

# Data Value Added Reseller (VAR) Application

## Overview

Landgate invites applications from entities interested in becoming a Value Added Reseller (VAR) under our data products VAR Agreement (VAR Agreement). Information on the data that can be licensed under this Agreement is available on the Value Added Reseller pages of Landgate's website.

The annual charges per dataset are determined by two factors:

1. the VAR's total national operating revenue; and
2. if the VAR will be providing products to Sub-VAR's.

Refer Annual Charge Pricing Table (Part D) for details.

## Application

The application and the identified Applicant will be assessed against Landgate's Qualitative Criteria. Landgate reserves the right to request further information from the Applicant and review other relevant factors, including conducting its own enquiries such as credit checks. Landgate will treat any application as confidential and only publish the names of successful Applicants. The submission of an application does not commit Landgate to considering or appointing the Applicant as a VAR.

### • Related Bodies

In addition to the response to Qualitative Criteria, the Applicant must also advise and specify all relevant details of Related Bodies as defined in clause 15 of the VAR Agreement.

### • Sub-VAR's

If an Applicant is proposing to engage any Sub-VARs, Landgate may request all relevant details of the Sub-VAR, including a condensed response to the Qualitative Criteria. For further details, the Applicant is encouraged to review clause 16 of the VAR Agreement.



## Submission

It is the responsibility of the Applicant to read both the VAR Agreement, to ensure they are capable of meeting obligations, and the Data Dictionaries, to ensure the Location Information Product selected is appropriate for their needs.

All applications must be submitted by:

### Email:

**Subject:** VAR Application

**To:** [licensing@landgate.wa.gov.au](mailto:licensing@landgate.wa.gov.au)

**Note:** Maximum email capacity is 15 megabytes.

### Further Information:

Please direct your questions to: [BusinessSolutions@Landgate.wa.gov.au](mailto:BusinessSolutions@Landgate.wa.gov.au).



## Part A: Application

VAR details				
Company/business name:				
ABN/ACN:		Website:		
Registered address				
Street:				
Suburb:				
State:		Postcode:		
Postal address				
Street:				
Suburb:				
State / Postcode:				
Principal contact person				
Name:		Title:		
Phone:		Mobile:		
Email:				
Location information products required (please select data and format)				
Refer to Data Product information on Landgate's website for full details of formats, update and supply frequencies.				
<sup>1</sup> <b>Additional Qualitative Criteria</b> must be addressed by customers requesting aerial imagery and/or Tenure				
<sup>2</sup> <b>Complementary Data:</b> Pending Sales data is available with Sales Evidence at no additional charge.				
<sup>3</sup> Buyer/seller details and Certificate of Title numbers will be added to the Sales Evidence data extract, if Tenure data is also licensed.				
Location Information Product	SLIP (self serve): (please select)		DELIVERED EXTRACTION: (please select) Format Supply frequency	
Sales Evidence data <sup>3</sup>	Not available		<input type="checkbox"/>	.csv only Weekly
Pending Sales data <sup>2</sup>	Not available		<input type="checkbox"/>	.csv only Weekly
Tenure data <sup>1 &amp; 3</sup>	<input type="checkbox"/>	OR	<input type="checkbox"/>	.csv only Fortnightly
Tenure data (no ownership details)	<input type="checkbox"/>			Not available
Residential Property Attribute data	<input type="checkbox"/>		<input type="checkbox"/>	.csv only Weekly
Cadastre data	<input type="checkbox"/>	OR	<input type="checkbox"/>	<input type="checkbox"/> Shapefile <input type="checkbox"/> GeoPackage <input type="checkbox"/> DXF <input type="checkbox"/> ESRI File Geodatabase Weekly
Aerial Imagery - Perth Metro <sup>1</sup>	<input type="checkbox"/>	OR	<input type="checkbox"/>	If you would like Aerial Imagery via a delivered extraction, please contact Landgate to discuss your requirements.
Aerial Imagery - WA Now <sup>1</sup>	<input type="checkbox"/>			
Aerial Imagery - WA Regional <sup>1</sup>	<input type="checkbox"/>			
Road Centreline data	<input type="checkbox"/>	OR	<input type="checkbox"/>	<input type="checkbox"/> Shapefile <input type="checkbox"/> GeoPackage <input type="checkbox"/> DXF <input type="checkbox"/> ESRI File Geodatabase Monthly
Property Street Address data	<input type="checkbox"/>	OR	<input type="checkbox"/>	.csv only Weekly
Topographic data	<input type="checkbox"/>	OR	<input type="checkbox"/>	<input type="checkbox"/> Shapefile <input type="checkbox"/> GeoPackage <input type="checkbox"/> DXF <input type="checkbox"/> ESRI File Geodatabase Quarterly
Normalised Difference Vegetation Index (NDVI)	Not available		<input type="checkbox"/>	<input type="checkbox"/> ESRI Grid <input type="checkbox"/> BIL <input type="checkbox"/> GeoTIFF Weekly
Landgate Public or Select Datasets:				
Administrative Boundaries	<input type="checkbox"/>	OR	<input type="checkbox"/>	<input type="checkbox"/> Shapefile <input type="checkbox"/> GeoPackage <input type="checkbox"/> DXF <input type="checkbox"/> ESRI File Geodatabase Weekly
Crown Reserves	<input type="checkbox"/>	OR	<input type="checkbox"/>	.csv only Monthly
Other (Please specify)	<input type="checkbox"/>		By negotiation	By negotiation By negotiation



