



ProjectConnect  
fast access to project opportunities

# ProjectConnect News Update

8 February 2010

## This Fortnight's Topics



89 new members list on ProjectConnect in last fortnight.



Successful tenderer contact details have been provided for 22 awarded packages.



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



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



American Chamber of Commerce Annual Trade Mission



2009 ProjectConnect User Survey released



Temporary Recruitment - A Flexible, Practical Solution

## AMERICAN CHAMBER OF COMMERCE ANNUAL TRADE MISSION

The American Chamber of Commerce is inviting interested companies to join them on their annual Trade Mission to the Offshore Technology Conference (OTC) in Houston, in May 2010.

The OTC is the largest oil and gas industry "offshore production" conference in the world. It is the dominant trade conference and industry showcase.

To download a flyer on this invitation and the conference, please [CLICK HERE](#) (559kb pdf). Alternatively, copy and paste the below address into your web browser:



[http://www.projectconnect.com.au/Documents/Newsletter attachments/AMCHAM\\_Annual\\_Trade\\_Mission\\_2009.pdf](http://www.projectconnect.com.au/Documents/Newsletter_attachments/AMCHAM_Annual_Trade_Mission_2009.pdf)

## 2009 PROJECTCONNECT USER SURVEY RELEASED



A survey of suppliers who used the ProjectConnect system to register interest against a listed project opportunity during 2009 was undertaken in November 2009.

The purpose of the survey was to determine how often the ProjectConnect system was being used and what benefits were being obtained by suppliers.

In total, 501 suppliers responded to the survey. The feedback on benefit gained from the information on ProjectConnect was:

- 47% said they were alerted to at least one new opportunity which they had pursued.
- 11% said it allowed them to develop new business relationships.
- 21% said it led to them tendering for additional work.
- 8% had won additional contracts.

It is estimated that in 2009, 242 companies won \$312 million in additional contract work from utilising ProjectConnect.

To see the detailed report on the profile, please [CLICK HERE](#) (130kb pdf). Alternatively, copy and paste the below address into your web browser:

[http://www.projectconnect.com.au/Documents/Newsletter\\_attachments/2009\\_ProjectConnect\\_User\\_Survey\\_Report.pdf](http://www.projectconnect.com.au/Documents/Newsletter_attachments/2009_ProjectConnect_User_Survey_Report.pdf)

Best Regards,  
Chris Pretorius  
Manager - ProjectConnect

## NEW MEMBERS - 25/01/2010 to 07/02/2010

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

## PACKAGES AWARDED BETWEEN - 25/01/2010 to 07/02/2010

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

Project	Packages listed as awarded
Gorgon Project	2
Southern Seawater Desalination	20

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 **25/01/2010 to 07/02/2010**
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 :  ← 1. Select

Search String :  Exact match  Any keyword

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

Filter by date :  To:  ← 2. Set dates  
(Optional)  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"/>	<a href="#">10/8/2009</a>
Gorgon - Downstream Procurement Offsite Facilities	Temporary Water Tankage (156.90 Kb)	Awarded	<input type="checkbox"/>	<input type="checkbox"/>	<a href="#">20/8/2009</a>
Gorgon - Downstream Procurement Offsite Facilities	Utilities Water Pumps (156.94 Kb)	Awarded	<input type="checkbox"/>	<input type="checkbox"/>	<a href="#">12/8/2009</a>

**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 - 08/02/2010 to 21/02/2010

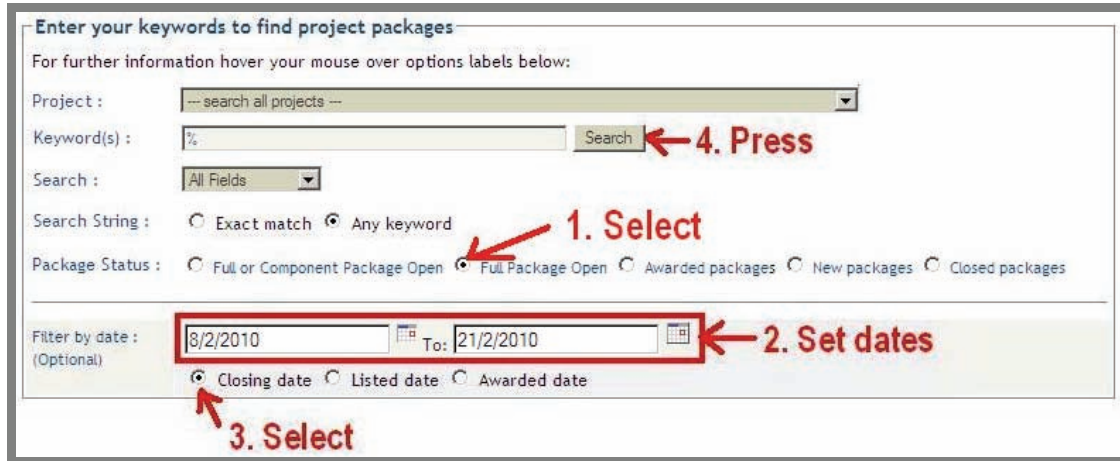
There are 69 packages closing for full package registration over the next fortnight on the below projects.

