

News



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

icn.org.au

Building good health across Australia and around the region

Australia has a strong healthcare sector, which can offer innovative solutions in architecture, hospital management, engineering, and the provision of healthcare products and services.

The healthcare sector is a priority for ICN, and through funding from the Australian Government, ICN has a dedicated National Sector Manager for health, David Ryant, whose role is to actively promote competitive local suppliers to major health projects and inform SMEs of business opportunities.

David works with a dedicated team of ICN consultants across Australia and New Zealand who specialise in the health industry. This team has been intimately involved in many health projects during the planning, tender and procurement phases – helping Australian suppliers secure contracts that may otherwise have gone overseas.

To support ICN, the Australian Government has provided funding through its Supplier Access to Major Projects (SAMP) program, which provides ICN with the resources to promote and maximise the participation of local Australian suppliers and service providers to large-scale and notable health development projects.

Below is just a few examples of how ICN is working on some exciting SAMP funded health projects and initiatives, both in Australia and overseas.

The Victorian Comprehensive Cancer Centre project is a \$1 billion world-class development, and once operating will drive the next generation of progress in the prevention, detection, and treatment cancer. The Plenary Health Consortium was awarded the contract to deliver this project and ICN is working in partnership with the Victorian Department of Health to support Plenary Group to identify local suppliers and fulfil tender documentation requirements.

Chairman's message



There has been a hive of activity at ICN over the past few months, and with only a few months left of 2013, there is still plenty more to do. The healthcare sector is a priority for ICN, and in this edition you can read about the exciting health projects that are currently underway across the country, as well as the SAMP ASEAN health infrastructure program.

You can also read about the success of construction and engineering firm, Ahrens on the world class Ichthys LNG project.

Since the last edition we have appointed a National Sector Manager for textiles, clothing and footwear, to assist in maximising opportunities for Australian companies, to supply goods and services to the textile, clothing and footwear industry.

There are plenty of projects underway with open work packages, ready for suppliers to register their interest. To find out more, and to register your interest, visit icngateway.com.au.

Darren Hill
Chair, ICN Executive Directors

Many work packages are currently available for this project and can be found via ICN Gateway, where suppliers can register their interest. Work packages are available for many different types of suppliers, including civil works, electrical, landscaping, building maintenance, hydraulics, fit-out and furniture.

In Western Australia, John Holland has been appointed as the managing contractor to deliver the new \$1.2 billion children's hospital in Perth where they will design and construct a new, state-of-the-art hospital to replace Princess Margaret Hospital for Children. Through its Australian Government SAMP funding, ICN is working in partnership with the WA Government to support John Holland in identifying local suppliers for project works and fulfilling tender documentation requirements.

ICN is also excited to be working on the National Health Alliance program. This program is aimed at assisting local industry access opportunities from over \$5 billion worth of healthcare projects around Australia.

The program is comprised of 10 hospital projects throughout the country, and includes six hospital projects in Victoria valued at \$1.143 billion across three regional areas, two hospital projects in NSW valued at \$310 million, across two regional areas, a hospital in Tasmania worth \$500 million, and one hospital each in South Australia and Queensland, both valued at \$1.8 billion each.

Each participating ICN state office will be responsible for managing projects in their state and will work jointly to engage with SMEs and local industry through the ICN Gateway.

Another innovative project ICN is involved in, is the SAMP ASEAN health infrastructure program. This program aims to develop opportunities for Australian industry to provide healthcare products and services into the rapidly growing South East Asian health sector.

Over 30 privately and government funded facilities have been approved or are under process for approval for construction in the region between 2011 and 2015. The program aims to have Australian industry widely accepted as a supplier of health solutions to the region and share in the estimated \$2 billion plus dollars that will be spent in the Malaysia, Singapore and Indonesia over the next five years.

Over the past two years, ICN has undertaken four trade missions to the South East Asia region and hosted key regional healthcare groups in Australia. The program has assisted over 40 Australian companies to establish connections in the region so far and more than 150 companies are registered for the program and receive regular updates on hospital building and construction projects.

It's an exciting time for the healthcare sector in Australia, with many major projects underway across the country as well as opportunities in the South East Asian region. These projects are keeping many Australian suppliers busy, which helps to secure a strong national industry.

To find opportunities for your business, visit ICN Gateway, icngateway.com.au or to discuss how ICN can help you, contact your local state ICN office via icn.org.au/contact-us.



Roy Hill iron ore

The Roy Hill project will be a world-class iron ore mine and is located 115km



north-east of Newman in the Pilbara region of Western Australia. The project will consist of:

- mining operation for 55 million tonnes per annum of hematite iron ore
- crushing, screening and processing lump and fines products
- stockpiling and train loading
- 344km standard gauge, single line, dedicated heavy-haul railway from the mine site to Port Hedland
- port facility located at Port Hedland for receiving, stockpiling, screening
- two new purpose-built berths.

