



ProjectConnect
fast access to project opportunities

ProjectConnect News Update

31 May 2010

This Fortnight's Topics



2010 APPEA Conference



Common issues on ProjectConnect



Update on planned ProjectConnect Industry Briefing



Tender Tip - Ten elements of successful proposals



Industry Briefing: Kalgoorlie-Boulder Chamber of Commerce & Industry

What's new on ProjectConnect



78 new members list on ProjectConnect in last fortnight.



Successful tenderer contact details have been provided for 27 awarded packages.



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



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

2010 APPEA Conference

The 2010 APPEA Conference and Exhibition was held in Brisbane from 16 to 19 May 2010.

The exhibition featured over 150 companies, with all the leading oil & gas producers in Australia and the Asia-Pacific region, as well as many suppliers of products and services in the industry, including ProjectConnect and REPS.

The hot topics of discussion were Coal Seam Gas production in Queensland and the proposed resources super profits tax.

There are currently a number of projects in Coal Seam Gas under consideration, with five projects making significant progress toward a final investment decision with three proponents (QGC, Santos and Arrow Energy) scheduled to reach a final investment decision soon.

The projects under consideration are:

1. Santos Ltd/Petronas

Proposes to develop a LNG plant at Hamilton Point West on Curtis Island, called the Gladstone Liquefied Natural Gas Project (GLNG). First LNG cargo expected in 2014. Final investment decision is expected by mid 2010.

2. Queensland Gas Company (QGC)

This group, a wholly-owned subsidiary of BG Group Plc, proposes to develop a LNG plant at North China Bay on Curtis Island, called the Queensland Curtis LNG Project (QCLNG). First LNG cargo expected in 2014. Final investment decision is expected by mid 2010.

3. LNG Limited

Proposes to develop a LNG plant at Fisherman's Landing, Gladstone, called the Gladstone LNG Project - Fisherman's Landing. First cargo is expected in 2013.

4. ConocoPhillips/Origin Energy

Proposes to construct a four train LNG plant on Curtis Island near Gladstone. The project is called Australia Pacific LNG (APLNG).

5. Shell (CSG) Australia Pty Ltd

This group, a wholly-owned subsidiary of Royal Dutch Shell Plc, proposes to construct a plant at Boatshed Point on Curtis Island near Gladstone. No formal statement on when the first cargo is expected to occur has been provided.

6. Impel (Southern Cross LNG)

Proposes to construct an open-access LNG terminal on Curtis Island near Gladstone. Production is expected to start in 2013.

7. Sunshine Gas/Sojitz Corporation

Proposes to establish a mid-scale LNG plant at Fisherman's Landing. Sunshine Gas is now owned by QGC.

8. Energy World Corporation

Proposes to establish a LNG plant at Abbott Point. The proposal includes the development of Energy World's tenures in the Cooper Basin near Eromanga and the construction/operation of a pipeline linking the fields to Abbott Point. The project is in the early planning stage.

With all these project in the pipeline, Coal Seam Gas certainly is the industry sector to keep an eye on.

I want to thank all the ProjectConnect users who came down to the exhibition to meet me. It is always a pleasure to catch up with the people who make this service possible.

Common issues on ProjectConnect

In recent months we've had many calls from users experiencing problems with the ProjectConnect website. I have listed some of the most common issues and solutions below for your information.

The menu does not look correct

This was an issue we uncovered with Internet Explorer version 6. We have managed to resolve this issue and others we discovered with that version, but our recommendation to users are to upgrade to version 7 or 8 if possible. If you do experience any problems with the site and you are using version 6, please let us know immediately.

I don't know what my password is

Due to the change in the way ProjectConnect works, it has become very important for users to know their password. If you have forgotten your password, you can easily recover it by clicking on the *Recover your Password?* link on the *Account Login* form. Simply enter your email address and the system will send you an email with your access details.

The screenshot shows a web form titled "Login to my account". It contains the following elements:

- Email Address :** A text input field containing "projectconnect@cciwa.com".
- Your Password:** A text input field.
- Remember Account Details**
-
- [Recover your Password?](#) (This link is circled in red in the original image)
- [Change Account Controller Request Form](#)
- [Cancel, Return to website >>](#)

On the right side of the form, there is a box titled "Why remember account details?" with a question mark icon. The text inside reads: "When updating your account details it may take you some time, or you may leave your computer or web browser unattended for a period of time. This could disconnect you from ProjectConnect and cause loss of information you were entering." Below this, it says: "'Remember Account Details' stores a safe and secure temporary cookie to automatically reconnect you if this happens. It is highly recommend to have this feature enabled to avoid frustration."

