

ICN QUEENSLAND HELP LOCAL SUPPLIERS

STAY UPBEAT ABOUT THE DOWNTURN

ICN Queensland's project opportunity seminars are proving to be invaluable for Queensland suppliers to gain market intelligence about upcoming projects and opportunities.

With the global and local economies debating as to whether we are in recession or not, every manufacturer is looking for ways to avoid any downturn in orders and increase revenue certainty. With the support of the Queensland Government's Department of Employment, Economic Development and Innovation (DEEDI), ICN Queensland is doing its part to assist local manufacturers and value-adding service providers identify supply chain opportunities through its state-wide Project Opportunity Seminars.

Eddo Roggeveen, ICN Queensland's Industrial Projects Coordinator and seminar presenter says "the purpose of these seminars is to inform as many suppliers, particularly in the regions, of major project supply chain opportunities in their local area that they otherwise may not have known about. It's also an opportunity for ICN to share knowledge on how suppliers can maximise their chances of getting work."

In an effort to illustrate the background and benefits available to local suppliers, the seminars also include information on the Queensland Local Industry Policy (LIP). Established in 1999, the objective of the policy is to give full, fair and reasonable opportunity for Queensland businesses to participate in major projects, and applies to all projects valued at over \$2.5 million and \$5 million in Regional Queensland and South East Queensland respectively. The implementation of the LIP not only benefits Queensland industry, but relies heavily on ICN to support major project proponents with services including developing a Local Industry Participation Plan (LIPP) and carrying out

capability searches for Queensland manufacturers and service providers.

The first seminar road-show took place in November 2008 through Mackay, Townsville and Cairns, attracting over 250 Queensland suppliers. Major project proponents in the local area including Ports Corporation, Major Hospital Projects Office and Thies were also involved in the seminars, outlining various projects' status, future plans and contracting opportunities. Roggeveen says "the best thing Queensland manufacturers can do for themselves in tough times is to identify as many opportunities in their region as possible, and this type of information is valuable for companies that are experiencing slow or negative growth."



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In partnership with Rockhampton Regional Development Limited (RRDL), ICN Queensland presented their most recent seminar in Rockhampton in February 2009, with project proponents from Gladstone Pacific Nickel and Wiggins Island Coal Terminal. Gary Kerr, CEO of RRDL says "The event was a great success with over 140 people registering. ICN not only provide industry with services in regards to supply chain opportunities, but also assist them with technical information on issues such environmental compliance and collaborative tenders, they do a great job at solidifying the link between industry and major projects."

Bruce McCleary, Commercial Manager at Gladstone Pacific Nickel said "At this particular seminar, ICN Queensland dealt with all projects floating around the Central Queensland region, which is a fantastic service for industry."

From a project management point of view, our presentation illustrated to industry what benefits big projects offer, not only in terms of definitive requirements, but also the flow on effect major projects have on the local region and associated industries. It was a great opportunity for us to know what local suppliers are out there, so if we do require specialised services, we can come back to this type of forum to find them."

In partnership with DEEDI, ICN Queensland plan on conducting 6 project opportunity seminars and 12 LIP seminars in the financial year of 2009/2010, benefiting Queensland industry through education and awareness. Suppliers can keep updated with seminars in their region by subscribing to the ICN Queensland Newsletter or viewing the events calendar at www.icnqld.org.au.

For more information or advice, please contact:

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