

North East Gas Interconnector Project

Community and Business
Roadshow

July 2015

Agenda

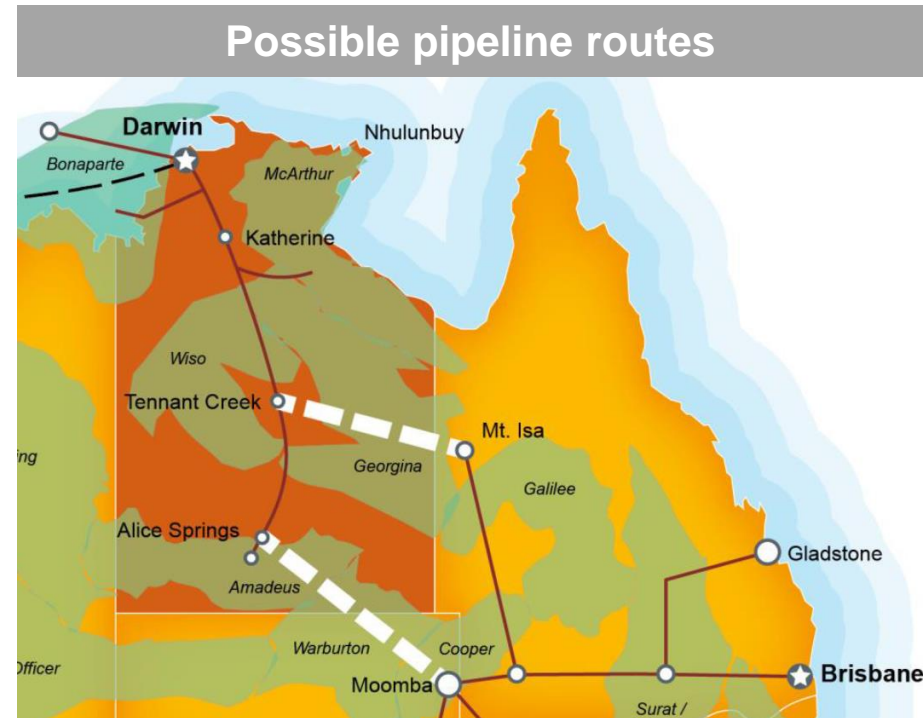
- | | |
|----|--------------------------------------|
| 1. | Jemena |
| 2. | McConnell Dowell |
| 3. | Questions |
| 4. | Industry Capability Network |
| 5. | Department of Business (NT) |
| 6. | AusIndustry |
| 7. | Department of Education and Training |
| 8. | Chamber of Commerce NT |
| 9. | Questions and Networking |

Safety Moment



What is the NEGI?

- Jemena is participating in the Northern Territory (NT) Government's North East Gas Interconnector (NEGI) Competitive Process
- **We have been shortlisted as one of four Proponents to submit a Final Proposal for the NEGI**
- The purpose of the NEGI project is to develop a pipeline to transport gas from NT reserves to the eastern Australian gas market and to stimulate gas production and promote economic development in the NT
- Our Final Proposal will reflect robust planning and include local participation in delivering the NEGI



NEGI Competitive Process timeline

Expressions of Interest

Dec 2014

Initial Proposals

Mar 2015

Final Proposals

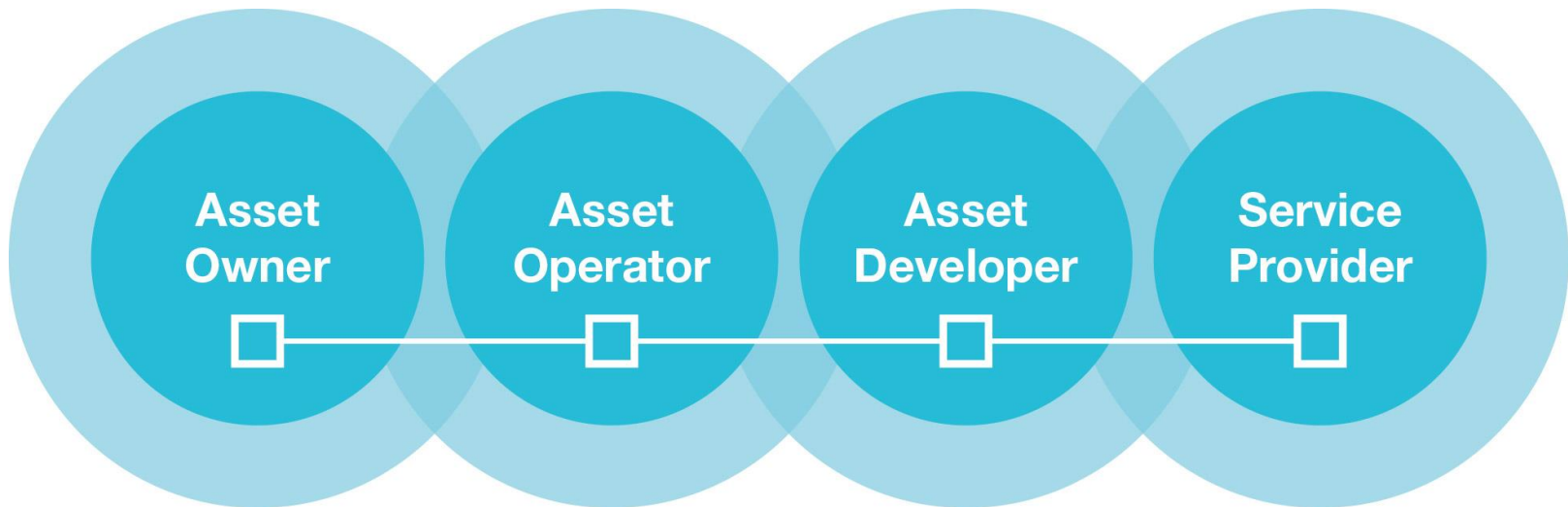
Sep 2015

Purpose of this Roadshow

- **We will commit to local Northern Territory, western Queensland and indigenous business participation and employment targets**
- **This roadshow will help determine the level of local interest and support available and will help to inform those targets**
- **Jemena are new to the Northern Territory**
- **We'd like to take this opportunity to tell you about ourselves and our constructor, McConnell Dowell**

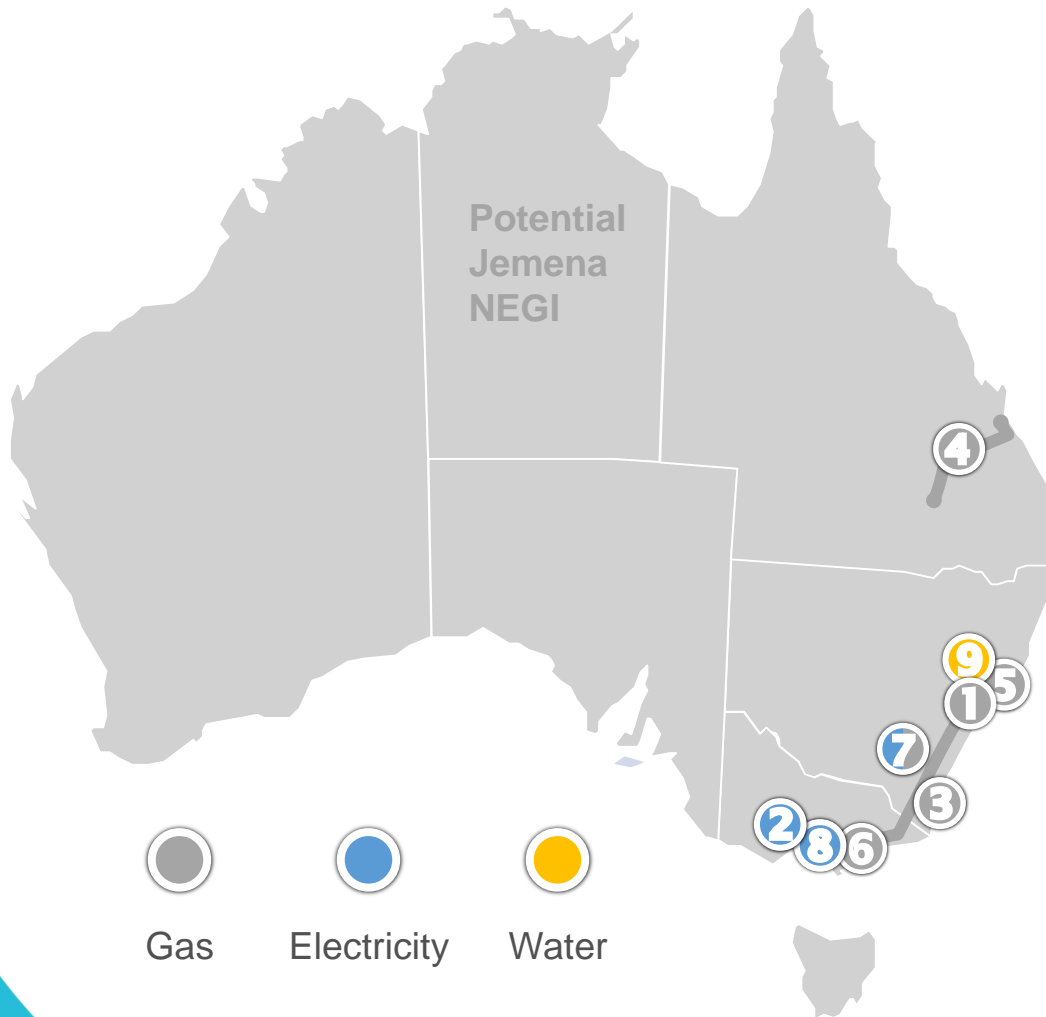
About Jemena

One of Australia's **leading, experienced & innovative** energy infrastructure companies



