



ProjectConnect
fast access to project opportunities

ProjectConnect News Update

16 November 2009

This Fortnight's Topics



Additional briefing session added for ProjectConnect.



Mining Services Opportunities in Africa Seminar



REPS Sundowner - Oakagee Port & Rail Project



46 new members list on ProjectConnect in last fortnight.



Successful tenderer contact details have been provided for 6 awarded packages.



8 supply opportunities are about to close for full package registrations.



10 new full package supply opportunities were listed during the last fortnight.



How can you tell if an RFP has been prepared to favour a particular company?



Why waiting for the Carbon Pollution Reduction Scheme to become law is dangerous for SME's.

Due to overwhelming popularity, an additional ProjectConnect briefing session has been scheduled for the 1st December 2009.

ProjectConnect manager, David Kobelke, will provide a real-time demonstration of the site and explain what you can do to get the most return from ProjectConnect. David's presentation will address:

- How to ensure your organisation's profile contains relevant information for buyers.
- How projects use your registration information.
- Using ProjectConnect's search engines to find opportunities, suppliers and markets.
- Registering for ProjectConnect's supplier alerts.
- What ProjectConnect will do for you in the future.

Chevron's Gorgon AIP Coordinator, Bill Sashegyi, will also provide an insight into why Chevron uses ProjectConnect to source suppliers for projects, including the Gorgon project, and the benefits they obtain from using the system.

Following the briefing refreshments and canapés will be served, providing attendees with extensive opportunities to network with fellow industry representatives.

Date: Tuesday, 1 December 2009
Time: 4.30pm - 6.30pm (registration from 4.15pm)
Venue: CCI Function Center, 4th floor, 180 Hay Street, East Perth
Cost: \$77.00 per person (inc GST)
RSVP: Thursday, 26 November 2009

TO REGISTER: copy and paste the below address into your web browser.

<https://ebiz.cciwa.com/ebusiness/meetings/meetingdetail.aspx?ID=3034>

For assistance please call the CCI Events Hotline on 08 9365 7500.



MINING SERVICES OPPORTUNITIES IN AFRICA SEMINAR **Wednesday 25 November, 4.30 – 7.00pm, East Perth**

Austrade, Department of Commerce and the Department of State Development invite you to learn about trends and future mining services opportunities in Africa by joining leading experts Greg Hull and Penny Shozi from Austrade, and Chris Coles from UTi (Australia) Pty Ltd who will provide professional insights into local business, trade and investment returns and geographical/industry markets.

To Download a copy of the Invitation: copy and paste the below address into your web browser.

www.projectconnect.com.au/Documents/Mining_Opp_SAfrica.pdf

For additional information and to RSVP contact: Kathryn Murray

kathryn.murray@commerce.wa.gov.au or 9263 8113 by 23 November.



CCI is pleased to invite industry representatives to attend the final CCI REPS Sundowner of 2009 to gain an insight into the future of this exciting integrated infrastructure project.

TO REGISTER: copy and paste the below address into your web browser.

<https://ebiz.cciwa.com/ebusiness/meetings/meetingdetail.aspx?ID=3163>

For assistance please call the CCI Events Hotline on 08 9365 7500.

<p>The Oakajee deepwater port and rail project will deliver an integrated open access, bulk commodity supply chain to transport iron ore from Western Australia's mid-west region to customers in the Asia Pacific region.</p> <p>Comprising a deepwater port 25km north of Geraldton, linked to regional mines by approximately 550km of heavy haulage rail, the development will cater for the world's largest ore carriers and service the growing number of resource projects in the region.</p> <p>The evening will feature a short presentation from Oakajee Port and Rail Operations Director, Jim Netterfield, who will provide guests with an update on the status of this important development and an insight into the challenges of managing a multi-million dollar project.</p> <p>Guests will also have extensive opportunities to network with fellow industry representatives from the resource and energy sector in WA while enjoying a selection of gourmet canapes accompanied by premium Western Australian wines and beers.</p>	<p>Date: Thursday, 10 December 2009</p> <p>Time: 5.30pm - 7.30pm</p> <p>Venue: Astral Ballroom, Burswood Entertainment Complex</p> <p>Cost: \$49.50 per REPS Subscriber and CCI Member \$60.50 per non member (prices include GST)</p> <p>RSVP: Thursday, 3 December 2009 (unless booked out earlier)</p> <p>Places at this event are strictly limited to 4 participants per company</p>
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NEW MEMBERS - 2/11/2009 to 15/11/2009

