

# Value Added Reseller (VAR) Property Information Application

## Overview

Landgate invites applications from entities interested in becoming a Value Added Reseller (VAR) under our VAR Property Information Agreement (VAR Agreement) for the following location information products: Sales Evidence, Tenure, and/or Residential Property Attribute data.

VAR charges comprise an annual fee for access and a tiered royalty model, where payments are calculated on an Applicant's revenue and the number of location information products accessed. The tiered royalty model operates for National or Western Australian operations and Landgate will determine what model is applicable for each Applicant, with a key determinant being where an Applicant's business and commercial revenue is primarily derived (National or in Western Australia).

## Application

The application and the identified Applicant will be assessed against Landgate's Qualitative Criteria (refer overleaf). 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 2, the Applicant must also advise and specify all relevant details of those Related Bodies that are to be included under the VAR Model and who can receive Landgate's location information products. For further details, the Applicant is encouraged to review Clause 4 of Schedule 2 of the VAR Agreement.

## Sub-VARs

If an Applicant is proposing to appoint any Sub-VARs, all relevant details of the Sub-VAR, including a condensed response to the Qualitative Criteria must be provided. It remains the Applicant's obligation to provide all relevant evidence and information to support the appointment of the Sub-VAR and to assist Landgate in its determination of what royalty payments will apply to the Sub-VAR. For further details, the Applicant is encouraged to review Clause 22 of the VAR Agreement.

## Submission

It is the responsibility of the Applicant to read both the VAR Agreement, to ensure it is capable of meeting its obligations, and the Data Dictionaries, to ensure it is capable of using the location Information products.

All applications must be submitted:

### By Email:

Subject: VAR Application – Property Information

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

Note: The Response can only be submitted by email if the size of the Response is equal to or less than 15 megabytes.

### By Post:

Subject: VAR Application – Property Information

Attention: Pricing & Licensing, Landgate

Address: PO Box 2222, Midland WA 6936

## Further Information

For any further information please contact:

**Contact:** Pepita Adams

**Email:** [pepita.adams@landgate.wa.gov.au](mailto:pepita.adams@landgate.wa.gov.au)

## Qualitative Criteria

The Applicant must separately address each of the Qualitative Criteria in order to be considered in the application process. However, Landgate reserves the right to waive any requirements, including in the Qualitative Criteria, at its sole discretion if notified to the Applicant.

### 1. Provide details of how Landgate's location information products will be used

- Advise how Landgate's location information products will be used and value added.
- Detail the proposed service delivery model, including the proposed or actual customer base.
- Detail the existing and potential markets for your value added products, including anticipated market sector and penetration, any market growth plans and any plans to accommodate niche or unique markets.

### 2. Provide details of your business

- Provide an overview of your business, including principal activities and where your business and commercial revenue is primarily derived (WA or National).
- Provide details of your organisational structure, including any organisational charts and details of key office bearers.
- Provide details of your corporate structure, including details of any related bodies, subsidiaries, parents, connected entities, joint-ventures etc, including any diagrams or charts that may assist.
- Detail the control/ownership of your business, including ownership percentages if relevant for all related or connected entities.
- Detail impending changes to any of the above.

### 3. Provide evidence/details of financial capability

- Provide financial statements for the last three (3) financial years, including the most recent financial statement, which if not audited, must be accompanied by an independent Auditor's report confirming their accuracy. This obligation may be waived for new starters that may instead be required to provide a detailed business plan that includes financial forecasts or estimates of projected revenue and cash flow.
- Complete and provide the relevant National or Western Australian Revenue Declaration Form, as based on the most recent financial year, which upon launch of this VAR Model is 2014-2015. This obligation may be amended, including for new starters who may base the Revenue Declaration Form on financial forecasts or estimates of projected revenue and cash flow.
  - Whether an Applicant operates under the National or Western Australian model is at Landgate's discretion and based on where the Applicant's business and commercial revenue is primarily derived (WA or National).
  - The Revenue Declaration Form also provides for the Applicant to request that specific revenue items be excluded from their royalty calculations, separate from those permitted under the VAR Agreement. Any such exclusions are at Landgate's absolute discretion and no further exclusions will be countenanced by Landgate unless wholly unrelated to the Applicant's property operations.
- Provide evidence that your business is financially responsible and capable of meeting its obligations, including the provision of current credit risk report(s) from a reputable credit rating agency, to be provided at your cost.
- Detail any previous adverse litigation, prosecution, fraud or commercial disputes against your company, the directors or employees, and the same for related or connected entities.
- Provide details of any potential or actual conflicts of interest.
- Provide a certificate of currency for professional indemnity and product and public liability insurance as required under the VAR Agreement.

### 4. Provide details of your operational and technical capability

- Demonstrate a technical capability in the operation and implementation of online applications or services and their delivery to customers.
- Demonstrate an ability to keep Landgate's location information products in a secure storage and delivery environment contained within Australia.
- Demonstrate an ability or mechanism to deal with customer complaints and rectification.

## 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)		
Tenure <input type="checkbox"/>	Sales Evidence <input type="checkbox"/>	Residential Property Attributes <input type="checkbox"/>
Response to qualitative criteria		
[insert]		
Related bodies details		
[insert]		
Sub-VAR details		
[insert]		
Execution		
Signed for and on behalf of _____ )		
by its duly authorised officer in the presence of: _____ )		
_____ Signature of authorised officer		
_____ Name and position of authorised person (print)		
_____ Signature of witness		
_____ Name of witness (print)		
Date        /        /		