\$8.5B of Australian infrastructure assets

About Jemena



- ① Jemena Gas Network
- ② Jemena Electricity Network
- ③ Eastern Gas Pipeline
- ④ Queensland Gas Pipeline
- ⑤ Colongra Gas Transmission and Storage Pipeline
- ⑥ VicHub
- ⑦ ActewAGL Distribution Partnership (50%)
- ⑧ United Energy Distribution (34%)
- ⑨ Rosehill Recycled Water

Supporting the needs of Australians every day...

Jemena's Gas Transmission Team

- **Operations Engineering**
pipeline, facilities and compression
- **GIS mapping**
- **Pipeline modelling**
- **Field Ops & Maintenance**
- **Central Control Centre**
- **Major Projects**
recent pipeline, compressor station
& meter station - proven delivery capability
- **Jemena support functions**
Regulatory, Risk, HSE, Security, IT, Corporate
- **Established business practices**
for additional assets & growth



Our approach to the NEGI Project

1. Leverage

off existing strong customer relationships to contract full utilisation of the NEGI

2. Optimise

route and design to achieve lowest construction capital cost and ongoing O&M cost

3. Minimise

construction risks through route refinement & good works planning

4. Maximise

NT and Qld participation, particularly local and indigenous from the Barkly and Mt Isa regions

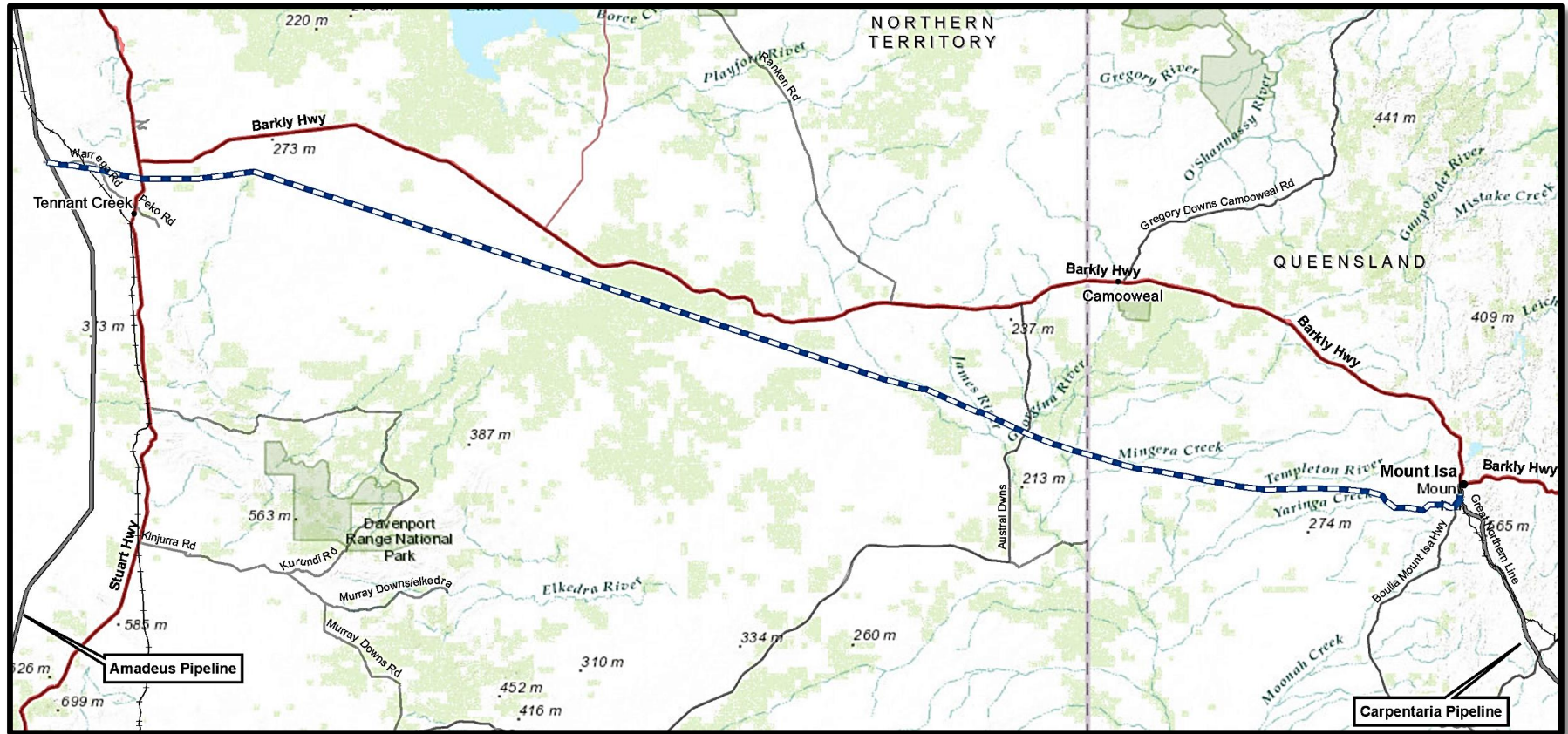


Jemena's Project Team

1. **Jemena's Project Experience** with a proven track record of delivering projects under budget & on schedule
2. **Jemena's O&M practices** have driven high service availability and reliability
3. **McConnell Dowell Constructor** – the most experienced for the job
4. **EcOz Environmental** – Territory based, significant experience
5. **Circle Advisory** – Industry participation and indigenous engagement with significant, long term northern Australian experience
6. **Maloney Field Services Land access & valuation** – a strong market reputation with over 40 years experience



Jemena's Route Selection

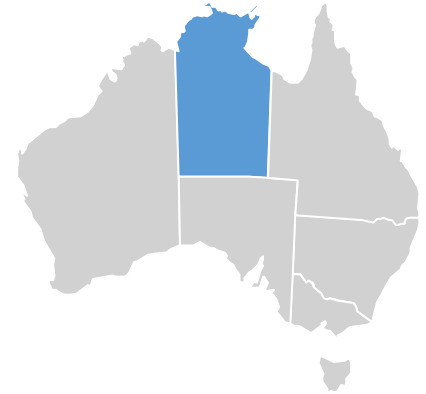


Project Timeline

Project Delivery Phases	2015		2016				2017				2018				2019+
	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	2019+
NT Govt Tender Process		NT Govt Project Award													
Consultation			Community & Business Consultation												
Approvals			Approvals												
Design			Design												
Long Lead Procurement			Long Lead Procurement												
Short Lead Procurement							Short Lead Procurement								
Offsite Fabrication							Offsite Fabrication								
Pipeline Construction							Construction								
Compressor Construction							Construction								
Commissioning											Commissioning				
Operations & Maintenance											Operations & Maintenance				

Local Content

- **Project analysis vs NT / western Qld capacity study and gap analysis** – what does the project need vs what exists and how can the gap be filled?
- **Goods, services and labour** – maximise local content through internal policy and contractual requirements cascaded to contractors.
- **Industry Capability Network** – ICN Gateway page will be established (post award) and all packages and winning bidders will be posted.
- **Industry participation plan** – we will go beyond historical norms in local opportunity facilitation and give preference to local content from the regions, then from the NT and western Queensland.