46 Australian and New Zealand organisations listed their profiles on ProjectConnect in the last fortnight.

PACKAGES AWARDED BETWEEN - 2/11/2009 to 15/11/2009

Over the last fortnight the below projects listed winner contact details on their awarded packages.

Project	Packages listed as awarded
Gorgon Project	6

To easiest way for you to obtain the contact details of the successful suppliers that were awarded these packages is by logging into **Your Company Account**, select the **Searching** menu and click on **Search Supply Opportunities**. This will open the below search engine.

1. Set the search engine **Package Status** to **Awarded packages**
2. Set the **Date Range** from **02/11/2009 to 15/11/2009**
3. Set the **Filter by Date** to **Awarded Date**
4. Press the **Search** button.

DUPLICATE THESE SEARCH ENGINE SETTINGS

Search Supply Opportunities

This search engine allows you to interrogate and register interest on any open project opportunity that is currently listed on ProjectConnect.

You can search for specific opportunities such as pumps, motors, switchboards, etc. You can also search for recently listed opportunities.

Enter your keywords to find project packages

For further information hover your mouse over options labels below:

Project :

Keyword(s) : **4. Press**

Search :

Search String : Exact match Any keyword **1. Select**

Package Status : Full or Component Package Open Full Package Open Awarded packages New packages Closed packages

Filter by date : To: **2. Set dates**

Closing date Listed date Awarded date **3. Select**

5. Click on the **Awarded Date** of each opportunity to open the contact details of the successful suppliers. See next picture.

309 Packages found					
Project Name	Package Name	Closing	Full Package ?	Components of Package ?	Awarded Date ?
Gorgon - Downstream Procurement Offsite Facilities	Utilities API 650 Tanks (156.82 kb)	Awarded	<input type="checkbox"/>	<input type="checkbox"/>	10/8/2009
Gorgon - Downstream Procurement Offsite Facilities	Temporary Water Tankage (156.90 kb)	Awarded	<input type="checkbox"/>	<input type="checkbox"/>	20/8/2009
Gorgon - Downstream Procurement Offsite Facilities	Utilities Water Pumps (156.94 kb)	Awarded	<input type="checkbox"/>	<input type="checkbox"/>	12/8/2009

Click on date to open supplier details

You can also use the free Public system to find the contact details for these award packages. For assistance click on the HELP menu and download the help desk guideline *"How to find and register for supply opportunities on the free public site"*.

CLOSING FOR REGISTRATIONS BETWEEN - 16/11/09 to 29/11/09

There are 8 packages closing for full package registration over the next fortnight on the below projects.

Project	Packages about to close
Fiona Stanley Hospital	8

To easiest way for you to access and register your interest on these supply opportunities is by logging into Your Company Account, select the Searching menu and click on Search Supply Opportunities. This will open the below search engine.

1. Set the search engine Package Status to Full Package Open
2. Set the Date Range from 16/11/2009 to 29/11/2009
3. Set the Filter by date to Closing date
4. Press the Search button.

DUPLICATE THESE SEARCH ENGINE SETTINGS

Enter your keywords to find project packages

For further information hover your mouse over options labels below:

Project :

Keyword(s) : ← **4. Press**

Search :

Search String : Exact match Any keyword ← **1. Select**

Package Status : Full or Component Package Open Full Package Open Awarded packages New packages Closed packages

Filter by date : To: ← **2. Set dates**

Closing date Listed date Awarded date ← **3. Select**

To register your interest, check the boxes for the opportunities you are interested in and press the Submit Interest button at the bottom of the webpage.

You can view your registrations by selecting the Registrations menu and click on Active Registrations.

