



# 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 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.

or Post:

**Subject:** VAR Application

**Attention:** Licensing, SPUR, Landgate

**Address:** PO Box 2222, Midland WA 6936

Further Information:

Please direct your questions to: [salesandservice@landgate.wa.gov.au](mailto:salesandservice@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. <b>*Additional Qualitative Criteria</b> must be addressed by customers requesting aerial imagery. <b>**Complementary Data:</b> Pending Sales data is available with Sales Evidence at no additional charge.				
Location Information Product	SLIP (self serve): (please select)		DELIVERED EXTRACTION: (please select) Format Supply frequency	
Sales Evidence data	Not available		<input type="checkbox"/>	.csv only Weekly
Pending Sales data **	Not available		<input type="checkbox"/>	.csv only Weekly
Tenure data	<input type="checkbox"/>	OR	<input type="checkbox"/>	.csv only Fortnightly
Residential Property Attribute data	<input type="checkbox"/>		<input type="checkbox"/>	.csv only Weekly
Cadastral 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 *	<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 *	<input type="checkbox"/>			
Aerial Imagery - WA Regional *	<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 in order 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 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 and Product and Public Liability insurance.
- 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, fraud or commercial disputes against your company, the directors or employees, and the same for related or connected entities? If yes, please provide details.
- g) Has there been any potential or actual conflicts of interest? If yes, please provide details.
- h) Will you process and store Landgate's Location Information Product in Australia?
- i) Do you have appropriate security, protocols and encryption in place to protect Landgate's Location Information Product?

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

- a) Provide an overview of the Value-Added Product(s) and purpose of the Imagery within this product.
- b) What is your target market for this Value-Added Product?
- c) What business problem will it solve? What solution will it provide for customers?
- d) Which Imagery are you requesting from Landgate and to what extent will it be visible to customers?
- e) How will Aerial Imagery be consumed from Landgate for use within your Value-Added Product?
- f) How will your customers consume Imagery within your Value-Added product e.g. embedded for viewing purposes only?
- g) 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?

## 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 2020)

**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	Public or Select Datasets***
More than \$100m	\$255,000	\$255,000	\$153,000	\$81,600	\$81,600	\$81,600	\$127,500		\$25,500
\$72.5m < X ≤ \$100m	\$204,000	\$204,000	\$122,400	\$65,280	\$65,280	\$65,280	\$102,000		\$21,420
\$50m < X ≤ \$72.5m	\$158,000	\$158,000	\$94,860	\$51,000	\$51,000	\$51,000	\$79,050		\$17,850
\$30m < X ≤ \$50m	\$117,300	\$117,300	\$70,380	\$37,740	\$37,740	\$37,740	\$58,650		\$14,535
\$15m < X ≤ \$30m	\$83,640	\$83,640	\$49,980	\$27,540	\$27,540	\$27,540	\$41,820	Price on	\$11,475
\$8m < X ≤ \$15m	\$56,100	\$56,100	\$34,170	\$19,890	\$19,890	\$19,890	\$28,050	Application**	\$8,925
\$4m < X ≤ \$8m	\$35,700	\$35,700	\$22,440	\$14,280	\$14,280	\$14,280	\$19,380		\$6,630
\$2m < X ≤ \$4m	\$21,420	\$21,420	\$14,280	\$9,690	\$9,690	\$9,690	\$11,730		\$4,590
\$1m < X ≤ \$2m	\$12,750	\$12,750	\$8,160	\$6,120	\$6,120	\$6,120	\$6,630		\$2,805
\$0 < X ≤ \$1m	\$5,100	\$5,100	\$3,825	\$2,550	\$2,550	\$2,550	\$3,060		\$1,325

**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	Public or Select Datasets***
More than \$100m	\$102,000	\$102,000	\$61,200	\$35,700	\$35,700	\$35,700	\$51,000		\$10,200
\$72.5m < X ≤ \$100m	\$76,500	\$76,500	\$46,920	\$27,540	\$27,540	\$27,540	\$38,250		\$8,720
\$50m < X ≤ \$72.5m	\$56,100	\$56,100	\$35,700	\$21,420	\$21,420	\$21,420	\$28,050		\$7,395
\$30m < X ≤ \$50m	\$38,760	\$38,760	\$25,500	\$16,320	\$16,320	\$16,320	\$20,400		\$6,120
\$15m < X ≤ \$30m	\$24,480	\$24,480	\$18,360	\$12,240	\$12,240	\$12,240	\$15,300	Price on	\$4,950
\$8m < X ≤ \$15m	\$16,320	\$16,320	\$12,750	\$9,180	\$9,180	\$9,180	\$11,220	Application**	\$3,875
\$4m < X ≤ \$8m	\$10,710	\$10,710	\$8,670	\$6,630	\$6,630	\$6,630	\$7,905		\$2,910
\$2m < X ≤ \$4m	\$6,630	\$6,630	\$5,610	\$4,335	\$4,335	\$4,335	\$5,100		\$2,040
\$1m < X ≤ \$2m	\$4,080	\$4,080	\$3,060	\$2,550	\$2,550	\$2,550	\$2,805		\$1,275
\$0 < X ≤ \$1m	\$1,685	\$1,685	\$1,325	\$1,020	\$1,020	\$1,020	\$1,225		\$610

\* 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. Where this is not suitable, distribution charges may apply.

\*\* 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

## 1.1 Landgate Account Application Form

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

Note: existing Landgate Account holders and SPUR Start-up Applicants are exempt from completing a [Landgate Account application](#).

## 1.2 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