**Response to Qualitative Criteria**

[insert]

**Related Body details (as per clause 15 and 2 of the VAR Agreement)**

[insert]

**Sub-VAR details (if requested by Landgate and as per clause 16 and 2 of the VAR Agreement)**

[insert]

**Execution**

Signed for and on behalf of: \_\_\_\_\_

by its duly authorised officer:

In the presence of:

\_\_\_\_\_  
Signature of authorised officer

\_\_\_\_\_  
Signature of witness

\_\_\_\_\_  
Name of authorised officer (print)

\_\_\_\_\_  
Name of witness (print)

Date:    /    /

## Part B: Qualitative Criteria

The applicant must separately address each of the Qualitative Criteria to be considered in the application process. However, Landgate may waive any requirements, including any set out in the Qualitative Criteria, at its sole discretion if notified to the applicant.

### 1. Provide details of your proposed products

Please include:

- a) A description of the product(s), including how it will use Landgate's Location Information.
- b) What solution will it provide for customers?
- c) The customer/industry segment that it is targeted at.

### 2. Provide details of your business

Please include:

- a) Principal activities.
- b) Corporate structure (including details of any related bodies, subsidiaries, parents, connected entities, joint ventures etc, including any diagrams or charts that may assist).
- c) Are there any impending changes to the above? If yes, please provide details.
- d) Provide a certificate of currency for Professional Indemnity insurance and Product and Public Liability insurance ensuring the coverage limits of each meet Landgate's Insurance requirements outlined at Item 15 'Insurance' in the Principal Terms; review Clause 18 (General Terms and Conditions) and Item 15 (Principal Terms) of the VAR Agreement and provide any further policy documentation that will demonstrate compliance.
- e) Does your business have an acceptable credit risk rating from a reputable credit rating agency?
- f) Has there been any previous adverse litigation, prosecution, conviction for fraud or dishonesty, or commercial disputes against your company, the directors, partners, officers, or employees?
- g) Has your company, or any of its principals, directors, partners or officers been disqualified from managing a body corporate under the Corporations Act?
- h) Has your company, or any of its principals, directors, partners, officers been declared insolvent within the last five years?
- i) Has your company, or any of its principals, directors, partners, officers, or employees been the subject of any disciplinary action of any government or government authority, agency, or any regulatory authority of a financial market?
- j) Do any of the matters set out in questions (f) to (i) above apply to your company's related or connected entities?
- k) Are there any potential or actual conflicts of interest between your key office bearers and Landgate? If yes, please provide details

### 3. Provide further details if requesting Aerial Imagery

- a) Provide an overview of the purpose of the Aerial Imagery within your Value-Added Product.

- b) To what extent will the imagery be visible to your customers?
- c) Will the imagery be consumed from Landgate via SLIP as a WMS, Image Service or Map Service? If not, what is your proposal?
- d) What functionality do you propose your customers will have with the Imagery within your Value-Added Product e.g. Back drop? Export or analytical functionality?
- e) Will the aerial imagery be presented within your Value-Added Product in such a way that the quality is not compromised, i.e. the scale at which the imagery is displayed is appropriate to the resolution?

