or facilities whether specifically informed or as might reasonably be inferred from the circumstances.

C.C.3 Conflict of Interest:

The Supplier has either declared any real or perceived conflicts of interest that might arise, or states that no conflicts of interest exist, or are anticipated, relevant to the performance of its obligations under the Contract.

If any conflict or potential conflict arises during the Contract Term, the Supplier will immediately notify the Customer and comply with any reasonable Notice given to the Supplier by the Customer in relation to the conflict. As soon as practicable, any verbal advice must be followed by written confirmation.

C.C.4 Precedence of Documents:

The Contract is comprised of:

- (a) *Additional Contract Terms* (if any);
- (b) *Statement of Work*;
- (c) *Commonwealth Contract Terms*;
- (d) *Commonwealth Contracting Suite Glossary*; and
- (e) *Contract Annex 1 – Supplementary information* (if any),

unless otherwise agreed in writing between the parties.

If there is ambiguity or inconsistency between documents comprising the Contract, the document appearing higher in the list will have precedence.

The Contract may be signed and dated by the parties on separate, but identical, copies. All signed copies constitute one (1) Contract.

C.C.5 Governing Law:

The laws of the Australian Capital Territory apply to the Contract.

C.C.6 Entire Agreement:

The Contract represents the Parties' entire agreement in relation to the subject matter, at the time this Contract was entered.

Anything that occurred before the making of this Contract shall be disregarded (unless incorporated into the Contract in writing). However, the Supplier represents that the claims made in its Response to the ATM were correct when made and remain correct.

The Parties agree that no agreement or understanding varying or extending the Contract will be legally binding upon either Party unless in writing and agreed by both Parties.

If either Party does not exercise (or delays in exercising) any of its contractual rights, that failure or delay will not prejudice those rights.

C.C.7 Survival:

All Additional Contract Terms (if any), plus Clauses C.C.14 [*Liability of the Supplier*], C.C.17 [*Supplier Payments*], C.C.20 [*Transition Out*], C.C.22 [*Compliance with Commonwealth Laws and Policies*], C.C.22(A) [*Access to Supplier's Premises and Records*], C.C.22(F) [*Fraud*] survive termination or expiry of the Contract.

C.C.8 Notices:

A Notice is deemed to be effected:

- (a) if delivered by hand - upon delivery to the relevant address;
- (b) if sent by registered post - upon delivery to the relevant address; or
- (c) if transmitted electronically - upon actual delivery as evidenced by an acknowledgement of receipt from the recipient's system by any means (including by means of delivery receipt).

A Notice received after 5.00 pm, or on a day that is not a working day in the place of receipt, is deemed to be effected on the next working day in that place.

C.C.9 Assignment:

The Supplier may not assign any rights under the Contract without the Customer's written consent. To seek consent, the Supplier must provide the Customer with a Notice, which includes full details of the proposed assignee and the rights the Supplier proposes to assign.

To decline consent, the Customer must provide a Notice to the Supplier, setting out its reasons, within twenty-eight (28) calendar days of receiving the Notice seeking consent. Otherwise, the Customer is taken to have consented.

C.C.10 Subcontracting:

Subcontracting any part of, or the entire Supplier's obligations under the Contract, will not relieve the Supplier from any of its obligations under the Contract.

The Supplier must ensure that Subcontractors specified in Item C.A.6 [*Subcontractors*] (if any) perform that part of the Services specified in that item. Unless otherwise agreed by the Customer (in writing) the Supplier must not subcontract any part of its obligations under the Contract other than to Subcontractors named in Item C.A.6. The Supplier must ensure that specified Subcontractors (if any) are not replaced without the prior written consent of the Customer. The Customer's written consent will not be unreasonably withheld.

At the Customer's request, the Supplier, at no additional cost to the Customer, must promptly remove from involvement in the Contract any Subcontractor that the Customer reasonably considers should be removed.

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The Supplier must make available to the Customer the details of all Subcontractors engaged to provide the Goods and/or Services under the Contract. The Supplier acknowledges that the Customer may be required to publicly disclose such information.

The Supplier must ensure that any subcontract entered into by the Supplier, for the purpose of fulfilling the Supplier's obligations under the Contract, imposes on the Subcontractor the same obligations that the Supplier has under the Contract (including this requirement in relation to subcontracts).

C.C.11 Delivery and Acceptance:

The Supplier must provide the Goods and/or Services as specified in the *Statement of Work* and meet any requirements and standard specified in the *Statement of Work*.

The Supplier must promptly notify the Customer if the Supplier becomes aware that it will be unable to provide all or part of the Goods and/or Services specified in the *Statement of Work* and advise the Customer when it will be able to so.

Any Goods must be delivered free from any security interest. Unless otherwise stated in the Contract, Goods must be new and unused. Any Services must be provided to the higher of the standard that would be expected of an experienced, professional supplier of similar services and any standard specified in the *Statement of Work*.

The Customer may reject the Goods and/or Services within fourteen (14) calendar days after delivery or such longer period specified in the Contract at Item C.A.2(d) [*Delivery and Acceptance*], if the Goods and/or Services do not comply with the requirements of the Contract ("Acceptance Period").

If during the Acceptance Period circumstances outside the Customer's reasonable control cause a delay in the Customer's evaluation of the compliance of the Goods and/or Services with the Contract, the Customer may give the Supplier a Notice before the end of the original Acceptance Period, setting out the reason for the delay and the revised Acceptance Period date (which must be reasonable having regard to the circumstances causing the delay).

If the Customer does not notify the Supplier of rejection within the Acceptance Period (as extended if applicable), the Customer will be taken to have accepted the Goods and/or Services, though the Customer may accept the Goods and/or Services sooner. Title to Goods transfers to the Customer only on acceptance.

If the Customer rejects the Goods and/or Services, the Customer must issue a Notice clearly stating the reason for rejection and the remedy the Customer requires. No payment will be due for rejected Goods and/or Services until their acceptance.

C.C.12 Licences Approvals and Warranties:

At no cost to the Customer, the Supplier must obtain and maintain all Intellectual Property Rights, licences or other approvals required for the lawful provision of the Goods and/or Services and arrange any necessary customs entry for any Goods.

The Supplier must provide the Customer with all relevant third Party warranties in respect of Goods. If the Supplier is a manufacturer, the Supplier must provide the Customer with all standard manufacturer's warranties in respect of the Goods it has manufactured and supplied.

To the extent permitted by laws and for the benefit of the Customer, the Supplier consents, and must use its best endeavours to ensure that each author of Material consents in writing, to the use by the Customer of the Material, even if the use may otherwise be an infringement of their Intellectual Property Rights and/or Moral Rights.

C.C.13 Specified Personnel:

The Supplier must ensure that the Specified Personnel set out in Item C.A.5 [*Specified Personnel*] (if any) perform the part of the Services specified in that item. The Supplier must ensure that Specified Personnel (if any) are not replaced without the prior written consent of the Customer. The Customer's written consent will not be unreasonably withheld.