During construction the workforce will peak at 3,600 people and it will have an operational manning of over 2,000 people.

The project will create significant wealth for Australia through the generation of export revenue, employment creation and payment of royalties and taxes.

To support ICN in this project, the Australian Government has provided funding through its Supplier Access to Major Projects (SAMP) program. SAMP helps Australian suppliers gain access to opportunities both within Australia and globally.

To find out more about this project, watch the insights video on YouTube: <http://youtu.be/0tzreKNC1gY>

To register for work packages, visit icngateway.com.au.

For further information:

contact Mark McCarthy
email mark.mccarthy@icnwa.org.au
call +61 8 9365 7490
mobile +61 409 375 534

QLD Department of Education, Training and Employment project

In a first for ICN in Queensland, the Department of Education, Training and Employment (DETE) is listing all of its construction projects onto ICN Gateway and using it as the principle vehicle to facilitate the EOI process to identify potential sub-contractors.

This process will enable the sub-contractors to be lined up prior to the appointment of the prime or head contractor, expediting the awarding of work packages once the head contractor is in place.

Companies that express their interest via ICN Gateway will be forwarded on to the head contractor once they are appointed. Final decisions on awarding contracts will be undertaken by the head contractors.

It is hoped, this system, whereby ICN Gateway is the principal vehicle for EOIs, can be replicated with other government departments in the future.

DETE project listings on ICN Gateway will not be used to identify the prime or head contractor for each project. Rather the tender for the prime or head contractor will be listed on the Queensland Government e-tender website <https://www.projectservices.qld.gov.au/etender/>.

Currently there are 13 different projects listed under the DETE project, representing opportunities with 13 contractors.

One such project is the A Flying Start – Year 7 Infrastructure Program project, which will help build the necessary infrastructure and upgrade facilities to ensure the smooth transition of year 7 classes to high schools. All construction opportunities will be listed under this project under each individual school.

To find out more about these projects, visit icngateway.com.au.

Christchurch earthquake recovery

ICN's largest project in New Zealand is the Christchurch rebuild with the restoration work is expected to be worth around NZ\$40 billion.

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.

One of ICN's success stories in Christchurch is a project with Tuakau Timber Treatments (TTT) manufacturers of a cored pole piling system using treated radiata pine. ICN promoted Tuakau's system through design houses and engineering consultants, helping generate remarkable growth using this fully sustainable material. TTT is now supplying piling for residential and commercial foundations as well as retaining walls for SCIIRT's reinstatement of roads and services. TTT's sales in Christchurch have grown

from nothing in October 2012 to 5,000 tonnes per month. And TTT's piling system is cost effective so it is helping to ease the pressure on the build cost for new and repair works.

ICN has held presentations in Melbourne (in April) and Hobart (in June) to address local companies interested in the Christchurch recovery project. Over 30 companies attended the event, with at least 20 of them considering partnering with local NZ companies. This ranges from building and construction, design and engineering to direct labour hire.

All ICN offices across Australia and New Zealand are working closely together on the project. To find out how your company could be involved in the Christchurch rebuild, visit icngateway.com.au.

For further information:
contact Andy Balmain
email abalmain@icnvc.org.au
mobile +61 409 258 513



Ross Becker Photography

ICN Gateway enhancements

ICN has recently rolled out new enhancements to ICN Gateway; including the ability to create detailed pre-qualification questionnaires for project expressions of interest, plus a multi-step wizard to guide new suppliers through the creation of a company profile. We've also made it easier for new suppliers to register for ICN projects with an update to the way work packages are displayed during the expression of interest process.

Keep watching ICN Gateway over the next few months as the team adds many more exciting enhancements.

ICN report – onshore LNG supply opportunities

ICN is helping Australian SMEs find answers about potential opportunities and contacts for operations, maintenance and facilities management of onshore Australian LNG facilities with our report Opportunities for Small to Medium Enterprises.

Linus O'Brien, from ICN in WA said 'Our consultants have extensive knowledge about current and planned LNG projects and this report is a perfect way to share this knowledge and help local suppliers find new business'.

The report shows Australian sub-suppliers the range of services and goods that are available for key operations and maintenance requirements of a typical onshore operational LNG facility.

The end result is a practical report, according to Laith Amin from Kiewit Australia. 'The report helped Kiewit understand current opportunities by installed LNG plants in Australia, and the magnitude of future LNG opportunity as the industry continues to develop', he said.

The report is freely available on the ICN website, icn.org.au, in the publications area, or you can call your local ICN consultant on **1300 961 139**.

