

Capability

News

SUMMER 2015



Latest updates from ICN,
Australia and New Zealand's
industry matchmaker

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ICN boosts Central Australian presence

With a number of major projects planned or underway in the red centre, the time was right for ICN to appoint a Central Australian Regional Manager.

Jennes (Jay) Walker took up the position in October, and started with a bang, travelling throughout the region meeting with business, government and project managers.

'We are here to keep jobs in the region,' Jay said, adding that the local supplier capabilities were impressive.

'You drive around and it may look like a small town, but the people are willing and able. And if they can't do it themselves, they are happy to collaborate with people who can.'

'Alice Springs has got it; Tenant Creek has got it.'

Based in the Central Australian Development Office (CADO) building, Jay has spent his first few weeks in the job building relationships and gaining an understanding of ICN's unique online work package tool, ICN Gateway.

Although he is the sole occupant of the ICN office, he shares the building with representatives from the Chief Minister's Department and the Department of Business.

'While we are in different roles, we are generally working with the same businesses and the office has a fantastic buzz to it. Everyone in the office wants to move the Territory forward,' Jay said.

'Sharing this office means I regularly get to see CEOs and politicians and although I am working alone, it doesn't seem challenging as I focus on relationships.'

Some of the major projects Jay is connecting local suppliers with include the North Eastern Gas Interconnector (NEGI), the Mount Peake TNG project, the Chandler Salt Mine, the Nolans Project and the extensive exploration throughout the Beetaloo Basin.

'If we want the region to prosper we need to be prepared or we will miss the boat. That is why I am here.'

Jay has a commercial banking background and moved to Alice Springs from Darwin about a year ago on a maternity leave backfill for his employer.

'The person on maternity leave decided to come back, but my wife and I decided we had fallen in love with Alice Springs and didn't want to go.'

So it was fortunate that the ICN job came up and Jay was appointed to the newly-formed position.

As a senior manager in the banking industry, he brings a high level of business acumen to the role, as well as the ability to learn quickly and develop strong connections within industry.

And it doesn't hurt that he was raised on a cattle station in the Gulf. 'I've already met people who tell me they knew me when I was a baby'.

Now he and his wife are due to have their first child and are excited to be raising a family in the Alice – a place they see as their home well into the future.

Chairman's message



After 18 months as Executive Director of ICN Victoria, I am honoured to be the new chair of ICN Executive Directors during what is a challenging time for the Australian manufacturing and construction sector.

With the auto industry shrinking and mining moving to an operational phase, it has never been more important for small and medium enterprises to be able to promote their capacities and to link into major projects.

With this in mind, ICN is revamping its website in the new year with a streamlined new look-and-feel, more user-friendly dashboard and a simpler layout making it easier for you to see what work packages are available. Our premium subscribers will also notice their profiles stand out better.

This edition of *Capability News* includes an encouraging update from Bendigo – a regional city with a promising future, and several big construction projects happening over the next 18 months or so.

We also introduce two new and valuable team members, Bettina Venner in South Australia and Jay Walker in Alice Springs.

Finally, we present a round-up of various health opportunities throughout the country and a review of the 2015 IMARC conference.

Don Matthews
Chair, ICN Executive
Directors

Season's greetings



Bendigo bursting with opportunities

With three major projects worth more than \$60 million on the horizon, Bendigo is a booming regional city, offering an enviable lifestyle and teaming with opportunities for small businesses.

ICN Industry Adviser Noel Morton has been working with the City of Bendigo on the three projects – an airport redevelopment; a new indoor aquatic, leisure and wellbeing centre; and Bendigo Stadium expansion – and said the council had approached him to maximise opportunities for local industry.

‘The City of Bendigo is aware they can’t just sit back and wait for connections to be made, so they engage with us and we have a good relationship,’ he said.

Stan Liacos, Director of City Futures at the council agrees, ‘We are a city in the process of renewal and re-invention’.

‘A regional city that stops investing goes backward,’ Stan said. ‘We need to take control of our own destiny’.

Stan said ICN and council both had similar aims – to strengthen the local economy and keep jobs in the district for the benefit of the community, and to be an attractive option for new residents.

‘We enjoy a great relationship with Noel and he plays a vital role in helping us connect with local trades and industry,’ he said, adding that the fact Noel was locally based was an important factor in their long-standing partnership.

‘He is a good local conduit and a long and trusted partner.’

Tenders for the lead contractor on the airport expansion closed in early December and the tender is expected to be awarded by Christmas. Although none of the bidders are locally-based, both Stan and Noel expect Bendigo companies will be strong contenders for subcontracting packages. It is expected the airport will be completed by the end of 2016.

The stadium expansion – worth \$18 million – and the new aquatic centre – worth \$30 million – are both in the expression of interest stage for the lead contractor and according to Stan, there are local companies in the mix for the EOIs.

Council expects to be calling for tenders early in the new year, with completion of both slated for mid-2017.