If you need some assistance with your company account login, using the opportunities search engine or checking your registrations please click on the HELP menu within your company account system.

You can also use the free Public system to find and register on these opportunities. For assistance click on the HELP menu and download the help desk guideline "How to find and register for supply opportunities on the free public site".

NEW PACKAGES LISTED BETWEEN - 2/11/2009 to 15/11/2009

There have been 10 new full package supply opportunities listed on ProjectConnect by projects in the fortnight ending 15 November 2009.

Project	New Packages Listed
Gorgon Project	1
Fiona Stanley Hospital	9

To easiest way for you to access and register your interest on these supply opportunities is by logging into Your Company Account, select the Searching menu and click on Search Supply Opportunities. This will open the below search engine.

1. Set the search engine Package Status to New
2. Set the Date Range from 02/11/2009 to 15/11/2009
3. Set the Filter by date to Listed date
4. Press the Search button.

DUPLICATE THESE SEARCH ENGINE SETTINGS

The screenshot shows a search engine interface with the following elements and annotations:

- Project:** A dropdown menu with "-- search all projects --" selected.
- Keyword(s):** A text input field containing "%", followed by a "Search" button. A red arrow points to the button with the text "4. Press".
- Search:** A dropdown menu with "All Fields" selected.
- Search String:** Radio buttons for "Exact match" and "Any keyword", with "Any keyword" selected. A red arrow points to this selection with the text "1. Select".
- Package Status:** Radio buttons for "Full or Component Package Open", "Full Package Open", "Awarded packages", "New packages", and "Closed packages", with "New packages" selected.
- Filter by date (Optional):** A section containing two date input fields: "2/11/2009" and "15/11/2009", with a "To:" label between them. A red box highlights these fields, and a red arrow points to them with the text "2. Set dates".
- Filter by date (Optional):** Radio buttons for "Closing date", "Listed date", and "Awarded date", with "Listed date" selected. A red arrow points to this selection with the text "3. Select".

To register your interest, check the boxes for the opportunities you are interested in and press the Submit Interest button at the bottom of the webpage.

You can view your registrations by selecting the Registrations menu and click on Active Registrations.

If you need some assistance with your company account login, using the opportunities search engine or checking your registrations please click on the HELP menu within your company account system.

You can also use the free Public system to find and register on these opportunities. For assistance click on the HELP menu and download the help desk guideline "How to find and register for supply opportunities on the free public site".

Tender Tip – Ways to Spot the “Wired” RFP

Incumbent suppliers and contractors often re-win contracts when they are retendered. With new contract opportunities there might be a front running candidate, advising behind the scenes, that becomes the lead choice (as if it were a favoured incumbent) when the opportunity is tendered. Astute companies can detect this incumbent favouritism in an RFP and related procurement process and will include this risk in their bid/no-bid decisions.

So how can you tell if the RFP has been “wired”; that is, whether consciously or not, the RFP has some degree of bias toward the incumbent contractor? Here are some signs that the odds may be stacked against you. None of them are conclusive on their own, and one or more will likely be true on every bid. But if several are true they may add up to something...

Possible wired RFP signs	
1	Emphasis on evaluation criteria that only an incumbent will be able to get top marks in. For example, experience in using customer specific tools or direct experience supplying to the customer.
2	Emphasis on evaluation criteria that are easy to bias. Risk mitigation and quality are good examples.
3	Customer prohibitions against contacting or rehiring the incumbent’s staff.
4	Scopes of work that have evidently been prepared to favour the incumbent’s products, services or IP.
5	Evaluation practices that are outside the norm for that organisation. If pricing is normally evaluated at 40%, but on this RFP it is being evaluated at 10%, you have to wonder why. But this also requires you to know what the norms and trends are for that customer.
6	Use of multiple evaluation criteria to address the same thing. For example, requiring that past performance of projects include key staff as well as separately evaluating the credentials of the proposed bid team.
7	Short, inflexible response deadlines. This can favour the incumbent who is expecting the bid.
8	RFP ambiguity that favours an incumbent. For example, scopes that aren't defined and deliverables that are named but not described. Another example is Statements of Work that require you to know the customer's undocumented standard operating procedures.
9	So much detail in the RFP that it's overwhelming. Only incumbents will likely know what not to read.
10	Response page limitations that make it impossible to answer all of the requirements so that only the incumbent will know what to skip without being branded "non-compliant."
11	Requirements for fixed price proposals where you don't have enough information to fully cost all risks.
12	Unusually brief responses by the customer to tenderer clarification questions, especially when there are only a handful of bidders or when the customer is unresponsive to questions it could easily answer.
13	Unusually lengthy answers to clarification questions, often delivered at the last minute without an RFP response time extension.
14	"Processes" specified in the RFP that can't be mapped or flow charted so that only someone who has experience with them can figure out how they work.

