Eco Structures

Pricing Proposal

ECO STRUCTURES
LUXURY EXPERIENTIAL ACCOMMODATION

GO BEYOND

Pricing Proposal

Eco Structures welcomes the opportunity to submit a proposal for the supply of glamping style eco tents.

Eco Structures is a specialist provider of eco glamping tents with 17 years of industry experience. Within our industry there are few manufacturers that have the experience, innovation, passion and specialty product range in offering an all-encompassing solutions based approach.

This proposal provides pertinent information including a pricing schedule for the proposed eco tent glamping accommodations. Supporting this is our company profile, FF&E offering, capabilities overview and methodology in partnering with our clients to deliver world class eco friendly resort developments.

With partnering with us, you will enjoy the seamless supply services of a specialist provider offering design management, engineering, installation and on-site support for the supply of our innovative range of eco glamping structures.

GO BEYOND

About Us

Eco Structures Australia manufactures and supplies cost-effective, environmentally sustainable accommodation solutions, architecturally designed to enhance your guests sensory experience.

We go beyond the limits of conventional accommodation to help you deliver meaningful experiences to your guests. We have built for customers around the world, meeting the needs of diverse environments, climates and terrain, from the red coastal cliffs of Australia, to the jungles of Costa Rica, the sands of Oman to the mountains of China.

Our sustainable Eco Tents and Cabins fuse the charm of 'roughing it' with the creature comforts of resort style luxury to change the way the world interacts with people and places. Each structure is built to exist in harmony with each site's natural environmental, and our modular approach offers you the flexibility to create accommodation in line with the experience you with to offer.

Every resort development is truly custom. We give you the freedom to 'make your own' masterpiece by hand-selecting various components that match your vision, such as ensuites, decking, glass front doors, luxury fittings and more.

Our structures are built to stand the test of time – they comply with the highest Building Code of Australian standards and are engineered and manufactured to the maximum cyclonic wind rating of Australia (Region D).

Please refer to our Capability Statement for an in-depth company profile.

ECO STRUCTURES
LUXURY EXPERIENTIAL ACCOMMODATION

Eco Constructions have won multiple building excellence awards, including:

- Commercial & Industrial Buildings
- Best Steel Building
- Commercial Alterations and Additions Winner $1,000,000 - $3,000,000.
- Contract Homes $250,000 - $300,000.
- Multi Residential Housing Developments Over $1 Million.
- Contract Homes $300,000 - $400,000.
- Commercial Alterations and Additions Winner $1,000,000 - $4,000,000.

Community Awards: Government of Western Australia: 2011 Regional Achievement & Community Award Winner

Our own multi-award winning resort: Eco Beach Resort, Broome.

British Airway's Tourism for Tomorrow Regional Winner

Inducted into the Australian Tourism Hall of Fame for Unique Accommodation (2013)

Gold Medal Winners (2007, 2008, 2010, 2011, 2012) WA Tourism Awards in the categories of:

- Unique Accommodation Development
- Ecotourism
- Sustainable Tourism
- Indigenous Tourism
- New Tourism Development.

Some of our client's award-winning resorts:

- Karijini Eco Retreat
- Ramada Eco Beach Resort Broome
- Sierra Escape
- Olio Bello
- Lady Elliot Island Eco Retreat

Eco Tourism Australia Members:

We are also proudly members of Ecotourism Australia, ensuring our products are certified and backed by a strong commitment to sustainable practices providing high quality nature-based tourism experiences.

CERTIFIED QUALITY ISO 9001 MANAGEMENT SYSTEM

MEMBER OF eco TOURISM AUSTRALIA

ECO STRUCTURES
LUXURY EXPERIENTIAL ACCOMMODATION

Key team members

KARL PLUNKETT

Director and Owner

Karl Plunkett goes by many titles. A Developer, who established successful building company, Australian Eco Constructions Pty Ltd, in 1996. An Owner, specifically of Ramada Eco Beach in Broome where he first commenced working on the prototype eco tents, eco modules and gazebos that have now become Eco Structures Australia's core products. But above all, he is a Discoverer.

When others ask, "Are we there yet?", Karl asks "Where to next?". With a motto of building for the future, Karl draws on more than 25 years of building and construction experience matched with a proven ability to complete projects on time and within budget to understand the unique challenges of tourism developers looking for cost-effective solutions based on environmentally sustainable principles.

For Karl, designing eco tents is about seeing the world through the eyes of his clients in order to expose travellers to new experiences, teach life lessons, 'switch' off, disconnect, and reconnect with nature. It's all about reciprocal trust – by making people available, standing by his product and doing the right thing first time, Karl creates platforms to create powerful experiences that burn into traveller memories.

TOM BUTTERFIELD

Sales and Business Development Manager

Tom embarked on his managerial adventure with Eco Structures Australia in 2012 at a time when the glamping trend was growing rapidly around the world. Driving product and concept, Tom has since completed over 60 projects across Australia, as well as over 25 international locations such as the US Virgin Islands, Saudi Arabia and China, along with several A Class World Reserves.

Tom's success is largely thanks to a passion for chasing new frontiers. He believes our fast paced lifestyles leave us longing for the nostalgia and authenticity of camping – yet we can no longer do without modern comfort, convenience and luxury. For Tom, every day at Eco Structures is the chance to go beyond tent supply by acting as the conduit to unique wilderness experiences, working with clients with a like-minded entrepreneurial spirit to deliver high-end getaway concepts with 'wow factor' that achieve environmental harmony.

With innovation in his nature, Tom has a unique knack for drilling into the 'soul purpose' of the tourism concept in order to quickly and profitably design unique accommodation concepts with low capital costs that feed the modern traveller's yearning for authentic experiences.

WING HING CHONG

Design & Architectural

Wing is our senior Architect . His approach to design is to create sustainable, confident Architecture that captures nature's offerings, ultimately delivering solutions that have the least harmful effect on the environment. He strives to find balance between functionality and aesthetics whilst continuously working with the clients to ensure a result which exceeds their initial expectation within the project idea and budget.

ALAN BURGESS

Technical Manager

Alan has been involved in the construction industry for over 20 years in both the UK and Australia. He has held senior technical roles with major modular building companies where he has lead research and development teams. Alan has worked with Eco Structure for over five years and he has been integral in the development of the WABi system. He is responsible for research and development, securing of patents and for the management of all technical issues related to product delivery.

AIMEE SIMPSON

Operations Assistant

Aimee works in our Delivery Team, helping to co-ordinate the procurement and delivery of Eco Tents and WABi cabins. It is during the procurement and delivery process that your project will go from a concept to a finished product and Aimee will be your main point of contact during this time. Before starting at Eco Structures, Aimee spent 10 years in corporate travel management, this coupled with her on the job experience at Eco Structures has made her very familiar with the complexities of getting people and products to remote locations both within Australia and throughout the world.

NICK PARISH

Project Delivery Manager

Nick leads our procurement team. He develops and ensures the timely implementation of project schedules. He is involved in the set-up of estimates, the budgets and the construction timetable for clients and assists with the development and implementation of the construction strategy. Nick has extensive experience working in regional areas on indigenous and affordable housing projects, as well as major residential and tourism developments across the globe.

The Eco Tent

Customizable, comfortable and environmentally sustainable.

ECO FRIENDLY

Can be built anywhere e.g. National Parks, Class A Reserves.

FAST INSTALLATION

Average three day installation time.

MAKE IT YOURS

Custom design your own Eco Tent or Cabin.

FLOOR PLAN OPTIONS

Design your own floor plans to suit your concept and project requirements.

FAST ROI

Fast installation equals fast return on investment.

FLY ROOF OPTIONS

Canvas, PVC or Eco Form membrane.

STRUCTURAL STEEL SYSTEM

Unique to Eco Structures.

15 YEARS WARRANTY

Warranty on galvanised steel structure.

Deluxe Eco Tents

3M

- From $15,800 AUD
- 3m x 3m
- 36sqm Under roof
- Suitable for 2 people.

4.2M

- From $21,600 AUD
- 4.2m x 4.2m
- 64sqm under roof
- Suitable for 2-4 people.

5M

- From $27,850 AUD
- 5m x 5m
- 77.5sqm under roof
- Suitable for 2-6 people.

6.3M

- From $37,300 AUD
- 6.3m x 6.3m
- 102sqm under roof
- Suitable for 2-6 people.

