

# 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, Business & Government Solutions Landgate

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

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 and 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
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 <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 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 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, 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.

### 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) To what extent will the imagery be visible to your customers?
- e) Will the imagery be consumed from Landgate via SLIP as a WMS, Image Service or Map Service? If not, what is your proposal?
- f) 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?
- 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?

### 3. Provide further details if requesting Tenure Data

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;
  - 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.
- b) Provide the purpose of requesting Tenure data and the intended use of this dataset.
- c) Advise whether you intend to download or store 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.

#### 4. 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) How often is the hosting or cloud service patched or upgraded?
- d) Do you have appropriate security, protocols and encryption in place to protect Landgate's Location Information Product?
- e) For security testing purposes, please provide URLs for the services or APIs you will be providing to customers.

## 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 2022)

**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	\$264,650	\$264,650	\$158,790	\$84,690	\$84,690	\$84,690	\$132,320		\$26,470	\$26,470
\$72.5m < X ≤ \$100m	\$211,720	\$211,720	\$127,030	\$67,750	\$67,750	\$67,750	\$105,870		\$22,230	\$22,230
\$50m < X ≤ \$72.5m	\$163,990	\$163,990	\$98,450	\$52,930	\$52,930	\$52,930	\$82,040		\$18,520	\$18,520
\$30m < X ≤ \$50m	\$121,740	\$121,740	\$73,040	\$39,170	\$39,170	\$39,170	\$60,870		\$15,090	\$15,090
\$15m < X ≤ \$30m	\$86,800	\$86,800	\$51,870	\$28,580	\$28,580	\$28,580	\$43,400	Price on Application**	\$11,910	\$11,910
\$8m < X ≤ \$15m	\$58,220	\$58,220	\$35,470	\$20,640	\$20,640	\$20,640	\$29,110		\$9,260	\$9,260
\$4m < X ≤ \$8m	\$37,050	\$37,050	\$23,290	\$14,820	\$14,820	\$14,820	\$20,110		\$6,890	\$6,890
\$2m < X ≤ \$4m	\$22,230	\$22,230	\$14,820	\$10,060	\$10,060	\$10,060	\$12,180		\$4,760	\$4,760
\$1m < X ≤ \$2m	\$13,230	\$13,230	\$8,470	\$6,350	\$6,350	\$6,350	\$6,890		\$2,910	\$2,910
\$0 < X ≤ \$1m	\$5,290	\$5,290	\$3,970	\$2,640	\$2,640	\$2,640	\$3,170		\$1,380	\$1,380

**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	\$105,870	\$105,870	\$63,520	\$37,050	\$37,050	\$37,050	\$52,930		\$10,590	\$10,590
\$72.5m < X ≤ \$100m	\$79,400	\$79,400	\$48,690	\$28,580	\$28,580	\$28,580	\$39,700		\$9,050	\$9,050
\$50m < X ≤ \$72.5m	\$58,220	\$58,220	\$37,050	\$22,230	\$22,230	\$22,230	\$29,110		\$7,670	\$7,670
\$30m < X ≤ \$50m	\$40,230	\$40,230	\$26,470	\$16,940	\$16,940	\$16,940	\$21,180		\$6,350	\$6,350
\$15m < X ≤ \$30m	\$25,410	\$25,410	\$19,050	\$12,700	\$12,700	\$12,700	\$15,880	Price on Application**	\$5,140	\$5,140
\$8m < X ≤ \$15m	\$16,940	\$16,940	\$13,230	\$9,530	\$9,530	\$9,530	\$11,650		\$4,020	\$4,020
\$4m < X ≤ \$8m	\$11,120	\$11,120	\$9,000	\$6,890	\$6,890	\$6,890	\$8,200		\$3,020	\$3,020
\$2m < X ≤ \$4m	\$6,890	\$6,890	\$5,820	\$4,500	\$4,500	\$4,500	\$5,290		\$2,120	\$2,120
\$1m < X ≤ \$2m	\$4,230	\$4,230	\$3,170	\$2,640	\$2,640	\$2,640	\$2,910		\$1,330	\$1,330
\$0 < X ≤ \$1m	\$1,740	\$1,740	\$1,380	\$1,060	\$1,060	\$1,060	\$1,280		\$630	\$630

\* 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

## 1.1 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](#).

## 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