

MEDIA RELEASE



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Standards Australia launches open process seeking market terms on distribution

SYDNEY

In another exciting step towards modernising access to Australian Standards, Australia's peak standards development body, has asked Australian and global publishers and distributors to provide market terms for the distribution of Standards Australia's technical documents and other content.

This Request for Proposal is designed on an open basis, accessible to the broad global market.

Standards Australia is asking for proposals from potential partners as it prepares for the end of the initial term of its contract with SAI Global Pty Limited, a company wholly owned by Hong Kong based private equity firm Baring Asia, in December 2018.

The current contract between Standards Australia and SAI Global provides for a further term of 5 years from 16 December 2018, in certain circumstances, on "market terms". The proposal process will be conducted in a way that is consistent with Standards Australia's obligations to SAI Global under that contract.

Given community demand for better access to Australian Standards, Chief Executive Dr Bronwyn Evans said she was pleased that an open and transparent process had commenced regarding distribution of standards in Australia.

"We are excited about getting to market terms. We have pursued this market based process because we want to hear from the innovators, from those investing in the customer experience and providing solutions that meet customer and publisher needs.

"Our stakeholders have consistently told us they want more. This process will allow us to understand directly from the market the current and future-focused distribution models that are evolving and support our transition following the end of the initial term of the contract with SAI Global." said Dr Evans.

Dr Evans confirmed that the process is open to all market participants including SAI Global.

Chairman of Standards Australia Board, Mr Richard Brooks, said the Board has set broad evaluation criteria through the RFP and is seeking responses from potential partners who

have the appropriate infrastructure, standing, experience, customer focus and skills to work with Standards Australia as opportunities present.

“At the core of our focus is the capacity to provide high quality content distribution services to Australian industry, government and the community. Our public purpose is our first priority. This must be supported by market based distribution arrangements set in an open and transparent way.

“We look forward to hearing from content distributors about how they are partnering, innovating, improving end user experiences and supporting technical publishers to deliver solutions to customers.”

Current arrangements with respect to the distribution of Standards Australia material remain as they are, with SAI Global having an exclusive right to sell, market and distribute Australian Standard® brand standards and other documents developed and adopted through the Standards Australia process.

The Request for Proposal process is open from today. The last date to register for pre-qualification is 30 November 2017. The RFP will close on 14 February 2018.

Documents are available through this [link](#).

ENDS

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ABOUT STANDARDS AUSTRALIA

Standards Australia is Australia’s peak non-government, not-for-profit Standards body and Australia’s member of ISO and IEC; two of the three International Standards Organisations.

We work with stakeholders from across the economy to develop and adopt standards and facilitate Australian participation in international standards development.

The work of Standards Australia enhances the nation's economic efficiency, international competitiveness and contributes to community demand for a safe and sustainable environment.

To learn more visit <http://www.standards.org.au/>