LINKED

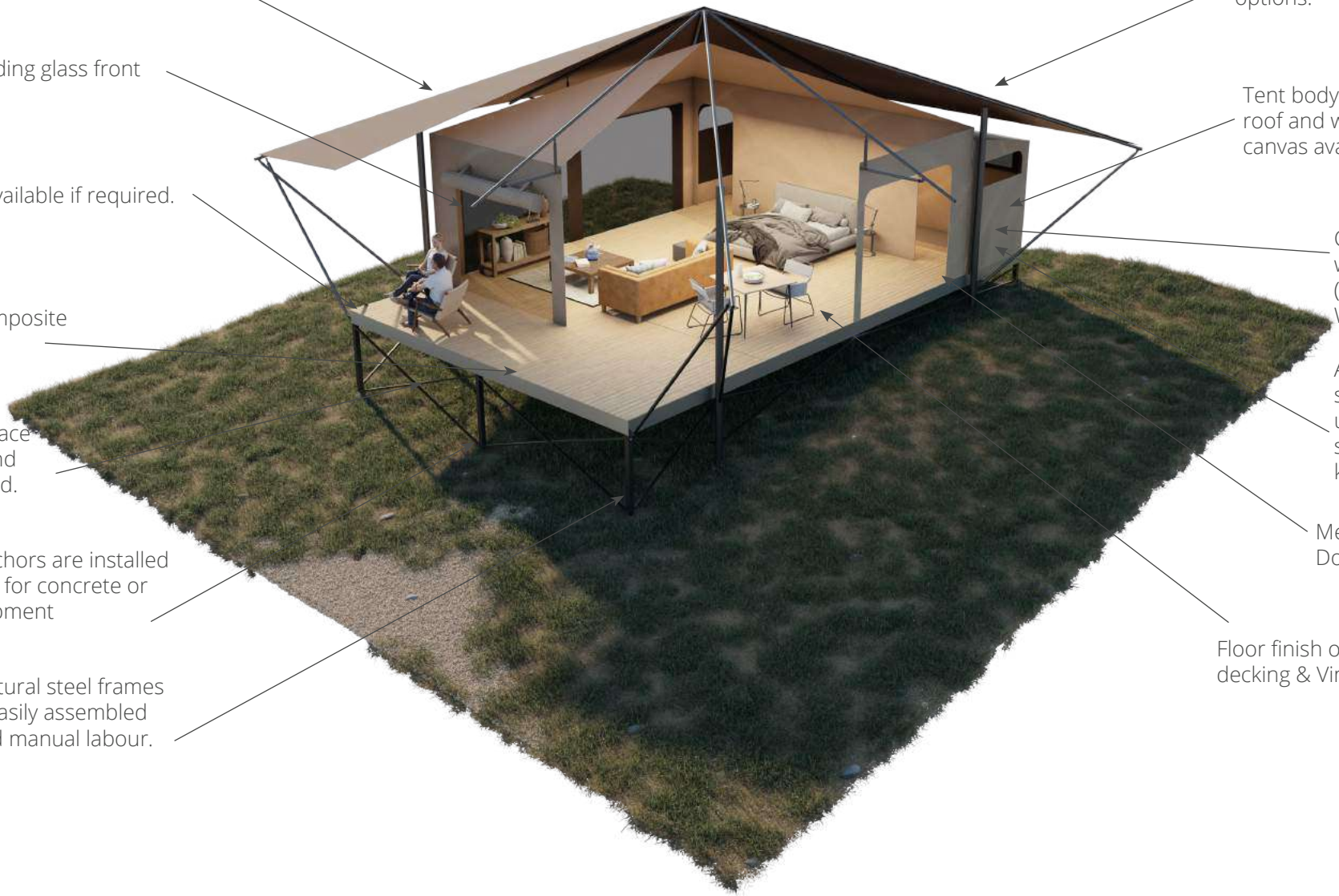
- 2×6.3m x 6.3m
- 216sqm under roof
- Functions comfortably
- Suitable for 100+ people.

STANDARD INCLUSIONS

- RT12 canvas walls and ceilings
- WPC internal / external flooring
- Shade net roof fly
- Floor joist and bearers galvanised 200C
- Steel structural frame – hot dipped galvanised steel
- 1.8m front deck
- All fixing required for install.

The Eco Tent

All kits come with full assembly instructions and all parts are numbered and referenced to the installation drawings.



Range of Roof Fly options available based on climate and desired look.

Option to add sliding glass front doors.

Balustrade kits available if required.

Wood Plastic Composite Decking.

Extension and brace kits for sloping and undulating ground.

Patented Eco Anchors are installed without the need for concrete or mechanical equipment

Hot dipped structural steel frames and purlins are easily assembled using semi-skilled manual labour.

Canvas or high tensile PVC Roof fly options.

Tent body RT 12oz Canvas (Main roof and walls), with insulated canvas available.

Canvas or canvas wrapped solid walls (Patented PIR Structural Wall Panel)

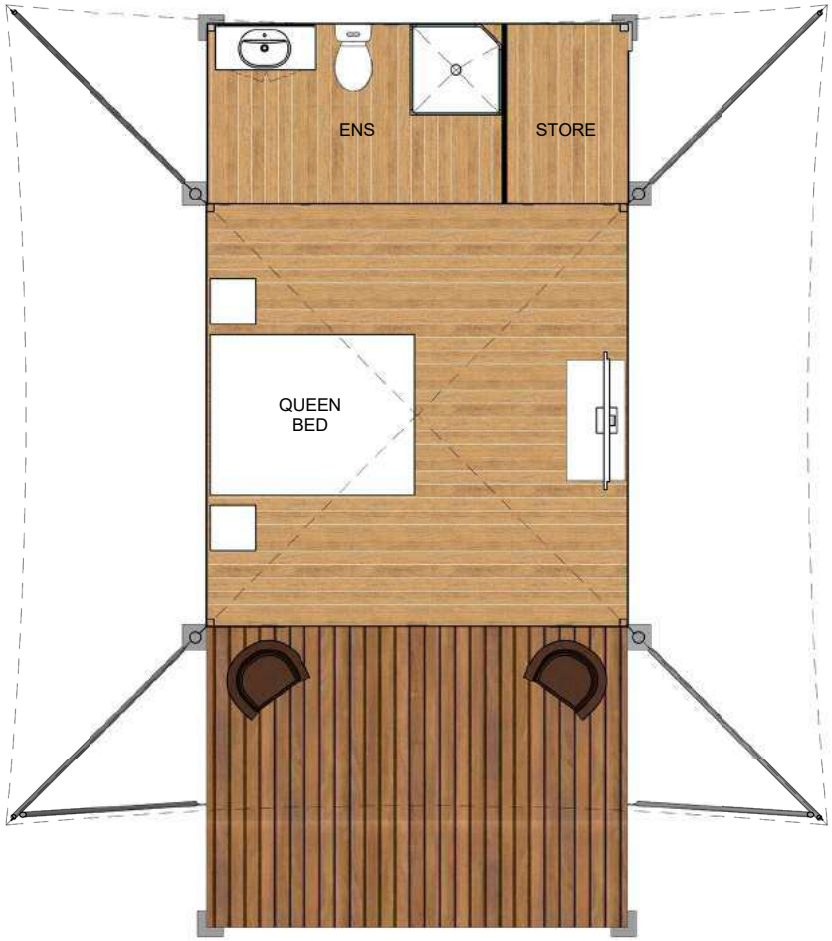
Add-on rooms for more space. These can be used as bunk rooms, storage, ensuite unit or kitchenette

Mesh Fabric (Windows and Doors)

Floor finish options. Including WPC decking & Vinyl Flooring.

4.2m Deluxe Eco Tent

Floor Plan Options - Design your own.



