

INDUSTRY CAPABILITY NETWORK (ICN) QLD

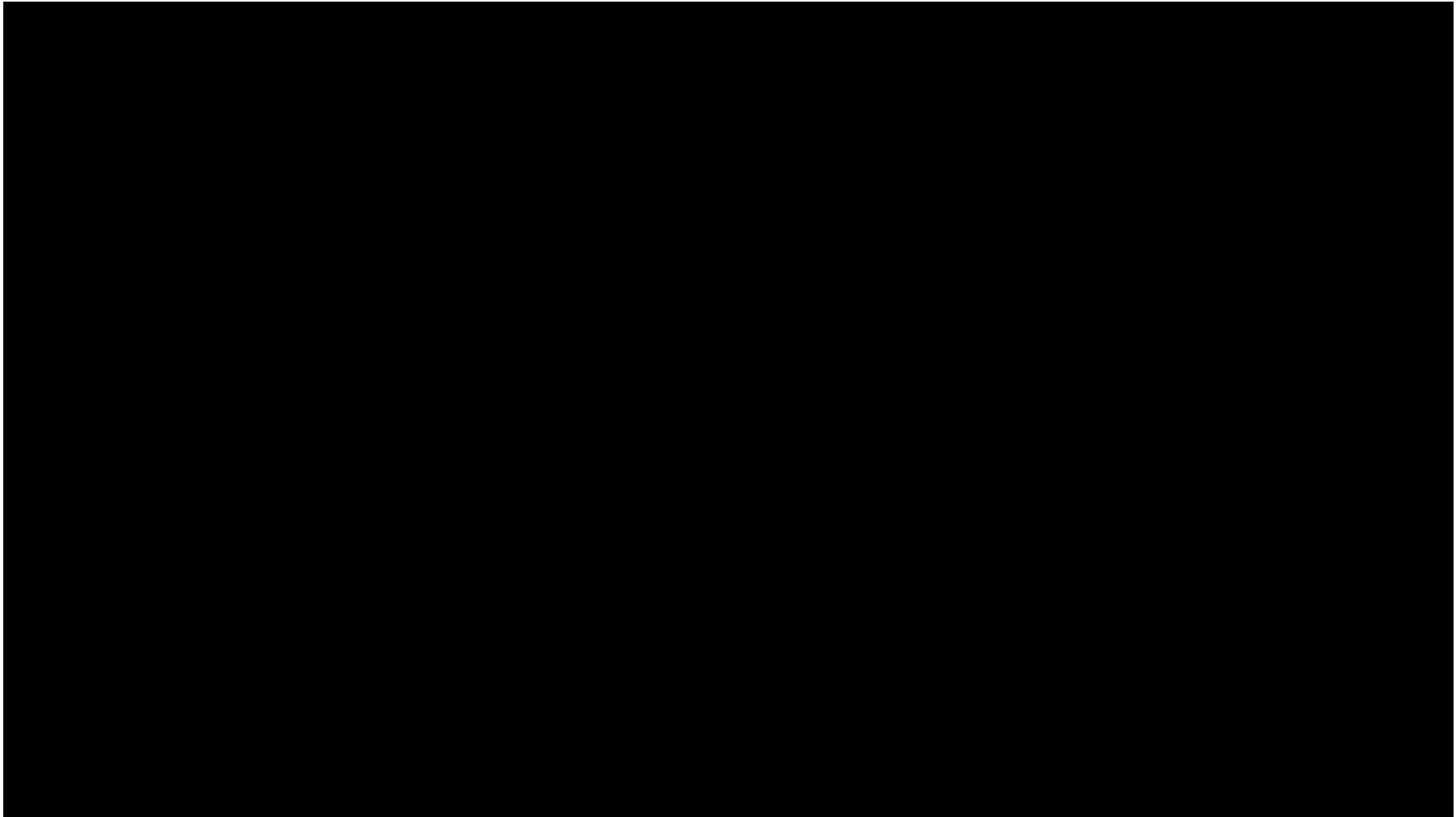
ICN Overview and Role in Major Projects

Presented by: Abhiney Arora, Team Lead

October 2019



VIDEO - ICN INTRODUCTION



WHAT DO WE DO?