At the Customer's reasonable request, the Supplier, at no additional cost to the Customer, must as soon as reasonably practicable replace any Specified Personnel that the Customer reasonably considers:

- (a) is not performing the Supplier's obligations under the Contract to the standard or within the timeframe reasonably required by the Customer;
- (b) is not a fit and proper person; or
- (c) is not suitably qualified to perform the Services.

Any Specified Personnel must be replaced with personnel that are acceptable to the Customer.

C.C.14 Liability of the Supplier:

The Supplier will indemnify the Customer and its officials against any claim, loss or damage arising in connection with any negligent or wilful breach of the Supplier's obligations or representations under the Contract.

The Supplier's obligation to indemnify the Customer and its officials will reduce proportionally to the extent that any act or omission, on the part of the Customer or its officials contributed to the claim, loss or damage.

The Supplier's liability under this clause shall not exceed the maximum applicable amount that applies to the claim loss or damage under a scheme operating under Schedule 4 of the *Civil Law (Wrongs) Act 2002 (ACT)*, or any corresponding State, Territory or Commonwealth legislation, that limits the civil liability of members of particular professions arising from the performance of their professional services, where the Supplier is a member of that scheme, and where that scheme applies to the Goods and/or Services delivered under the Contract.

The Supplier will maintain adequate insurances for the Contract and provide the Customer with proof when reasonably requested.

C.C.15 Termination or Reduction for Convenience:

In addition to any other rights either party has under the Contract,
(a) the Customer acting in good faith, may at any time; or
(b) the Supplier, acting in good faith, may notify that it wishes to, terminate the Contract or reduce the scope or quantity of the Goods and/or Services by providing a Notice to the other Party.

If the Supplier issues a Notice under this clause, the Supplier must comply with any reasonable directions given by the Customer. The Contract will terminate, or the scope will be reduced in accordance with the Notice, when the Supplier has complied with all of those directions.

If the Customer issues a Notice under this clause, the Supplier must stop or reduce work in accordance with the Notice and comply with any reasonable directions given by the Customer.

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In either case, the Supplier must mitigate all loss and expenses in connection with the termination or reduction in scope (including the costs of its compliance with any directions). The Customer will pay the Supplier for Goods and/or Services accepted in accordance with clause C.C.11 [Delivery and Acceptance] and item C.A.2(d) [Delivery and Acceptance] before the effective date of termination or reduction.

If the Customer issues a Notice under this clause, the Customer will also pay the Supplier for any reasonable costs the Supplier incurs that are directly attributable to the termination or reduction, provided the Supplier substantiates these costs to the satisfaction of the Customer.

Under no circumstances will the total of all payments to the Supplier exceed the Contract Price. The Supplier will not be entitled to loss of anticipated profit for any part of the Contract not performed.

C.C.16 Termination for Cause:

The Customer may issue a Notice to immediately terminate or reduce the scope of the Contract if:

- (a) the Supplier does not deliver the Goods and/or Services as specified in the Contract, or notifies the Customer that the Supplier will be unable to deliver the Goods and/or Services as specified in the Contract;
- (b) the Customer rejects the Goods and/or Services in accordance with clause C.C.11 [Delivery and Acceptance] and the Goods and/or Services are not remedied as required by the Notice of rejection;
- (c) the Supplier breaches a material term of the Contract and the breach is not capable of remedy;
- (d) the Supplier does not remediate a material breach of the Contract which is capable of remediation within the period specified by the Customer in a Notice of default issued to the Supplier; or
- (e) subject to the Customer complying with any requirements in the *Corporations Act 2001* (Cth), the Supplier:
 - (i) is unable to pay all its debts when they become due;
 - (ii) if incorporated – has a liquidator, receiver, administrator or other controller appointed or an equivalent appointment is made under legislation other than the *Corporations Act 2001* (Cth); or
 - (iii) if an individual – becomes bankrupt or enters into an arrangement under *Part IX* or *Part X* of the *Bankruptcy Act 1966* (Cth).

Termination of the Contract under this clause does not change the Customer's obligation to pay any Correctly Rendered Invoice.

C.C.17 Supplier Payments:

If the Supplier is required to submit an invoice to trigger payment, the invoice must be a Correctly Rendered Invoice.

The Supplier must promptly provide to the Customer such supporting documentation and other evidence reasonably required by the Customer to substantiate performance of the Contract by the Supplier.

Payment of any invoice is payment on account only, and does not substantiate performance of the Contract.

If the Supplier owes any amount to the Customer in connection with the Contract, the Customer may offset that amount, or part of it, against its obligation to pay any Correctly Rendered Invoice.

C.C.18 Dispute Resolution:

For any dispute arising under the Contract both the Supplier and the Customer agree to comply with (a) to (d) of this clause sequentially:

- (a) both Contract Managers will try to settle the dispute by direct negotiation;
- (b) if unresolved, the Contract Manager claiming that there is a dispute will give the other Contract Manager a Notice setting out details of the dispute and proposing a solution;
- (c) if the proposed solution is not accepted by the other Contract Manager within five (5) business days, each Contract Manager will nominate a more senior representative, who has not had prior direct involvement in the dispute. These representatives will try to settle the dispute by direct negotiation;
- (d) failing settlement within a further ten (10) business days, the Customer will, without delay, refer the dispute to an appropriately qualified mediator selected by the Customer or, at the Customer's discretion, to the chairperson of an accredited mediation organisation to appoint a mediator, for mediation to commence within fifteen (15) business days of the request.

Representatives for the Supplier and the Customer must attend the mediation. The nominated representatives must have the authority to bind the relevant party and act in good faith to genuinely attempt to resolve the dispute.

The Customer and the Supplier will each bear their own costs for dispute resolution. The Customer will bear the costs of a mediator.

If the dispute is not resolved within thirty (30) business days after mediation commences, either the Supplier or the Customer may commence legal proceedings.

Despite the existence of a dispute, the Supplier will (unless requested in writing by the Customer not to do so) continue their performance under the Contract.

This procedure for dispute resolution does not apply to action relating to clause C.C.16 [Termination for Cause] or to legal proceedings for urgent interlocutory relief.

C.C.19 Transition In:

The Supplier must perform all tasks reasonably required to facilitate the smooth transition of the provision of the Goods and/or Services from any outgoing supplier to the Supplier.

C.C.20 Transition Out:

If the Contract expires or is terminated under clause C.C.16 [Termination for Cause] the Supplier must comply with any reasonable directions given by the Customer in order to facilitate the smooth transition of the provision of the Goods and/or Services to the Customer or to another supplier nominated by the Customer.

C.C.21 Compliance with Laws:

The Supplier must comply with, and ensure its officers, employees, agents and subcontractors comply with the laws from time to time in force in any jurisdiction in which any part of the Contract is performed.

C.C.22 Compliance with Commonwealth Laws and Policies:

The Supplier must comply with, and ensure its officers, employees, agents and subcontractors comply with all Commonwealth laws and policies relevant to the Goods and/or Services.

