# ICN vs QTenders:

Tender Portal Quickstart for the 2032 Infrastructure Decade

A practical guide from QLD2032.com for Queensland SMEs

For most Queensland suppliers, the 2032 infrastructure and services pipeline runs through two main digital gateways: ICN Gateway and QTenders. This guide explains the role of each, and how to use them together to win work.

Path 1: Getting Found on ICN Gateway
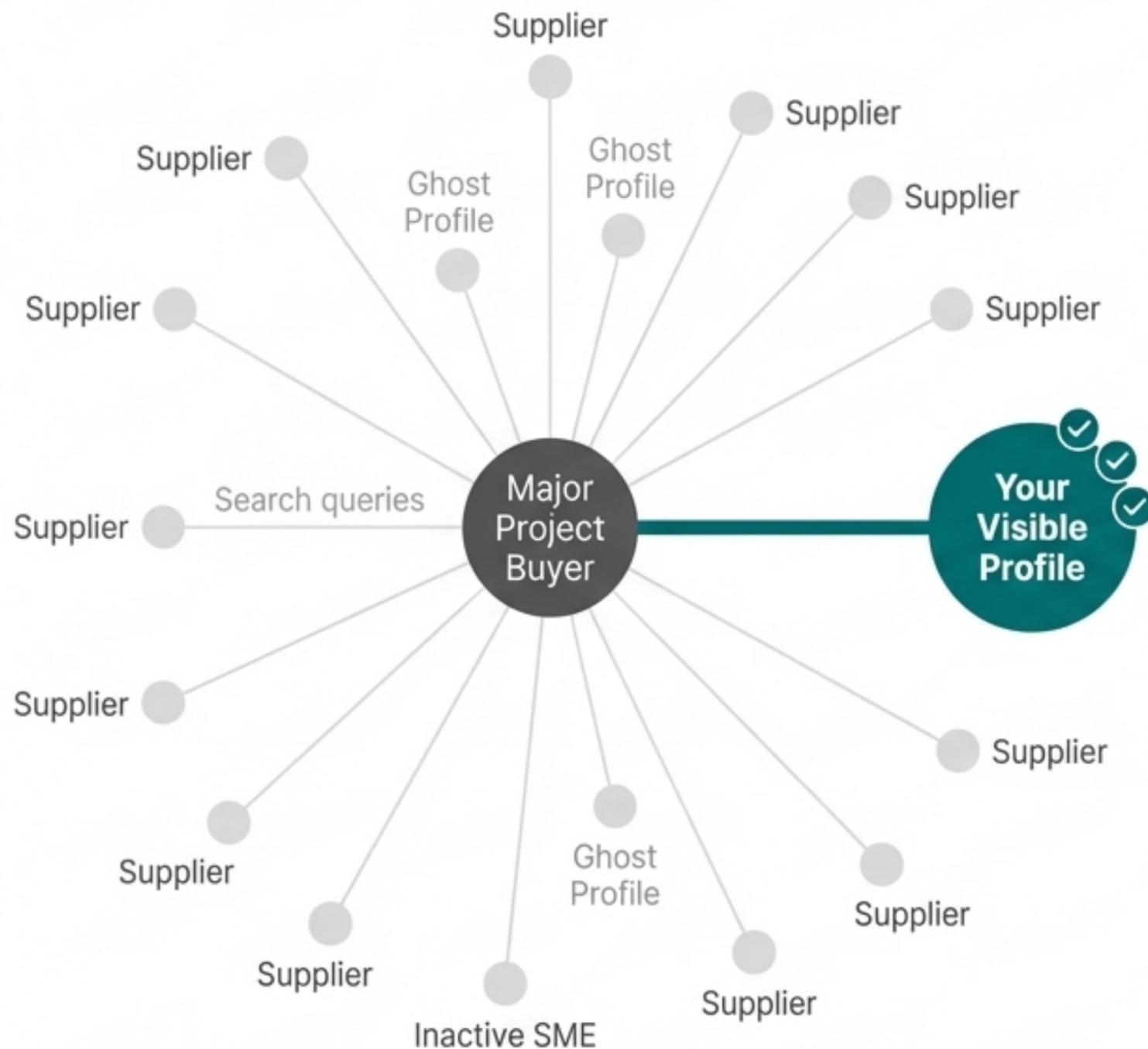
ICN Gateway is a national network that connects local suppliers with major projects. Think of it as a **matchmaking network,** not a job board. Your goal is to be **easy to find and shortlist** when buyers are searching for local capability.

Who uses it

Major project owners delivering large, multi-year infrastructure and service programs

Tier-1 and Tier-2 contractors building or operating those programs

Government bodies mapping and building local industry capability

How an SME is discovered

You create a detailed company profile explaining your capabilities, regions, and experience.

You submit Expressions of Interest (EOIs) for specific work packages listed on project pages.

Project owners and prime contractors search the network and filter profiles to build shortlists.

Why 2032 matters here

Across the decade to 2032, large, long-term infrastructure and service programs will often be listed as dedicated projects on ICN Gateway. Work packages can be released in waves over many years, covering everything from construction and maintenance to technology and logistics. **If you want a place in those supply chains, your ICN profile cannot be an afterthought.**

NotebookLM

Path 2: Finding Tenders on QTenders

QTenders is the Queensland Government's official online noticeboard for procurement. This is where you actively **search, monitor and bid on open tenders.** Your goal on QTenders is the opposite of ICN: you are the one **doing the searching**, not the buyer.