Project and Operations Opportunities

Geotechnical Field Investigations

Field Survey Works

Cultural Heritage Survey Works

Engineering Design for Pipeline and Control Systems

Supply of Aftercoolers

Supply of Filters

Supply of Valves

Supply of Control Buildings (including fitout)

Supply of Industrial Heaters

Supply of Pipe and Fittings

Supply of Vessels and Tanks

Construction Management and Site QA personnel (fixed term)

More listed by McConnell Dowell

Project and Operations Opportunities

O&M personnel (Mech and E&I Trades) – Employee Opportunities

Cleaning Services

Accommodation & Meals

Maintenance Support Contracts



Jemena Prequalification Requirements



Demonstrated experience in similar work scopes



Australian / local good references



Cost competitiveness



Robust HSEQ systems and processes



Ability to negotiate commercial terms and conditions

Refer to the packages on the ICN Gateway portal after project award to see more specific requirements

Key Jemena Objectives for NEGI



Competition

Bring a competing pipeline owner & operator to the Territory market



Innovation

Challenge norms to reduce risks and cost



Development

Further develop the Territory as a key energy provider



Stimulation

Stimulate economic growth in the Territory and western Queensland



Local Content

Maximise local participation

NEGI.enquiry@jemena.com.au



NORTH EAST GAS INTERCONNECTOR PIPELINE

**McCONNELL
DOWELL**
CREATIVE CONSTRUCTION™

**DRIVING
PROGRESS**

July 2015

www.mcconnelldowell.com

PRESENTATION CONTENTS

1. About McConnell Dowell
2. Construction Scope
3. Supplier Opportunities
4. Employment Opportunities

CORPORATE VISION

Leaders in infrastructure development.

CLIENT VALUE PROPOSITION

We are the Creative Construction company building better communities through safe, smart, efficient infrastructure.

VALUES

We are
committed to:



Group Brands



Two strong brands and a strong supportive parent...



McConnell Dowell – The Creative Construction Company, building better communities through safe, smart, efficient infrastructure.

www.mcconnelldowell.com | Operating in: Australia, Asia, New Zealand, Pacific Islands and Middle East.



Built Environs – The building brand of the McConnell Dowell Group. Delivers everything from small scale refurbishments through to major developments. Leading the industry in functionally efficient, architecturally stunning and environmentally sustainable facilities.

www.builtenvirons.com.au | Operating in: Australia



Aveng - Over 125 years our parent company has evolved in character, capability and reach. The group has expertise in steel, engineering, manufacturing, mining, concessions, public infrastructure and water treatment.

www.aveng.co.za | Operating in: South Africa

Group Summary

- Average annual revenue of \$2.5 Billion
- Strong balance sheet, negligible debt
- Deliver individual infrastructure contracts circa \$1 Billion in value
- Experienced in all contract delivery models, including PPP projects and equity participation
- Employ over 8500 office and project staff
- Operate in 23 locations – Australia, Asia, New Zealand, Pacific Islands & the Middle East
- Over 50 Years of Creative Construction 1961 - now



SECTORS & CAPABILITIES



PROJECT EXPERIENCE



Major Infrastructure Projects

South East Queensland Water Grid, QLD – A\$1.6Bn

Adelaide Desalination Plant & Pipeline, SA – A\$1.4Bn

Waterview Connection Alliance, NZ - NZ\$1.2Bn

QCLNG Export Pipeline & Narrows Crossing, QLD – A\$1Bn

Gold Coast Light Rail, QLD – A\$1Bn

APLNG EPC Pipelines, QLD – A\$800M

Sydney Desalination Plant Distribution Network, NSW – A\$650M

RGP5 & 6 Marine Works, WA – A\$650M

KOMO Early & Airfield Works for PNG LNG, PNG – US\$665M

Hay Point Marine, QLD - \$A540M

Rio Tinto Marine works in the Pilbara, WA – A\$500M

Roy Hill Iron Ore, WA – A\$455M

Te Mihi Geothermal Power Station, NZ – A\$400M

Fortescue Metals Group Phases 1-3, WA – A\$400M

Stronger Christchurch Infrastructure Rebuild, NZ – NZ\$400M

Webb Dock – Maritime Infrastructure Works, VIC – A\$375M

GLNG Upstream Roma Hub and Pipelines, QLD – A\$370M

Beauty World Station and Tunnel, Singapore – A\$260M

QCLNG EXPORT PIPELINE

Client: QCLNG Pipelines
Pty Ltd (BG Group)

Scope

The QCLNG Export Pipeline and Collection Header project involved delivery of Australia's longest, large-diameter onshore pipeline. The 530 km, 42-inch underground gas pipeline network transports coal seam gas from QCG's gas fields in the Surat Basin to an LNG export facility at Curtis Island off Gladstone. The work included dual 12 km marine crossings from the mainland to the island.



QCLNG NARROWS CROSSING

Client: QCLNG Pipelines
Pty Ltd (BG Group)

Scope

The QCLNG Narrows Crossing project involved the design and construction of twin subsea LNG pipelines across the Narrows Channel at Gladstone to connect two export pipelines from their termination points to an LNG plant on Curtis Island. McConnell Dowell also built a gas pipeline delivery station on Curtis Island for pigging, drying and metering the exported coal seam gas.



APLNG EXPORT PIPELINE

Client: Australia Pacific LNG Limited, an incorporated joint venture between Origin Energy, ConocoPhillips and Sinopec.

Scope

The EPC contract scope included:

- 360 km, 42" mainline
- 57 km, 36" lateral
- Launcher station at Condabri
- Pipeline hub
- Midline scraper station
- 4 mainline valve stations

Receiver station at Curtis Island LNG Plant

Tie-ins to other lines, GPFs and compressor stations



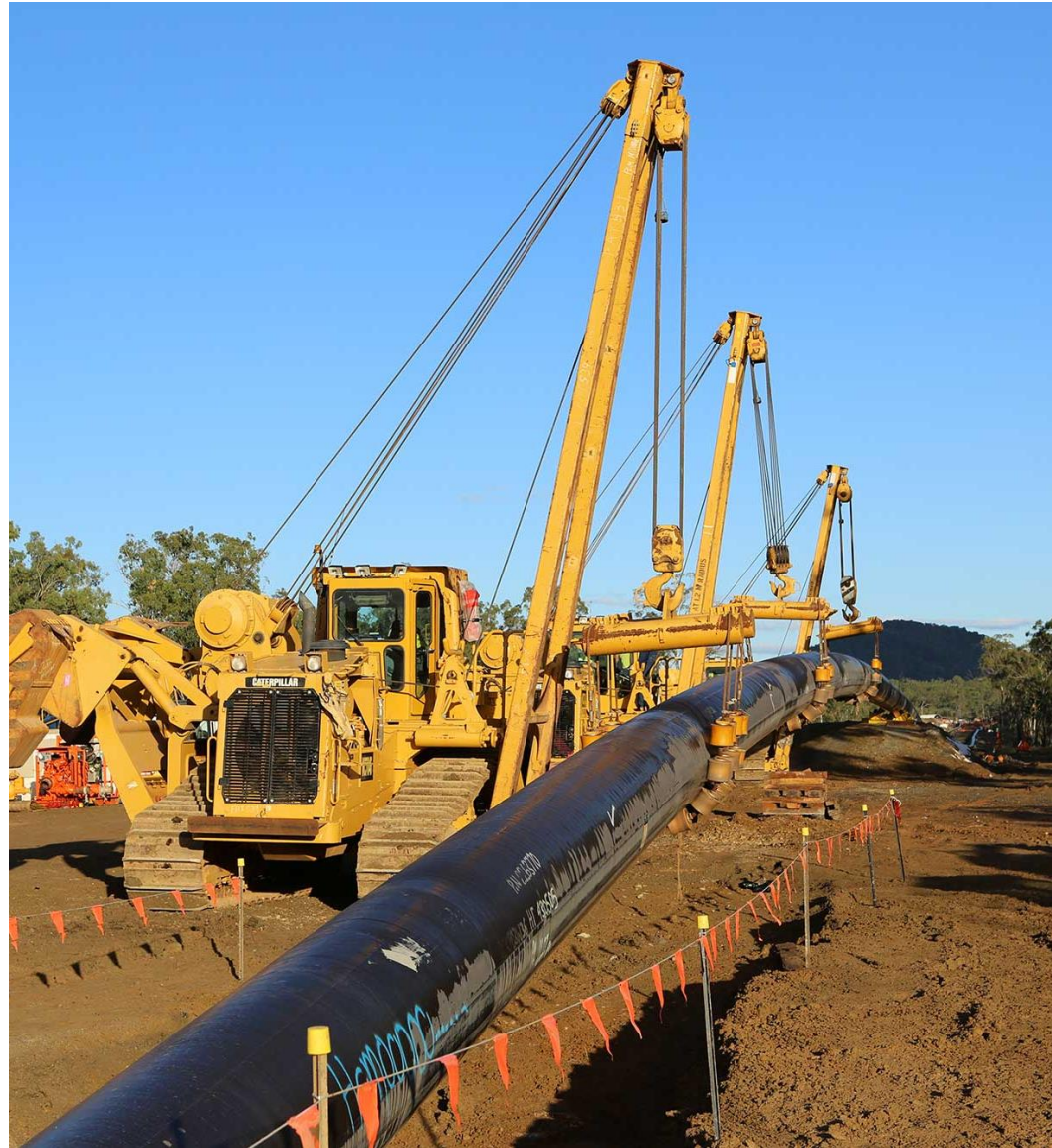
3. CONSTRUCTION SCOPE

- Pipeline
- Above Ground Facilities / MLVs
- Compressor Stations

Pipeline Scope (Q2 2017 – Q4 2017)

