

# News



Latest updates from ICN,  
Australia and New Zealand's  
industry matchmaker

[icn.org.au](http://icn.org.au)

## ICN passes the Gorgon test

**The Chevron-operated Gorgon project is Australia's largest single resource project. Over \$20 billion in construction contracts are to be secured by Australian firms. ICN is helping over 1,000 firms bid for a share.**

The Gorgon project will pump natural gas across 130km of ocean. Carrying much of that gas will be the HDPE pipes, 2 metres in diameter, purpose built by a small Western Australian firm, Kingston Bridge Engineering.

The project needed a local HDPE supplier who was willing to invest in technology. Each component had to meet strict requirements in its coatings, treatments and packing, to meet the environmental conditions for the project.

To help with the challenge, Chevron turned to ICN's industry knowledge and networks. Through ICN and its usual tender processes, Chevron was introduced to Kingston Bridge Engineering.

To win its contracts, Kingston Bridge Engineering had to invest in a new plant to make the world's largest HDPE pipes. Kingston Bridge Engineering is now one of just two firms in the world that can make the 2-metre pipes.

That investment has paid off in many ways. As well as \$8.5 million in Gorgon contracts, Kingston Bridge Engineering has also earned an export contract to Hong Kong and another for a US-led project in Australia.

The success has been more than financial. The Gorgon project allowed Kingston Bridge Engineering to retain experienced staff during the global financial crisis, while other businesses were being forced to cut back.

In all, ICN has helped with Gorgon enquiries to just over 1,000 firms and so far 61 firms have been successful with contracts worth, collectively, over \$1 billion.

The Gorgon challenge brought the best out of the ICN team, led by Linus O'Brien from ICN's WA office.

'Gorgon has been the biggest project we've worked on,' says Linus, 'and the exciting thing about it is the number of Australian firms we've been able to bring online.'

## Chairman's message



This marks the fourth edition of our new and improved Capability News, and my first edition as Chair of the ICN Executive Directors. We've had some fantastic feedback from our readers about the newsletter, and aim to continue to provide you with up-to-date information on current projects, success stories, key activities and events.

In this edition we profile the great success of Kingston Bridge Engineering in the Chevron-operated Gorgon gas project, where there are still plenty of opportunities for local suppliers.

We also bring you another success story, in a totally different sector, with the work ICN has done with helping Redback Health Services win a major contract with the Tasmanian Department of Health and Human Services.

We also profile Enterprise Connect, which provide services to SMEs that complement the services provided by ICN. ICN works closely with Enterprise Connect, and have recently held some joint activities to assist SMEs.

You can read all about this and more, in our latest edition.

**Darren Hill**  
Chair, ICN Executive Directors

ICN is now setting itself for many large-scale projects: Chevron's Gorgon and Wheatstone projects, Woodside's Browse \$35 billion LNG project, INPEX's \$34 billion Ichthys LNG project and enormous LNG projects in the Gladstone area of Queensland.

'There are immense opportunities for Australian industry to benefit from one of the largest resources sector investment booms', said the Prime Minister in announcing ICN's role. 'We want to make sure Australian businesses have the best chance at securing these contracts.'

The investment and construction phases of Australia's resource boom are expected to continue well into the 2020s. The opportunities for Australian engineering and other supply firms are unprecedented. ICN will continue to support those firms who are looking to expand their own horizons.

## Bonaparte LNG

The Bonaparte LNG project is a joint venture between GDF SUEZ and Santos to develop a floating liquefaction project in the Bonaparte Basin, in the Timor Sea, 250 kilometres west of Darwin.

The project aims to produce LNG, using natural gas from the three remote offshore fields, Petrel, Tern and Frigate.

The proposed floating LNG production facility will be moored over the Petrel field, in 85m to 100m of water, and will process and store the natural gas before offloading it to an LNG carrier.

In collaboration with ICN, the project will communicate upcoming contracting and procurement opportunities via ICN Gateway. Companies interested in these opportunities are encouraged to register.