Who uses it
- Queensland Government departments and agencies
- Government-owned corporations and statutory bodies
- Some local councils and other public entities

How an SME finds opportunities
- You register your business and set up **alerts** based on keywords, categories, and locations.
- You **actively search** for open tenders that match your services.
- You **download** tender **documents**, review the requirements, and lodge formal responses.

Tender ID: QGOV-123

Why 2032 matters here

Much of the essential work for the coming decade – road upgrades, public transport services, facilities maintenance, and digital systems – will appear as standard government contracts on QTenders. Many of these will support the same infrastructure programs that are visible at a higher level on ICN. If you ignore QTenders, you miss a large slice of direct government work.

NotebookLM

ICN and QTenders Side-by-Side

Together, these two gateways show you **where work flows** across the 2032 infrastructure decade – from prime contracts down to local subcontractors and suppliers.

Category	ICN Gateway	QTenders
Main purpose	Match suppliers to major projects and work packages	Publish open government tenders and panels
Typical buyer	Tier-1 contractors, project owners, alliances	Government departments, agencies, some councils
Best for	Subcontractors, manufacturers, niche trades, regional SMEs	Prime contractors, consultants, businesses seeking direct contracts
How you're found	Buyers search your capability profile and EOIs	You search for tenders and submit responses
2032-era examples	Work packages for multi-year infrastructure programs	Road and transport contracts, consulting and service panels

Trap 1: The ICN 'Ghost Profile'

Many businesses create an ICN profile once and never touch it again. The result is a **ghost profile**: technically registered, but functionally invisible to the buyers you want to attract.

> ⚠️ **The Problem**
>
> In a crowded supply chain, "being on ICN" is not enough. You need to be **visible and credible** inside buyer search results.
>
> - Incomplete or outdated profiles drop out of filtered searches.
> - Missing regions or certifications can exclude you from shortlists.
> - Old contact details make decision-makers move on.

The Fix: Your Visibility Checklist

- **Update capabilities**: Replace generic asset lists (e.g. "Excavator") with solution-focused descriptions, including scope and radius.
- **Check your regions**: Ensure all realistic service regions are selected so you appear in location-based searches.
- **Refresh certifications**: Upload current insurance and compliance documents to retain any verification status.
- **Add 2032-relevant experience**: Highlight projects that show you can operate in demanding, high-compliance environments.

NotebookLM

🚧 Trap 2: The "One-Portal" Mistake

Another common mistake is treating QTenders as the **only source of work** and assuming "if it's not here, it's not happening." This means you might see the prime contract but miss the vast majority of downstream work.

> ## ⚠️ The Reality of the Workflow
>
> Serious 2032-ready SMEs stay active on both platforms because work flows between them.
>
> 1. A major contract is awarded to a prime contractor through **QTenders**.
> 2. That prime then turns to **ICN Gateway** to identify local subcontractors and suppliers.
> 3. **Work packages** and supply-chain opportunities **are released through ICN** over time.
>
> ```
> [QTenders]  →  [Prime Contractor      →  [ICN Gateway]  →  [Local Subcontractors & Suppliers]
>                 Wins Major Contract]                      →  [Local Subcontractors & Suppliers]
>                                                           →  [Local Subcontractors & Suppliers]
> ```
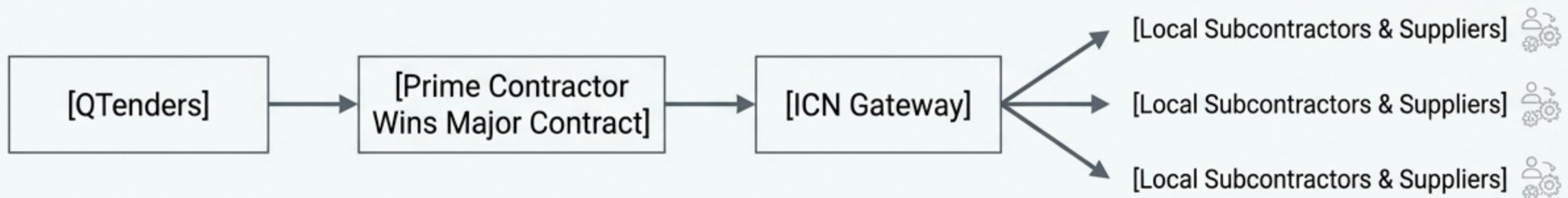
If you only monitor QTenders, you miss the opportunity to get on the prime contractor's radar and win the local supply chain work that follows.

✓ Your 15-Minute Setup Checklist

Use this quick sequence to make sure you can both **see** opportunities and be **seen** by decision-makers for the 2032 infrastructure decade.

1. Refresh your ICN profile (10 minutes)

Log in and update capabilities, regions, and certifications using the ghost-profile checklist. Aim for a complete, specific profile that makes sense to a buyer who has never heard of you.

2. Create QTenders alerts (3 minutes)

Register or log in and set up saved searches and email alerts for your service categories and locations. Make a habit of checking new tenders weekly.

3. Bookmark key pages (2 minutes)

Save your ICN login, project search pages, QTenders saved-search links, and any other relevant procurement pages for easy access.

What Comes After the Portals

Once you can reliably find opportunities – and be found by the right buyers – the next challenge is delivery capacity. Winning and delivering work across the 2032 infrastructure decade will depend on more than just a good profile. Your success will be determined by:

Building for the Decade Ahead

Skills and training pathways that match priority occupations and project needs.

Workforce planning that can scale up and down safely and sustainably.

Systems and compliance that give buyers absolute confidence in your capability.

→ **Your Next Step**

Future guides from QLD2032.com will step beyond the portals. We'll focus on how Queensland SMEs can build, upskill, and supplement their workforce so they are genuinely ready for the decade of work ahead.