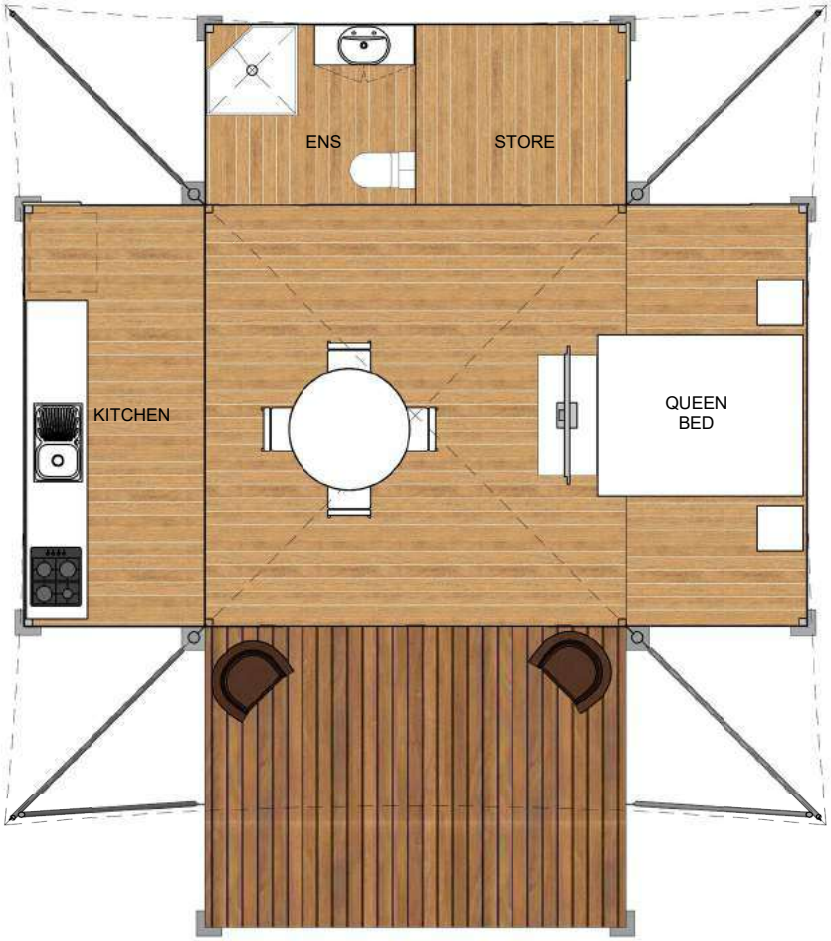
FLOOR PLAN
1 : 50

3D VIEW FRONT

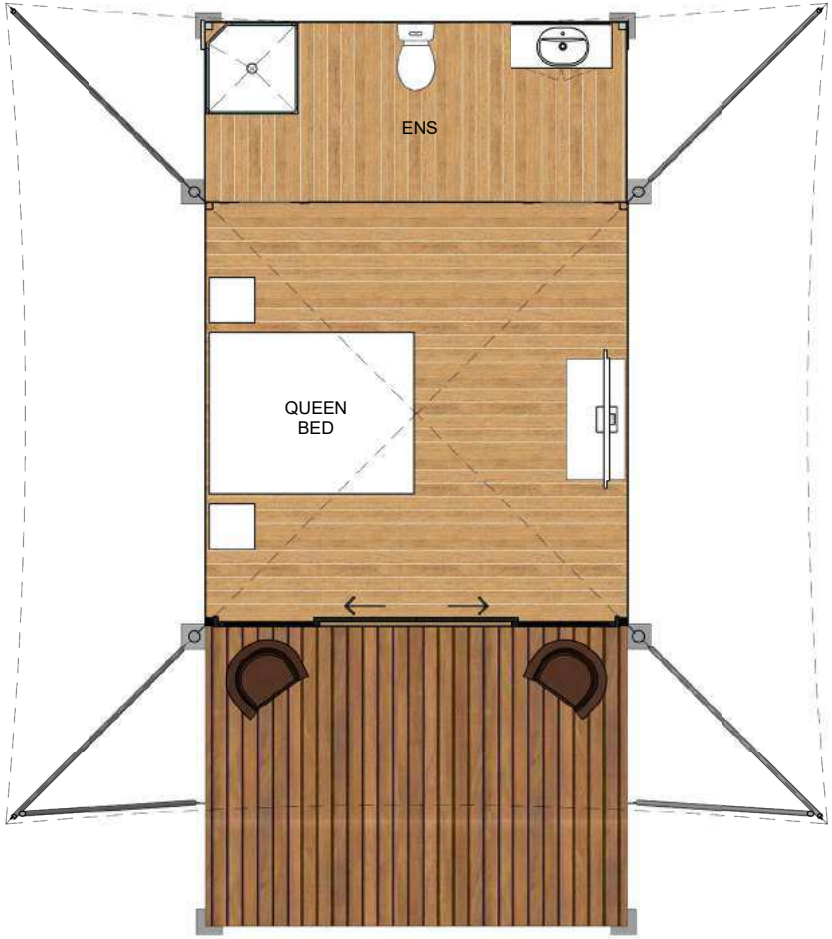
3D VIEW REAR

4.2m Deluxe Eco Tent

Floor Plan Options - Design your own.



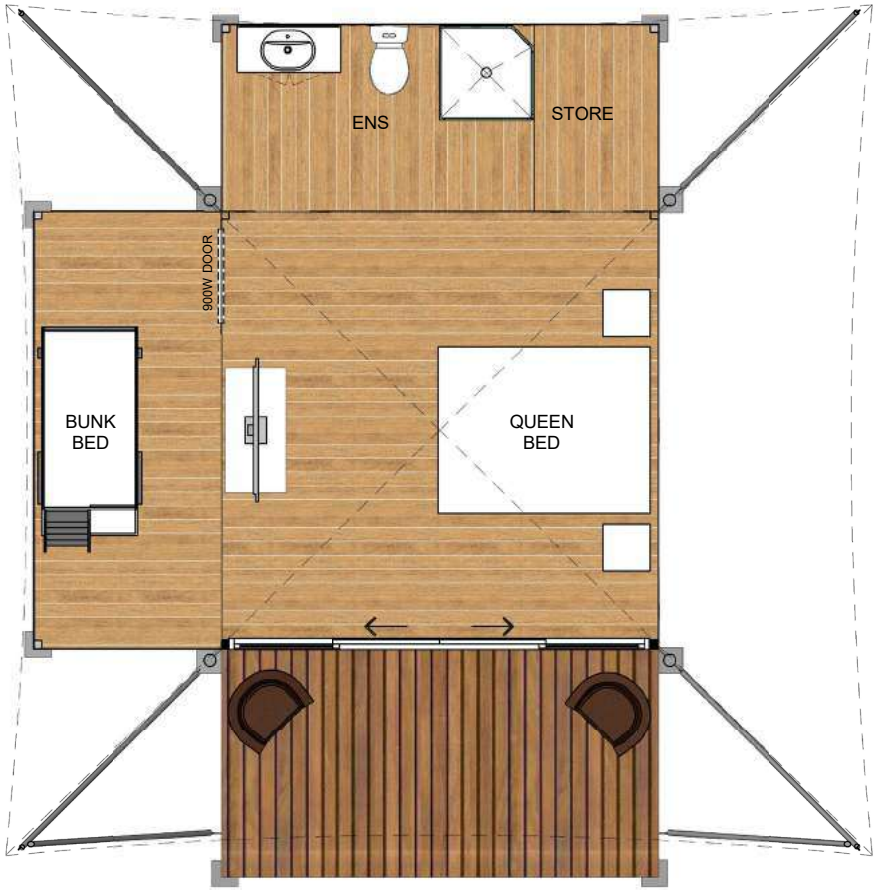
FLOOR PLAN
1 : 50



FLOOR PLAN
1 : 50

4.2m Deluxe Eco Tent

Floor Plan Options - Design your own.



FLOOR PLAN

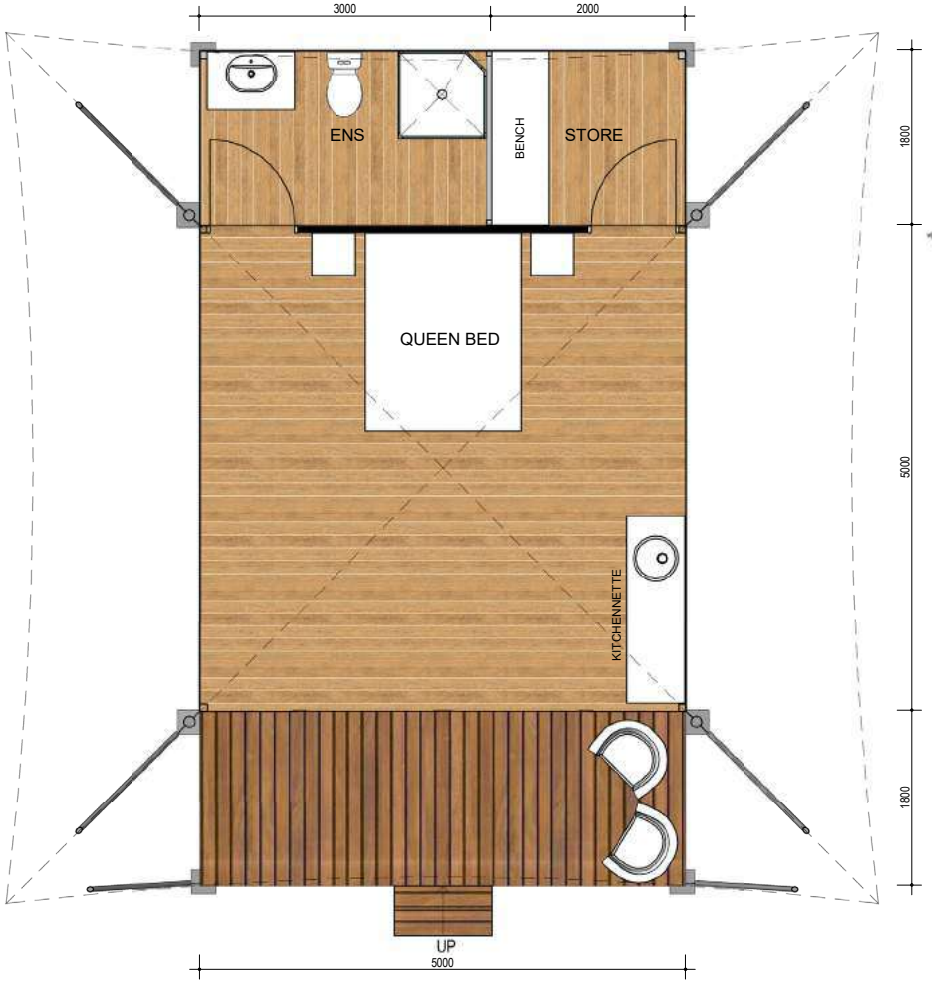
1 : 50

3D VIEW FRONT

3D VIEW REAR

5m Deluxe Eco Tent

Floor Plan Options - Design your own.