Ichthys brings growth to local Aussie company



The Ichthys project is a world-class LNG project to develop the gas and condensate field discovered in the Browse Basin, approximately 220 kilometres off the north-west coast of Western Australia. The Ichthys Field contains resource estimates of more than 12 trillion cubic feet of gas and approximately 500 million barrels of condensate.

The expected operational life of the project is at least 40 years.

The onshore LNG facilities are under construction at Blaydin Point, near Darwin in the Northern Territory.

The project is being developed by a Joint Venture between INPEX group companies (the Operator), major partner TOTAL group companies and the Australian subsidiaries of Tokyo Gas, Osaka Gas, Chubu Electric Power and Toho Gas. It is the first LNG project to be operated by a Japanese company.

As with other large resource and infrastructure projects, the Ichthys project has agreed with the Northern Territory Government and Australian Government on an Australian Industry Participation (AIP) plan. Firms interested in work opportunities on the project are directed to the ICN Gateway, rather than engaging directly with INPEX.

To support ICN, the Australian Government has provided funding through its Supplier Access to Major Projects (SAMP) program which enables ICN to allocate sufficient resources to engage appropriately and service the AIP requirements for the project.

Through its profile on ICN Gateway, Ahrens has been nominated more than 20 times for work on the project, where they have successfully won a contract to construct 10 buildings for its accommodation village at the Howard Springs site in Darwin.

Ahrens is a diverse construction company that offers complete project solution for the design and construction of industrial and commercial buildings, mining and material handling works and a supplier of fabricated structural steel for a range of industries.

Kevin Peters, CEO, ICN Northern Territory, explains how ICN value added to the vendor identification process conducted for the project. 'We directly researched, sourced and assessed manufacturers and service providers for this work and put forward companies with proven capability to the project's major contractors. Through this process, Ahrens was successful in winning this work'.

The 10 buildings make up the central facilities of the accommodation village. They include the indoor sports centre, central kitchen diner, and the indoor/outdoor (licensed) tavern. Other minor buildings include baggage storage, waste handling, first aid and a maintenance workshop. Ahrens also provided steel to the recreation building, security gatehouse and the administration building.

With offices in Adelaide, Brisbane, Darwin and Perth, working on the Ichthys project has allowed Ahrens to expand their business even further.

'We saw the value with registering with ICN when we saw, and later won, a major building project via ICN for the 2000 Olympics', says Stefan Ahrens, Ahrens Managing Director.

'Being registered with ICN has opened up new opportunities for Ahrens. As a result of the work we have won for the Ichthys project we will be expanding our business to include an engineering workshop in Darwin - something that wasn't even a possibility before'.

ICN delivers for Victorian steel supplier



ICN is committed to helping local SMEs find new business sources on projects, and the \$62 million Dandenong Municipal project is just one example where ICN has done just that.

Late last year, ICN in Victoria hosted a 'Meet the Buyer' networking event to brief local companies on the contract opportunities that were available for the impressive new civic building in central Dandenong, and provide an opportunity for suppliers to meet the main building contractors. The five storey, 5-star Green Star rated building is part of the revitalising Dandenong scheme and will include a new regional library, customer services facility, council chambers and community meeting rooms, council offices and an open air civic

plaza and events space.

It was at this event that Eiji Fujihara, Managing Director of Wisteria Steel was introduced to Matt Shinkfield, project manager of WATPAC Construction -the contractors for this project.

Eiji immediately identified that they would be able to fulfill the steel requirements needed for this project. With the assistance of ICN's regional manager, Peter Moore, it wasn't long before Wisteria Steel were successful in tendering for and winning the steel fabrication package to supply and install approximately 200 tonnes of steel including façade steel, roof and plant steel, pods and projections – worth \$1.2 million to the company.

Eiji welcomed this opportunity for Wisteria Steel. 'I have been aware of ICN's existence for a few years now; however, I never thought we could be one of the beneficiaries of such a huge networking organisation. It was a surprisingly smooth transition from the initial Meet the Buyer meeting where we were given an opportunity to speak with the WATPAC team to tender for the Dandenong project. Peter Moore from ICN particularly encouraged us at the beginning of the process and assisted us in getting over the line. If you are willing and capable then ICN can open the door of opportunity'.

Sarah Conners, National Sector Manager - Textile, Clothing and Footwear (TCF)



With a previous role in TCF project management with Kangan Institute, Sarah has experience in project implementation, compliance and team management. Through this role Sarah has worked on many Government funded projects focused on meeting the specific needs of small fashion related businesses.

Sarah also has hands on experience taking fashion from concept to product having worked in product development and running her own business specialising in leather goods with both onshore and offshore supply chains.