If the Supplier becomes aware of any actual or suspected breach of the requirements set out in clauses A to G below, it must:

Commonwealth Contract – Goods and Services

Commonwealth Contract Terms

- (a) immediately report it to the Customer and provide a written report on the matter within five (5) business days; and
- (b) comply with any reasonable directions by the Customer in relation to any investigation or further reporting of the actual or suspected breach.

A. Access to Supplier's Premises and Records: The Supplier must maintain proper business and accounting records relating to the supply of the Goods and/or Services and performance of the Contract.

The Supplier agrees to provide to the Customer, or its nominee, access to the Supplier's, or its Subcontractor's premises, personnel, documents and other records, and all assistance reasonably requested, for any purpose associated with the Contract or any review of the Supplier's or the Customer's performance under the Contract, including (but not limited to) in connection with a request made under the *Freedom of Information Act 1982* (Cth) or audit or review by the Australian National Audit Office. Unless the access is required for the purpose of a criminal investigation into the Supplier, its employees or subcontractors, the Customer will reimburse the Supplier's substantiated reasonable cost for complying with the Customer's request.

The Supplier must not transfer, or permit the transfer of, custody or ownership, or allow the destruction, of any Commonwealth record (as defined in the *Archives Act 1983* (Cth)) without the prior written consent of the Customer. All Commonwealth records, including any held by Subcontractors, must be returned to the Customer at the conclusion of the Contract.

B. Privacy Act 1988 (Cth) Requirements: In providing the Goods and/or Services, the Supplier agrees to comply, and to ensure that its officers, employees, agents and subcontractors comply with the *Privacy Act 1988* (Cth) and not to do anything, which if done by the Customer would breach an Australian Privacy Principle as defined in that Act.

C. Confidential Information: Other than information available in the public domain, the Supplier agrees not to disclose to any person, other than the Customer, any confidential information relating to the Contract or the Goods and/or Services, without prior written approval from the Customer. This obligation will not be breached where the Supplier is required by law or a stock exchange to disclose the relevant information or where the relevant information is publicly available (other than through breach of a confidentiality or non-disclosure obligation).

The Customer may at any time require the Supplier to arrange for its employees, agents or subcontractors to give a written undertaking relating to nondisclosure of the Customer's confidential information in a form acceptable to the Customer.

The Customer will keep any information in connection with the Contract confidential to the extent it has agreed in writing to keep such specified information confidential. The Customer will not be in breach of any confidentiality agreement if the Customer is required to disclose the information by law, a Minister or a House or Committee of Parliament.

D. Security and Safety: When accessing any Commonwealth place, area or facility, the Supplier must comply with any security and safety requirements notified to the Supplier by the Customer or of which the Supplier is, or should reasonably be aware. The Supplier must ensure that its officers, employees, agents and subcontractors are aware of, and comply with, such security and safety requirements.

The Supplier must ensure that all information, material and property provided by the Customer for the purposes of the Contract is protected at all times from unauthorised access, use by a third party, misuse, damage and destruction and is returned as directed by the Customer.

The Supplier acknowledges that unauthorised disclosure of security-classified information is an offence. Legislation (including, but not limited to, the *Criminal Code Act 1995* (Cth)) contains provisions relating to the protection of certain information and sets out the penalties for the unauthorised disclosure of that information.

E. Criminal Code: The Supplier acknowledges that the giving of false or misleading information to the Commonwealth is a serious offence under section 137.1 of the schedule to the *Criminal Code Act 1995* (Cth). The Supplier must ensure that any subcontractor engaged in connection with the Contract is aware of the information contained in this clause.

F. Fraud: For the purposes of this clause, Fraud means dishonestly obtaining a benefit from the Commonwealth or causing a loss to the Commonwealth by deception or other means.

The Supplier must take all reasonable steps to prevent and detect Fraud in relation to the performance of this Contract. The Supplier acknowledges the occurrence of Fraud will constitute a breach of this Contract.

If an investigation finds that the Supplier or its employees have committed Fraud, or the Supplier has failed to take reasonable steps to prevent Fraud by an employee or subcontractor, the Supplier must reimburse or compensate the Customer in full.

G. Taxation: The Supplier agrees to comply, and to require its subcontractors to comply, with all applicable laws relating to taxation.



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Commonwealth Contract – Goods and Services

Commonwealth Contracting Suite (CCS) Glossary

In the Commonwealth Contracting Suite:

A reference to:

- a) a clause in the form A.A.[x] – is a reference to a clause of the **Approach to Market**;
- b) a clause in the form A.B.[x] – is a reference to a clause of the **Commonwealth ATM Terms**;
- c) an item in the form C.A.[x] – is a reference to an item in the **Statement of Work**;
- d) a clause in the form C.B.[x] – is a reference to a clause in the **Additional Contract Terms**;
- e) a clause in the form C.C.[x] – is a reference to a clause of the **Commonwealth Contract Terms** or the **Commonwealth Purchase Order Terms**, as the case may be.

“Additional Contract Terms” means the terms and conditions set out in the section of the Contract with the heading ‘Additional Contract Terms’.

“Approach to Market or ATM” means the notice inviting potential suppliers to participate in the procurement.

“Closing Time” means the closing time specified in clause A.A.1 [*Key Events and Dates*].

“Contract” means the documentation specified in clause C.C.4 [*Precedence of Documents*].

“Contract Extension Option” means an option of a Customer to extend the term of a Contract for one or more additional time periods.

“Contract Manager” means the contract manager for the Customer and/or Supplier (as relevant) specified in the Contract.

“Contract Price” means the total contract price specified in the Contract, including any GST component payable, but does not include any simple interest payable on late payments.

“Correctly Rendered Invoice” means an invoice that:

- a) is correctly addressed and calculated in accordance with the Contract;
- b) relates only to Goods and/or Services that have been accepted by the Customer in accordance with the Contract;
- c) includes any purchase order number, and the name and phone number of the Customer’s Contract Manager;
- d) is for an amount which, together with all previously Correctly Rendered Invoices, does not exceed the Contract Price; and
- e) is a valid tax invoice in accordance with the GST Act.

“Customer” means a party specified in a Contract as a Customer.

“Delivery and Acceptance” means the process by which Goods and/or Services are delivered to a Customer and accepted by the Customer as meeting the terms specified in the Contract.

“General Interest Charge Rate” means the general interest charge rate determined under section 8AAD of the *Taxation Administration Act 1953* on the day payment is due, expressed as a decimal rate per day.

“Goods and/or Services” means:

- a) the Goods, Services, or Goods and Services and any Material specified in the Contract; and
- b) all such incidental Goods and Services that are reasonably required to achieve the purposes of the Customer as specified in the Contract.

“GST Act” means *A New Tax System (Goods and Services Tax) Act 1999* (Cth).

“GST” means a Commonwealth goods and services tax imposed by the GST Act.

