



ProjectConnect
fast access to project opportunities

ProjectConnect News Update

8 March 2010

This Fortnight's Topics



American Chamber of Commerce Business Briefing



Video Conferencing - A Business Ready Technology



CCI's SMARTA Business Marketing Workshop

What's new on ProjectConnect



65 new members list on ProjectConnect in last fortnight.



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



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



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

AMERICAN CHAMBER OF COMMERCE BUSINESS BRIEFING

John Westwood, Chairman of Douglas-Westwood Limited will be presenting a business briefing on the Prospects for the Energy Industry Following the Emergence from the Global Financial Crisis at the American Chamber of Commerce in Australia business briefing on 26 March 2010 at the Parmelia Hotel.



He will be addressing subjects like: What is the outlook for the energy industries? How long will spare oil production capacity last? Has the peak oil problem been solved to give us restrained prices for years to come? Or will the oil and gas industry begin to ramp up and regain its former strength? And will it return to its former structure, or does the increasing power of the NOCs herald something new? What will be the future role of gas in the global energy mix?

And what of the 'clean energy' sources of the future; of renewables, clean coal and nuclear power? Are they on track for wide-scale adoption, or have the recession and the events of Copenhagen changed the outlook?

John will also update us on Douglas-Westwood's views on the next five years' expenditure in the offshore oil & gas industry including forecasts for drilling, floating production, operations & maintenance, deepwater, LNG and more.

John Westwood is a noted commentator on the energy industries, interviewed on business TV channels such as Bloomberg and CNBC, plus Dow Jones, the Wall Street Journal and regional media worldwide. He spent 12 years in offshore operations companies before moving into market analysis and the past 20 years heading industry analysts Douglas-Westwood.

If you are involved in the energy-related industries, don't miss this informative event.

For more information, please [CLICK HERE](#), or copy and past the below address into your web browser:

<http://www.amcham.com.au/vpLink.aspx?ID=4200&EVENT=1584>

Best Regards,
Chris Pretorius
Manager - ProjectConnect



Video Conferencing – *A Business Ready Technology*

In times of economic growth, efficient use of staff time plays a major role in a business' ability to expand in-line with the economy.



For businesses planning how they can capture emerging business opportunities despite the inevitable shortage of time and staff, it is worth noting recent advancements in video conferencing which offers a more cost and time effective way of doing business.

The technology now enables businesses to host high definition 'face to face' meetings with remote staff and customers regardless of where they are located. All you need is a PC, webcam and a good internet connection.

How can video conferencing add value to my business?

Outstanding Customer Service

For businesses that are focused on delivering quality after sales support to remain competitive, this opens up exciting opportunities to deliver outstanding service to remote customers. An example of this might be providing rapid 'face to face' technical support to a mine site customer, fast tracking problem resolution and reducing downtime for the customer.

Save Time

An issue which plagued businesses during the last resource boom was achieving more with limited staff resources, which boiled down to making the most efficient use of staff time. With reduced costs and ease of setup, it is worth considering how much unproductive travel time could be saved, if 1 in every 3 meetings could be run via video conferencing instead of travelling. Time poor Executives and Regional Managers are now able to participate in quality 'face to face' project, board and customer meetings directly from their office.

In light of the time and skills shortage associated with the impending resources boom, it is well worth considering the opportunities that the new age of video conferencing presents to business.

Please contact **BeingThere** if you would like to find out more about the recent advancements in video conferencing and what it can do for your business.

www.beingthere.com.au or call 1300 891 551

SMARTA Business Marketing Workshop



Good marketing strategies are at the heart and sole of all successful businesses. They provide the tools to find opportunities in challenging times, and ensure businesses can continue to build and grow regardless of the economic climate.

This workshop is designed for business owners with a small to medium level of marketing knowledge. It will provide an insight into the six essential marketing strategies required to successfully build your business, and show you how to apply them to ensure you can successfully steer your company through thick and thin.

This practical and interactive half-day workshop will teach you:

- The best ways to Brand and be **S**een
- The top ways to be better **M**anaged
- How to make sure your products are always **A**ffordable
- The marketing glue - **R**elationships
- What makes customers want to **T**rade their money for your product
- The multiple ways to be easily **A**ccessed

This workshop is designed to immediately benefit your business. Throughout the workshop you will gather solid marketing information and work directly on your own business – identifying strengths, weaknesses, problems and solutions.

To assist you in effectively analysing your business needs, you will be provided with an easy to understand analysis tool to be completed prior to the workshop. On the day, you will examine your current situation, be presented with multiple solutions, and walk away with a clear picture of the right marketing direction for your business.

Duration: Half Day

Dates: 25 March 2010

Course times: 8.30am – 12.30pm (8.15am registration)

Program fee: \$242 members; \$275 non-members

Only cancellations received prior to the RSVP date (18 March 2010) are entitled to a full refund.

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

<https://ebiz.cciwa.com/ebusiness/meetings/meetingdetail.aspx?ID=2948>

For assistance please call the CCI Business Training hotline on 08 9365 7500.

WHAT'S NEW ON PROJECTCONNECT

NEW MEMBERS - 22/02/2010 to 7/03/2010

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

PACKAGES AWARDED BETWEEN - 22/02/2010 to 7/03/2010

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

Project	Packages listed as awarded
Gorgon Project	6

CLOSING FOR REGISTRATIONS BETWEEN - 8/03/2010 to 21/03/2010

There are 26 packages closing for full package registration over the next fortnight on the below projects.

Project	Packages about to close
Collie Urea Project	10
Fiona Stanley Hospital	1
Gorgon Project	15

NEW PACKAGES LISTED BETWEEN - 22/02/2010 to 7/03/2010

There have been 24 new full package supply opportunities listed on ProjectConnect by projects in the last fortnight.

Project	New Packages Listed
Collie Urea Project	3
Fiona Stanley Hospital	1
Gorgon Project	20

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 22/02/2010 to 7/03/2010	Set the Date Range from 8/03/2010 to 21/03/2010	Set the Date Range from 22/02/2010 to 7/03/2010
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.