Pipeline Activities

- Access Tracks and Maintenance
- Clear And Grade Right of Way (ROW)
- String / Bending Pipe along the ROW
- Welding and NDT
- Coating of Welded Joints
- Trenching
- Lower in and Backfill
- Hydrotesting and Reinstatement



Compressor Station & Facilities Scope (Q3 2016 – Q1 2018)

Fabrication Q3 2016

Construction Q1 2017 – Q1 2018

- Clearing Site
- Bulk Earth works and Civil
- Foundations / Concrete
- Security Fencing Supply & Install
- Structural Steel Fabrication & Install
- Mechanical and Equipment installation
- Piping Fabrication and installation
- Electrical and Instrumentation works
- Office Building/ Workshop Construction



4. PROJECT SUPPLIER OPPORTUNITIES

Project Supplier Opportunities

- Camp Accommodation/ Catering
- NDT
- Survey
- Hydrotesting Compressor Station
- Pipe Haulage From Laydown Area To RoW
- Drill & Blast
- NDT
- Field Joint Coating
- Piping Fabrication
- Structural Steel Fabrication
- Electrical and Instrumentation
- Concrete Supply
- Plant and Equipment Hire
- Haulage / Transport Services
- Local Accommodation and Catering
- Waste Management
- Water Bore Drilling
- Security Fencing Supply & Installation
- Bulk Earthworks
- Civil Works
- Thrust Bore / HDD
- Roads – New access tracks, upgrade of existing and road maintenance

**INTERESTED IN BECOMING A
SUPPLIER OR SUB-CONTRACTOR TO
McCONNELL DOWELL?**

supplier.database@macdow.com.au

5. LABOUR EMPLOYMENT OPPORTUNITIES

Labour Employment Opportunities

- Trades Assistants
- Labourers
- Field Joint Coating
- Mechanical Fitters
- Pipe Fitters
- Various Plant/Crane Operators
- HR Drivers
- Pipe Class Welders

**INTERESTED IN CAREER
OPPORTUNITIES AT
McCONNELL DOWELL?**

www.mcconnelldowell.com.au



QUESTIONS



DRIVING PROGRESS

THROUGH SAFE, SMART & EFFICIENT INFRASTRUCTURE

McConnell Dowell Corporation Limited
www.mcconnelldowell.com

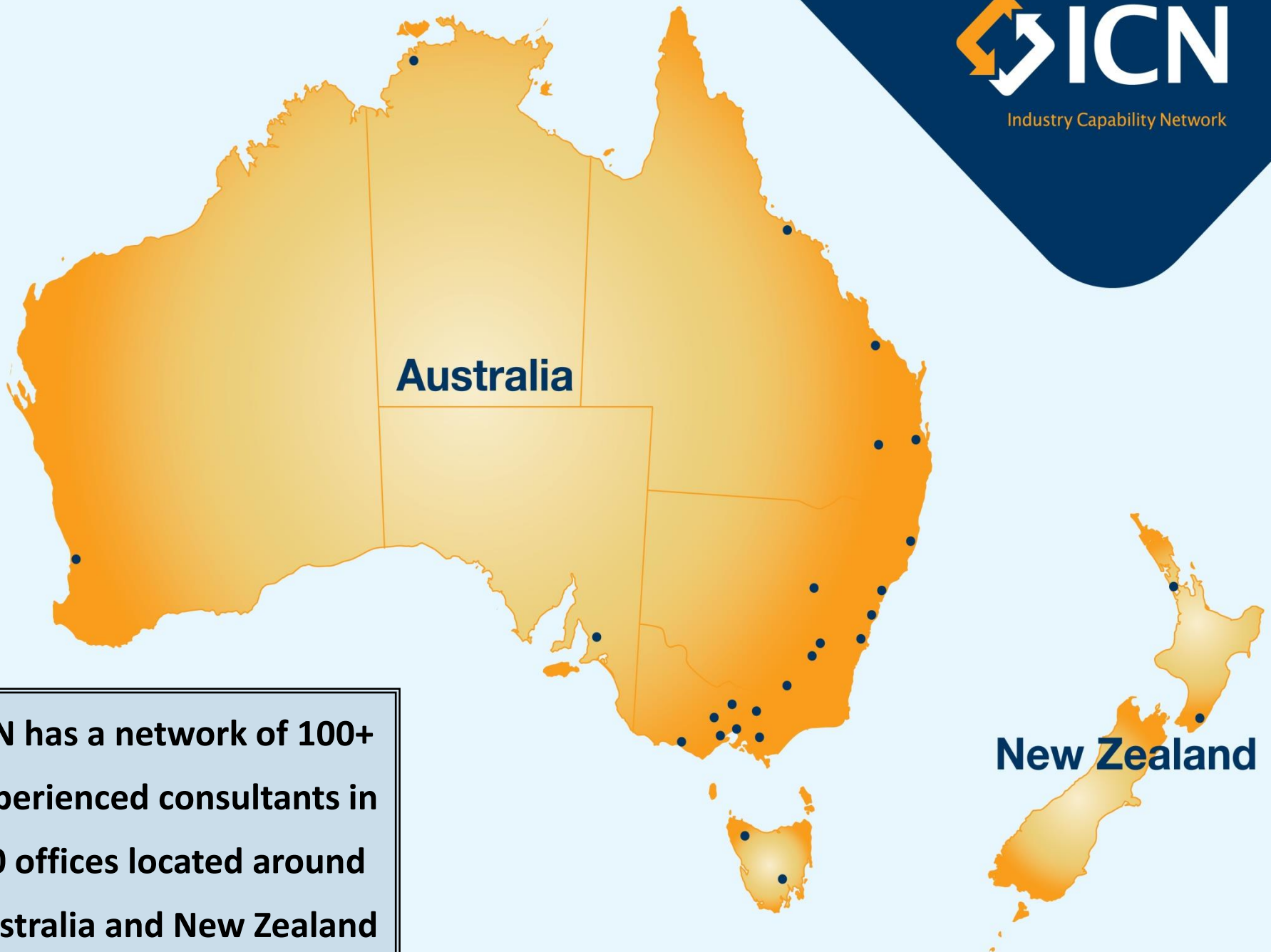
Building | Civil | Electrical | Fabrication | Maintenance | Marine | Mechanical | Pipelines | Rail | Tunnel & Underground

Questions?

Industry Capability Network (ICN)

Elena Tsangari

ICN is a proactive business organisation that identifies, develops and matches opportunities to Local and Australian businesses.



ICN has a network of 100+ experienced consultants in 30 offices located around Australia and New Zealand

What do we do?

- **Promote the capability of Local, Australian and New Zealand business and Industry**
- **Promote business opportunities that arise from private and public sector projects at both construction and operation phases**

ICN assists and encourages buyers of goods, services & equipment to source locally

Our Database

- Over 4,000 Northern Territory companies are currently registered
- Monitored and updated *regularly*
- Covers a wide range of sectors such as **Construction, Mining, Engineering, Environmental, Finance, Legal, Marine, Resources** etc.
- Part of a National database - 70,000 suppliers

How ICN works



ICN Gateway

Opening up around \$19 Billion in opportunities for business in Australia and New Zealand, Log in to connect with projects, express interest in work, link with businesses, manage your profile and promote your business.

Log in

[Go >](#)[Forgot password?](#)

Get started now

[Create company profile now >](#)

No log in? Create one for instant access.

BOOST

YOUR BUSINESS

[LEARN HOW >](#)

3 NEW
OPTIONS

Find your next big project here.

ICN is an independent organisation supported by Australian state and territory governments to help match project owners with the best locally sourced suppliers.

Since starting 30 years ago, ICN has helped find \$30 billion worth of contracts.