**For further information:**

email [admin@icnnt.org.au](mailto:admin@icnnt.org.au)  
call 08 8922 9422



## Joining forces to rebuild Christchurch

The financial impact of the 2010 Christchurch earthquake is still being estimated, but the restoration work is expected to be around \$30 billion. ICN in New Zealand has been involved in the rebuild of Christchurch through sourcing of local companies able to contribute to the reconstruction process.

ICN is working alongside the Canterbury Earthquake Recovery Authority (CERA) and the Stronger Christchurch Infrastructure Rebuild Team (SCIIRT), the entity formed by CERA to manage the rebuild of the city's damaged road and freshwater, waste water and storm water networks.

ICN's David Corney has been based in Christchurch at the Canterbury Development Corporation (CDC) since September 2011, taking on the role as procurement agent, acting on behalf of project owners, to source materials and components from local, domestic and Australian suppliers.

'We want to support businesses in the region so that they can get started on the road to recovery and continue making a valuable contribution to the economy', says David.

**For further information:**

contact David Corney  
email [earthquake@icn.gov.nz](mailto:earthquake@icn.gov.nz)

## Equus gas field development

The Equus project consists of several natural gas fields 180km north of North West Cape, and around 300km west of Karratha in the Northern Carnarvon basin, offshore Western Australia. The US oil and gas company Hess has 100% equity in Equus.

The project will involve the installation of a subsea gathering system tied back to an offshore platform for preliminary processing and compression, with a subsea pipeline connecting to existing third party infrastructure feeding an existing onshore gas processing facility.

The proposed infrastructure for the project includes the subsea production wells and associated flowlines and risers; an offshore floating production system to undertake preliminary processing and compression; and a gas export pipeline.

Hess is currently progressing with Front End Engineering Design (FEED).

The FEED is being undertaken by Wood Group Kenny for the subsea design and WorleyParsons/INTECSEA for the Floating Production System (FPS) design.

As this is Hess' first gas field development in offshore Western Australia, there is a significant opportunity for ICN to assist Hess in identifying capable Australian suppliers to support the project.

**For further information:**

contact Danielle D'Souza  
email [danielle.dsouza@icnwa.org.au](mailto:danielle.dsouza@icnwa.org.au)  
call 08 9365 7549



## ICN provides the right connections for QLD water tank supplier

Camel Tanks Pty Ltd director Lorne Bobart knew major project contracts were available, but struggled to find ways to reach them until he sought help from ICN.

Camel Tanks manufactures rotomoulded polyethylene products, such as tanks, silos, kayaks, pontoons, sheds and custom-moulded products for rural, domestic and commercial customers. It primarily manufactures water tanks, producing 12 models ranging from 1,591 litre to 24,424 litre capacities.

ICN helped Camel Tanks create a presence on ICN Gateway and worked with them to create relationships with contractors.

Lorne says Camel Tanks has gained fantastic results from working with ICN. 'I was banging my head against the wall trying to reach the right people. I would ring major projects, get put through to their switchboards, and end up leaving voice messages. I knew there were projects out there, but I didn't know how to reach the right people. ICN has helped put me in contact with them'.

Since forming a relationship with ICN, the company had been presented with opportunities to tender for about \$5 million in potential contracts, some of which they have won.



## ICN diagnoses health sector opportunities

Establishing a new business is never an easy road but, it is one the Redback Health Services team has never regretted taking. From 2004, building on its procurement origins, Redback has expanded its services and has an experienced team with a strong track record.

Establishing networks is key to the organisation's success and ICN has been a valuable resource for Redback in getting their business 'off the ground'.

The founding members of Redback Health Services all come from a broad health industry background, so sound experience was never an issue. However, as they found out, establishing and growing a health related procurement business is a world away from working within the health industry.

Redback realised early on that ICN would be a valuable resource in helping get the business off the ground. They found ICN particularly supportive with introducing the organisation to the health sector, coaching on positioning their proposals for potential new business and importantly, identifying suitable opportunities within the Australian market.

