



ProjectConnect
fast access to project opportunities

ProjectConnect News Update

25 January 2010

This Month's Topics



124 new members list on ProjectConnect in last fortnight.



Successful tenderer contact details have been provided for 23 awarded packages.



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



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



Who's managing your contracts?

NEW MANAGER FOR PROJECTCONNECT

I am pleased to announce that I started in the role as the new ProjectConnect Manager today.

I look forward to assisting all our subscribers and users to get the most out of ProjectConnect in the years to come.



As always, if you need any assistance or want to discuss anything, please do not hesitate to contact me.

SAIPEN LEIGHTON CONSORTIUM LISTS OPPORTUNITIES

We are pleased to announce that the Saipem Leighton Consortium has commenced listing opportunities for the \$900 million Chevron Gorgon LNG Jetty and Marine Structures contract on ProjectConnect.

The listed opportunities can be found in the **LNG Jetty and Marine Structures** subproject under the **Gorgon Project** page on ProjectConnect.

Best Regards,
Chris Pretorius
Manager - ProjectConnect

NEW MEMBERS - 11/01/2010 to 24/01/2010

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

PACKAGES AWARDED BETWEEN - 11/01/2010 to 24/01/2010

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

Project	Packages listed as awarded
Gorgon Project	12
Southern Seawater Desalination	4
Sino Iron	7

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 **11/01/2010 to 24/01/2010**
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"/>	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 - 25/01/10 to 7/02/10

There are 23 packages closing for full package registration over the next fortnight on the below projects.

Project	Packages about to close
Collie Urea Project	14
Fiona Stanley Hospital	3
Gorgon Project	6

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 25/01/2010 to 7/02/2010
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) : ← 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 - 11/01/10 to 24/01/10

There have been 102 new full package supply opportunities listed on ProjectConnect by projects in the fortnight ending 24 January 2010.

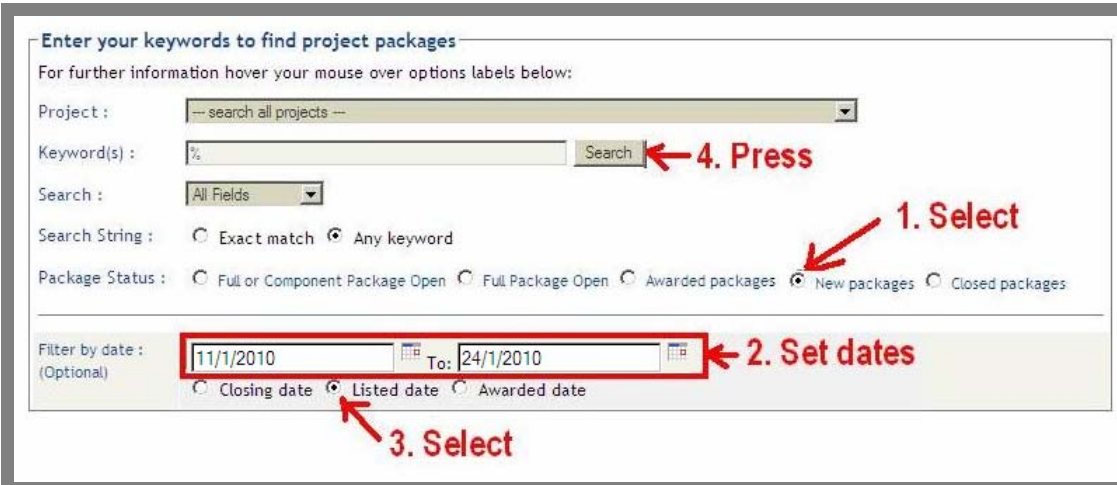
Project	New Packages Listed
Collie Urea Project	61
Gorgon	32
Fiona Stanley Hospital	8
Sino Iron Project	1

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 **14/12/2009 to 10/01/2010**

3. Set the Filter by date to Listed date
4. Press the Search button.

DUPLICATE THESE SEARCH ENGINE SETTINGS



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

- Project :** A dropdown menu with the text "-- search all projects --".
- 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". The "Any keyword" option is selected. A red arrow points to it 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". The "New packages" option is selected.
- Filter by date : (Optional)** A section containing two date input fields: "11/1/2010" and "To: 24/1/2010". A red box highlights these fields, with a red arrow pointing to it from the text "2. Set dates". Below the date fields are radio buttons for "Closing date", "Listed date", and "Awarded date". The "Listed date" option is selected, with a red arrow pointing to it from 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.