[Start your search for new work here >](#)

Find suppliers

Project owners: go direct to find new supply chain partners

Businesses: seek out others to partner with on projects

[Search now](#)

Search opportunities

Quickly find projects and new opportunities for your business

[Search now](#)

gateway.icn.org.au

Opportunity details

North East Gas Interconnector (NEGI) Pipeline

Location: NT, Australia Project Value: TBA

Project Status

Request for Final Proposals

Project Owner

Office of Major Projects, Infrastructure and Investment, Department of the Chief Minister



North East Gas Interconnector



NT Government
www.nt.gov.au/gaspipeline



share



tweet



share

northeastgasinterconnector.icn.org.au

The Northern Territory Government has initiated a competitive process seeking commercial proposals for the development of a gas pipeline connecting the Northern and Eastern Gas Markets the North East Gas Interconnector (NEGI). The NEGI pipeline project has been granted Major Project Status. Four proponents have been invited to participate in the Final Request ... [\[more\]](#)

Mike Franks

ICN - NT

P: (08) 8922 9422

F: (08) 8922 9430

E: [click here](#)

Project Documents Contract ▼

General Contract ▲

Northern Territory gas pipeline an economic reality



Work Packages

To send expressions of interest for multiple work packages, select all relevant checkboxes and then click 'Send Expression of Interest'



Open Listings Closed Listings Other

Send Expression of Interest

Package title	Status	Opens	Full scope closes	Partial scope closes	Docs	Full scope EOI	Partial scope EOI
<input type="checkbox"/> North East Gas Interconnector (NEGI) Pipeline - Any Opportunities	Open	17 Jul 15	16 Jul 16	16 Jul 16		<input type="checkbox"/>	<input type="checkbox"/>

Send Expression of Interest

Work Packages

Open Listings Closed Listings Other

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Send Expression of Interest

Package title	Status	Opens	Full scope closes	Partial scope closes	Docs	Full scope EOI	Partial scope EOI
<input type="checkbox"/> North East Gas Interconnector (NEGI) Pipeline - Any Opportunities	Open	17 Jul 15	16 Jul 16	16 Jul 16		<input checked="" type="checkbox"/>	<input type="checkbox"/>

Send Expression of Interest

Company Details

Tell us about

Licences

Enter details of any licences your company holds.

Industry Compliance

Enter details of any industry standards to which your company complies and any industry certifications that your company has achieved.

Licence title (eg. Fireworks

Designator

Compliance or industry certification not listed? Please give us

Certificate date

Expiry date

Last audit date

Next audit date

* Leave blank if your company complies with this standard but certification.

Upload Certificate

No file selected

You may upload 1

Add

Current compliance Expired certification Cer

Current Company Standards List

ISO 14001:2004 - Environmental management system for use

ISO 9001:2008 - Quality management systems - Requ

Insurances

Enter details of any insurance policies your company holds.

Insurance type

Contract Works Insurance

Insurer

Policy number

Expiry date

Cover limit

Select your policy cover limit

Amount: Not Selected

Upload Certificate

No file selected

You may upload 1 file only up to 16.0 MB in size

Add

Current policy Expired policy Policy expiring soon

Current Company Insurance Policies List

Public Liability Insurance - TIO - PO-878746374

Valid to: 9 Jul '15 Cover limit: \$10,000,000

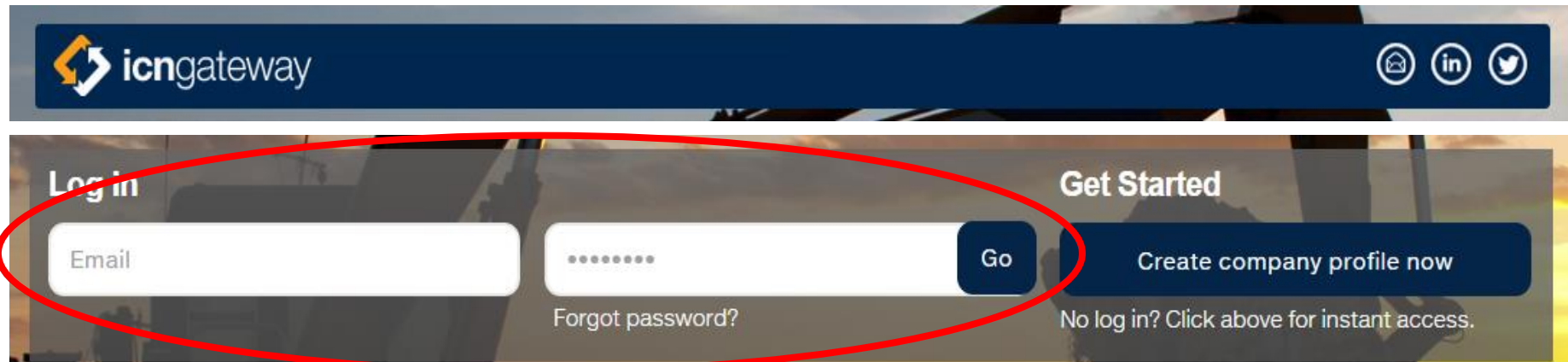


It's not all about Gateway

If you don't give us all the information, how are we going to identify you?

To maximise your exposure

- Visit www.gateway.icn.org.au
- Update your ICN profile
- Enable email notifications
- Submit your EOI against the NEGI Project on ICN Gateway



The screenshot shows the ICN Gateway website interface. At the top is a dark blue header with the 'icngateway' logo on the left and social media icons (envelope, LinkedIn, Twitter) on the right. Below the header, the page is split into two main sections. The left section, titled 'Log in', contains a white input field for 'Email', a white input field for a password (represented by dots), and a dark blue 'Go' button. A red oval is drawn around these three elements. Below the password field is a link that says 'Forgot password?'. The right section, titled 'Get Started', contains a dark blue button that says 'Create company profile now' and a line of text below it that says 'No log in? Click above for instant access.'

Thank you

Elena Tsangari

Phone: 08 8922 9434

Email: elena.tsangari@icnnt.org.au

NT IBN



Northern
Territory
Government

Department of Business



Australian Government
Department of Industry and Science

Business

Federal Government Assistance

Kay Strong

Regional Manager AusIndustry

ENTREPRENEURS' INFRASTRUCTURE PROGRAMME

Who is eligible for the programme?*



ACCELERATING COMMERCIALISATION

- Start-ups
- Entrepreneurs
- Small and medium sized businesses
- Commercialisation offices

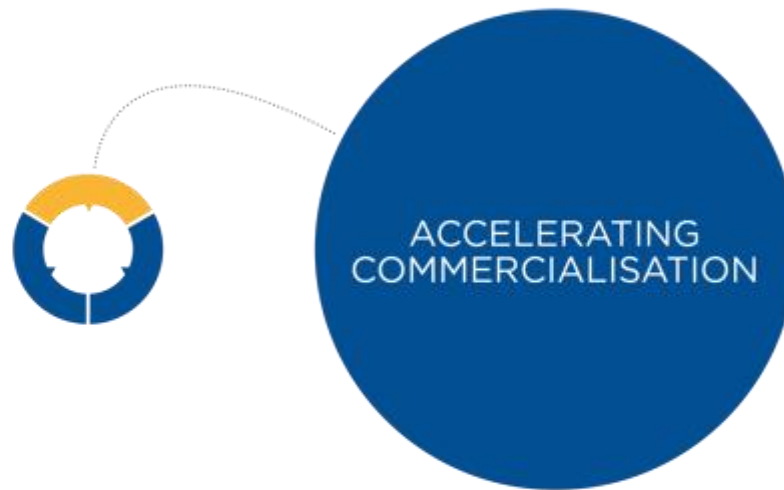


RESEARCH CONNECTIONS BUSINESS MANAGEMENT

- Small and medium sized businesses that are not individuals, partnerships or trusts.

* Applicants should check the full eligibility guidelines available from business.gov.au.

What does the programme offer?



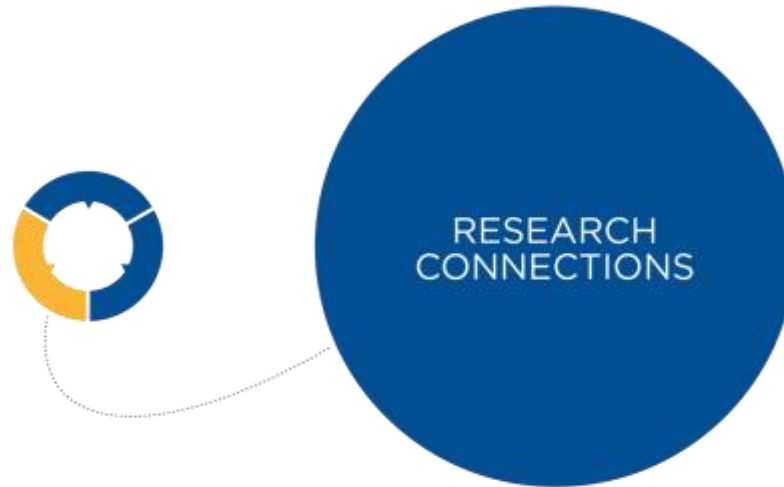
Accelerating Commercialisation helps entrepreneurs, start-ups and small and medium enterprises bring their novel products, processes and services to market.

Support from independent, professional Commercialisation Advisers who have experience in commercialising novel intellectual property to help your business achieve commercial objectives.

Funding through matched grants of up to \$1 million over two years for commercialisation activities.

Introductions to contacts and networks including a national Expert Network of successful entrepreneurs, domain experts, professional investors and strategic corporations.

What does the programme offer?



Research Connections helps businesses access the latest technologies, knowledge and research to innovate and remain competitive.

