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Enterprise Connect Resource Technology Innovation Centre

February 2013



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Enterprise Connect - Aim

- Drive a measurable increase in the productivity of Australian SMEs by:
 - Assist SMEs to upgrade and connect to new technologies and knowledge
 - Providing a national network of skilled advisers with access to a national knowledge bank, tools and training
 - Driving innovation in Australian SMEs by linking them to the best knowledge and research available and promoting a culture of enterprise improvement



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Enterprise Connect

- Enterprise Connect – Manufacturing Centres
 - Six state office locations
 - Victoria Manufacturing centre located in Dandenong
- Six Innovation Centres
 - **Resource Technology Innovation Center (HQ Mackay)**
 - Clean Energy (HQ Newcastle)
 - Defence Industries (HQ Dandenong)
 - Remote Enterprise (HQ in Adelaide)
 - Creative Industries (HQ Sydney)
 - Innovative Regions (HQ in Geelong)



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Resource Technology Innovation Centre

- Small to Medium Enterprises SME's that derive a substantial portion of their revenue from extractive industries. Such firms describe themselves as mining, coal mining or oil and gas industries.



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Resource Technology Innovation Centre

- Goods and service could include, but are not confined to
 - Equipment
 - Consumables,
 - software
 - engineering
 - Consulting services
 - research and development.



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Resource Technology Innovation Centre

- Mining includes
 - exploration,
 - mining (extraction),
 - quarrying
 - processing (including smelting and refining of metals, minerals)
 - decommissioning and closure of mining operations.



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Resource Technology Innovation Centre

- Oil and gas refers to the
 - equipment and services used in the upstream oil and gas industries (offshore and onshore fields)
 - drilling,
 - seismic acquisition and processing, design
 - construction,
 - logistical support,
 - laboratory testing
 - technical services.



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Services

- Business Review (no financial cost)
- TAS programs (Matched Funding Services)
- Technology and Knowledge Connect
 - Researchers in Business
- Workshops
- Resource Industry Supply Chain Index RISCI



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Business Review

- Independent Business Adviser will work with you to help:
 - assess your business strategy
 - identify strengths and weaknesses of your firm
 - identify potential areas for improvement and growth
 - identify how the firm can address these areas
 - Provided at no financial cost to you



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Tailored Advisory Service

- Help you engage a specialist to implement the changes identified in the Business Review.
- The Australian Government will reimburse half the cost (max of \$20,000) of engaging a specialist.



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Technology and Knowledge Connect

- Researcher in Business
 - Help you engage a technical specialist from a university where it has been identified that such a placement would help to develop and implement a new idea with commercial potential.



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Who is Eligible?

- Aimed at helping established SMEs that:
 - have an Australian Company Number (ACN);
 - have turned over more than \$1.5 million and under \$100 million in the previous financial year;
 - are solvent;
 - are involved in Extractive Industries or are part of the supply chain;
 - have been trading for the last three years;
 - have not received equivalent support from Government (Australian, State or Territory) programs within the last three years.



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Requirements

- View the Client Guidelines at www.enterpriseconnect.gov.au for further details
- Confidential
- Duration 4 to 5 days
- Requirement of your time 10 to 12 hours
- Financials



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How do I apply?

- The application process is simple and quick
- I can help you
 - Dale Thompson
 - dale.thompson@innovation.gov.au
 - 0410 031 827
- Visit www.enterpriseconnect.gov.au
- Enterprise Connect hotline on **131 791**



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WHAT IS “RISCI”

A diagnostic framework to assess a company’s capability and readiness to enter (or grow) participation in a Resource Supply Chain

Referred to as a company’s Resource Industry Supply Chain Index (“RISCI”)



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PURPOSE

Diagnostic:

- To assess the capability of the business against tender prequalification requirements of Resource Industry
- To measure the market readiness to enter industry (or deepen penetration)



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RISCI Outputs

- Provides rigor in analysis
- Supports “best fit” companies to increase the resource supply chain capability
- Outcomes of RISCI provide pathway for improvement
- Assists companies by identifying key areas of development to become “Resource Sector Ready”



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RISCI

Developed by RTIC Business Advisers
Reviewed and supported by Industry:

- Rio Tinto
- BHP
- Anglo American
- Inpex
- EPCM's



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RISCI Framework

92 Questions based on Resource Sector tender pre-qualification documents

Measures:

- 1. Business Capability** as required by the Resource Sector
- 2. Market Readiness** required to enter the Resource Sector



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RISCI - Business Capability

Assessing management capability

- i.e. Having business practices that meet the standards and specification required by the Resource Sector



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RISCI – Business Capability

9 Modules

1. Safety
2. Quality
3. Estimating & Tendering
4. Scheduling & Del'y
5. Project Management
6. HR Management
7. Business Sustainability
8. Environment
9. Partnerships



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RISCI - Market Readiness

Assessing knowledge of market, customers
and competitors



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RISCI - Market Readiness

4 Modules

1. Value proposition
2. Route to market
3. Risk to Customer
4. Competitor failure



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RISCI – Success Factors

Calibrated to industry needs

Fast - 4 hour investment

Companion to BR/CIP



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ELIGIBILITY & ACCESS

Companies **MUST** be approved for a Business Review. The review can be currently in progress or completed.

Client Referral form to be completed by the referring Business Adviser and forwarded to the RTIC Centre for approval.

Email : rtic@innovation.gov.au



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GROUP RISCI

Will enable multiple companies to run the diagnostic with an RTIC BA facilitating.

Small groups under 10 to maintain depth in client discussions and integrity of scoring.