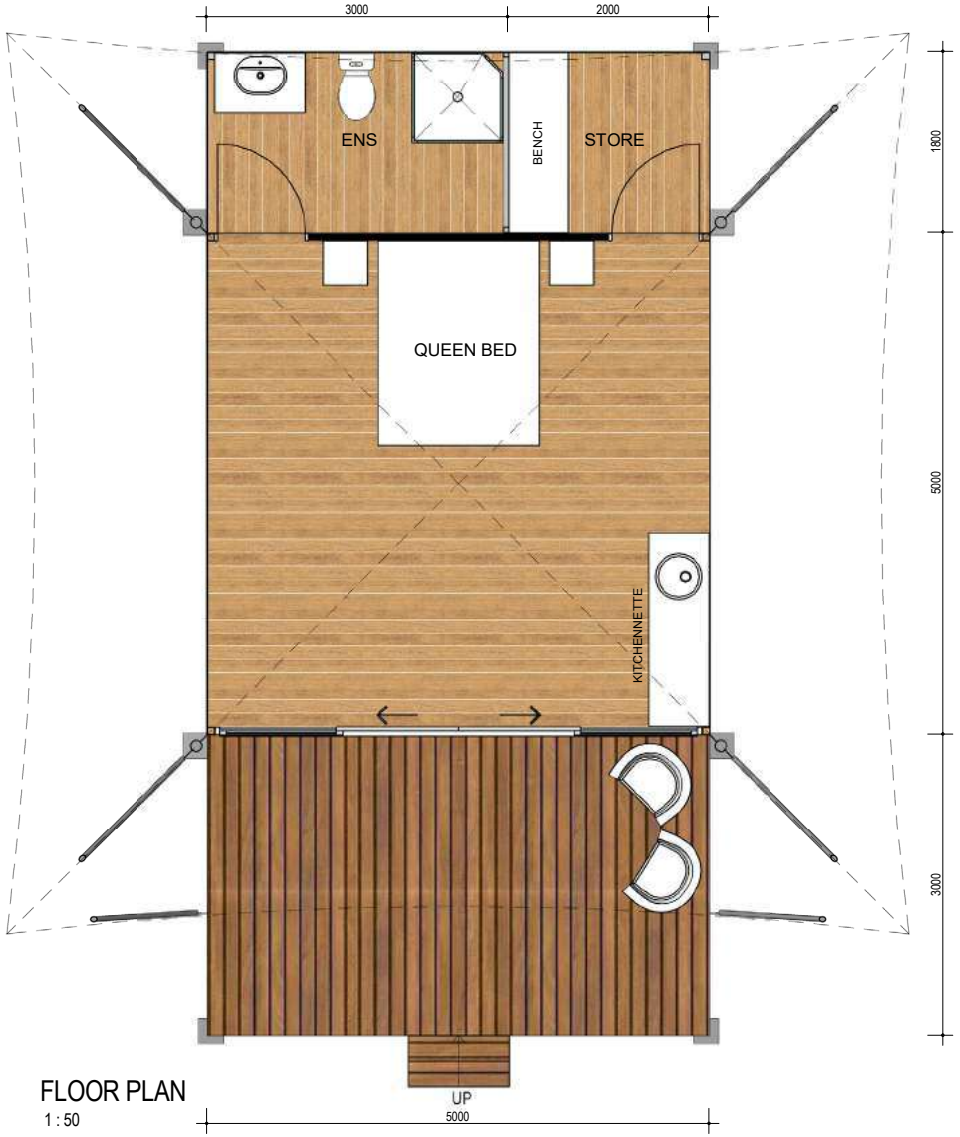
FLOOR PLAN
1 : 50

3D VIEW FRONT

3D VIEW REAR

5m Deluxe Eco Tent

Floor Plan Options - Design your own.



FLOOR PLAN
1 : 50

3D VIEW FRONT

3D VIEW REAR

5m Deluxe Eco Tent

Floor Plan Options - Design your own.

FLOOR PLAN

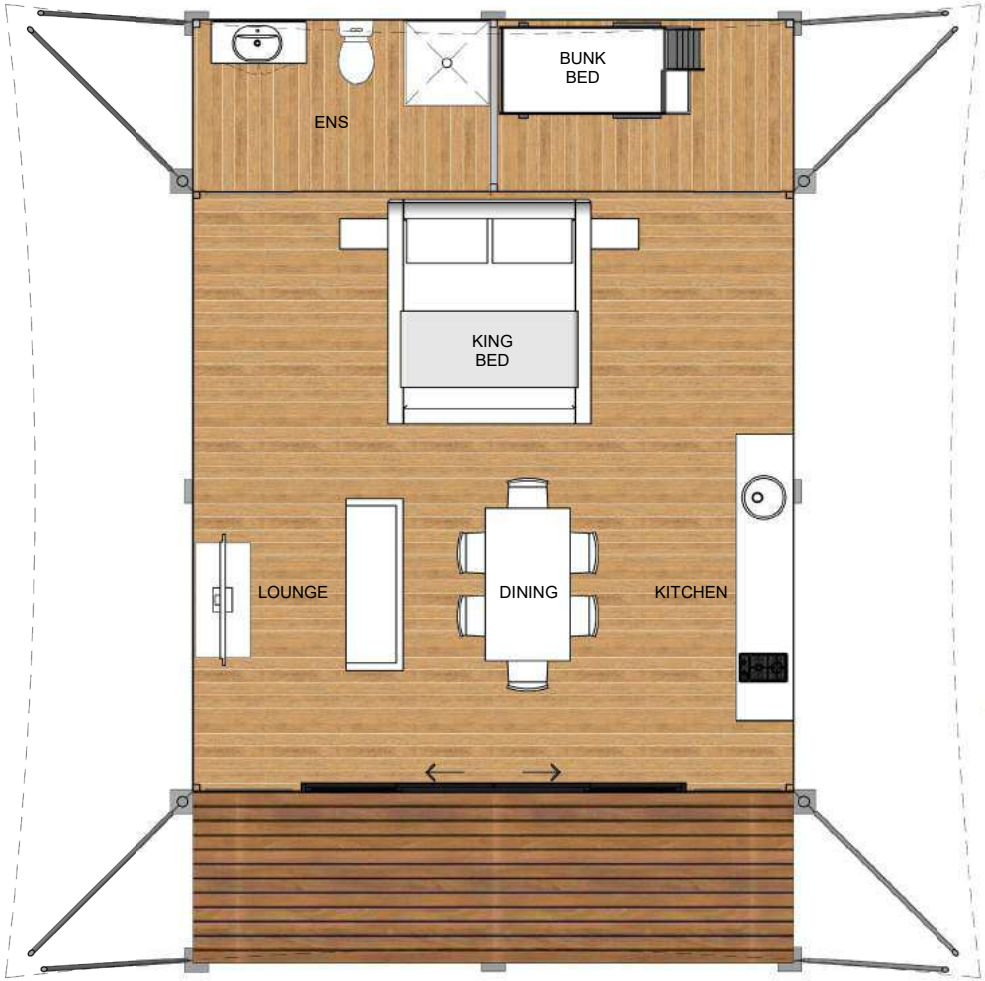
1 : 50

3D VIEW FRONT

3D VIEW REAR

6.3m Deluxe Eco Tent

Floor Plan Options - Design your own.