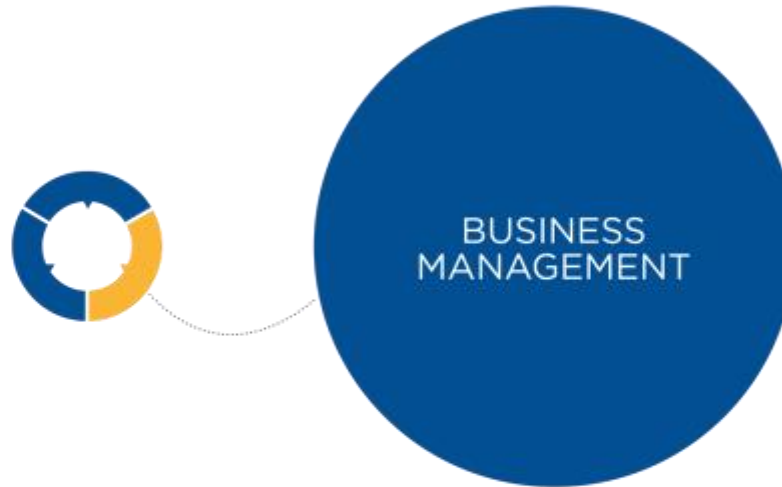
Support from experienced innovation Facilitators to assess your technical, research or knowledge needs and recommend solutions and opportunities to help you develop new ideas with commercial potential.

Funding through matched grants of up to \$50,000 to support the implementation of your business innovation project.

Introductions to connect you with researchers, technology or knowledge providers for collaborative projects.

ENTREPRENEURS' INFRASTRUCTURE PROGRAMME

What does the programme offer?



Business Management provides practical support to build management and business capability to help realise improvement and growth.

Support from an industry specialist Adviser to understand your business needs and tailor services to your individual circumstances.

Funding through matched grants of up to \$20,000 to implement recommended improvements.

Introductions to business networks, access to government services and specialist assistance for business growth and supply chain projects.

ENTREPRENEURS' INFRASTRUCTURE PROGRAMME

How do I access the Programme?



Check your eligibility by visiting business.gov.au or call 13 28 46.
Assistance is also available from AusIndustry's national network.

The support and services offered under this programme are free of charge for small and medium size businesses that meet the eligibility criteria.

Applicants are required to invest their time, which we understand is a valuable commodity.

Supply Chain Facilitation

Information Services

Fact Sheets & Information Guides

High level fact sheets and targeted guides that address common points of pain in accessing, and working within, supply chains.

Workshops

Platform to engage with industry, disseminate knowledge, and deliver training on commonly identified issues or on a specific needs basis.

The first three workshops will be:

- How to write a successful tender
- Capability statements and value proposition development
- Managing relationships in a supply chain context.

Download Guides and Register for Workshops

Customer Connections

For eligible businesses that have previously received an Enterprise Connect or EIP Service.

Facilitated introductions with key buyers in a sector through a range of mechanisms, including supplier panels or showcasing opportunities.

Participants receive formal training prior to an introduction and are provided with feedback post the service.

Register/Application Form

Supply Chain Opportunities & Supplier Improvement Plans

- Opportunity Analysis
- Supply Chain Mapping
- Supplier Improvement Plans

Working with a business and its customers and suppliers within a supply chain to identify opportunities and areas of improvement.

Identifying how each business fits into the supply chain and any capability gaps within the individual business.

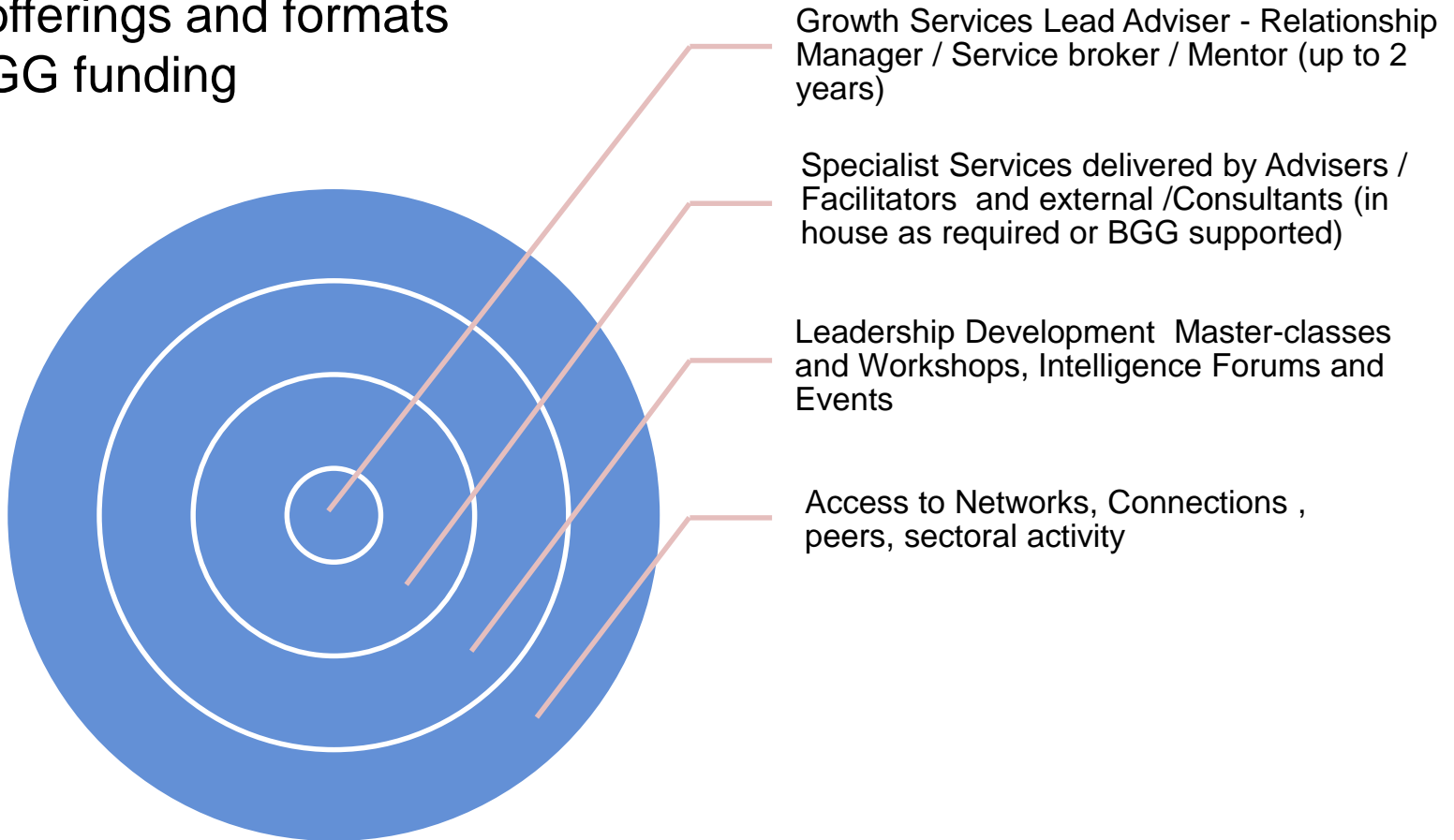
Based on the opportunity mapping and gap identification, a tailored plan will be delivered for each business to help embed capability, including access to tailored learning activities and the Business Growth Grant.

Application Form

EIP Eligible SMEs Only

Growth Services

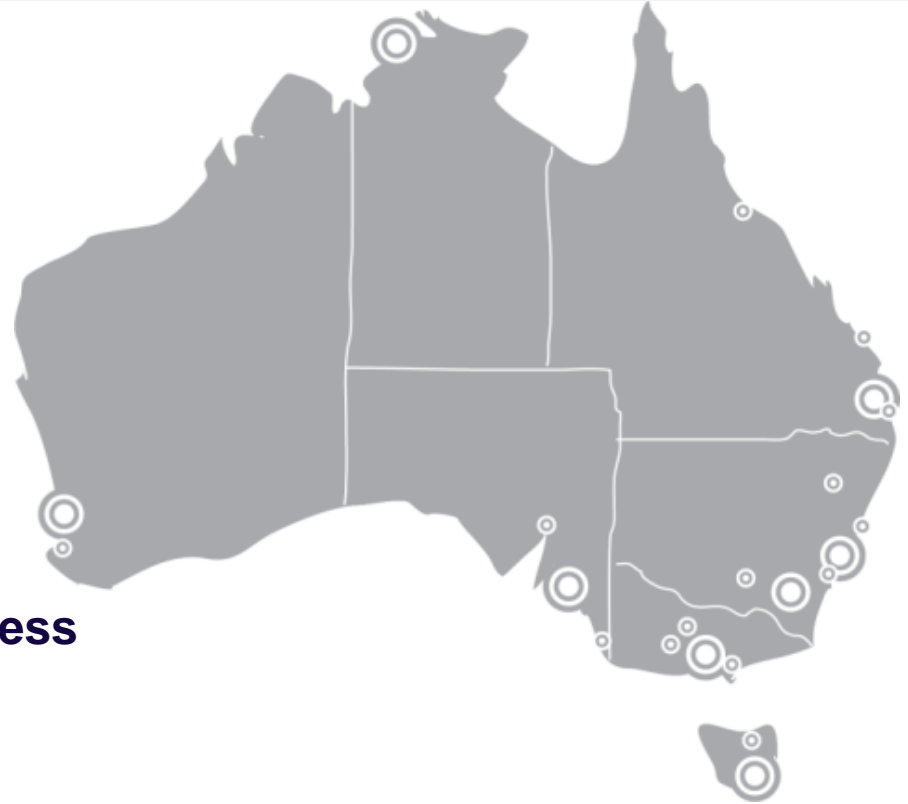
- Up to 2 Years
- Tailored service journey
- Varied offerings and formats
- \$20k BGG funding