Most recently, Redback was successful in winning a tender from the Tasmanian Department of Health and Human Services (DHHS) with the help of ICN.

As part of major redevelopment works, DHHS needed medical and operational equipment to establish new clinical units at both Launceston General and Royal Hobart Hospitals. Redback went on to purchase the entire equipment requirements for DHHS, which meant purchasing everything from bins to beds, but primarily medical equipment.

## Colby Hauser, National Sector Manager – Oil and Gas



Colby Hauser has over 8 years experience working in the supply chain management industry, and holds a Bachelor degree in International Business and Supply Chain Management.

Colby has extensive experience, both domestically and internationally, in the oil and gas, and construction industries, primarily in supply and contract management. He is a Certified Procurement Professional, with international certifications in purchasing management and supply chain management. Colby is also a member of the Chartered Institute of Purchasing and Supply Australia.

Before becoming ICN's National Sector Manager – Oil and Gas, Colby was a Senior Consultant working with ICN on the Woodside Browse LNG Development – matching specific procurement requirements against specific supplier capabilities and promoting local industry's capability.

Colby is committed to facilitating mutual beneficial outcomes between project proponents and suppliers. By reducing barriers in supply chains, and thereby maximising opportunities for Australian and New Zealand suppliers, value will be created for major oil and gas operators as well as local suppliers.

As ICN's National Sector Manager – Oil and Gas, Colby assists in maximising opportunities for Australian companies, especially small to medium size enterprises (SMEs), to supply goods and services to the oil and gas industry.

### For further information:

**contact** Colby Hauser

**email** colby.hauser@icn.org.au

**call** 08 9365 7715

**mobile** 0468 988 908

The tender, initially worth around \$179,000 has led to additional work for Redback, for more than \$344,000 in total.

This DHHS project came about through the involvement of ICN National Sector Manager – Health, David Ryant. ‘Through our extensive industry networks I always have access to the latest project opportunities, and with the DHHS tender, I immediately identified a handful of health procurement agencies within ICN Gateway with the right capabilities so they could respond,’ says David.

ICN’s National Sector Manager – Health, David Ryant, is one of seven National Sector Managers that were appointed in May 2010. They oversee and coordinate ICN’s activities and work with the Australian Government Supplier Advocates, industry leaders, key stakeholders, small to medium enterprises (SMEs), and ICN consultants to help develop the national market to make sure Australian and New Zealand companies are well placed to pursue opportunities in priority sectors.

Redback Health Services has experienced first-hand the benefits of having an ICN National Sector Manager. ‘It’s reassuring to know that ICN has someone who is dedicated to servicing the health industry and can work with organisations like ours to promote our capabilities on an ongoing basis’, says David Carruthers, Redback Principal and founding member.

## ICN Gateway listings and wins

Snapshot of activity for the quarter, July to September 2012.



Figures stated are approximate estimates.



## Steel trade mission to China and Thailand

ICN’s National Sector Manager – Steel, Andrew Kiloni, alongside Mr Ian Cairns from the Australian Steel Institute recently supported the Steel Supplier Advocate, Mr Dennis O’Neill in a trade mission to Thailand and China.

The mission introduced large Australian steel fabricators to the capacity and capabilities of steel fabrication, modular construction and wind farm turbine and blade firms in these countries. The delegation met with 16 large heavy engineering firms and EPCMs (Engineering, Procurement and Construction Managers) in this region.

The mission achieved a number of key objectives, such as strengthening the relationship between these firms, providing real opportunities for future partnering

and collaboration, and ensuring that the Australian industry is able to maximise local content.

‘The delegates were impressed with the size and scale of the facilities visited, but they were certainly not intimidated. Our industry has always had an exceptional reputation for high quality steel fabrication’, says Andrew. ‘Combined with new relationships which have now been fostered, I am confident that our industry will benefit from the mission’.