The expectation is that the labour and subcontracting work – from HVAC to electrical work, plumbing, landscaping and more – on all three projects will be primarily locally-sourced.

‘We have had the fastest economic growth in regional Victoria over the past decade or so,’ Stan said, ‘with a proactive community and council.’

‘As a bigger regional city, we have critical mass, coming off the back of 10 strong years of growth.’

Companies who would like advanced notice of the subcontracting opportunities are invited to register at www.gateway.icn.org.au. A basic listing is free, while paid options offer a substantial return on investment.

For more information on the Bendigo projects, contact Noel Morton on 0409 182 952 or email nmorton@icnvic.org.au.



Taking advantage of booming health sector

With much of the country's mining and resources boom now moving into the operational phase, and the construction industry slowing down, there is one sector that is still booming – health.

This is the view of National Healthcare Alliance Program Manager, Andrew Bradley referring to the large number of healthcare infrastructure projects on the go Australia-wide.

'These include tertiary and major speciality facilities, upgrading existing facilities, creating regional integrated cancer treatment centres and developing primary care facilities,' Andrew said.

'ICN responded to this boom by developing the National Healthcare Alliance, aimed at helping local industry access work packages from more than \$5 billion worth of hospital construction and refurbishment projects around Australia.'

'The alliance gives suppliers an opportunity to capitalise on multiple prospects across state borders.'

Designed to give suppliers exposure to projects outside their home state, the alliance is funded in part through the Australian Government's Supplier Access to Major Projects (SAMP) program, which is aimed at helping Australian suppliers gain access to opportunities both within Australia and globally.

'It means that if you are a Queensland supplier, you are also aware of opportunities in New South Wales or Victoria,' Andrew said.

'To date through ICN Gateway, there have been 21 recorded supplier contracts worth \$104.7 million.'

'This number is likely to increase significantly once the projects started winding up and final reports are presented.'

Although Federal funding for the National Healthcare Alliance will stop at the end of this year, there is still time to register on ICN Gateway for any opportunities in the health sector – even beyond this project.

'We will be holding all the data for any future projects,' Andrew said.

Since the program began in late 2013, it has seen a coordinated approach to 12 hospital projects in NSW, Victoria, Queensland and Tasmania:

- Bendigo Hospital
- Latrobe Hospital
- Frankston Hospital
- Geelong Epworth Hospital
- Monash Children's' Hospital
- Royal Victoria Eye and Ear Hospital
- Dubbo Base Hospital
- Kempsey District Hospital
- South East Regional Hospital (Bega)
- Tamworth Rural Referral Hospital Centre
- Sunshine Coast University Hospital
- Royal Hobart Hospital.

ICN has worked closely with each hospital's project delivery team and local councils, to deliver supply opportunities to the local healthcare industry. This is achieved through the ICN Gateway, an online tool used to promote new work opportunities and connect local suppliers with project owners and procurement managers across Australia and New Zealand.

As of June this year, 496 work packages, with an estimated value of \$449 million have been posted on ICN Gateway; in that same time, ICN nominated 896 companies.

Work packages include a variety of construction projects, including demolition, hazardous waste removal, concreting, painting, tiling, landscaping, scaffolding and more.

To be considered for various healthcare projects under the alliance – or any future construction projects – companies need to register on ICN Gateway. A basic listing includes a company profile that ICN's expert consultants can view and send notifications when suitable projects are online. There are also a range of paid products designed to help companies tap into the 12,000 supplier searches carried out each month on ICN Gateway.

For more information on the National Healthcare Alliance, or ICN Gateway, go to www.icngateway.com.au

A new face in South Australia

ICN South Australia has welcomed Bettina Venner to the tight-knit team.

As Manager – Industry Supply Chain in the Industry Participation Office of the Department of State Development, Bettina's focus is on developing supply chains in the minerals, energy and other industries. Part of her role is coordinating the work of Industry Capability Network (ICN) in South Australia.

'There are so many exciting projects happening here in South Australia, including of course the Future Submarines,' Bettina said.

'It is a perfect time for me to join the team and assist them to ensure South Australian companies have access to these major projects.'

Bettina has a raft of international oil and gas experience, including working as a chemical engineer at a Sasol coal

gasification plant in South Africa, as well as at the Uhde engineering design company in Germany, the Chevron Cape Town Refinery and the Exxon Mobil Adelaide Refinery.

She joined the state government in 2003 and since then has worked across departments and roles such as regulation, policy and economic development in the Environment Protection Authority, Department of Treasury and Finance and the Department of State Development.

Bettina holds degrees in chemical engineering and commerce as well as a graduate diploma in management, and is a member of Engineers Australia.





International Mining and Resources Conference (IMARC) 10–12 November 2015

More than 3000 national and international decision makers from the resources sector flocked to Melbourne in November for the International Mining and Resources Conference (IMARC).