Some information on the site does not show on my screen

This has been one of the most puzzling and interesting issues we have come across. It turned out to be an issue with an add-on tool in Firefox which blocks advertisements. In particular, the tool hides the closing dates on the Supply Opportunities Registration page. The easiest way to fix this problem is to switch the add-on off when accessing the ProjectConnect website.

I need advice on how to use ProjectConnect

We have been spending a lot of time updating and improving the help guidelines section of our website. Simply click on the *Help* link at the top right of the menu bar to see a list of common questions and guided answers to those questions.

Of course, if you can't find the help you need on this page, please feel free to contact me by email or phone for assistance.



The screenshot shows the ProjectConnect website interface. At the top left is the ProjectConnect logo with the tagline "fast access to project opportunities". To the right is the Deugro logo and a banner for "Air Freight / Sea Freight". Below the banner is a navigation menu with links for "Project Opportunities", "Supplier Directories", "Register your company", "Account Login", "Advertise", and "Help" (which is circled in red). A search box labeled "Other Opportunities..." is also visible. The main content area is titled "Helpdesk Guidelines" and contains a section for "Frequently asked questions (click on the question to jump to the answer):". Under this section, there are two categories: "Overview" with one question "1. How do projects use ProjectConnect?" and "Company Profiles" with three questions: "2. How do I create a company profile?", "3. How do I log into my company account?", and "4. How do I edit my company profile?".

Update on planned ProjectConnect Industry Briefing

I am pleased to announce that the next ProjectConnect Industry Briefing has been booked for Tuesday 20 July 2010 at 4.30pm at the CCI Function Centre, 4th floor, 180 Hay Street, East Perth.

The agenda & registration page will be available soon and I will forward those details as soon as they are, but remember to diarise the date in the meantime.

Best Regards,
Chris Pretorius
Manager - ProjectConnect

Tender Tip:

10 Elements of Successful Proposals

Tenders and proposals are mostly formed in a competitive context. This means that they must (1) appeal to the needs (and budget) of the potential customer **and** (2) demonstrate overall superiority in comparison with alternatives. Doing either (let alone both) is not easy; as many organisations will attest...

But don't despair! Set out below are 10 proposal elements that aid customer focus and address competitive pressure. These elements may not always assume equal weight or importance but will all be evident, to some degree, in every winning proposal. Check the list and see how your last tender rated...

	Proposal Element	Characteristics of a Successful Proposal
Information: what the proposal says		
1	Strategy and Messages	The value proposition (and this could be based around pricing) is clear to the reader. Key tender messages are cohesive, consistent and compelling.
2	Client Focus	A clear understanding of the client needs is demonstrated. Offerings are matched to these needs and supported with strong and relevant proof.
3	Competitive Focus	Proposed benefits are framed in a competitive context. Key sections, like the cover letter and executive summary, are present and are used to highlight and reinforce the competitive position.
4	Compliance	Tenderer instructions and information requirements are strictly adhered to, especially compliance with format, content and sequencing of requested information.
5	Content	Information provided is directly relevant to that requested with the most important details presented first. Use of "boilerplate" material has been carefully scrutinised. Use of "motherhood" statements has been avoided.
Presentation: how the information is presented		
6	Packaging	The document portrays a professional image (consistent with the importance and nature of the opportunity) – irrespective of whether the tender is conveyed in hard or soft copy format.
7	Structure	The document has a logical, consistent and compliant flow. Aids to document navigation are present (contents, tabs etc). Appendix materials and other supporting information are clearly identified and referenced.
8	Page Design	Documentation is client focussed and informative – even down to header and footer design. The layout makes information a pleasure to read.
9	Graphics	The document includes good use of diagrams, tables and figures to illustrate key issues and concepts ("a picture is worth a thousand words").
10	Writing Style	The document is written in plain English, jargon is eliminated and persuasive writing techniques (like active voice, action captions and descriptive headings) are used.

Didn't address all 10 the last time you tendered?

Don't worry – how about incorporating these elements into planning for your next tender!

**KALGOORLIE-BOULDER CHAMBER
OF COMMERCE & INDUSTRY INC.**



Industry Briefing

On behalf of the Western Australian Department of Commerce and Australian Department of Innovation, Industry, Science and Research, you are invited to attend an industry briefing on programs to increase the commercial capability of your business.

