



ProjectConnect
fast access to project opportunities

ProjectConnect News Update

2 November 2009

This Fortnight's Topics



Industry Briefing: ProjectConnect - Getting it to Work for you!



Lean Manufacturing! What is all the fuss about?



So where will SME's feel carbon and climate change supply chain pressure and why?



58 new members list on ProjectConnect in last fortnight.



Successful tenderer contact details have been provided for 20 awarded packages.



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



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

Industry Briefing: ProjectConnect - Getting it to Work for you!

CCI invites you to attend an industry briefing to find out how to fully use ProjectConnect to your benefit and ensure the best outcomes for your business.

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: Thursday, 26 November 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, 19 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.

Lean Manufacturing (What is it?)

Increasing Global Competition

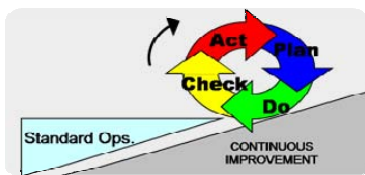
Faced with an increasing global market, to survive we need to be as efficient and effective as we can, and always looking to be more so than our competitors.

Lean Manufacturing is part of a business wide strategy aimed to **increase market share** whilst at the same time attempting to **minimise operating costs**. In the face of ever increasing global competition businesses are driven to **improve flexibility, sharpen market responsiveness, improve output and simultaneously to reduce overall costs**. Lean manufacturing is one of the key but not only, means by which this is being achieved.

Often defined as:

*Lean Manufacturing is now the name used for a collection of business performance improvement tools and concepts that focus on enhancing **Quality, Cost, Delivery and People's contributions** through the application of tried and tested best practices, the elimination of waste and continual improvements in **workplace safety and sustainability**.*

How to determine your “Lean Manufacturing” training needs



There are many good training courses. However, lean is best applied using the PDCA model. The model, by definition (Plan-Do-Check-Act), requires flexibility. This is best taught by an instructor that has years of experience with lean manufacturing implementations. It is best taught by someone that has seen failure as well as success.

Competitive Manufacturing “Qualification” & Lean Manufacturing

1. Competitive Manufacturing training package has been developed in consultation with industry to cover a broad range of modern manufacturing excellence and continuous improvement skills and is now available to all Australian Manufacturing organizations.
2. Competitive Manufacturing training is considered necessary for manufacturers to become more globally competitive.
3. Competitive Manufacturing comprises theory and shop floor mentoring and delivers tangible business outcomes through participation in identified workshop improvement projects.

Train your workforce and yes they may leave, but what if you don't train them and they stay?

Tip

Always establish your business needs first before you start any training, there are many Federal, State and local incentives available to help cover the cost of training and development programs.



Who is pulling your chain? – supply chain, that is.....

There are some 7.6 Million registered businesses in Australia. Most are yet to consider the likely impact climate change legislation could have on their business with little attention being paid to international trends.

The Carbon Disclosure Project is the largest institutional investor coalition in the world with over 400 signatory investors and a combined asset base of \$55 Trillion. The following is a quote from their Supply Chain Report 2009 – “Looking at the impacts of carbon and climate change on supply chains, it is difficult to understand why some companies are questioning ‘if’ they should do something. The questions to be asked should instead be ‘what’ and ‘how’. The reason why is simple; carbon and climate change are serious issues, with critical commercial, financial, operational and brand implications. Therefore it is not an option, it is basic business sense.”

So where will SME's feel carbon and climate change supply chain pressure and why? We see two areas – corporate social responsibility at a Government/Corporate company level and Corporate green products.

The European Union experience has been that Governments and the Corporate sector have embraced the ‘corporate and socially responsible’ movement that surrounds the low carbon environment push. If you are an SME and want to do or maintain doing business with Government or the top end of town, environmental credentials are emerging as a must have, because when big business wants to build environmentalism into their brand they will choose to deal with companies who share their values. Pretty obvious you might say but the reality is most SME's are being pushed down this path rather than embracing the changes, voluntarily.

The second area is not as obvious. It arises from a Corporate company going down the path of creating a green product and which involves a life cycle analysis.

Let's assume Company A is a motor vehicle manufacturer in Australia. The company is corporate socially responsible and adopts a green policy internally and along its supply chain. In order to produce and market green (low carbon environment) products, it must conduct a life cycle analysis for each green product it manufactures (in this case, its cars), to determine the total cost of embedded carbon throughout the whole car manufacturing, distribution and disposal process. This ultimately means that Company A will need to know the carbon footprint of every company along its supply chain and roll the sum of all these footprints together with their own, into their products.