R&D Tax Incentive

- Entitlement programme open to eligible businesses in all industry sectors
 - **45% refundable tax offset** if aggregated turnover is less than \$20 million
 - **40% non-refundable offset** to other eligible businesses
- Innovative businesses are more **profitable**, **productive** and **competitive**
- R&D is a driver of innovation and can help:
 - develop new products and services
 - improve business processes
 - solve problems and improve efficiency

Contact us



Department of Industry & Science | **Business**

Name Kay Strong

Phone 07 4721 6649

Email kay.strong@industry.gov.au

Visit www.business.gov.au

Call the hotline on 13 28 46



Australian Government

Department of Education and Training

Industry Skills Fund

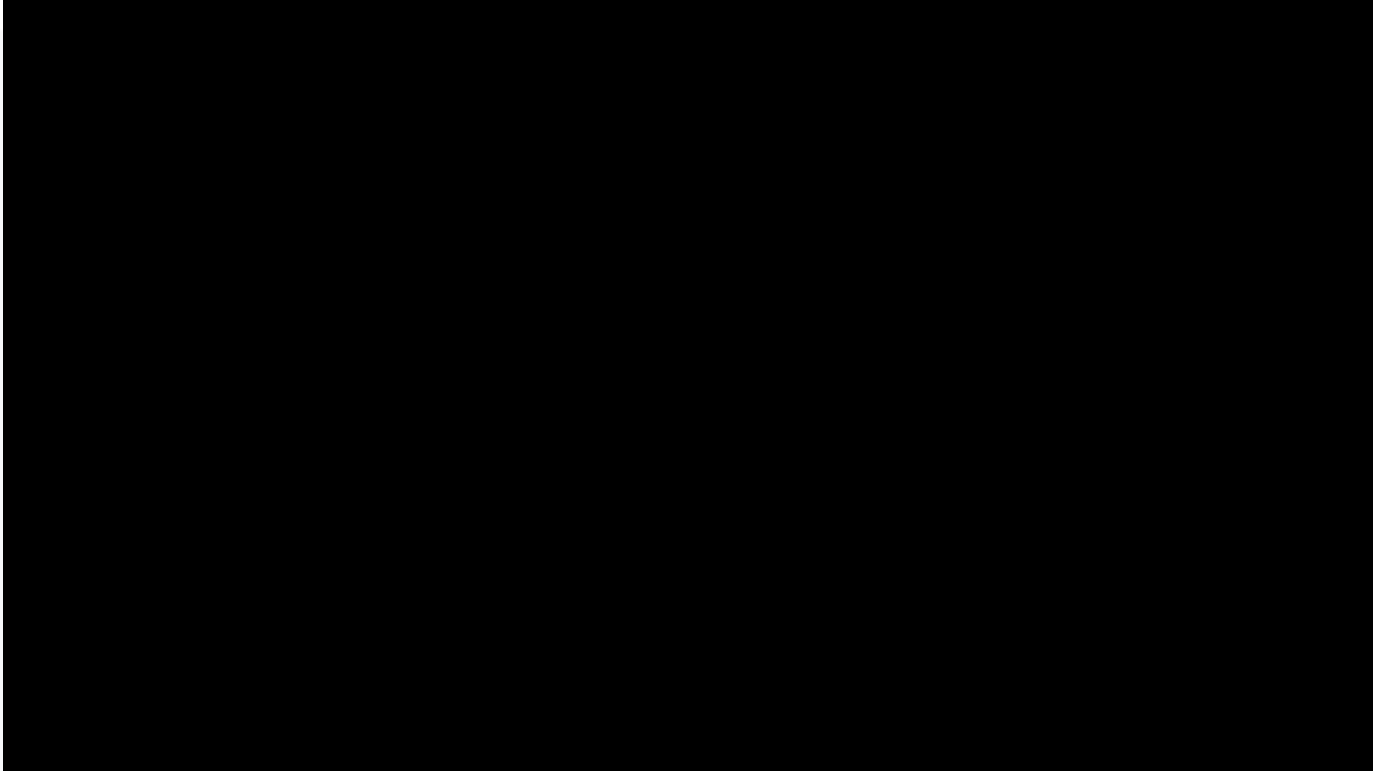
Susan Briggs

Manager, NT Skills State Office



Australian Government
Department of Industry

Business



Industry Skills Fund



Funding to ensure that industry has the skilled workforce it needs to boost the nation's productivity.

Fast Facts:

- Commenced January 2015
- Training and/or support services for 250,000 employees over 4 years
- Training tailored to the needs of individual businesses
- Delivered by the Department of Education and Training

Growth Opportunities

- Your business or consortium will be considered as '*positioning for growth*' if you are pursuing **new** business opportunities that fall into one or more of the following categories:
 - diversifying into new or emerging markets and/or;
 - adopting new or emerging technologies and/or;
 - entering export markets for the first time and/or;
 - responding to significant new domestic market opportunities and/or;
 - repositioning because of market driven structural adjustment.

What will be funded?

- **Skills Advice**

Help identifying skills opportunities and maximising training outcomes.

- A free service delivered by experienced Skills Advisers.

- **Training**

Co-investment for businesses looking to improve the skills of their workforce for an identified growth opportunity.

- Nationally recognised training, including full qualifications and skills sets
- Language, Literacy and Numeracy training
- High quality, innovative or tailored training that may not be part of a training package
- Training required to access foreign markets

One or both of these assistance categories may be accessed depending on business need, eligibility and merit.

Eligibility and Consortia

- Eligible to solvent Australian enterprises:
 - Non-tax exempt, incorporated
 - ABN
 - GST registered
 - Trading history
 - Sole traders and partnerships if they are members of consortia.
- Consortia:
 - Clusters of businesses with a common need or opportunity
 - Can be led by incorporate for-profit and not-for-profit organisations
 - Lead member must be for-profit to benefit from the fund
- Not eligible:
 - Training providers
 - Individuals

Co-Contribution Model

- ISF Training Grant is delivered through a co-contribution model
- This is in recognition that businesses have a responsibility to maintain and improve the skills and capabilities of their workforce
- Amount will depend on how many Full-Time Equivalent (FTE) employees businesses have:
 - Micro Business (0-4 FTE employees) – 25%
 - Small Business (5-19 FTE employees) – 34%
 - Medium Business (20-199 FTE employees) – 50%
 - Large Business (200+ FTE employees) – 75%
- Co-contributions cannot be in-kind



Next Steps

- Further information on the Industry Skills Fund and the **online enquiry** form can be found at:
 - www.business.gov.au/industryskillsfund
 - Read the [Customer Information Guide](#) & [Merit Assessment Guide](#)
- To contact the Skills State Office in Darwin:
 - industryskillsnt@education.gov.au or **08 8936 5186**
- For more information about Australian Government Business services:
 - visit www.business.gov.au or call 13 28 46