Sarah has recently joined ICN as the National Sector Manager – TCF, further enhancing ICN's capabilities across multiple industry sectors. Sarah will assist in maximising opportunities for Australian companies, especially small to medium size enterprises (SMEs), through increasing local supply of goods from the TCF industry.

Sarah will work with the Australian Supplier Advocate, Tony Quick, industry leaders, key stakeholders, SMEs, and ICN consultants to promote the TCF industry capabilities in key markets - across Australia and internationally, as well as the development of the TCF industry as a whole.

For further information:

contact Sarah Conners
email sarah.conners@icn.org.au
mobile +61 412 220 265

ICN Gateway listings and wins

Snapshot of activity for the quarter, April to June 2013.



Figures stated are approximate estimates.

Super trade mission to South East Asia



ICN's National Sector Manager – Health, David Ryant, took part in the June 2013 trade mission to South East Asia, led by the Premier of Victoria, the Hon Denis Napthine MP. The purpose of the mission was to further strengthen government, business and cultural ties Victoria has with the South East Asia Region. The mission consisted of 450 delegates, representing 300 companies across a variety of sectors.

There were approximately 30 delegates who attended the health and aged care legs of the mission who represented public and

private health groups, medical IT systems specialists, university/nurse training faculties, healthcare equipment and procurement managers, architectural/health planning agencies and aged care operators.

This mission acted as a follow up visit to previous missions to the ASEAN regions of Singapore, Malaysia and Indonesia. These missions have identified numerous opportunities and resulted in over \$3 million of contract work for Australian healthcare architects, engineering companies and health planners.

A future visit to the region is planned for September/October this year, where ICN and a number of Australian companies will take part in follow-up meetings with confirmed business leads.

This visit will finalise the SAMP ASEAN program. The program aims to have Australian industry widely accepted as a reliable supplier of health solutions to the region and share in the estimated \$2 billion plus budget to be spent in Malaysia, Singapore and Indonesia over the next five years.

For further information:

contact David Ryant
email david.ryant@icn.org.au
Call +61 3 9864 6737
mobile +61 404 827 101

Bangkok oil and gas technology forum

Austrade joined forces with ICN and the Petroleum Institute of Thailand (PTIT) to organise an Australian oil and gas technology forum in Bangkok earlier this year.

Australia has a robust and diversified oil and gas services industry, which has grown substantially over the past twenty years in line with the development of a number of large oil and gas projects in Australia. Australian companies which have been involved with these projects understand how critical it is to provide the highest quality, safety-focussed and leading edge solutions to be competitive.

The forum was a means to showcase Australian expertise in the industry through technical presentations and sharing experiences. Areas covered included heat transfer and carbon reduction process, data management for enhancing oil recovery and collision avoidance systems to offshore structures. It generated strong interest which should lead to opportunities with clients in the region who are seeking expert solutions to challenges they are currently facing.

Austrade and ICN are keen to continue organising these events to increase the profile of Australian capability in the oil and gas sector to the wider region. If you are interested in participating in future events, please contact ray.loh@icnwa.org.au.

Register and update your profile

Don't forget to update your profile with the latest information visit gateway.icn.org.au today.



Steel incorporated joint venture briefings

Briefings for suppliers in the steel industry on the opportunities of being involved in an incorporated joint venture are currently underway. Briefings were recently held in NSW in Wollongong and Newcastle and in Brisbane, QLD.

These briefing allowed suppliers to hear about how this model can facilitate cooperation between steel fabricators, and with related firms, to pool capacity and capability when tendering for major project opportunities.

The briefings also provided an opportunity for companies to share with ICN and the Steel Supplier Advocate, Dennis O'Neill their own insights in the current state of the steel industry.

For more information on how to be involved in steel incorporated joint ventures, contact ICN's National Sector Manager – Steel, Andrew Kiloni on **+61 448 101 763** or email andrew.kiloni@icn.org.au.

Advancing the rail industry seminars



Advancing the rail industry, suppliers seminars were held recently in Melbourne, Brisbane and Sydney. The purpose of these briefings was to inform suppliers of the initiatives being driven by the Supplier Advocate, Bruce Griffiths and ICN's National Sector Manager – Rail, Tony Carney.

Presentations were made by Bruce Griffiths, Tony Carney, Enterprise Connect, Australasian Rail Association, Austrade and a panel of rail executives to present and discuss issues confronting rail manufacturers and other manufacturers hoping to find opportunity in the rail sector.

Tony Carney spoke about the initiatives and activities that are being undertaken to improve supply chain competitiveness and opportunities (both locally and internationally) available for the Australian rail suppliers.

For further information:

contact Tony Carney
email tony.carney@icn.org.au
Call +61 3 9864 6731
mobile +61 418 353 718