**For further information:**

**contact** Andrew Kiloni

**email** [andrew.kiloni@icn.org.au](mailto:andrew.kiloni@icn.org.au)

## Enterprise Connect



Enterprise Connect provides services to SMEs that complement the services provided by ICN. A division of the Department of Industry, Innovation, Science, Research and Tertiary Education, Enterprise Connect plays a key role in connecting SME's to the knowledge, tools and expertise necessary to improve productivity, increase competitiveness and fully capitalise on growth potential.

Enterprise Connect services begin with a comprehensive, confidential and independent Business Review, delivered at no charge. Conducted by expert Business Advisers, the Business Review is carried out on-site and involves a top-to-bottom analysis of your business. Once the review is complete, Enterprise Connect can provide your business with tailored assistance and services.

ICN assists Enterprise Connect in the delivery of Business Review services through the engagement of Business Advisers, through a formal partner organisation agreement, in Victoria and Queensland.

Enterprise Connect and ICN also work closely together on a number of other projects providing assistance to SMEs.

### Supplier capability development project

Enterprise Connect has developed an industry clustering initiative, where suppliers in related industries, located in the same region, are brought together to help build competitiveness. Through ICN's services, we are assisting Enterprise Connect with this initiative. A piloted project has been run in WA, NSW and in SA.

One example in SA, is where ICN has been working closely with Enterprise Connect and the South Australian Department of Manufacturing, Innovation, Trade, Resources and Energy under the Buy Australian at Home and Abroad initiative, on the Mapping the Connections (MtC) project. MtC is an assessment tool developed by the Enterprise Connect Innovative Region Centre, in partnership with Deakin University, to assist clustering initiatives and industry collaboration.

The first stage of this project involved working with 50 local manufacturers who have an interest in diversifying their markets into the resources sector. These manufacturers took part in a survey to look at existing manufacturing operations, markets and

relationships in their current operations. Following on from this exercise Enterprise Connect, in collaboration with ICN in South Australia, are now about to put these companies through a Resources Industry Supply Chain Index (RISCI) review. This will provide them with feedback on their operational and market readiness to supply to the resources sector.

ICN will continue to work with Enterprise Connect to help identify linkages and support regions.

### RISCI sessions

With a strong Australian resources sector, there are many opportunities for Australian suppliers to expand their business. Enterprise Connect has developed the Resource Industry Supply Chain Index (RISCI) assessment tool which aims to assist Australian SMEs to determine their readiness to enter or expand into the resources sector.

Working collaboratively with ICN in the NT, VIC, ACT and QLD, Enterprise Connect has delivered RISCI sessions across these states and territories.

Recently ICN in Victoria invited Enterprise Connect to lead a session on RISCI. The session attracted 14 business from in and around Melbourne.

'The feedback we received from varied groups of participants was positive. They told us they learnt a great deal from the session that they could take away with them', said James Ewenson, an ICN Business Capability Advisor for Mining.

Working collaboratively with ICN in the NT and the NT Department of Business, Enterprise Connect delivered RISCI to 24 Darwin based businesses and plans to run another three sessions. Another 20 firms participated in separate sessions in the Canberra (ACT) and Mackay (QLD) regions.

For more information about Enterprise Connect visit [enterpriseconnect.gov.au](http://enterpriseconnect.gov.au) or call **131 791**.

### Enterprise Connect defence & ITAR trade controls training

Enterprise Connect, in conjunction with the Centre for Export Controls Excellence, will be holding an International Traffic in Arms Regulations (ITAR) workshop during February 2013. The two-day workshop will be run in Melbourne, Sydney, Brisbane, Adelaide and Perth. The workshop provides participants with a comprehensive overview of USA and Australian export controls. The event aims to educate about compliance and leverage that compliance to best position your business. For dates in each location and further information, visit [cfece.com](http://cfece.com).

## Gary Ross, Regional Consultant



Garry is a regional consultant with ICN's Northern Territory office. Garry is a long time member of ICN, and was the 3rd staff member employed in the office back in 1988 after a working history in banking, defence and real estate.

Garry has seen the expansion of the mining sector in the NT, and from his early days at ICN, he helped identify NT businesses that had the capabilities to assist mining procurement and contracting personnel. This is a role that he continues to do passionately.