FLOOR PLAN

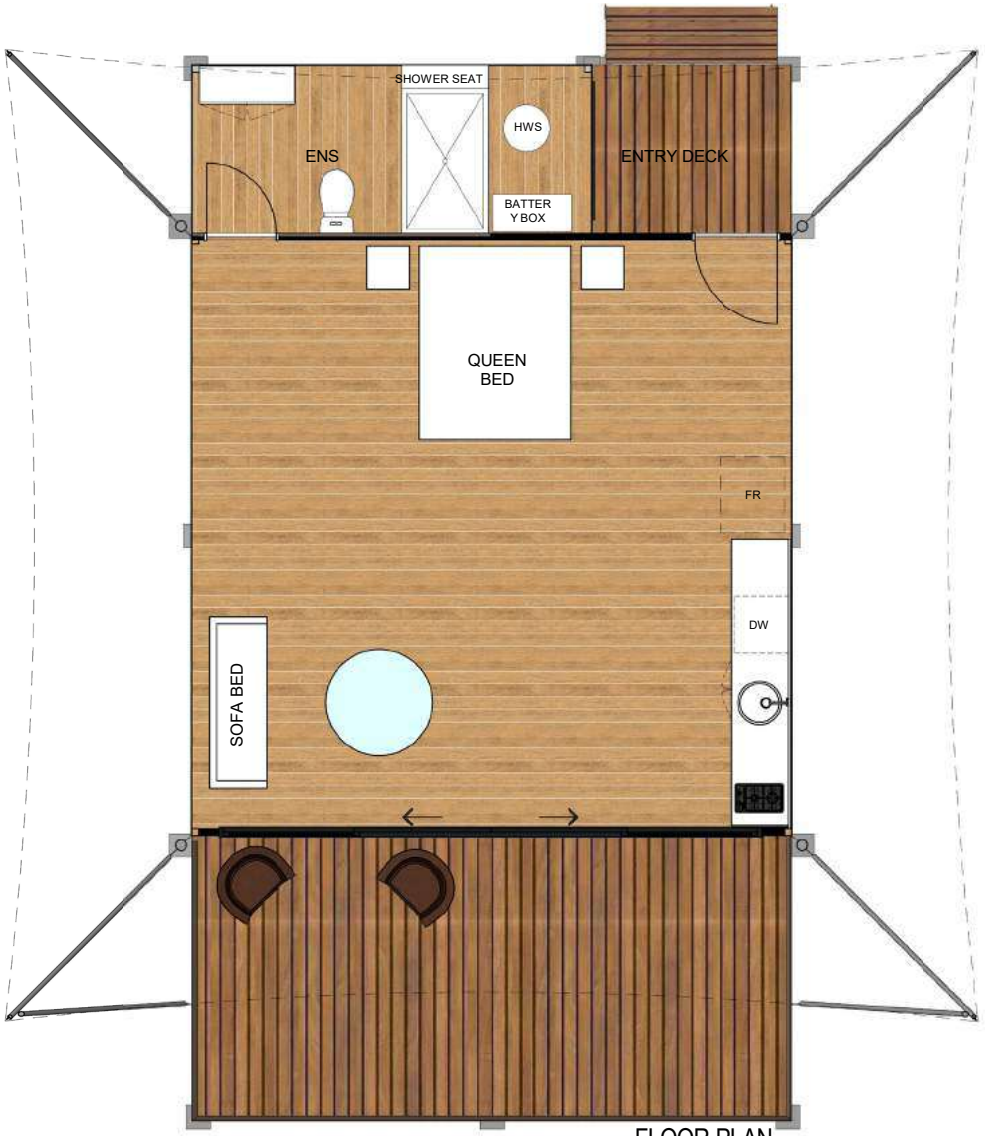
1 : 50

3D VIEW FRONT

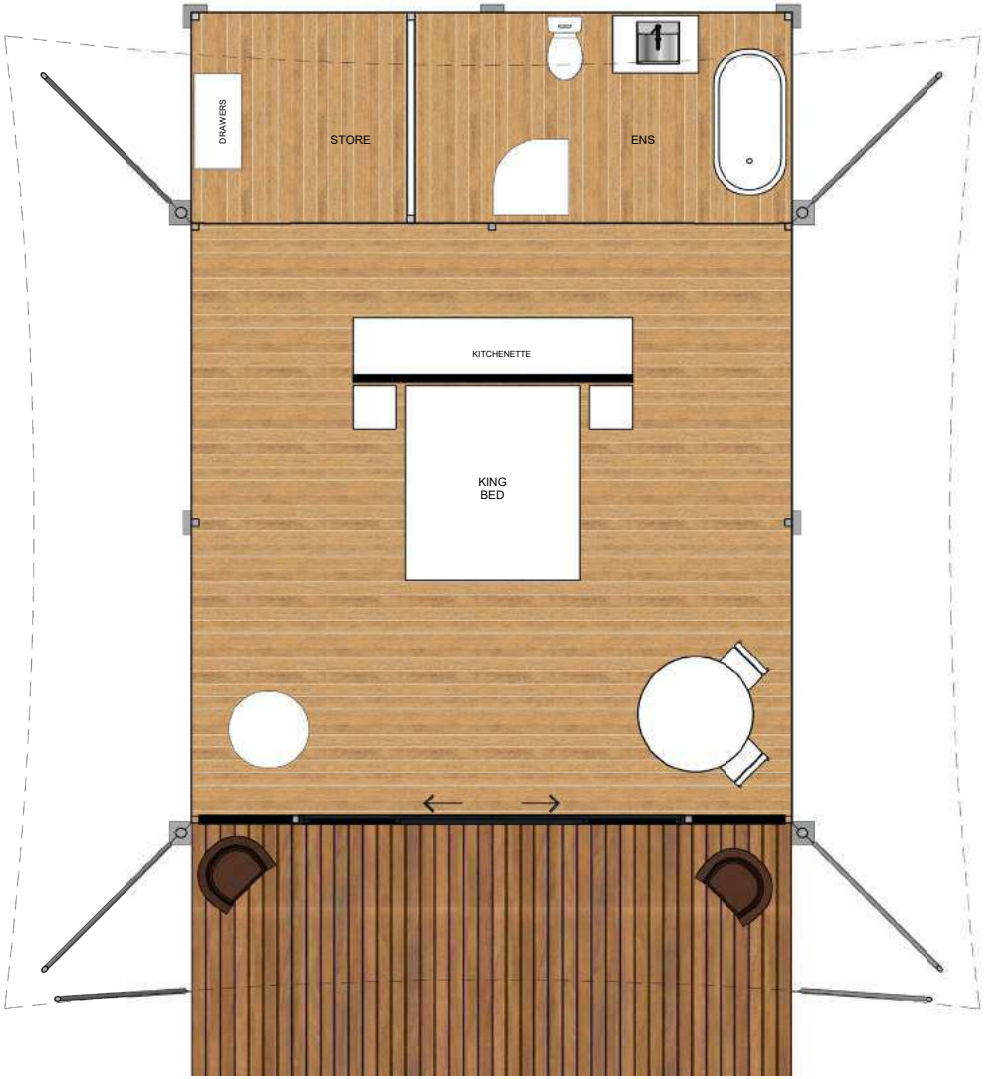
3D VIEW REAR

6.3m Deluxe Eco Tent

Floor Plan Options - Design your own.



FLOOR PLAN



Pricing Matrix

List pricing below in AUD - all pricing confirmed once full scope of project determined, ex GST.

	3M	4.2M	5.0M	6.3M
Deluxe Eco Tents: • Hot dipped galvanized structural steel frame • Floor joist and bearers galvanised 200C • WPC external decking • RT12 Canvas walls and ceilings • Shade net roof fly • Front Deck - 1.8m • All fixings required for install.	**$15,800**	**$21,600**	**$27,850**	**$37,300**
Optional Extras				
Luxury Vinyl Plank Flooring - Interior ($47 m2)	$470	$846	$1,175	$1,880
PVC Roof Fly Upgrade	$800	$1,200	$1,500	$2,000
Sliding Glass Front Doors	N/A	$2,590	$3,200	$4,500
Eco Anchors ($130 each)	$780	$780	$780	$1,560
Luxury Bath Pod Ensuite (Sahara)	$20,000	$20,000	$20,000	$20,000
Add-on Enclosure - Can be used as bathroom, kitchenette, bunk room, extra space.	$4,500	$4,750	$5,250	$5,700

Designing Uniquely Different Resorts

FF&E - We can work towards your budget!

Not only do we build and supply strong, beautiful structures - we can also guide you from conception right through to completion of your resort project.