The conference was held at the Melbourne Convention and Exhibition Centre and attracted delegates from 35 countries plus more than 1200 exhibitors. As official partner of the conference, ICN facilitated two successful sessions: 'Meet the Oil and Gas Companies' and the 'ICN procurement workshop'.

The 'Meet the Oil & Gas Companies' session successfully provided participants a unique opportunity to hear first-hand from oil and gas companies and services providers about their priorities, and to discuss mutually-beneficial issues.

During the one-hour event, 25 delegates had 15 minutes at each of the four tables hosted by key representatives from oil and gas companies.

The 'ICN Resources Procurement workshop' targeted companies considering entering or expanding into the resources sector. It provided participants with insights into the sectors procurement requirements, and how to position their company to compete in the resources sector.

The workshop was a great opportunity to hear speakers from resources sector including procurement professionals, and major oil and gas and mining companies.

It was capped off with the 'Helping METS companies achieve success' workshop, focusing on assessing the participants' capability to access resource projects in Australia, and what they could do to improve their chances of success.

ICN Victoria's Resources Manager, Aston Smith said "IMARC presents a fantastic opportunity for ICN to provide insights and pathways for SME's entering the resources sector".

ICN supports IMARC as it provides industry with the following benefits:

- Hear from and meet key government regulators – both domestic and international.
- Learn best practice strategies for developing a country's resources.
- Share ideas with key mining project developers on sustainable mine development.
- Benchmark best practice social and economic benefits from mining activity.
- Promote global mining policy and regulatory excellence.
- Engage with workforce strengthening through participation and productivity.

Nurturing Australia's next water innovators

A handful of innovative Australian companies working in the water industry are taking part in the Australian Water Association's Innovation Incubator Program.

The incubator, sponsored by ICN, is a 12-month intensive program of activities, masterclasses, coaching sessions, mentoring support, and business-to-business meetings.

It focusses on challenges that are typically encountered by innovators:

- business need
- value articulation
- developer skills
- access to finance.

Jerome Moulin of the Australian Water Association said the incubator's objective was to 'provide Australian Innovators with the skills and knowledge to successfully commercialise water technology'.

There are currently five businesses in the incubator and the Association is currently developing a strategy to involve state government to support the initiative at local level.

As part of the program, five masterclasses are held each year to coincide with major events on the Australian Water Association calendar, including the Water Innovation Forum and OzWater. Participants are invited to pitch their product at each event, as well promote themselves as an exhibitor.

So far, there have been masterclasses on topics including business strategy, marketing, intellectual property and financing strategies.

Masterclasses are open to any interested businesses – you don't have to be in the incubator program.

The next masterclass, to be held in Sydney in March 2016 as part of the Australian Water Association Innovation Forum & Expo, will focus on accessing overseas markets.

Find out more about the Innovation Incubator Program and the Innovation Forum & Expo (including a draft program) on the Australian Water Association website, www.awa.asn.au.



Gateway to success

For the past five years, Industry Capability Network's unique online work packages tool – ICN Gateway – has helped Australian companies secure contracts with major projects.

In fact, more than 6,000 companies have won contracts thanks to their profile on Gateway, and this year, the odds have greatly improved, thanks to a raft of new options to suit any need and budget.

'We know that companies want help promoting their capabilities and we have a solution to this challenge with our ICN Gateway packages.'

As part of this new business model, ICN is redeveloping ICN Gateway, with the new-look site launching in the new year.

'The new site has a new streamlined look-and-feel,' Derek said. 'Premium members will notice their profile stands out more and the simplified layout will make it easier to find the work packages you are after.'

'The enhanced dashboard will help you quickly see key stats at a glance, as well as more efficiently search for your favourite projects and suppliers.'

'In terms of our subscriptions, the most cost-effective subscription – Be Seen – means your company appears in the search results of the 40,000 users the Gateway attracts each month,' Derek said.

'For less than the cost of a coffee a week it really is the most cost-effective networking tool – on ICN Gateway you

will be seen by people who are looking for what you are offering.'

'And we know it works because ICN Gateway suppliers have told us that they've been contacted directly by someone who found their details on our site.'

For companies who want to promote their business even more, the Be Compelling package includes a higher listing, public profile and professionally-prepared capability statement.

'This costs less than a single advertisement in some publications – and it is seen by the right people, all day, every day for a whole year, rather than sent to recycling after a few days,' Derek said.

Finally, the Premium package, includes the capability statement, a company-branded webpage – with a custom URL and company branding – the highest available search results and much more.

'This means every time a buyer uses ICN Gateway to search for a supplier in your industry, your company will appear in the top listings. With your logo and 25-word blurb promoting your company in the search results, your company is sure to always stand out from the crowd,' Derek said.



'In any one month, the Gateway attracts 12,000 supplier searches, 300,000 search results displayed, and 60,000 click throughs.'

'And with \$400 billion worth of project currently listed, it's time to put your best business foot forward.'

For more information on the Gateway packages go to icngateway.com.au or call 1300 961 139.