Connect **major project buyers** with **capable local suppliers**

- Supplier databases
 - ICN Gateway | ICN Gateway (Regional)
 - Black Business Finder
- Project communication and supplier identification
 - Supply Chain Analyses / Mapping
 - Business Matching
 - Bid List Preparation
- Consultancy services
 - Australian / Local Industry Participation plans / reports
- Specialised events
 - Project industry briefings
 - Meet the bidder / buyer

QUEENSLAND CLIENTS – PAST 24 MONTHS



ICN STATISTICS



ICN GATEWAY - OVERVIEW

The screenshot shows the ICN Gateway website homepage. At the top, there is a navigation bar with links for PRICING, WHY ICN?, SEARCH, and CONTACT. A red box highlights the LOGIN button. Below the navigation bar, there is a large image of two construction workers in hard hats and safety vests. Overlaid on this image is the text: "Join the networking platform that's helping Australian business grow." Below the image, there is a section titled "What is ICN?" with a brief description of the platform's purpose. A red box highlights the JOIN NOW button. At the bottom, there are two main sections: "Looking for suppliers?" and "Looking for work?". Each section has a search bar, dropdown menus for state and region, and a search button. Red boxes highlight the search bars and buttons in both sections.

icngateway

PRICING WHY ICN? SEARCH CONTACT LOGIN

Join the networking platform that's helping Australian business grow.

What is ICN?

ICN helps bring Australian suppliers and project owners together by giving exclusive access to our powerful online database and our extensive network of Business Growth consultants. The result: more work for Australian businesses.

JOIN NOW

Looking for suppliers?

Search for the right suppliers or project partners here.

Keywords e.g. electrician, glass etc

Choose state

Choose region

FIND SUPPLIERS

Looking for work?

Search for projects and new business opportunities here.

Keywords e.g. fabrication, steel etc

Choose state

Choose region

FIND WORK

Suppliers can:

Create a 'new' company profile

Login to an existing company profile

Search for project & supply opportunities

Buyers can:

Search for suppliers (business to business)

Website: gateway.icn.org.au

CURRENT OPPORTUNITIES

Quandamooka Art, Museum and Performance

Queen's Wharf Brisbane

📍 Locations:	QLD Australia
💰 Project Value:	AUD \$3.6 Billion
⚠️ Project Status:	Under Construction
📁 Project Owner	DESTINATION BRISBANE CONSORTIUM INTEGRATED RESORT OPERATIONS PTY LTD

Project Details

A new world-class integrated resort development is being constructed that will put Brisbane on the map as a tourism, leisure and entertainment destination.

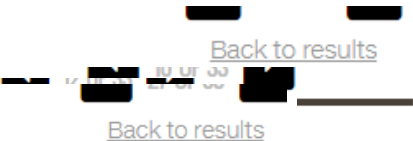
Minjerribah Futures is a \$24.75 million investment by the Queensland Government—led by the Department of Innovation, Tourism Industry Development and Commonwealth Games—to assist the economic transition of Minjerribah (North Stradbroke Island) from its traditional reliance on sand mining to a sustainable future as a globally recognised eco and cultural tourism destination.

Project Details

The \$5.2 billion LAND 400 Phase 2 program will see Rheinmetall deliver 211 8x8 Boxer Combat Reconnaissance Vehicles (CRV) to the Australian Army.

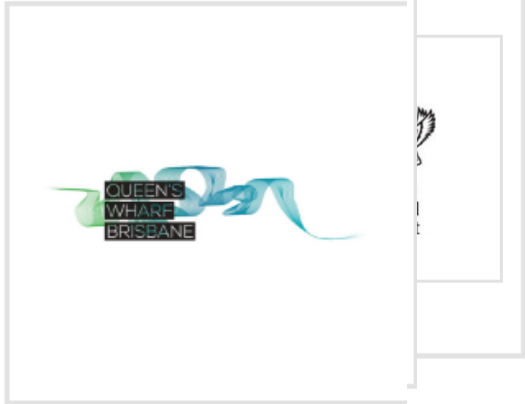


[Back to results](#)



[Back to results](#)

[Back to results](#)



Queensland
Government

RHEINMETALL
DEFENCE

ICN GATEWAY PROJECT PAGE

PROJECT DOCUMENTS





Project Documents



Media releases ▲ CONTRACT

-  9/05/19 ConocoPhillips awards Barossa Subsea Production System Engineering, Procurement and Construction contract
-  24/04/18 Barossa Offshore Project Enters Front-End Engineering Design (FEED) Phase
-  13/07/17 Barossa Offshore Project Proposal (OPP) released for public comment

Presentations ▲ CONTRACT

-  FPSO Presentation - TechnipFMC&SHI
-  Project Wide, Drilling and Subsea Work Packages Presentation
-  FPSO Presentation - MODEC
-  ICN Presentation