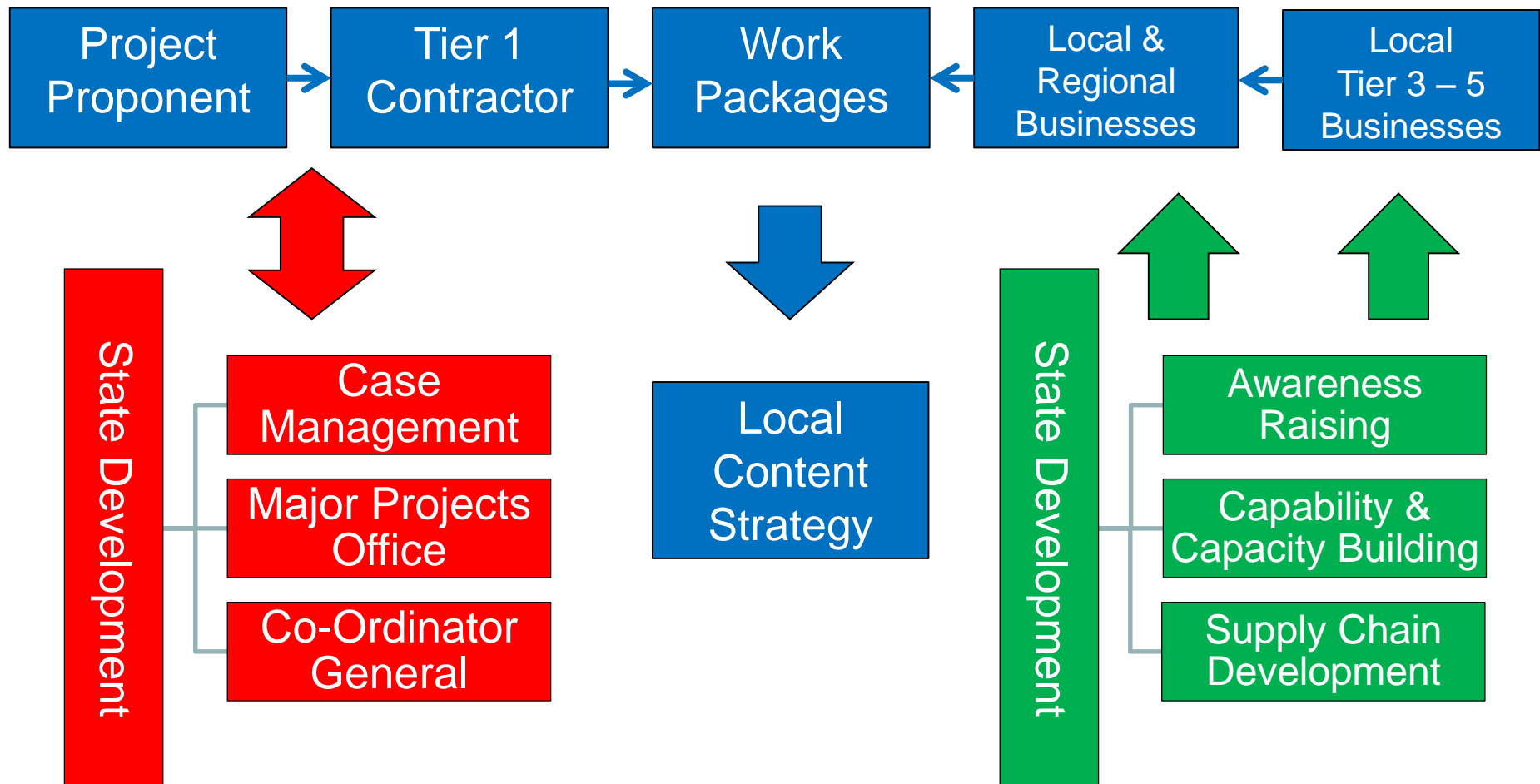
Industry Skills Fund

Questions

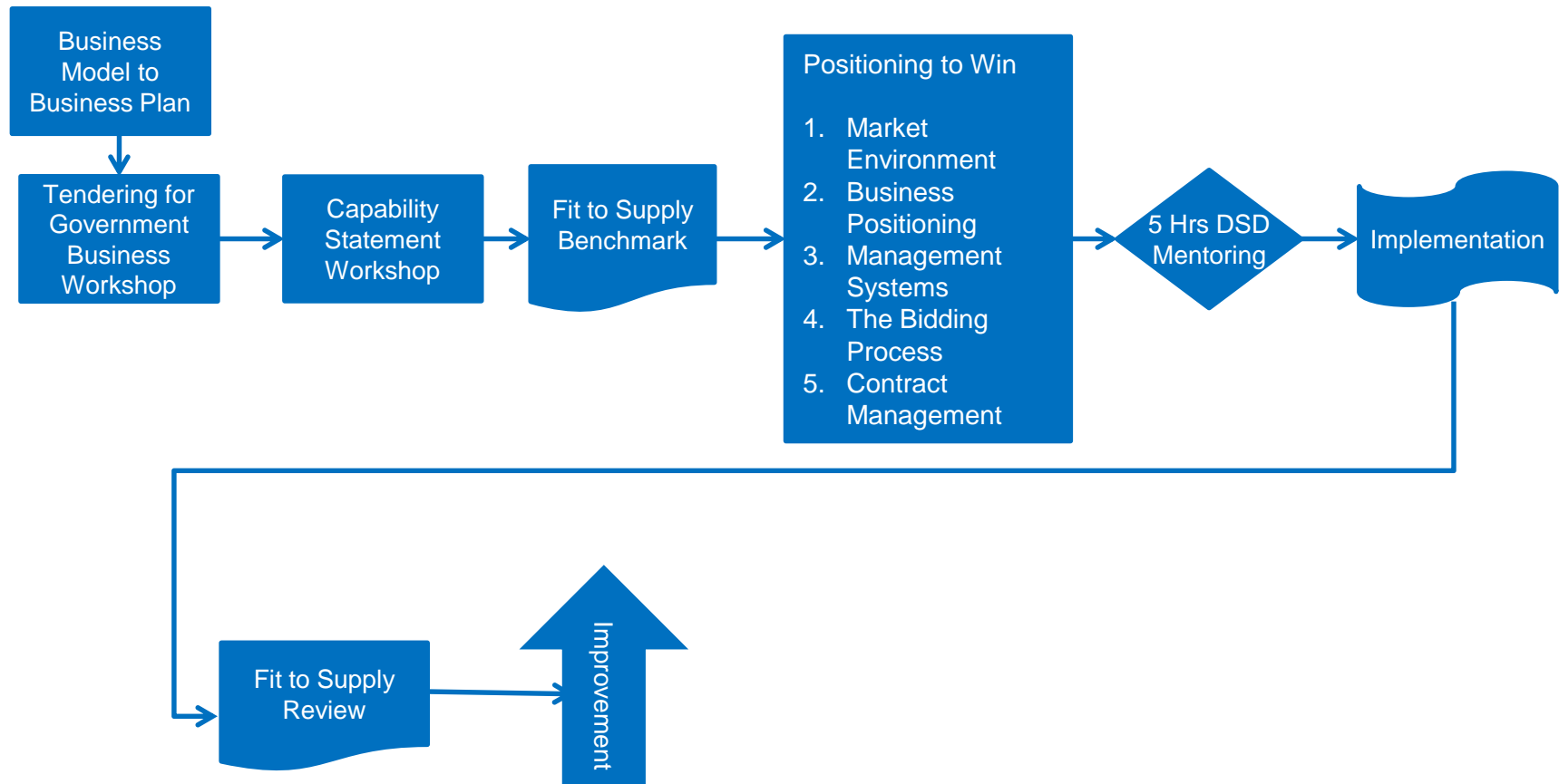


State Development North West Region

How does State Development Support Major Projects?



How does State Development Support Supply Chain Development?



ASCO Vision & Mission

Vision

- To make local supply the optimum choice in the procurement strategy for operational supply by resource companies ', private sector projects, and government major project construction to drive economic development in Queensland.
- Leading to sustainable Queensland businesses that create jobs.

Mission

- Identify proactive suppliers wanting to work in the resource, construction and government major project supply chains.
- Build supplier capability and capacity in market understanding, marketing, systems, tendering, contract delivery and continual improvement.

Positioning to Win (ASCO)

The Department of State Development's "Positioning to Win" program sits within the Accessing Supply Chain Opportunities (ASCO) program and provides a customised solution to major project proponents seeking supply chain efficiencies and local industry engagement activities.

The Positioning to win program creates value for you by connecting to local business to provide a collaborative learning environment between local suppliers and your organisation.

Potential suppliers will learn about your requirements and understand how to build best practice capability, enabling them to deliver value for money, innovative, risk mitigated and sustainable solutions to your operations.

Ensuring local suppliers can meet your requirements will enhance your operational performance, while creating resilient business communities.

Positioning to win consists of a series of modules delivered over 3 days in collaboration with Regional Services facilitators and practitioners from your business that is able to be adapted in content and application to meet specific project requirements and desired outcomes.

Positioning to win enables proponents with a further mechanism to implement local content principles and deliver aspects of their social licence to operate.

ASCO Glencore Mount Isa Mines II

- 3-day interactive workshop
- Delivery by Government Specialists & Industry Practitioners
- Split into 6 Key Elements
 1. Market Environment
 2. Business Position
 3. Management Systems (Safety, Risk, Quality & Environmental)
 4. The Bidding Process
 5. Contract Management
 6. Networking
- Expression of Interest Open
- Limited to 25 places and there is a selection criteria / process

Up & Coming Regional Events

- Commerce North West Networking Event – 27 July 2015
- Capability Statement Workshops – 29 & 30 July 2015
- Business Model to Business Plan Workshops - 4 August 2015
- Accessing Supply Chain Opportunities (ASCO) Program – 25 to 27 August 2015



Any Questions?



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Chamber *of* Commerce **NORTHERN TERRITORY**



COMMERCE

North West