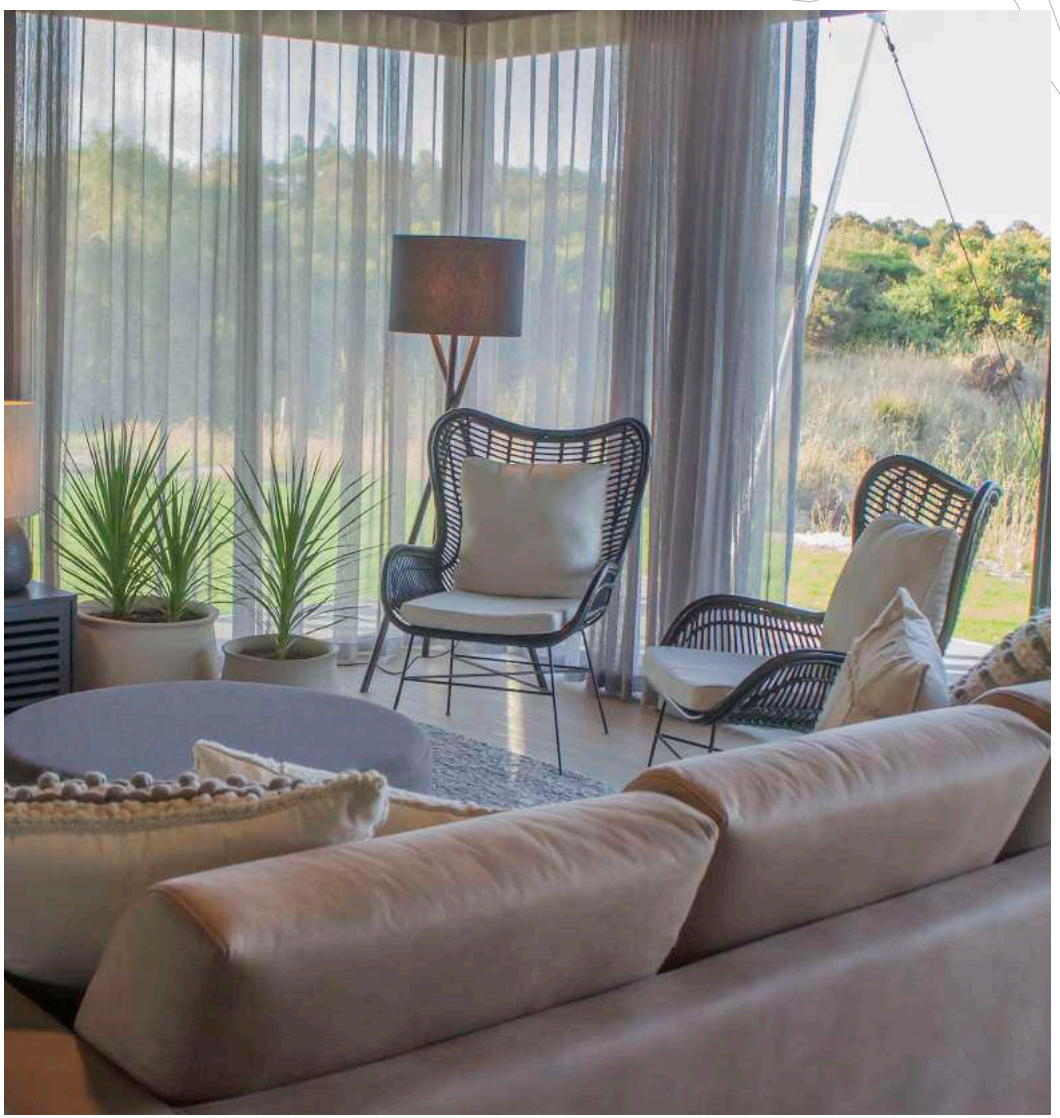
We have the expertise to help you with the interior and exterior selections right through to the installation and opening, providing you with as much or as little assistance as you need along the way.

Every project is different. Some are small and need assistance with minor selections such as flooring or perhaps furnishings and accessing suppliers. Others are confident working with our designs as they are and with developing their project themselves. Whatever your needs, Eco Structures have you completely covered with a dedicated design team and a wealth of proven experience designing, building, project managing, operating and delivering to completion all aspects of tourism projects around the globe - from budget to boutique all the way through to six star luxury.

Endless possibilities, designed for success!

It is essential in tourism to stand out from the crowd, and provide your guests with a unique experience! Although simplicity is what we are about, the finished product can be as detailed as you desire.

Our structures are designed so they can be manipulated in endless ways, and we have a multitude of tricks to do this simply and effectively so that your resort reflects the uniqueness of you and your brand.



Install Options

Our process is designed to quickly create unique travel experiences that generate exceptional profit margins and high returns on capital. We add value at every step of the way, giving you every assurance, you're investing in the highest quality, longest lasting glamping products available today.

Option 1	The most cost-effective way to install your Eco Structure is to use local contractors who can erect the structures in accordance with our detailed instructions.
Option 2 Recommended	We have experienced trainers who can assist you with the installation process at a reasonable cost. As a result, we can train and manage local workers keeping costs within the community. This is a cost effective option, and ensures structures are installed with ease in a quick and efficient manner.
Option 3	Where necessary, we can come to site and provide full supervision of the installation process and project manage the entire install. In this case we will manage the installation of the Eco Structures only, everything else is under your control.

Structural Steel Framing

Our structural framing systems have been refined over years to provide:

Strength:

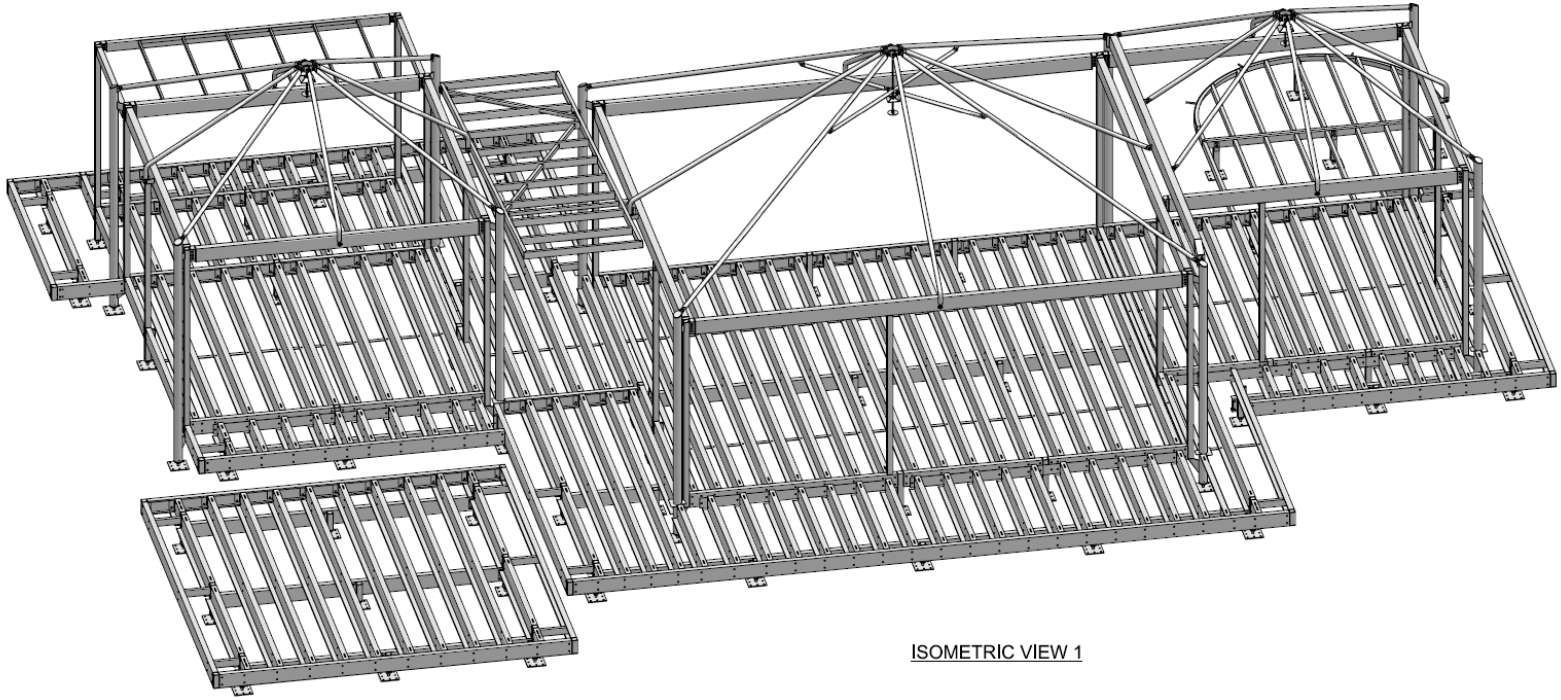
Our structural systems are rated to Region D (Cyclone) making them the strongest structural system components on the market.