Knowing that an RFP may be wired should not mean an automatic no-bid decision. In fact, understanding the reasons and needs behind the possible bias provides excellent insight into discriminating your own bid and winning that business!

(Content adapted and reproduced from captureplanning.com)



Why waiting for the Carbon Pollution Reduction Scheme to become law is dangerous for SME's

Whilst much has been written and reported on about Australia's Emission Trading Scheme and in particular, the impending Carbon Pollution Reduction Scheme (CPRS), not nearly as much energy has been expended on the National Greenhouse and Energy Reporting Act (NGER) which has been law in Australia since September 2007. Understanding NGER legislation will enable SME's to understand and prepare for the information flows up and down Corporate and Government supply chains.

So what is NGER? NGER is Australian legislation designed to target businesses exceeding certain thresholds of CO₂e- emissions or energy production or consumption to self report their greenhouse and energy data to the Department of Climate Change by prescribed dates. Failure to do so carries substantial penalties for the company and the CEO, in some cases.

Under NGER, the Department of Climate Change will develop a database of information as to who the larger polluters and emitters are. Government estimates have this at some 1,000 companies. Our experience in the field however, suggests this number may be somewhat larger. This data will be helpful when CPRS commences on 01 July 2011 because from this date on, these larger polluters/emitters and producers/consumers of energy will be required to buy "permits" from Government for the right to pollute. Permits will be purchased on an auction basis and will for the first time in Australia impose a cost on business for exceeding certain pollution thresholds. At the end of the yearly cycle, businesses will need to buy enough permits to match the level of Scope 1 (direct emissions) that they declared to the Department of Climate Change during that reporting period. They will be required by law to prove they have complied with the Legislation and purchased enough permits. Penalties will apply for non-compliance.

An example best illustrates how this will work. Let's assume the CPRS is up and running in Australia. A transport company has produced 30,000t CO₂e during the reporting period and the CPRS facility threshold is 25,000t CO₂e. Therefore the facility threshold is exceeded and the transport company must buy 30,000 permits to meet its compliance obligation. Assume the market auction price of permits is \$20 each, the company must buy 30,000 permits, creating a \$600,000 carbon liability for that period. Had the transport company stayed under the CPRS facility threshold, no obligation to buy permits would exist. Indeed, by exceeding certain thresholds, this transport company has made itself less competitive against other transporters who are carbon/energy savvy.

So what does this mean for SME's? It means by not understanding the implications of NGER legislation now, SME's are not likely to position themselves for dealing with the higher costs, the new carbon economy will impose. SME's need to understand and consider the impacts of carbon on all the businesses that they do business with and the likely impact for themselves. In addition to the transport cost increase, imagine not planning for a 11% electricity cost increase, a 4% increase in the cost of steel, an 8% increase in the price of gas, a 67% increase in the price of aluminium, to mention a few.

Understanding the implications of the flow down effect of the NGER legislation will give SME's time to assess the risks and opportunities before the CPRS becomes operational. Delaying any planning nor SME action until the introduction of the CPRS in 2011 will translate into valuable time lost to position your business as a low carbon, more efficient energy user and also leave you uneducated as to the carbon/energy strategies your supply chain partners are adopting. Why assume these risk, address the topic sooner rather than later.