Garry assisted in the development of ICN Gateway (and the back end database), an online system that is now at the heart of ICN's services, which assists Australian businesses find suppliers or identify new business opportunities.

Garry has done a lot of work on the Strategic Indigenous Housing and Infrastructure Program and was instrumental in getting all three of the alliances onto ICN Gateway and having them post their tenders online.

Currently, Garry is involved in many projects, with a major one being the Darwin Prison. This purpose built new prison precinct will deliver best practice in design and construction, including security systems, and will have dedicated areas to deliver education, training and rehabilitation programs. You can find out more about this project via ICN Gateway, [gateway.icn.org.au](http://gateway.icn.org.au).

### For more information:

**contact** Garry Ross  
**email** [garry.ross@icnnt.org.au](mailto:garry.ross@icnnt.org.au)  
**call** 08 8922 9424  
**mobile** 0419 039 250

## Victorian industry prepare for Rio Olympics

Australia's major sporting event expertise was showcased recently at the London 2012 Olympic Games with over 50 companies contributing to what has been widely recognised as one of the most successful Olympics.

Victorian companies were well represented in London, involved with everything from stadium cleaning to event management, surface manufacturing to sporting equipment supply.

With the conclusion of the London Games, all eyes now turn to Rio 2016 Olympic Games and ICN in Victoria is already focused on ensuring Australia's expertise will be equally influential.

On behalf of the Victorian Government, Candida Costa-Wong from ICN in Victoria travelled to London during the Games to connect Australian companies with key stakeholders in the Rio 2016 Games. These included industry seminars and one-on-one meetings with the Rio 2016 Organising Committee, Brazilian Olympic Committee, the Rio Municipal Olympic Company and the Brazilian National Development Bank. At the time of publication, a follow up mission to Brazil is being held to further engage with these key major event stakeholders.

### For further information:

**contact** Candida Costa-Wong

**email** [ccosta@icnvic.org.au](mailto:ccosta@icnvic.org.au)



## Energy efficiency business opportunities in India

Austrade commissioned Ernest and Young (EY) India to research and identify energy efficiency business opportunities in India. Australia's capabilities are well suited to take advantage of the \$16 billion in business opportunities identified. Austrade, in collaboration with ICN, EY, the NSW and



## MINExpo 2012

Widely recognised as the premier exposition of mining equipment and services in the world, MINExpo, which is held only every four years, was held in Las Vegas on 24 to 26 September 2012.

ICN's National Sector Manager – Mining, David Roberts, attended the event. 'There are lots of potential learnings that can be brought back to Australia' says David. 'It is important for

Australian industry to be kept abreast of innovations and future industry direction so they can remain competitive in the global environment. There were sixty Australian companies exhibiting at the conference representing a good cross section of innovation and technology.' For more information contact **David Roberts on 07 3364 0606.**

Victorian governments, and Sustainability Victoria, launched EYs report 'The Indian Energy Efficiency Market – Opportunities and Strategies for Australian Companies'.

With assistance from ICN, Austrade ran two briefing sessions in Sydney and Melbourne for 50 companies to be informed of the opportunities available.

This report launch will be followed by webinars and workshops in India to create awareness about Australian energy efficiency industry capabilities in the market. The report is available at:

**[austrade.gov.au/Clean-energy-overview/default.aspx](http://austrade.gov.au/Clean-energy-overview/default.aspx)**. For more information, contact ICN's National Sector Manager – Cleantech, **Rob McCullagh on 0488 440 108.**



## Australasian Oil and Gas (AOG) Exhibition and Conference

The AOG Conference in conjunction with the Australasian Oil and Gas (AOG) Exhibition will be held in Perth on 20 to 22 February 2013. ICN will be exhibiting at this event and ICN's National Sector Manager – Oil and Gas, Colby Hauser will be on hand to speak to conference delegates and exhibition visitors.

To register or find out more about the conference and exhibition, visit **[aogexpo.com.au](http://aogexpo.com.au)**.