WORK-PACKAGES LISTED

STATUS	CLOTHING & PPE ▲ CONTRACT	OPENS	FULL SCOPE CLOSSES	PARTIAL SCOPE CLOSSES	DOCS	FULL SCOPE EOI	PARTIAL SCOPE EOI
✓	▼ Fire Equipment	17 Jun 14	1 Oct 16	n/a		<input type="checkbox"/>	
✓	▼ Protective Clothing & Footwear	17 Jun 14	1 Oct 16	n/a		<input type="checkbox"/>	
✓	▼ Clothing Alteration Services	17 Jun 14	1 Jun 17	n/a		<input type="checkbox"/>	
🏆	▼ Queen's Baton Relay - Uniforms	8 Jul 15	1 Mar 16	n/a			
🏆	▼ Queen's Baton Relay Uniform Design	8 Jul 15	1 Oct 15	n/a			
✗	Uniform Design	17 Jun 14	31 Jan 16	n/a			
✗	Uniform Manufacture, Supply & Delivery	17 Jun 14	1 Mar 16	n/a			
STATUS	COMMUNICATIONS ▲ CONTRACT	OPENS	FULL SCOPE CLOSSES	PARTIAL SCOPE CLOSSES	DOCS	FULL SCOPE EOI	PARTIAL SCOPE EOI
⊘	Network & Telecommunication Services	17 Jun 14	30 Jun 15	n/a			
⊘	Radio Communication Services	17 Jun 14	1 Jul 15	n/a			
✓	▼ Radio Communications Equipment	17 Jun 14	1 Jul 16	n/a		<input type="checkbox"/>	
✓	▼ Air Time Mobile Communication Services	17 Jun 14	1 Aug 16	n/a		<input type="checkbox"/>	
✓	▼ Audio Public Address Systems & Amplification	17 Jun 14	1 Aug 16	n/a		<input type="checkbox"/>	

SCOPE OF WORKS - EXAMPLE

<div>Barossa Offshore Project</div> <div>ConocoPhillips</div>	
Reference No:	RFI01-DRBAR_DRL_MODU
Title:	Provision of Mobile Offshore Drilling Unit/s (MODU)
Scope of Work:	<p>Provision of Mobile Offshore Drilling Unit/s (MODU) to drill, complete and flow 6 subsea production wells 300 kilometres north of Darwin, Northern Territory, within the Bonaparte Basin, located in the Timor Sea. Consisting of:</p> <ol style="list-style-type: none"> Wells technical details (subject to change): <ol style="list-style-type: none"> 7" x 8.5/8" well completions 5,600mMD, 4050mTVD (notional) 240-260m water depth 3 manifolds, 2 Wells per manifold Planned casing configuration: <ol style="list-style-type: none"> 36" Conductor 20" or 22" structural casing 16" or 13³/₈" surface casing 11 7/8" x 9⁵/₈" Production casing 7" pre-perforated Schedule (subject to change): <ol style="list-style-type: none"> Contract Award: Q4 2019 No earlier Spud: Q4 2020 No later Spud: Q2 2021
Objectives:	<p>The main objectives for this source of interest and information are to:</p> <ol style="list-style-type: none"> Explore MODU operator ideas or recommendations in the Well Delivery and Sequencing of the intended scope of work; identify efficiency and design opportunities, via innovative practices and adoption of innovative technologies. Enable ConocoPhillips to gather the latest market information on MODUs that conform to the offshore well specifications identified in the scope of work.

EOI QUESTIONS

STATUS	ENTERTAINMENT ▲ CONTRACT	OPENS	FULL SCOPE CLOSES	PARTIAL SCOPE CLOSES	DOCS	FULL SCOPE EOI
✓	▼ Medal Ceremony Design Services	17 Jun 14	1 Sep 16	n/a		<input type="checkbox"/>
✓	▼ Costume Designers	17 Jun 14	1 Jan 17	n/a		<input type="checkbox"/>
✓	▼ Pyrotechnics	17 Jun 14	1 Jan 17	n/a		<input type="checkbox"/>
✓	▼ Set Designers & Manufacturers	17 Jun 14	1 Jan 17	n/a		<input type="checkbox"/>
✓	▼ Recreation/Entertainment Equipment	8 Jul 15	1 Feb 17	n/a		<input type="checkbox"/>
✓	▼ Artists - Various	17 Jun 14	1 Apr 17	n/a		<input type="checkbox"/>
✓	▼ Performers - Various	17 Jun 14	1 Apr 17	n/a		<input type="checkbox"/>
✓	▼ Music	17 Jun 14	1 May 17	n/a		<input type="checkbox"/>
✓	▼ Music - National Anthems	17 Jun 14	1 May 17	n/a		<input type="checkbox"/>
✓	▼ Theatrical Hair & Makeup Artists	17 Jun 14	n/a	1 Jul 17		
👤	▼ Creative Director	17 Jun 14	30 Oct 15	n/a		
👤	Event Managers/Producers	17 Jun 14	1 Jan 16	n/a		
👤	Event Production Company	17 Jun 14	27 May 15	n/a		

Submit Your Expression of Interest

< \$100,000 ☐

\$100,000 - \$ 500,000 ☐

\$500,000 - \$2M ☒

\$2M - \$5M ☐

\$5M - \$20M ☐

> \$20M ☐

Please indicate whether your company has the following management systems and their level of certification:

	None	Self-Certified	3rd Party Certified
Occupational Health and Safety (AS/NZs 4801/ OHS 18001)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Quality (ISO 9001)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Environmental (ISO 14000)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Please indicate whether your company is a 50% Aboriginal and Torres Strait Islander-owned business?