#### **4. Provide further details if requesting Tenure Data with ownership details**

With reference to Clause 26 - Suppression of Information in the VAR Agreement:

- a) Acknowledge within your application:
  - i. that Information Suppression (IS) Notices are issued frequently to Tenure customers who receive ownership details;
  - ii. that under Licence you will have an obligation to action IS Notices on receipt; and
  - iii. that non-compliance could lead to the withdrawal of Tenure data and/or Licence termination.
  - iv. that if you are intending on engaging Sub-VARs the obligation extends to ensuring that the Sub-VAR's delete the information that must be suppressed from all Names Indexes in the Sub-VAR's possession or control, including any stored for backup or archival purposes or contained in further Value Added Products developed by the Sub-VAR.
- b) Provide the purpose of requesting Tenure data with ownership details, and the intended use of this dataset.
- c) Advise whether you intend to download or store these Tenure datasets (IS Notices also apply to stored and archived datasets).
- d) Advise of your process for complying with IS Notices and timeframes for compliance.
- e) Provide the contact details (Full Name, Email Address and Phone Number) for delivery of IS Notices.
- f) Confirm your responsibility to contact Landgate in a timely manner to advise change of contact details and provide updated details when applicable; and
- g) Confirm that the email recipient of the IS Notices acknowledges that the information is sensitive and confidential and agrees not to disclose the contents of the notice to any person internally or externally.

#### **5. Data Security and Hosting**

- a) Will you process and store Landgate's Location Information Product in Australia, including backup and Disaster Recovery sites?
- b) Which hosting or cloud service will you be using?
- c) Do you have appropriate security, protocols and encryption in place to protect Landgate's Location Information Product? (Refer below for requirements).
- d) For security testing purposes, please provide URLs for the services or APIs you will be providing to customers.

#### **Appropriate Security, Protocols and Encryption**



To be able to demonstrate that appropriate security, protocols and encryption are in place to protect Landgate information, applicants must:

- Store the information in Australia.
- Encrypt data with Australian Signals Directorate Approved Cryptography.
- Patch, update or mitigate security vulnerabilities, services and operating systems as directed by vendors.
- Replace services and operating systems that are no longer supported by vendors.

Applicants can assess service cryptography with the [SSL Server Test \(Powered by Qualys SSL Labs\)](#). Versions of Secure Sockets Layer and Transport Layer Security before TLS version 1.2 are not approved for use. Similarly, weak ciphers are not to be used. Explore the [Guidelines for Cryptography | Cyber.gov.au](#) to discover approved cryptography. You can search the [National Vulnerability Database – Search and Statistics \(nist.gov\)](#) for the vulnerabilities in your software and systems. Vulnerabilities of High or Critical severity should always be remediated.

**Landgate will check the Licensee's systems that process and store Landgate data on an annual basis.** The checks will be for encryption and internet-facing security flaws as presented to the public. The methods used will be no more intrusive than those available to the general public.

## Part C: Declaration Form

This [Declaration Form](#) must be submitted to Landgate, along with a Financial Statement (or applicable financial reporting), declaring the following information:

- Reported Revenue;
- Related Bodies;
- Location Information Product/s selection; and
- Sub-VAR information.

