



**ProjectConnect**  
fast access to project opportunities

## UNDERSTANDING HOW PROJECTS USE PROJECTCONNECT

Just a few years ago, many projects established hard copy technical libraries. Suppliers would meet with project personnel and provide them with their catalogues and brochures. These would be categorised and placed in the project library for future reference.



It is now rare for projects to store supplier information in this manner.

This means hard copy supplier information provided to projects can be misplaced or discarded. It may never end up in the hands of the correct engineer or buyer who would obtain the greatest benefit from the information.

This is not a satisfactory outcome for suppliers and may mean a project does not identify the most cost effective engineering and procurement solution for its stakeholders.

The ProjectConnect website was launched in late 2004 as an online electronic library which stores, organises and distributes information on suppliers, development projects and project supply opportunities.

ProjectConnect allows projects to publish and fully manage an online listing of the goods and services it intends purchasing.



Suppliers can then register their interest on listed items, either as a:

1. Full package supplier that has a demonstrated in-house capacity to provide the complete item.
2. Component package supplier that it interested in providing parts of the item to the successful full package tenderer.

### Supplier Registration System

Project Packages					
Search packages:		Submit	Clear	?	
REF NO.	FULL PACKAGE DESCRIPTION	REGISTRATION CLOSES	FULL PACKAGE	COMPONENTS OF PACKAGE	TENDERERS / SUPPLIER
SW-001	Vertical transport  (33.02 kb) <b>NEW</b>	22/7/2009	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
SW-004	IELVS  (39.02 kb) <b>NEW</b>	22/7/2009	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
SW-005	Security  (24.20 kb) <b>NEW</b>	24/7/2009	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

1
2

Projects have access to a secure management system that allows their personnel to view all goods and services and the number of suppliers that have registered interest on each item.

### Project Management System

Ref #	Goods & Services	Registrations
SW-005	Security  (24.20 kb) <b>NEW</b>	38 ← 38 suppliers have registered
SW-001	Vertical transport  (33.02 kb) <b>NEW</b>	11 ← 11 suppliers have registered
SW-004	IELVS  (39.02 kb) <b>NEW</b>	14 ← 14 suppliers have registered

Project personnel can select any good or service and open a detailed listing of all the suppliers that have registered their interest on that item. They are provided a table that shows each supplier's:

- turnover,
- key contact person ,
- phone,
- email address,
- website address, and
- date the supplier registered.



Just by pointing at the name of a supplier they immediately see a description of its key activities.

By double clicking on the name of a supplier they can open and view the supplier's full company profile.

### Project Management System

## Prime Package Registrations

Displaying Full Package Registrations for Filtering Results by: Prime Package Registrations

View	Company Name	Turnover	State	Edit Contact	Contact Number	Email		
	DORIC Engineering (WA) Pty Ltd	Over 50 Million	WA	<a href="#">View Profile</a>	08 9442 0000	<a href="mailto:doric@perc.com.au">doric@perc.com.au</a>		
	DIPLOMA CONSTRUCTION PTY LTD	Over 50 Million	WA	<a href="#">View Profile</a>	08 9442 0000	<a href="mailto:diplo@perc.com.au">diplo@perc.com.au</a>	<a href="#">View</a>	12/2/2009
	Leighton Contractors Pty Ltd	Over 50 Million	WA	<a href="#">View Profile</a>	08 9442 0000	<a href="mailto:leight@perc.com.au">leight@perc.com.au</a>	<a href="#">View</a>	23/5/2008
<div style="border: 1px solid black; padding: 5px; background-color: #ffffcc;"> <p><b>CLICK on icon to open full company profile</b></p> <p>Leighton is Australia's largest construction group employing over 9000 people who provide a wide range of construction, technical and management services in civil and mining, marine work, mechanical and electrical engineering and construction, building design and construction. For complete details please refer to our website. For a comprehensive capability statement please send your request to jane.dunbar@leicon.com.au</p> </div>								
	Decmil Australia	Over 50 Million	WA	<a href="#">View Profile</a>	08 9442 0000	<a href="mailto:decmil@perc.com.au">decmil@perc.com.au</a>	<a href="#">View</a>	2/2/2009
	VDM Group Ltd	Over 50 Million	WA	<a href="#">View Profile</a>	08 9442 0000	<a href="mailto:vdm@perc.com.au">vdm@perc.com.au</a>	<a href="#">View</a>	27/3/2009
							<a href="#">View</a>	15/4/2009
							<a href="#">View</a>	27/2/2009
							<a href="#">View</a>	26/2/2009
								15/2/2006
								8/7/2006
							<a href="#">View</a>	18/2/2009