☐ Yes

☒ No

Submit Your Expression of Interest

Please upload a copy of your business capability statement / profile

No file selected

(File upload, you may upload 1 file only up to 16.0 MB in size)

Arrows project extends into the Surat and Central Queensland regions. Please indicate which regions your company is able to service?

Surat Basin ☒

Bowen Basin ☐

Gladstone ☐

Brisbane ☐

Please provide names of up to 5 key customers and the industry sector (preferably those in the resources sector i.e. oil and gas, mining) for which your company has done work in the past 5 years

4000 characters remaining

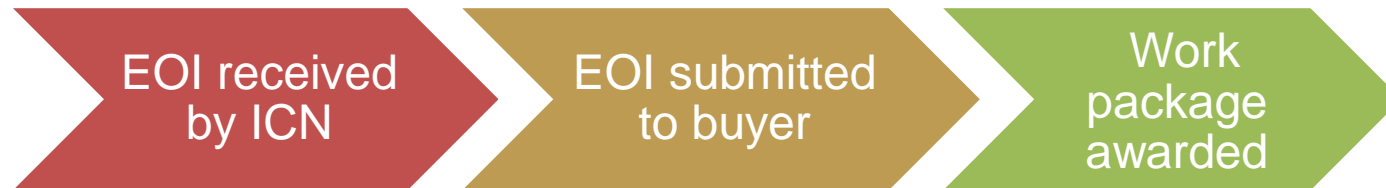
BID LIST PREPARATION

Fail	Pass	Pass	Fail	Pass
Company A	Company B	Company C	Company D	Company E

Printed 20/06/2018 15:33

Comments	Datetime Created	Company Name	ABN	No. of Employees	Short Listed	Full Scope	Registrant Name
Company has good experience marked Amber due to some non responses to EOI questions.	2018-06-11 10:51:17 Optional	ABC	XXX Yes	Yes 17	No	No Yes	abc
This company is nominated due to their satisfactory responses to EOI questions.	2018-06-13 16:16:34 Have you previously provided a functional specification (including	DEF	XXX	75	Mandatory requirement not met	Yes Yes	def
Company has good experience marked Amber due to some non responses to EOI questions.	2018-06-13 16:40:42 Have you provided references	GHI	XXX Yes	Yes 6257	Yes	No Yes	ghi
This company is nominated due to their satisfactory responses to EOI questions.	2018-06-15 09:54:09 It answered YES to the above question, please provide further detail, including if a third party was engaged.	JKL	XXX Yes	87	Yes	Yes Yes	jkl
Company has good experience marked Amber due to some non responses to EOI questions.	2018-06-18 14:26:27 Have you provided references	MNO	XXX	10	No	Yes	mno
Company has good experience marked Amber due to some non responses to EOI questions.	2018-06-19 08:22:54 (including contact details from previous projects where MHF, OLC and TLF systems have been	PQR	XXX Yes	500	Yes	No Yes	pqr
This company specialises in Cleaning and Facility Management with security only being a small element.	2018-06-19 15:35:20 operating requirements as the NAC operation?	STU	XXX	1200	No	Yes	stu
3. RELEVANT EXPERIENCE	Have you provided an overview (5 pages max) of similar MHF projects completed?	Must be attached	Mandatory	Yes	Yes	Yes	Yes
3. B	Have you provided an overview (5 pages max) of similar OLC projects completed?	Must be attached	Mandatory	Yes	Yes	Yes	Yes

FEEDBACK PROCESS



1. **Automatic** notification to acknowledge receipt of EOI.
2. **Manual** notification to advise that EOI has been submitted to buyer and buyers next steps *
3. **Automatic** notification to advise that the work package has been awarded and details for winning contractor listed on ICN Gateway *

* Provided that ICN receives feedback from the buyer.

ADVICE FOR SUPPLIERS

1. Register your business for opportunities

- Register/Update your company profile on <https://gateway.icn.org.au>

2. Respond to an opportunity

- Submit an EOI on specific project.
- Don't assume – ask for clarification;
- Answer all questions in full;
- Put your best proposal forward.

3. Any questions contact ICN or email to info@icnqld.org.au

Industry Capability Network (ICN) QLD

Ph: +61 7 3364 0670

Email: info@icnqld.org.au

Address: 3 Clunies Ross Court
Eight Mile Plains QLD 4127