“Intellectual Property Rights” means all intellectual property rights which may subsist in Australia or elsewhere, whether or not they are registered or capable of being registered.

Commonwealth Contract – Goods and Services

Commonwealth Contracting Suite (CCS) Glossary

“Material” means any material brought into existence as a part of, or for the purpose of producing the Goods and/or Services, and includes but is not limited to documents, equipment, information or data stored by any means.

“Moral Rights” means the rights in *Part IX of the Copyright Act 1968 (Cth)*, including the right of attribution, the right against false attribution and the right of integrity.

“Notice” means an official notice or communication under the Contract in writing, from one Contract Manager and delivered to the other Contract Manager, at the postal address, or email address, or facsimile number set out in the Contract or as notified from time to time.

“Requirement” means the description of the Goods and Services described in:

- a) for the purposes of the Commonwealth ATM Terms the section of the Approach to Market with the heading ‘Requirement’;
- b) for the purposes of the Commonwealth Contract Terms the section of the Statement of Work with the heading ‘Requirement’;
- c) for the purposes of the Commonwealth Purchase Order Terms the document setting out the Goods and/or Services.

“Specified Personnel” means the personnel specified in the Contract or such other personnel who are accepted by the Customer in accordance with clause C.C.13 [*Specified Personnel*].

“Statement of Requirement” means the section of the Approach to Market with the heading ‘Statement of Requirement’.

“Statement of Work” means the section of the Contract, as the case may be, with the heading ‘Statement of Work’.

“Supplier” means a party specified in a Contract as a Supplier.

Contract Signing Page

The Parties agree that by signing this Commonwealth Contract – Goods and Services, they enter into a Contract comprising:

- a) Additional Contract Terms (if any);
- b) Statement of Work;
- c) Commonwealth Contract Terms;
- d) Commonwealth Contracting Suite Glossary; and
- e) Contract Annex 1 – Supplementary Information (if any).

EXECUTED as an Agreement

Signed for and on behalf of the **Commonwealth of Australia** as represented by Department of the Treasury (**ABN 92 802 414 793**) by its duly authorised delegate in the presence of

Signature of witness

Signature of delegate

Name of witness (*print*)

Name of delegate (*print*)

Position of delegate (*print*)

On:

Executed by Reed, James, Alan Trading as Resolve Strategic (ABN 45 600 161 562) in accordance with Section 127 of the *Corporations Act 2001*

Signature of director

Signature of director/company secretary
(Please delete as applicable)



Name of director (*print*)

Name of director/company secretary (*print*)

J. REED

On:

28/08/20

Commonwealth Contract – Goods and Services



Australian Government

The Treasury

DEED OF VARIATION

BETWEEN

**THE COMMONWEALTH OF AUSTRALIA
ACTING THROUGH
THE DEPARTMENT OF THE TREASURY (ABN 92 802 414 793)
(Treasury)**

AND

**REED, JAMES ALAN TRADING AS RESOLVE STRATEGIC (ABN 45 600 161 562)
(Contractor)**

**FOR THE VARIATION OF THE
CONTRACT[C02354]**

PARTIES

This **DEED OF VARIATION** is made between:

The **COMMONWEALTH OF AUSTRALIA** as represented by the Department of the Treasury (ABN 92 802 414 793) of Langton Crescent, Parkes ACT 2600 (**Treasury**)

and

Reed, James Alan Trading as Resolve Strategic ABN [45 600 161 562] of s47F
(**Contractor**)

(collectively, the **Parties**)

BACKGROUND

- A. The Parties entered into a contract [C02354] on 28 May 2020 for the provision of formative and developmental research for Treasury's COVIDSafe Economy campaign (**Contract**).
- B. The Parties have agreed to vary the Contract as set out in this Deed.

AGREED TERMS

Interpretation

1. Unless the contrary intention appears, words used in this Deed have the same meaning as in the Contract.

Construction

2. Unless the contrary intention appears, the rules of construction that apply to the Contract will apply to the construction of this Deed.
3. As far as possible all provisions of this Deed will be construed so as not to be void or otherwise unenforceable. If anything in this Deed is void or otherwise unenforceable then it will be severed and the rest of the Deed remains in force.
4. A provision of this Deed will not be construed to the disadvantage of a party solely on the basis that it proposed or drafted that provision.

Commencement

5. This Deed commences on the date the last Party signs this Deed, or as otherwise set out in this Deed (**Effective Date**).
6. The variations made by this Deed have effect on and from the Effective Date unless otherwise stated in Annexure A.

Variation

7. The Contract is varied by this Deed, as set out in Annexure A.

8. The Parties acknowledge the impact on the Contract of the variations made by this Deed are as set out in in Annexure B.

Further Acts

9. Each Party must promptly execute all documents and do all things necessary to give effect to the variations made by this Deed and all transactions incidental to it.

Costs

10. Each Party must bear its own costs in relation to discussing, preparing, finalising, executing and implementing the variations made by this Deed, unless otherwise agreed in writing by the Parties or provided in Annexure A.

Applicable Law

11. This Deed is governed by:
 - (a) the governing law specified in the Contract; or
 - (b) if no governing law is specified in the Contract, the law of the Australian Capital Territory,

and each Party irrevocably and unconditionally submits to the non-exclusive jurisdiction of the courts of that jurisdiction.

EXECUTED as a Deed

Date of agreement: 09/06/20

Executed as a deed for and on behalf of
the **COMMONWEALTH OF AUSTRALIA**
as represented by the **DEPARTMENT
OF THE TREASURY** by its duly
authorised delegate:

Name of delegate

Signature of delegate

In the presence of:

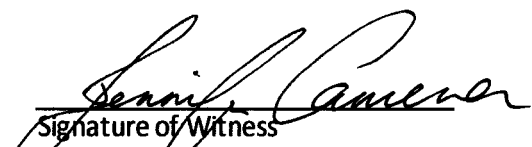
Name of witness

Signature of witness

Executed as a deed for and on behalf of
REED, JAMES ALAN trading as **RESOLVE
STRATEGIC [ABN: 45 600 161 562]** by:


Signature

J.A.R.E.D.
Name [Print]


Signature of Witness

JENNIFER CAMERON.
Name of Witness [Print]

Annexure A – Details of Contract Variations

The details of the variations to the Contract are as follows:

Contract document and clause	Variation(s)
C02354 1. Services to be Provided	Details of additional services to be provided are contained in the Resolve Strategic RFQ for TSY COVIDSafe Economy campaign second wave of concept testing email dated 2 June 2020 (Attachment A).
C02354 2. Delivery schedule	Updated delivery schedule for COVIDSafe Economy campaign second wave of concept testing: RFQ brief issued – 3 June 2020 Formative research quote provided – 3 June 2020 Deed of Variation to be signed – 4 June 2020 Research in field – 4 June 2020 Reporting – 5 June 2020
C02354 3. Payment	The maximum price for services under this Official Order is to not exceed \$395,175.00 (GST Inclusive). Initial Contract- \$341,275.00 (GST Inclusive) Deed of Variation 1- \$53,900.00 (GST Inclusive) Details of pricing are provided at Resolve Strategic response of 3 June 2020 at Attachment A.