This is where things get interesting. One group of suppliers of goods/services to Company A are three transport companies. Transport Company 1 is not aware of or perhaps disregards the whole move towards a low carbon environment and adopts a business as usual approach. Transport Company 2 is aware of the changing dynamics of its corporate partners and has had its own carbon footprint, measured. This company becomes more attractive to Company A because it has commenced greening its operation and by being measured, has data to provide to Company, making this process, simpler.

Transport Company 3 however, understands the advantages and trends towards greening its business (ie positioning a business for success and profitability by making decisions to operate their business in a low carbon environment). This company has not only measured its carbon footprint, it has also purchased enough carbon credits to ‘offset’ all its carbon emissions and actively advertises this fact to all its customers and business stakeholders, without fear of ‘green washing’ allegations nor backlash.

When Company A looks along its supply chain to determine which transport company to allocate most of its work to, Transport Company 3 will be a stand out. By greening their business Transport Company 3 can advise Company A what its carbon emissions levels are, by buying carbon credits to offset its own emissions, means Company A does not need to buy as many carbon credits for its own products given Transport Company 3 has eased this burden and importantly, by selecting a transport company with ‘green credentials’, Company A conforms with its own policy of dealing with green businesses along its supply chain. Businesses looking for an advantage or early mover opportunities need look no further. The opportunities to gain competitive advantages lie in the carbon management space.

Where does one begin you may ask. The starting point is ‘measure’ your business carbon footprint, then ‘manage’ the process which may include purchasing carbon credits and finally, put in motion ‘minimisation’ solutions to save energy and thereby costs.

NEW MEMBERS - 19/10/2009 to 01/11/2009

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

PACKAGES AWARDED BETWEEN - 19/10/2009 to 01/11/2009

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

Project	Packages listed as awarded
Gorgon Project	19
Southern Seawater	1

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 **19/10/2009 to 01/11/2009**
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
(Optional)

Closing date Listed date Awarded date ← 3. Select

- 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 - 02/11/09 to 15/11/09

There are 16 packages closing for full package registration over the next fortnight on the below projects.

Project	Packages about to close
Gorgon Project	8
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.

- Set the search engine **Package Status** to **Full Package Open**
- Set the **Date Range** from **02/11/2009** to **15/11/2009**
- Set the **Filter by date** to **Closing date**
- Press the **Search** button.

DUPLICATE THESE SEARCH ENGINE SETTINGS

The screenshot shows a search engine interface titled "Enter your keywords to find project packages". It includes several input fields and options:

- Project:** A dropdown menu with "-- search all projects --" selected.
- Keyword(s):** A text input field with a percentage sign (%) and a "Search" button. A red arrow points to the "Search" button with the text "4. Press".
- Search:** A dropdown menu with "All Fields" selected.
- Search String:** Radio buttons for "Exact match" and "Any keyword". A red arrow points to the "Any keyword" option 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 "Full Package Open" option is selected.
- Filter by date (Optional):** Two date input fields. The first is "2/11/2009" and the second is "15/11/2009". A red box highlights these two fields, and a red arrow points to the second field with the text "2. Set dates".
- Filter by date (Optional):** Radio buttons for "Closing date", "Listed date", and "Awarded date". A red arrow points to the "Closing date" option 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".

NEW PACKAGES LISTED BETWEEN - 19/10/2009 to 01/11/2009

There have been 22 new full package supply opportunities listed on ProjectConnect by projects in the fortnight ending 01 November 2009.

Project	New Packages Listed
Gorgon Project	13
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 19/10/2009 to 01/11/2009
3. Set the Filter by date to Listed date
4. Press the Search button.

The screenshot shows a search engine interface titled "Enter your keywords to find project packages". It includes a "Project" dropdown menu, a "Keyword(s)" input field with a "Search" button, a "Search" dropdown menu, and "Search String" options for "Exact match" and "Any keyword". The "Package Status" section has radio buttons for "Full or Component Package Open", "Full Package Open", "Awarded packages", "New packages" (which is selected), and "Closed packages". The "Filter by date" section has a date range from "19/10/2009" to "1/11/2009" and radio buttons for "Closing date", "Listed date" (which is selected), and "Awarded date". Red arrows and text annotations indicate the steps: "1. Select" points to the "New packages" radio button, "2. Set dates" points to the date range input fields, "3. Select" points to the "Listed date" radio button, and "4. Press" points to the "Search" button.

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.

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