**Open supplier's website**

Project buyers are normally interested in assessing the full package suppliers that have registered. ProjectConnect allows them to quickly identify a short list of suppliers for further investigation. ProjectConnect, however, is only one source of supplier information that a project will use to build a final bidders list.

ProjectConnect is unique in that it also supports registrations from component suppliers that want to provided goods and services to a project's successful tenderers.

To support component suppliers, projects publish the name and contact details of successful tenderers on award of contract.



## Supplier Registration System

78500011	Telecommunication and Electronic Systems (159.20 kb)	Awarded	<input type="checkbox"/>	<input type="checkbox"/>	View								
78500018	Facility Management (34.89 kb)	Awarded	<input type="checkbox"/>	<input type="checkbox"/>	View								
78500027	<div style="border: 1px solid gray; padding: 5px;"> <p><b>CLICK HERE TO CLOSE</b> <input type="button" value="X"/></p> <p><b>Recruitment and Mobilisation IT Services Tenderers / Suppliers</b></p> <table border="1"> <thead> <tr> <th>Company Name</th> <th>Contact Person</th> <th>Contact Number</th> <th>Email</th> </tr> </thead> <tbody> <tr> <td>Bright People Technologies Pty Ltd</td> <td>Declan Huare</td> <td>+61 (0) 8 9226 0484</td> <td>DHuare@brighttechnologies.com.au</td> </tr> </tbody> </table> </div>				Company Name	Contact Person	Contact Number	Email	Bright People Technologies Pty Ltd	Declan Huare	+61 (0) 8 9226 0484	DHuare@brighttechnologies.com.au	View
Company Name	Contact Person	Contact Number	Email										
Bright People Technologies Pty Ltd	Declan Huare	+61 (0) 8 9226 0484	DHuare@brighttechnologies.com.au										
78500041					View								
78500051					View								
78500052					View								
78500053					View								
78500082					View								
78500094					View								
78500106	RECRUITMENT AND MOBILISATION IT SERVICES TENDERERS / SUPPLIER				View								
78500109	Survey Control (157.86 kb)	Awarded	<input type="checkbox"/>	<input type="checkbox"/>	View								
78500113	Fly Camp on Barrow Island (31.01 kb)	Awarded	<input type="checkbox"/>	<input type="checkbox"/>	View								
78500121	Integrated Logistics Services (28.32 kb)	Awarded	<input type="checkbox"/>	<input type="checkbox"/>	View								
78500122	Recruitment and Mobilisation IT Services (33.80 kb)	Awarded	<input type="checkbox"/>	<input type="checkbox"/>	View								
EOI	Quarantine Wrapping Services (24.57 kb)	Closed	<input type="checkbox"/>	<input type="checkbox"/>	View								

When a project posts a successful tenderers details on ProjectConnect, all suppliers that have registered to provide components are automatically sent an email advising them of the award and encouraging them to make contact with the successful supplier.

At the same time, the successful full package supplier is sent an email that:

- Notifies them that their details have been posted on ProjectConnect as the winner of a contract.
- Informs them that there are a number of suppliers that have expressed an interested in providing them goods and services.
- Provides them access to the registration details and company profiles of all the component suppliers that expressed their interest.
- Encourages them to ensure that the life-cycle benefits that can often be obtained by sourcing from local based suppliers is fully realised by the project.



## *How Suppliers Benefit from ProjectConnect*

A survey of suppliers who use ProjectConnect was undertaken in November 2009.

The survey indicates that 8 per cent of ProjectConnect users that registered for work in 2009 won additional contracts. This is estimated to be worth \$312 million in additional work orders. Also;

- 47 percent of ProjectConnect users were alerted to at least one new opportunity which they pursued;
- 11 percent of ProjectConnect users developed new business relationships with other organisations; and
- 21 percent of ProjectConnect users tendered for additional work.