Schedule 1 to Annexure A

The '**C.A.3 Contract Price**' in C02354 is amended and replaced with the updated '**Contract Price**':

Research component	Item description	Requirement	Quant	Unit price GST exclusive	Total price GST exclusive	Total Price GST inclusive
Quantitative	s47(1)(b)				\$261,250.00	\$287,375.00
Qualitative (COMPLETED)					\$49,000.00	\$53,900.00
Qualitative (NEW)					\$49,000.00	\$53,900.00

	s47(1)(b)		
Total Cost (GST Inclusive)			\$395,175.00

Annexure B – Impact of Contract Variation(s)

The impact of the Contract variation(s) are as follows:

<p>Impact of variation(s) on fees, charges of payments under the Contract</p>	<p>The initial quote for concept testing as outlined in C02354 was estimated at \$53,900.00 (GST inclusive), bringing the maximum contract price to \$341,275.00 (GST inclusive).</p> <p>Under the contract variation, the cost for the second wave of concept testing is estimated at \$53,900.00 (GST inclusive), bringing the new maximum contract price to \$395,175.00 (GST inclusive).</p> <p>s47(1)(b)</p>
<p>Plan for implementing the variation(s)</p>	<p><i>Not Applicable</i></p>
<p>The responsibilities of the Parties for implementing the variation(s)</p>	<p><i>Not Applicable</i></p>
<p>Effect of the variation(s) on performance</p>	<p><i>Not Applicable</i></p>
<p>Effect of the variation(s) on documentation</p>	<p><i>Not Applicable.</i></p>
<p>Effect of the variation(s) on training</p>	<p><i>Not Applicable</i></p>
<p>Any other relevant impacts of implementing this Deed of Variation</p>	<p><i>Not Applicable</i></p>

Research Memorandum

To: s22 Treasury.

From: Jim Reed, Resolve.

Date: 5th June 2020.

Ref.: R200518 (Wave 2).



Project 'Safe & Sound': COVID Safe Territory Assessment

Introduction & Methodology

Background & Objective

COVID-19 needs little introduction. Since its identification in China some months ago, it quickly spread to most countries, causing significant numbers of infections and, sadly, deaths.

Thankfully, Australia remains in a relative fortunate position with high levels of testing indicating a low and now decreasing number of cases, rare community transmission, a decent and well-prepared healthcare system, a balanced budget and relatively low debt affording greater leeway to act, and a population that's proven relatively amenable to restrictive measures.

This outcome has been hard-won via a series of early and decisive actions by Government, and following the advice of experts, such as the CMO and Treasury. This includes the support of businesses, their employees and the recently unemployed, notably via the JobSeeker and JobKeeper programs.

But the recent announcement of a technical recession reinforces the economic effects of this pandemic: effects that are likely to be felt longer and, perhaps, more acutely by many than the health implications. The Government is committed to getting the economy back to health as soon as practicable, but this must be done progressively, safely and in a reassuring manner.

The assessment of new communications materials and concepts is the aim of this study.

Summary Methodology

s34(3), s47(1)(b)



Australian Government

The Treasury

DEED OF VARIATION

BETWEEN

**THE COMMONWEALTH OF AUSTRALIA
ACTING THROUGH
THE DEPARTMENT OF THE TREASURY (ABN 92 802 414 793)
(Treasury)**

AND

**REED, JAMES ALAN TRADING AS RESOLVE STRATEGIC (ABN 45 600 161 562)
(Contractor)**

**FOR THE VARIATION OF THE
CONTRACT [C02354]**

PARTIES

This **DEED OF VARIATION** is made between:

The **COMMONWEALTH OF AUSTRALIA** as represented by the Department of the Treasury (ABN 92 802 414 793) of Langton Crescent, Parkes ACT 2600 (**Treasury**)

and

Reed, James Alan Trading as Resolve Strategic ABN [45 600 161 562] of s47F
[REDACTED] (**Contractor**)

(collectively, the **Parties**)

BACKGROUND

- A. The Parties entered into a contract [C02354] on 28 May 2020 for the provision of formative and developmental research for Treasury's COVIDSafe Economy campaign (**Contract**).
- B. The Parties have agreed to vary the Contract as set out in this Deed.

AGREED TERMS

Interpretation

1. Unless the contrary intention appears, words used in this Deed have the same meaning as in the Contract.

Construction

2. Unless the contrary intention appears, the rules of construction that apply to the Contract will apply to the construction of this Deed.
3. As far as possible all provisions of this Deed will be construed so as not to be void or otherwise unenforceable. If anything in this Deed is void or otherwise unenforceable then it will be severed and the rest of the Deed remains in force.
4. A provision of this Deed will not be construed to the disadvantage of a party solely on the basis that it proposed or drafted that provision.

Commencement

5. This Deed commences on the date the last Party signs this Deed, or as otherwise set out in this Deed (**Effective Date**).
6. The variations made by this Deed have effect on and from the Effective Date unless otherwise stated in Annexure A.

Variation

7. The Contract is varied by this Deed, as set out in Annexure A.

8. The Parties acknowledge the impact on the Contract of the variations made by this Deed are as set out in in Annexure B.

Further Acts

9. Each Party must promptly execute all documents and do all things necessary to give effect to the variations made by this Deed and all transactions incidental to it.

Costs

10. Each Party must bear its own costs in relation to discussing, preparing, finalising, executing and implementing the variations made by this Deed, unless otherwise agreed in writing by the Parties or provided in Annexure A.

Applicable Law

11. This Deed is governed by:
 - (a) the governing law specified in the Contract; or
 - (b) if no governing law is specified in the Contract, the law of the Australian Capital Territory,and each Party irrevocably and unconditionally submits to the non-exclusive jurisdiction of the courts of that jurisdiction.

EXECUTED as a Deed

Date of agreement: _____

Executed as a deed for and on behalf of
the **COMMONWEALTH OF AUSTRALIA**
as represented by the **DEPARTMENT**
OF THE TREASURY by its duly
authorised delegate:

Name of delegate

Signature of delegate

In the presence of:

Name of witness

Signature of witness

Executed as a deed for and on behalf of
REED, JAMES ALAN trading as **RESOLVE**
STRATEGIC [ABN: 45 600 161 562] by:

Signature

James Reed

Name [Print]

Jennifer Cameron

Signature of Witness

JENNIFER CAMERON

Name of Witness [Print]

Annexure A – Details of Contract Variations

The details of the variations to the Contract are as follows:

Contract document and clause	Variation(s)
C02354 1. Services to be Provided	Details of additional services to be provided are contained in the Resolve Strategic RFQ for TSY COVIDSafe Economy campaign third wave of concept testing email, dated 12 June 2020 (Attachment A).
C02354 2. Delivery schedule	Updated delivery schedule for COVIDSafe Economy campaign to include a third wave of concept testing: RFQ brief issued – 12 June 2020 Formative research quote provided – 15 June 2020 Deed of Variation to be signed – 15 June 2020 Research in field – 16 June 2020 Reporting – 17 June 2020
C02354 3. Payment	The maximum price for services under this Official Order is to not exceed \$449,075.00(GST Inclusive). Initial Contract- \$341,275.00 (GST Inclusive) Deed of Variation 1- \$53,900.00 (GST Inclusive) Deed of Variation 2- \$53,900.00 (GST Inclusive) Details of pricing are provided at Resolve Strategic response of 15 June 2020 at Attachment A.