The industry briefing will offer networking opportunities and provide the latest information on:

- **AusIndustry** delivers over 35 business programs with \$2 billion to more than 12,000 businesses and about 85,000 individuals every year. Programs include innovation grants, tax and duty concessions, small business development, industry support and venture capital.
- **Enterprise Connect** is a \$50 million per year Australian government initiative that provides support to eligible Australian small and medium sized businesses at no charge to firms and assistance to implement recommendations flowing from a business review. The objective is to help Australian firms develop the skills, tools and knowledge needed to improve their competitiveness, productivity and to maximise their growth potential.
- **ProjectConnect** is an online electronic database that provides information on Western Australia suppliers and project supply opportunities.

Seats are limited and reservations are essentials



An Australian Government Initiative

AusIndustry



Government of Western Australia
Department of Commerce

**ENTERPRISE
CONNECT**



When:

Wednesday 9th June

Where:

**Chamber of Commerce,
O'Connor House,
Unit 5/58 Egan Street,
Kalgoorlie**

Time:

4.00pm to 6.00pm

RSVP before:

Monday 7th of June

fax: 9021 1402

email:

sales@kalgoorliecci.asn.au

phone: 9021 2466

Names of Attendees:

.....
.....
.....

Company Name:

.....
.....

WHAT'S NEW ON PROJECTCONNECT

NEW MEMBERS - 17/05/2010 to 30/05/2010

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

PACKAGES AWARDED BETWEEN - 17/05/2010 to 30/05/2010

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

Project	Packages listed as awarded
Gorgon Project	27

CLOSING FOR REGISTRATIONS BETWEEN - 31/05/2010 to 13/06/2010

There are 64 packages closing for full package registration over the next fortnight on the below projects.

Project	Packages about to close
Shell Prelude FLNG	3
Gorgon Project	5
Wheatstone Project	56

NEW PACKAGES LISTED BETWEEN - 17/05/2010 to 30/05/2010

There have been 51 new full package supply opportunities listed on ProjectConnect by projects in the last fortnight.

Project	New Packages Listed
Gorgon Project	5
Wheatstone Project	46

To easily find the packages summarised above, please see the **REFERENCE SHEET FOR SUBSCRIBER SEARCH FUNCTIONS** on the next page.

You can also use the free public system to find this information. 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"*.

REFERENCE SHEET FOR SUBSCRIBER SEARCH FUNCTIONS

For subscribers to ProjectConnect, there is an easy way to search for award details and package listings; and register interest against opportunities.

To access this search function, begin by logging into your company account, select the Searching menu and click on Search Supply Opportunities. This will open the below search engine.

Search Supply Opportunities

Enter your keywords to find project packages

For further information hover your mouse over options labels below:

Project :

Keyword(s) : **4 Click**

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 find...	...awarded packages:	...packages closing soon:	...packages recently listed:
1	Set Package Status to Awarded packages	Set Package Status to Full Package Open	Set Package Status to New packages
2	Set the Date Range from 17/05/2010 to 30/05/2010	Set the Date Range from 31/05/2010 to /06/2010	Set the Date Range from 17/05/2010 to 31/05/2010
3	Set Filter by Date to Awarded Date	Set Filter by date to Closing date	Set Filter by date to Listed date
4	Press the Search button.	Press the Search button.	Press the Search button.
Then...	Click on the Awarded Date of each opportunity to open the contact details of the successful suppliers. See next picture.	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.	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.

Closing	Full Package ?	Components of Package ?	Awarded Date ?
Awarded	<input type="checkbox"/>	<input type="checkbox"/>	11/1/2010
Awarded	<input type="checkbox"/>	<input type="checkbox"/>	1/2/2010
Awarded	<input type="checkbox"/>	<input type="checkbox"/>	20/1/2010
Awarded	<input type="checkbox"/>	<input type="checkbox"/>	9/12/2009
Awarded	<input type="checkbox"/>	<input type="checkbox"/>	18/1/2010

Click on date to open supplier details

Closing	Full Package ?	Components of Package ?	Awarded Date ?
19/2/2010	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
15/2/2010	<input type="checkbox"/>	<input checked="" type="checkbox"/>	

Select the opportunities you are interested in.

You can also use the free public system to find this information. 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"*.

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.