## Part D: Annual Charge Pricing Table (as at 1 July 2024)

**Pricing Model TIER 1 - Sub-VARs ARE Permitted (Annual Charges\*)** - all prices exclude GST.

Total National Operating Revenue (millions)	Sales Evidence	Tenure	Residential Property Attribute	Cadastre	Roads	Property Street Address	Topographic	Aerial Imagery	NDVI	Public or Select Datasets***
More than \$100m	\$281,450	\$281,450	\$168,870	\$90,060	\$90,060	\$90,060	\$140,720		\$28,150	\$28,150
\$72.5m < X ≤ \$100m	\$225,160	\$225,160	\$135,090	\$72,050	\$72,050	\$72,050	\$112,590		\$23,640	\$23,640
\$50m < X ≤ \$72.5m	\$174,400	\$174,400	\$104,700	\$56,290	\$56,290	\$56,290	\$87,250		\$19,690	\$19,690
\$30m < X ≤ \$50m	\$129,470	\$129,470	\$77,670	\$41,650	\$41,650	\$41,650	\$64,740		\$16,050	\$16,050
\$15m < X ≤ \$30m	\$92,310	\$92,310	\$55,170	\$30,400	\$30,400	\$30,400	\$46,150	Price on Application**	\$12,670	\$12,670
\$8m < X ≤ \$15m	\$61,910	\$61,910	\$37,720	\$21,950	\$21,950	\$21,950	\$30,960		\$9,850	\$9,850
\$4m < X ≤ \$8m	\$39,400	\$39,400	\$24,770	\$15,760	\$15,760	\$15,760	\$21,380		\$7,320	\$7,320
\$2m < X ≤ \$4m	\$23,640	\$23,640	\$15,760	\$10,700	\$10,700	\$10,700	\$12,960		\$5,060	\$5,060
\$1m < X ≤ \$2m	\$14,070	\$14,070	\$9,010	\$6,760	\$6,760	\$6,760	\$7,320		\$3,090	\$3,090
\$0 < X ≤ \$1m	\$5,620	\$5,620	\$4,220	\$2,810	\$2,810	\$2,810	\$3,370		\$1,460	\$1,460

**Pricing Model TIER 2 - Sub-VARs are NOT Permitted (Annual Charges\*)** - all prices exclude GST.

Total National Operating Revenue (millions)	Sales Evidence	Tenure	Residential Property Attribute	Cadastre	Roads	Property Street Address	Topo	Aerial Imagery	NDVI	Public or Select Datasets***
More than \$100m	\$112,590	\$112,590	\$67,550	\$39,400	\$39,400	\$39,400	\$56,290		\$11,260	\$11,260
\$72.5m < X ≤ \$100m	\$84,440	\$84,440	\$51,780	\$30,400	\$30,400	\$30,400	\$42,220		\$9,620	\$9,620
\$50m < X ≤ \$72.5m	\$61,910	\$61,910	\$39,400	\$23,640	\$23,640	\$23,640	\$30,960		\$8,160	\$8,160
\$30m < X ≤ \$50m	\$42,790	\$42,790	\$28,150	\$18,010	\$18,010	\$18,010	\$22,530		\$6,760	\$6,760
\$15m < X ≤ \$30m	\$27,030	\$27,030	\$20,260	\$13,500	\$13,500	\$13,500	\$16,890	Price on Application**	\$5,470	\$5,470
\$8m < X ≤ \$15m	\$18,010	\$18,010	\$14,070	\$10,140	\$10,140	\$10,140	\$12,390		\$4,270	\$4,270
\$4m < X ≤ \$8m	\$11,820	\$11,820	\$9,570	\$7,320	\$7,320	\$7,320	\$8,720		\$3,210	\$3,210
\$2m < X ≤ \$4m	\$7,320	\$7,320	\$6,190	\$4,790	\$4,790	\$4,790	\$5,620		\$2,260	\$2,260
\$1m < X ≤ \$2m	\$4,500	\$4,500	\$3,370	\$2,810	\$2,810	\$2,810	\$3,090		\$1,410	\$1,410
\$0 < X ≤ \$1m	\$1,850	\$1,850	\$1,460	\$1,120	\$1,120	\$1,120	\$1,360		\$670	\$670

\* The pricing model assumes that data delivery will be via the Shared Location Information Platform (SLIP), or consistent with existing supply schedules and standard product offerings.

\*\* Landgate will only allow VAR access to Aerial Imagery in certain use cases. Pricing will be provided once intended usage is approved by Landgate.

\*\*\* Not a price per dataset, rather an all-inclusive price for access to any, or all Landgate Public or Select datasets.



## Part E: Prerequisites

### 1. Landgate Account Application Form

Successful VAR Applicants must have an active Landgate Account for invoicing purposes prior to appointment.

Note: existing Landgate Account holders are exempt from completing a [Landgate Account application](#).

### 2. SLIP Registration

VAR Applicants who select to consume Location Information Product/s via SLIP must:

- submit a list of their employees below who will require access to SLIP; and,
- ensure those employees are [registered for SLIP](#).

If successfully appointed as a VAR, only those employees listed below who have registered for SLIP will be granted access to the service.

Name of employee	Work email address of employee