Research component	Item description	Requirement	Quant	Unit price GST exclusive	Total price GST exclusive	Total Price GST inclusive
Quantitative	s47(1)(b)				\$261,250.00	\$287,375.00
Qualitative (COMPLETED)					\$49,000.00	\$53,900.00
Qualitative					\$49,000.00	\$53,900.00

	s47(1)(b)		
Qualitative <i>(NEW)</i>		\$49,000.00	\$53,900.00

	s47(1)(b)		
Total Cost (GST Inclusive)			\$449,075.00

Schedule 1 to Annexure A

The 'C.A.3 Contract Price' in C02354 is amended and replaced with the updated 'Contract Price':

Annexure B – Impact of Contract Variation(s)

The impact of the Contract variation(s) are as follows:

<p>Impact of variation(s) on fees, charges of payments under the Contract</p>	<p>The initial quote for concept testing as outlined in C02354 was estimated at \$53,900.00 (GST inclusive), bringing the maximum contract price to \$449,075.00 (GST inclusive).</p> <p>Under the contract variation, the cost for the third wave of concept testing is estimated at \$53,900.00 (GST inclusive), bringing the new maximum contract price to \$449,075.00 (GST inclusive).</p> <p>s47(1)(b)</p> <div style="background-color: #cccccc; height: 150px; width: 100%;"></div>
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Plan for implementing the variation(s)	<i>Not Applicable</i>
The responsibilities of the Parties for implementing the variation(s)	<i>Not Applicable</i>
Effect of the variation(s) on performance	<i>Not Applicable</i>
Effect of the variation(s) on documentation	<i>Not Applicable.</i>
Effect of the variation(s) on training	<i>Not Applicable</i>
Any other relevant impacts of implementing this Deed of Variation	<i>Not Applicable</i>

Research Memorandum

To: s22 Treasury.

From: Jim Reed, Resolve.

Date: 17th June 2020.

Ref.: R200518 (Wave 3).



Project 'Safe & Sound': Economic Territory Assessment

Introduction & Methodology

Background & Objective

COVID-19 needs little introduction. Since its identification in China some months ago, it quickly spread to most countries, causing significant numbers of infections and, sadly, deaths.

Thankfully, Australia remains in a relative fortunate position with high levels of testing indicating a low and now decreasing number of cases, rare community transmission, a decent and well-prepared healthcare system, a balanced budget and relatively low debt affording greater leeway to act, and a population that's proven relatively amenable to restrictive measures.

This outcome has been hard-won via a series of early and decisive actions by Government, and following the advice of experts, such as the CMO and Treasury. This includes the support of businesses, their employees and the recently unemployed, notably via the JobSeeker and JobKeeper programs.

But the recent announcement of a technical recession reinforces the economic effects of this pandemic: effects that are likely to be felt longer and, perhaps, more acutely by many than the health implications. The Government is committed to getting the economy back to health as soon as practicable, but this must be done progressively, safely and with public endorsement.

The assessment of new communications materials and concepts is the aim of this study.

Summary Methodology

s34(3), s47(1)(b)



Australian Government

The Treasury

DEED OF VARIATION

BETWEEN

**THE COMMONWEALTH OF AUSTRALIA
ACTING THROUGH
THE DEPARTMENT OF THE TREASURY (ABN 92 802 414 793)
(Treasury)**

AND

**REED, JAMES ALAN TRADING AS RESOLVE STRATEGIC (ABN 45 600 161 562)
(Contractor)**

**FOR THE VARIATION OF THE
CONTRACT [C02354]**

PARTIES

This **DEED OF VARIATION** is made between:

The **COMMONWEALTH OF AUSTRALIA** as represented by the Department of the Treasury (ABN 92 802 414 793) of Langton Crescent, Parkes ACT 2600 (**Treasury**)

and

Reed, James Alan Trading as Resolve Strategic ABN [45 600 161 562] of s47F [REDACTED]
[REDACTED] (**Contractor**)

(collectively, the **Parties**)

BACKGROUND

- A. The Parties entered into a contract [C02354] on 28 May 2020 for the provision of formative and developmental research for Treasury's COVIDSafe Economy campaign (**Contract**).
- B. The Parties have agreed to vary the Contract as set out in this Deed.

AGREED TERMS

Interpretation

1. Unless the contrary intention appears, words used in this Deed have the same meaning as in the Contract.

Construction

2. Unless the contrary intention appears, the rules of construction that apply to the Contract will apply to the construction of this Deed.
3. As far as possible all provisions of this Deed will be construed so as not to be void or otherwise unenforceable. If anything in this Deed is void or otherwise unenforceable then it will be severed and the rest of the Deed remains in force.
4. A provision of this Deed will not be construed to the disadvantage of a party solely on the basis that it proposed or drafted that provision.

Commencement

5. This Deed commences on the date the last Party signs this Deed, or as otherwise set out in this Deed (**Effective Date**).
6. The variations made by this Deed have effect on and from the Effective Date unless otherwise stated in Annexure A.

Variation

8. The Parties acknowledge the impact on the Contract of the variations made by this Deed are as set out in in Annexure B.

Further Acts

9. Each Party must promptly execute all documents and do all things necessary to give effect to the variations made by this Deed and all transactions incidental to it.

Costs

10. Each Party must bear its own costs in relation to discussing, preparing, finalising, executing and implementing the variations made by this Deed, unless otherwise agreed in writing by the Parties or provided in Annexure A.

Applicable Law

11. This Deed is governed by:
 - (a) the governing law specified in the Contract; or
 - (b) if no governing law is specified in the Contract, the law of the Australian Capital Territory,and each Party irrevocably and unconditionally submits to the non-exclusive jurisdiction of the courts of that jurisdiction.