Durability:

Is achieved by using the highest standard of materials for all steel components which are fully hot dip galvanized. Purlins are coated to Z350 w and upgraded to Z450 in marine locations.

Rapid Assembly:

Our structural kits are provided with all components cut to length with all fixings provided. We provide full installation details which enable structures to be rapidly assembled using relatively unskilled labour and there are no requirements for major construction plant or equipment such as cranes.



ISOMETRIC VIEW 1

Product Warranties and Estimated Life

Floor Joist and bearers - Blue Scope Lysaght 200C

- **10 Year Limited Warranty**
- Estimated life 20 years

Steel Structural Frame

- **15 Year Warranty**
- Hot dipped galvanized steel
- Estimated life 25 - 50 years.

Eco Anchor

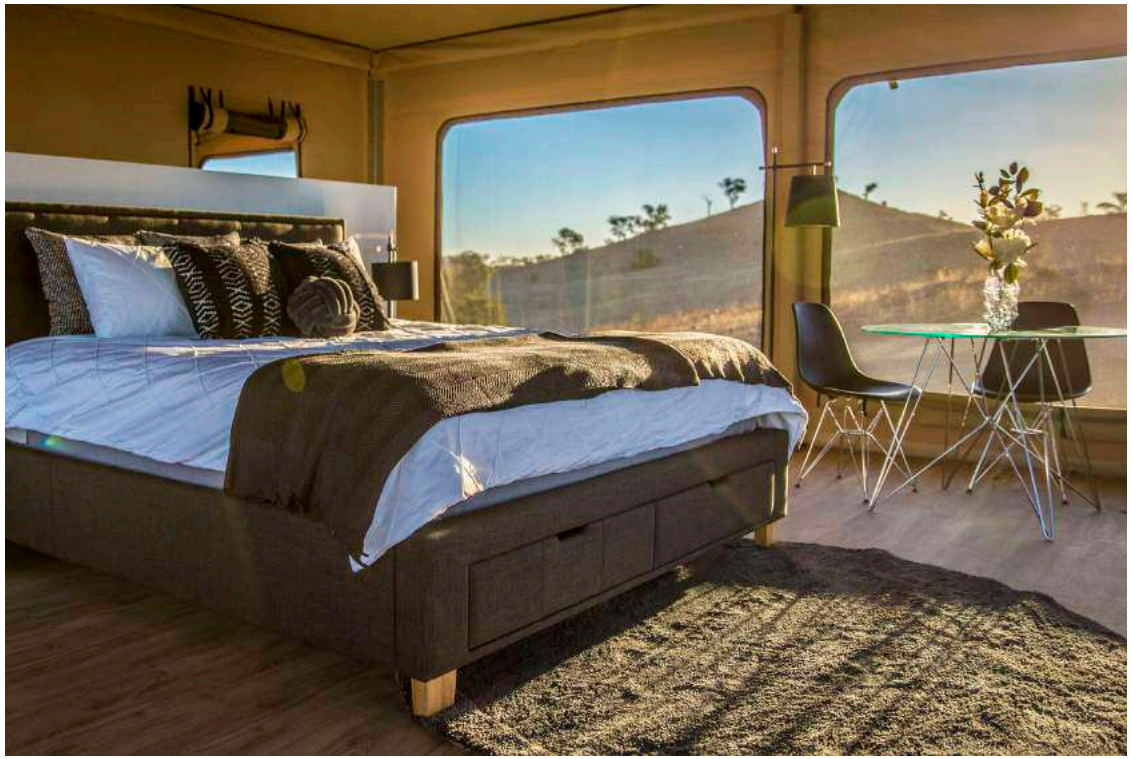
- Structural Design life of 50 years

RT12 Canvas:

- **5 Year Limited Warranty**
- Estimated life 10 – 12 years

Flooring external WPC Board:

- **5 Year Limited Warranty**
- Estimated life 10 years



Canvas

Eco Structures' canvas supplier is one of the largest manufacturers and exporters of technical textiles from India. They are a professional, privately held, fast growing family run organization who are very proud of their extraordinary workforce of over 500 employees. Team members are young and committed towards making the best quality fabrics in the world.

Founded in 1974, they are specialized manufacturers of dyed, coated, waterproof, fire retardant and wax finished textiles. All products are designed to perform under tough weather conditions around the globe, all products comply with specific American, Australian, British Standards and other International Standards.

Certifications:

- ISO 9001 Certified Quality Management System
- GOTS Certified - Global Organic Textile Standard
- REACH Compliant

Eco Anchor Foundations

The Eco Anchor is patented technology that offers an innovative foundation system for our cabins and homes and eliminates the requirements for cast insitu concrete footings.

The system comprises of a bearing plate, from which with four drive rods are installed into the ground in order to provide horizontal vertical support and stability. The rods are driven into the ground using a pneumatic hammer and once installed they form a structurally stable and level footing system.

The Eco Anchor system has the following advantages:

Ease of Installation:

The footings for a building can be installed in a fraction of the time and there is no requirement for excavation plant or concrete materials.

Ground suitability:

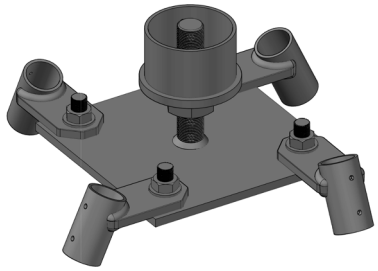
The Eco Anchor system can be installed in a range of ground conditions and there is no need to level the ground prior to installation. Our system has a range of fitting that can provide horizontal and vertical adjustment to ensure that buildings are installed level and in the correct alignment.

Environmentally friendly:

Minimal impact to the ground surface combined with a relatively small footprint offers an environmentally friendly option compared to conventional foundation systems.

Cost Effective:

Eco anchors can be installed at a fraction of the cost of conventional footings, particularly in remote locations where concrete and construction plant is not readily available.



Rapid Delivery:

Design

Our structural steel frames and our PIR panels have been developed using our proprietary designs that have been used around the world for many years.

Our system is a modular which enables rapid design, whilst maintaining flexibility in layout to meet our customers requirements.

Once we have agreed upon the final designs detailed engineering drawings can be rapidly produced from standard details in a fraction of the time taken in a normal design process.

Manufacture and Supply

Due to the modular nature our system, components can be delivered from stock or rapidly fabricated by our tried tested suppliers.

We have agreed suppliers that we have worked with over a number of years and we deliver products under our ISO 9001 accredited quality management system.

Project Management

We partner with our customers at every stage of the design and delivery process and we are able to provide the following support services:

- Development of project schedules and budgets
- Resource estimating, including labour forecasting
- Obtaining building regulation and design approvals
- Expediting and procurement support
- Training of personnel
- Supervision and construction management

Shipping

Once you have placed your order we will assist with the delivery of our products to your front door. We initially will provide you with a quotation to your nearest major port in your country and help sort through the logistic with you. The order process could not be more simple we have 30 years' experience of shipping internationally using trusted Marine Freight companies.

How will your delivery arrive?

Eco Structures have a highly efficient packing systems to ensure that multiple modular structures can be packed into a standard size sea container. Either unpack your delivery at the port or transport to your property in a sea container. Canvas components will arrive in a protective cloth bag and typically each structure and components are strapped and packed to a recycled wooden pallet so it can conveniently be forked lifted into position.

Please note each and every order will have specific requirements subject to size, location and logistics, our team will work with you to ensure an efficient, safe and punctual delivery.

Our services

Eco Structures is all about value enhancement, not simply selling tents. Our real world experience has taught us industry lessons that eco tent suppliers simply wouldn't understand. So if you're serious about creating a travel concept that is as rewarding for you as those who experience it, you need to know that true value goes beyond price alone.

Design

Our internal design team can manage your project from end-to-end, from the initial design concept through the complex authority approvals process, even providing you with a set of approved documents ready for construction.

Architectural Design

We can assist you with all levels of concept design including internal room layout, finishes and overall tent layouts on your property.

Master Planning

For the larger scale or specialised case sensitive projects we can work collaboratively with your appointed development team or provide recommended specialists who you can work with directly. Alternatively, we can manage on an outsourced basis.

Council Approvals

We have a thorough understanding of the compliance requirements of our product, including Tourist park accommodation. Tourism accommodation, Communal facilities and Education camps. We can provide you with preliminary advice or manage the complex council approvals process on your behalf, allowing you to focus on the overall project and/or the operation of your existing facility.