Tender Tip – Who is Managing Your Contract?

Fences or Bottom Drawers?

“Good fences make good neighbours” is a proverb used to describe a common held view that a well constructed and detailed written contract document forms the basis of a good contract relationship. In effect the “good fence” symbolises that the rights and obligations of both parties are perfectly clear and completely understood.

In contrast others argue that, almost irrespective of what the written contract says, a well functioning contract is mostly determined by the quality of personnel relationships formed by the parties. In this situation the contract is said to “stay in the bottom drawer” while the parties get the job done.

So what type of contract approach is best? Fences or bottom drawers?



Contracts Don’t Manage Themselves...

Most people would say good contracts require a mixture of both fence and bottom drawer elements – and how much of one or the other depends on the circumstances of the supply. But, irrespective of where on this fence/bottom drawer scale your contract lies, the contract won’t manage itself. Pretty simple concept hey?

Well why then do so many supply contracts draw to a close with both seller and buyers unable to really say whether the contract was successful or not? Or worse, why do suppliers so often adopt a passive role in managing their contracts when so much value associates with customer satisfaction and repeat business?

So, as a supplier, if you find yourself in a situation where your contract is (1) “drifting” toward its expiry or (2) is likely to be re-tested in the marketplace by your customer through a competitive tendering situation, here are 5 suggestions to “reposition” yourself:

	Suggestion	How to do it
1	Get on the front foot	<p>Management is the act of applying supervisory and administrative <u>direction</u>. Why not, then, create some direction if none exists? Managing, in a contract sense, can involve as little as two elements:</p> <p>(1) Agreeing key contract objectives and measuring performance against them: “hard” issues like quality and meeting delivery dates, and also “softer” outcomes like customer satisfaction.</p> <p>(2) Formalising meetings and communications between the parties; committing to these forums and performing actions arising from them.</p> <p>Even a handful of targeted measures and a periodic get together can do wonders!</p>

	Suggestion	How to do it
2	Document wisely	Heresay and opinion influence decision making in the absence of documented evidence to the contrary. Always record significant contract activities and events. Follow up in writing phone calls (especially ones that affect the form or content of the contract). Keep emails. You will be very well served come contract renewal time if you can evidence key actions and decisions taken throughout the contract’s life.
3	Maybe you are not that important	With due acknowledgement to authors Behrendt and Tuccillo, maybe “He’s just not that into you”. In other words, your contract might not be as important to your customer as you think. Buying organisations, especially large ones, will classify and prioritise supplies or inputs based on critically, duration or value. So if you supply something that isn’t high in one of these, chances are everything’s OK as long as you supply what is asked and your invoices are paid. This isn’t bad – just reality. If you aren’t sure where you sit, why not ask? That way you can work out what kind of engagement is appropriate (as in (1) and (2) above).
4	Share your good ideas	Nothing drives customers crazier that having a supplier only provide a host of interesting new ideas when the supply is subject to competition, such as when the contract is about to be retendered. Sure, be judicious about what opportunities you venture during the contract term, but realise that your unprompted focus on improvement and customer benefit will be well regarded and remembered.
5	Contribute wholeheartedly	If you are fortunate enough to be supplying to a customer with an established contract management system, and you are invited to participate, go for it! Learn what you can and fully engage. These systems are extremely important to customers in that they are used to capture supplier information for a number of purposes including informing future sourcing decisions...

Take Steps to Reposition Your Contract Now...

Contract management is a key buying and selling function. If you don’t know (1) where your contract is heading and (2) what contract success looks like then invest some time in working out the answers.

Done well effective contract management can drive performance beyond what was envisaged. At the very least, taking steps towards managing your contract effectively may just earn you the status of respected incumbent, which is always a great position to start a contract renegotiation or re-tender process.

Done poorly, value is almost always eroded and your chances of term extension, contract renegotiation or re-bid success are greatly reduced. “Fences” and “bottom drawers” will then be the least of your concerns if you don’t even get a look-in next time the contract comes around!