EXECUTED as a Deed

Date of agreement: _____

Executed as a deed for and on behalf of
the **COMMONWEALTH OF AUSTRALIA**
as represented by the **DEPARTMENT**
OF THE TREASURY by its duly
authorised delegate:

Name of delegate

Signature of delegate

In the presence of:

Name of witness

Signature of witness

Executed as a deed for and on behalf of
REED, JAMES ALAN trading as **RESOLVE**
STRATEGIC [ABN: 45 600 161 562] by:

Signature

JAMES A. REED

Name [Print]

Signature of Witness

JENNIFER CAMERON

Name of Witness [Print]

Annexure A - Details of Contract Variations

The details of the variations to the Contract are as follows:

Contract document and clause	Variation(s)
C02354 1. Services to be Provided	Details of additional services to be provided are contained in the Resolve Strategic RFQ for TSY COVIDSafe Economy campaign third wave of concept testing email, dated 10 July 2020(Attachment A).
C02354 2. Delivery schedule	Updated delivery schedule for COVIDSafe Economic Response Campaign to include a forth wave of concept testing: RFQ brief issued – 10 July 2020 Formative research quote provided – 12 July 2020 Deed of Variation to be signed – 13 July 2020 Research in field – 14 July 2020 Reporting – 15 July 2020
C02354 3. Payment	The maximum price for services under this Official Order is to not exceed \$502,975.00 (GST Inclusive). Initial Contract- \$341,275.00 (GST Inclusive) Deed of Variation 1- \$53,900.00 (GST Inclusive) Deed of Variation 2- \$53,900.00 (GST Inclusive) Deed of Variation 3 - \$53,900.00 (GST Inclusive) Details of pricing are provided at Resolve Strategic response of 15 June 2020 at Attachment A.

Research component	Item description	Requirement	Quant	Unit price GST exclusive	Total price GST exclusive	Total Price GST inclusive
Quantitative	s47(1)(b)				\$261,250.00	\$287,375.00
Qualitative (COMPLETED)					\$49,000.00	\$53,900.00
Qualitative					\$49,000.00	\$53,900.00

s47(1)(b)

Qualitative		\$49,000.00	\$53,900.00

s47(1)(b)

Qualitative (NEW)		\$49,000.00	\$53,900.00


	s47(1)(b)		
Total Cost (GST Inclusive)			\$502,975.00

Schedule 1 to Annexure A

The 'C.A.3 Contract Price' in C02354 is amended and replaced with the updated 'Contract Price':

Annexure B – Impact of Contract Variation(s)

The impact of the Contract variation(s) are as follows:

<p>Impact of variation(s) on fees, charges of payments under the Contract</p>	<p>The initial quote for concept testing as outlined in C02354 was estimated at \$53,900.00 (GST inclusive), bringing the maximum contract price to \$449,075.00 (GST inclusive).</p> <p>Under the contract variation, the cost for the third wave of concept testing is estimated at \$53,900.00 (GST inclusive), bringing the new maximum contract price to \$502,975.00 (GST inclusive).</p> <p>s47(1)(b)</p> 
<p>Plan for implementing the variation(s)</p>	<p>Not Applicable</p>
<p>The responsibilities of the Parties for implementing the variation(s)</p>	<p>Not Applicable</p>

Effect of the variation(s) on performance	<i>Not Applicable</i>
Effect of the variation(s) on documentation	<i>Not Applicable.</i>
Effect of the variation(s) on training	<i>Not Applicable</i>
Any other relevant impacts of implementing this Deed of Variation	<i>Not Applicable</i>

Research Memorandum

To: s22 Treasury.

From: Jim Reed, Resolve.

Date: 15th June 2020.

Ref.: R200518 (Wave 4).



Project 'Safe & Sound': JobKeeper & JobSeeker Extensions

Introduction & Methodology

Background & Objective

COVID-19 needs little introduction. Since its identification in China some months ago, it quickly spread to most countries, causing significant numbers of infections and, sadly, deaths.

Despite Victoria's recent outbreak, Australia still remains in a positive position overall, with relatively low cases and community transmission, high levels of testing indicating, a decent and well-prepared healthcare system, a budget and relatively low debt affording greater leeway to act, and a population that's proven it can comply with restrictions.

This outcome has been hard-won via a series of early and decisive actions by Government, and following the advice of experts, such as the CMO and Treasury. This includes the support of businesses, their employees and the recently unemployed, notably via the JobSeeker and JobKeeper programs.

These supports were always designed to be a proportional and temporary response to the crisis, with a review into their first three months of operation now being considered. Given the evolving economic and financial situation, and a dynamic COVID-19 outbreak that may move beyond Victoria and its reimposed restrictions, the Government may extend them in some form.

The assessment of communications materials to support this is the aim of this study.

s34(3), s47(1)(b)

From: s22
To: [Kenna, Shannon](#); [Tsr DLOs](#)
Cc: s22 ; s22 ; s22
Subject: RE: MS20-001449: Research for Whole-of-Government COVID-19 Economic Response Phase 2 Campaign
[~~SEC-PROTECTED, CAVEAT-SH, CABINET~~]
Date: Friday, 7 August 2020 4:00:37 PM
Attachments: [SKM_C55820080715570.pdf](#)

~~PROTECTED//CABINET~~

Singed brief and letter attached.

Team DLO, can you please make sure s47C, s47E(d), s47G(1)(a)

Thanks

s22

~~PROTECTED//CABINET~~

From: Kenna, Shannon
Sent: Friday, 7 August 2020 2:41 PM
To: TSR Ministerial Submission Distribution ; s22
Cc: s22 ; s22 ; s22
Subject: MS20-001449: Research for Whole-of-Government COVID-19 Economic Response Phase 2 Campaign [SEC-PROTECTED, CAVEAT-SH, CABINET]

~~PROTECTED//CABINET~~

Good afternoon

Please find attached a Ministerial Submission s47C, s47E(d), s47G(1)(a)

Regards
Shannon

Shannon Kenna

Division Head

Communications and Parliamentary Division | Corporate and Foreign Investment Group

The Treasury, Langton Crescent, Parkes ACT 2600

Phone: + 61 6263 3328 | Mobile s22

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~~PROTECTED//CABINET~~



Australian Government

The Treasury

DEED OF VARIATION

BETWEEN

**THE COMMONWEALTH OF AUSTRALIA
ACTING THROUGH
THE DEPARTMENT OF THE TREASURY (ABN 92 802 414 793)
(Treasury)**

AND

**REED, JAMES ALAN TRADING AS RESOLVE STRATEGIC (ABN 45 600 161 562)
(Contractor)**

**FOR THE VARIATION OF THE
CONTRACT [C02354]**

PARTIES

This **DEED OF VARIATION** is made between:

The **COMMONWEALTH OF AUSTRALIA** as represented by the Department of the Treasury (ABN 92 802 414 793) of Langton Crescent, Parkes ACT 2600 (Treasury)

and

Reed, James Alan Trading as Resolve Strategic ABN [45 600 161 562] of s47F
[REDACTED] (Contractor)

(collectively, the Parties)

BACKGROUND

- A. The Parties entered into a contract [C02354] on 28 May 2020 for the provision of formative and developmental research for Treasury's COVIDSafe Economy campaign (Contract).
- B. The Parties have agreed to vary the Contract as set out in this Deed.