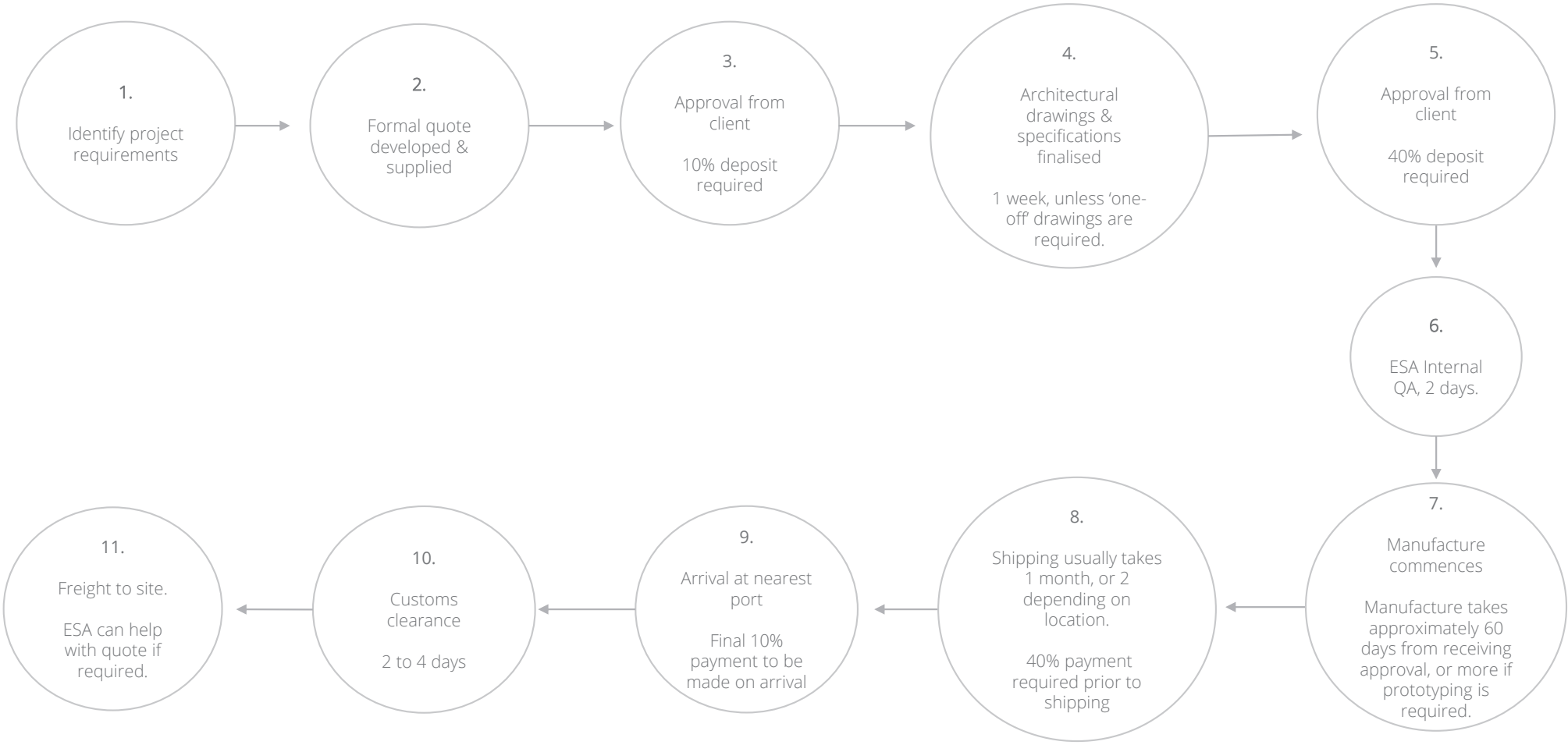
3D Renders

We can deliver high-resolution pre-visualisation imagery of your project as required.

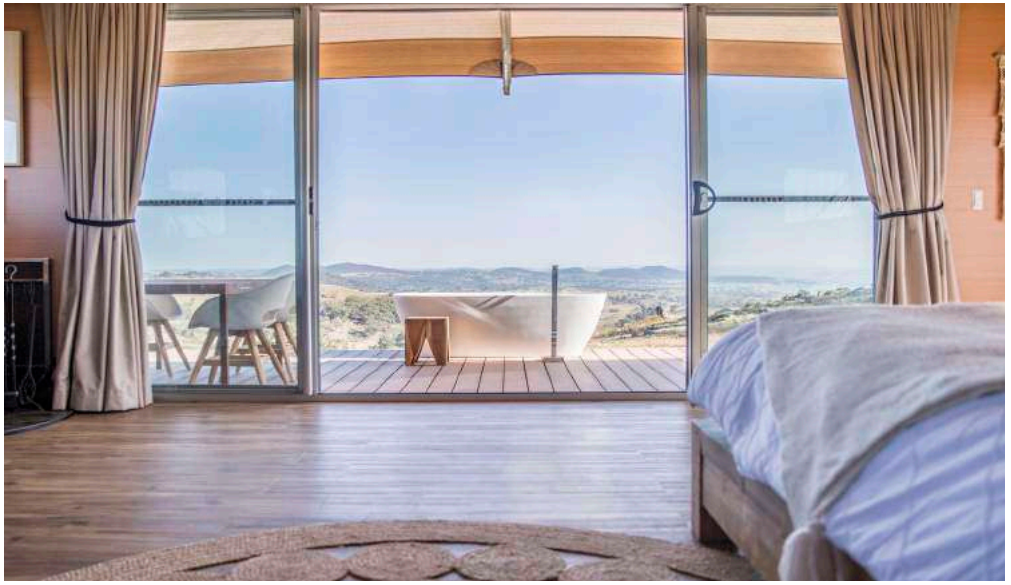
Interior Design

It's time to get creative. Stamping your own style of furnishings and fittings can elevate your Eco Tents and Modules to another level of luxury, with the flexibility to 'make your own' masterpiece.

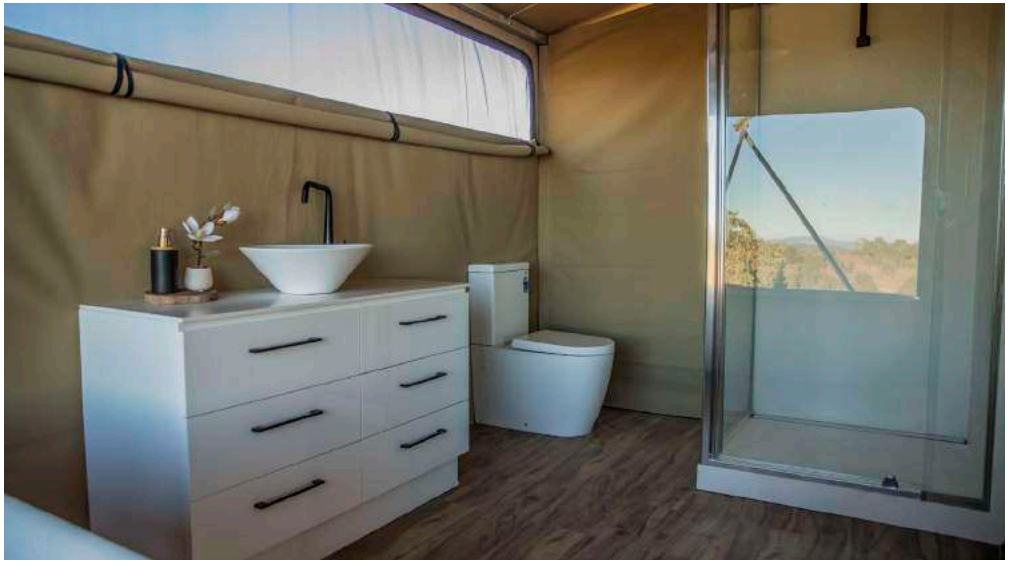
Our Process:


1.
Identify project requirements
2.
Formal quote developed & supplied
3.
Approval from client
10% deposit required
4.
Architectural drawings & specifications finalised
1 week, unless 'one-off' drawings are required.
5.
Approval from client
40% deposit required
6.
ESA Internal QA, 2 days.
7.
Manufacture commences
Manufacture takes approximately 60 days from receiving approval, or more if prototyping is required.
8.
Shipping usually takes 1 month, or 2 depending on location.
40% payment required prior to shipping
9.
Arrival at nearest port
Final 10% payment to be made on arrival
10.
Customs clearance
2 to 4 days
11.
Freight to site.
ESA can help with quote if required.

Sierra Escape - Luxury Glamping Retreat



Sierra Escape - Luxury Glamping Retreat



Discovery Parks - Barossa Valley

Rottnest Island Eco Retreat

Rottnest Island Eco Retreat

GO BEYOND

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ecostructures.com.au

ECO STRUCTURES
LUXURY EXPERIENTIAL ACCOMMODATION