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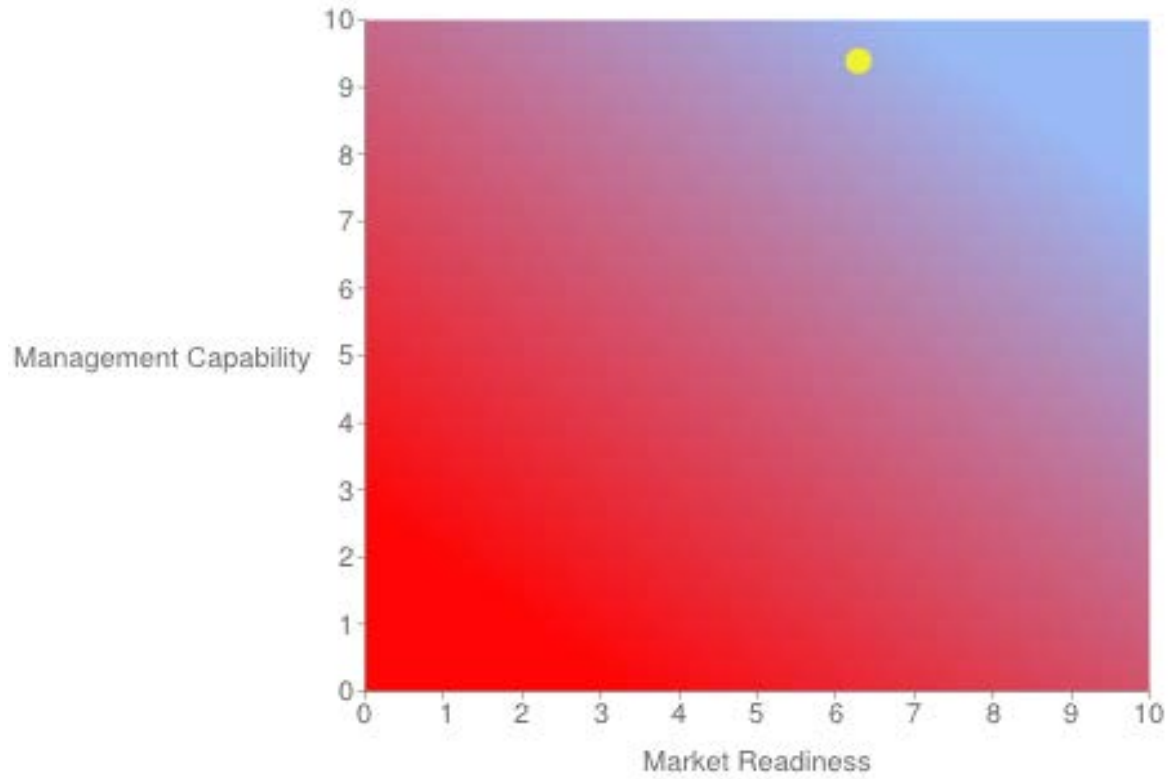
Shaping Business, Transforming Industry

Management/Operational Capability: ("Market Fitness")	MAXIMUM POSSIBLE SCORE	SCORExWEIGHTING = Company Rating	Company %
SAFETY	2100	1920	91.4%
QUALITY ASSURANCE	1000	1000	100%
ESTIMATING & TENDERING	600	600	100%
DELIVERY, PLANNING & SCHEDULING	1175	975	82.98%
PROJECT CONTROL/MANAGEMENT	1100	1060	96.36%
BUSINESS SUSTAINABILITY	750	750	100%
HUMAN RELATIONS MANAGEMENT	800	680	85%
ENVIRONMENTAL SUSTAINABILITY	750	750	100%
PARTNERSHIPS	300	300	100%
RISCI "CAPABILITY" SCORE	8900	8360	9.39
Market Ready Test:	MAXIMUM POSSIBLE SCORE	Company Rating	Company %
VALUE PROPOSITION	1825	1095	60%
ROUTE TO MARKET	1100	650	59.09%
CUSTOMER RISK PROFILE	1100	1020	92.73%
COMPETITOR PROFILE	750	240	32%
RISCI "MARKET READY" SCORE	4775	3005	6.29



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RISCI Assessment





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RISCI SUPPORT

Co-ordination of Delivery, including all Group RISCI, special projects and liaison with Buy Australian projects.

Brenda Read – RTIC Business Adviser

MINING TECHNOLOGY BUSINESS ADVISER PROFILE

- **NAME**
- Dale Thompson
- **CONTACT DETAILS**
- Address: Level 5, 329 Thomas Street
- Dandenong VIC 3175
- Phone: 03 9215 2612
- Mobile: 0407 819 522
- Fax: 03 9215 2679
- Email: dale.thompson@innovation.gov.au



- **BACKGROUND**
- Dale Thompson has extensive experience in sales and marketing both in Australia and overseas.
- As Sales and Marketing Manager at Pains Wessex Australia, Dale was responsible for the company's success in the marine market in Australia and Asia Pacific. He also became a Director of the Boating Industry Association.
- Dale then became Sales and Marketing Manager Asia Pacific for McMurdo Limited UK, leading a customer focused team to dominate the marine distress signal market throughout Asia Pacific region.
- He next joined Terex, the US mining and mobile equipment giant as Branch Manager and was responsible for all facets of the business. Introducing process and lean manufacturing techniques to improve business practices.
- With an engineering background Dale uses analytical methodologies and a logical approach to explore innovative solutions to business challenges and develop competitive strategies in today's changing markets. He also uses customer focused marketing strategies to help grow business locally and in export markets.
- **QUALIFICATIONS**
- Dale is a graduate of Swinburne Institute of Technology with a Diploma in Civil Engineering (1975). He has also undertaken post graduate studies in Marketing, Asian Studies, and Geophysics.