AGREED TERMS

Interpretation

1. Unless the contrary intention appears, words used in this Deed have the same meaning as in the Contract.

Construction

2. Unless the contrary intention appears, the rules of construction that apply to the Contract will apply to the construction of this Deed.
3. As far as possible all provisions of this Deed will be construed so as not to be void or otherwise unenforceable. If anything in this Deed is void or otherwise unenforceable then it will be severed and the rest of the Deed remains in force.
4. A provision of this Deed will not be construed to the disadvantage of a party solely on the basis that it proposed or drafted that provision.

Commencement

5. This Deed commences on the date the last Party signs this Deed, or as otherwise set out in this Deed (Effective Date).
6. The variations made by this Deed have effect on and from the Effective Date unless otherwise stated in Annexure A.

Variation

7. The Contract is varied by this Deed, as set out in Annexure A.

8. The Parties acknowledge the impact on the Contract of the variations made by this Deed are as set out in in Annexure B.

Further Acts

9. Each Party must promptly execute all documents and do all things necessary to give effect to the variations made by this Deed and all transactions incidental to it.

Costs

10. Each Party must bear its own costs in relation to discussing, preparing, finalising, executing and implementing the variations made by this Deed, unless otherwise agreed in writing by the Parties or provided in Annexure A.

Applicable Law

11. This Deed is governed by:
- (a) the governing law specified in the Contract; or
 - (b) if no governing law is specified in the Contract, the law of the Australian Capital Territory,
- and each Party irrevocably and unconditionally submits to the non-exclusive jurisdiction of the courts of that jurisdiction.

EXECUTED as a Deed

Date of agreement: 1st SEPTEMBER 2020

Executed as a deed for and on behalf of
the **COMMONWEALTH OF AUSTRALIA**
as represented by the **DEPARTMENT**
OF THE TREASURY by its duly
authorised delegate:

SHANNON KENNA
Name of delegate


Signature of delegate

In the presence of:

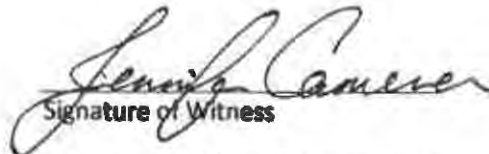
s22
Name of witness

s22
Signature of witness

Executed as a deed for and on behalf of
REED, JAMES ALAN trading as **RESOLVE**
STRATEGIC [ABN: 45 600 161 562] by:


Signature

JAMES REED
Name [Print]


Signature of Witness

JENNIFER CAMERON
Name of Witness [Print]

Annexure A – Details of Contract Variations

The details of the variations to the Contract are as follows:

Contract document and clause	Variation(s)
<p>C02354</p> <p>1. Services to be Provided</p>	<p>Details of additional services to be provided are contained in the Resolve Strategic RFQ for TSY COVID-19 Economic Response Campaign – Phase 2 email, dated 28 August 2020(Attachment A).</p>
<p>C02354</p> <p>2. Delivery schedule</p>	<p>Updated delivery schedule for COVID-19 Economic Response Campaign - Phase 2, to include an additional round of concept testing:</p> <p>RFQ brief issued – 28 August 2020</p> <p>Formative research quote provided – 28 August 2020</p> <p>Deed of Variation to be signed – 1 September 2020</p> <p>Research in field – week commencing 31 August 2020</p> <p>Reporting – week commencing 31 August 2020</p>
<p>C02354</p> <p>3. Payment</p>	<p>The maximum price for services under this Official Order is to not exceed \$554,675.00 (GST Inclusive).</p> <p>Initial Contract- \$341,275.00 (GST Inclusive)</p> <p>Deed of Variation 1- \$53,900.00 (GST Inclusive)</p> <p>Deed of Variation 2- \$53,900.00 (GST Inclusive)</p> <p>Deed of Variation 3 - \$53,900.00 (GST Inclusive)</p> <p>Deed of Variation 4 - \$51, 700 (GST Inclusive)</p> <p>Details of pricing are provided at Resolve Strategic response of 28 August 2020 at Attachment A.</p>

Research component	Item description	Requirement	Quant	Unit price GST exclusive	Total price GST exclusive	Total Price GST Inclusive
Quantitative	s47(1)(b)				\$261,250.00	\$287,375.00
Qualitative (COMPLETED)					\$49,000.00	\$53,900.00
Qualitative					\$49,000.00	\$53,900.00

	s47(1)(b)		
Qualitative		\$49,000.00	\$53,900.00

	s47(1)(b)		
Qualitative		\$49,000.00	\$53,900.00


	s47(1)(b)		
Qualitative (NEW)		\$47,000.00	\$51,700.00
Total Cost (GST Inclusive)			\$554,675.00

Schedule 1 to Annexure A

The 'C.A.3 Contract Price' in C02354 is amended and replaced with the updated 'Contract Price':

Annexure B – Impact of Contract Variation(s)

The impact of the Contract variation(s) are as follows:

Impact of variation(s) on fees, charges of payments under the Contract	<p>The initial quote for concept testing as outlined in C02354 was estimated at \$51,700.00 (GST Inclusive), bringing the maximum contract price to \$554,675.00 (GST Inclusive).</p> <p>Under the contract variation, the cost for the third wave of concept testing is estimated at \$51,700.00 (GST Inclusive), bringing the new maximum contract price to \$554,675.00 (GST Inclusive).</p> <p>s47(1)(b)</p> 
Plan for implementing the variation(s)	Not Applicable
The responsibilities of the Parties for implementing the variation(s)	Not Applicable
Effect of the variation(s) on performance	Not Applicable
Effect of the variation(s) on documentation	Not Applicable.
Effect of the variation(s) on training	Not Applicable

Any other relevant impacts of Implementing this Deed of Variation	<i>Not Applicable</i>
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Research Memorandum

To: s22 Treasury.
From: Jim Reed, Resolve.
Date: 4th September 2020.
Ref.: R200518 (Wave 5).



Project 'Safe & Sound': JobKeeper & Coronavirus Sup. Changes

Introduction & Methodology

Background & Objective

COVID-19 needs little introduction. Since its identification in China some months ago, it quickly spread to most countries, causing significant numbers of infections and, sadly, deaths.

Despite Victoria's recent outbreak, Australia still remains in a positive position overall, with relatively low cases and community transmission, high levels of testing indicating, a decent and well-prepared healthcare system, a budget and relatively low debt affording greater leeway to act, and a population that's proven it can comply with restrictions.

This outcome has been hard-won via a series of early and decisive actions by Government, and following the advice of experts, such as the CMO and Treasury. This includes the support of affected businesses, their employees and those on lower incomes, notably via the JobKeeper and Coronavirus Supplement (including JobSeeker) programs.

These supports were always designed to be a proportional and temporary response to the crisis, with a review into their first three months of operation now concluded and legislation in place for their extension and tapered winding down. Given the evolving economic situation and the very recent changes to these programs, the Government is renewing its advertising.

The assessment of communications materials to support this is the aim of this study.

Summary Methodology

s34(3), s47(1)(b)