Project	Packages about to close
Collie Urea Project	39
Gorgon Project	30

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 **08/02/2010** to **21/02/2010**
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) :  Search **← 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**

(Optional)  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.

## NEW PACKAGES LISTED BETWEEN - 25/01/2010 to 07/02/2010

There have been 45 new full package supply opportunities listed on ProjectConnect by projects in the fortnight ending 7 February 2010.

Project	New Packages Listed
Collie Urea Project	36
Gorgon	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 **25/01/2010 to 07/02/2010**
3. Set the **Filter by date** to **Listed date**
4. Press the **Search** button.

## DUPLICATE THESE SEARCH ENGINE SETTINGS

The screenshot shows a search interface titled "Enter your keywords to find project packages". Below the title, it says "For further information hover your mouse over options labels below:". The form includes several fields and options:

- Project :** A dropdown menu with "-- search all projects --" selected.
- Keyword(s) :** A text input field containing "%", followed by a "Search" button. A red arrow labeled "4. Press" points to the button.
- Search :** A dropdown menu with "All Fields" selected.
- Search String :** Radio buttons for "Exact match" and "Any keyword", with "Any keyword" selected.
- Package Status :** Radio buttons for "Full or Component Package Open", "Full Package Open", "Awarded packages", "New packages", and "Closed packages". "New packages" is selected. A red arrow labeled "1. Select" points to this option.
- Filter by date : (Optional)** A section with two date input fields: "25/1/2010" and "7/2/2010", with a "To:" label between them. A red box highlights these fields, and a red arrow labeled "2. Set dates" points to the right field. Below the date fields are radio buttons for "Closing date", "Listed date", and "Awarded date". "Listed date" is selected. A red arrow labeled "3. Select" points to this option.

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.

# TEMPORARY ASSIGNMENTS

## A FLEXIBLE, PRACTICAL SOLUTION

Project-specific roles, business peaks, staff sickness and annual leave all present employers with an interesting challenge; do you redistribute workloads between existing employees or employ additional resources to satisfy your short-term needs?

Rather than continuously redistributing work between current permanent employees, which can reduce productivity, increase stress and may negatively impact quality and health and safety, many companies choose to use temporary assignments.

Once the sole domain of office support staff, temporary assignments offer a proactive solution that enable employers to keep their business moving forward. Popular with companies from all industry sectors, it is now recognised that professional interim candidates with high levels of skills and experience are readily available to fill even the most specialist roles.

Most companies are now confident that the temporary employment market can be relied upon to provide the skills they require at short notice and factor temporary staffing into their workforce planning. Key advantages include:

### **Flexibility**

Temporary workers can fulfil both long and short-term needs and can be engaged and off-hired at short notice. There is no financial penalty for terminating a temporary assignment and there may also be the option to employ workers on a part-time, job share or ongoing 'as required' basis.

### **Cost control**

Headcount freezes, budget constraints and the inability to predict future workloads can all impact on a company's ability to employ permanent staff. A temporary assignment can overcome these issues, ensuring you have the resources available when required but carry none of the financial risk. In addition, a temporary employee is paid for the hours they work. This means employers can keep a tight control on their staffing costs and ensure productivity remains at optimum levels.

### **Reduced administrative burden**

Engaging an experienced, fully referenced temporary candidate via an agency removes administrative burdens from an employer. The temporary candidate is paid by the agency and is fully interviewed and reference checked. When required they will have also undertaken any necessary pre-employment medicals and safety tickets.

### **Popular with candidates**

Temporary assignments are also popular with candidates. In fact, many develop successful careers as professional interim workers. Temporary assignments allow a candidate to control their work/life balance and gain exposure to a broader range of opportunities and depth of experience. They can also select which projects they are involved in; some seek diversity and new challenges and others seek to develop a career as specialists in a particular field.

For further information about how temporary assignments may help your business, please contact David Irvine at Hays on 08 9226 5766 or [david.irvine@hays.com.au](mailto:david.irvine@hays.com.au)