

Supplier Education Forum

Melbourne – June 13, 2012

Colby Hauser

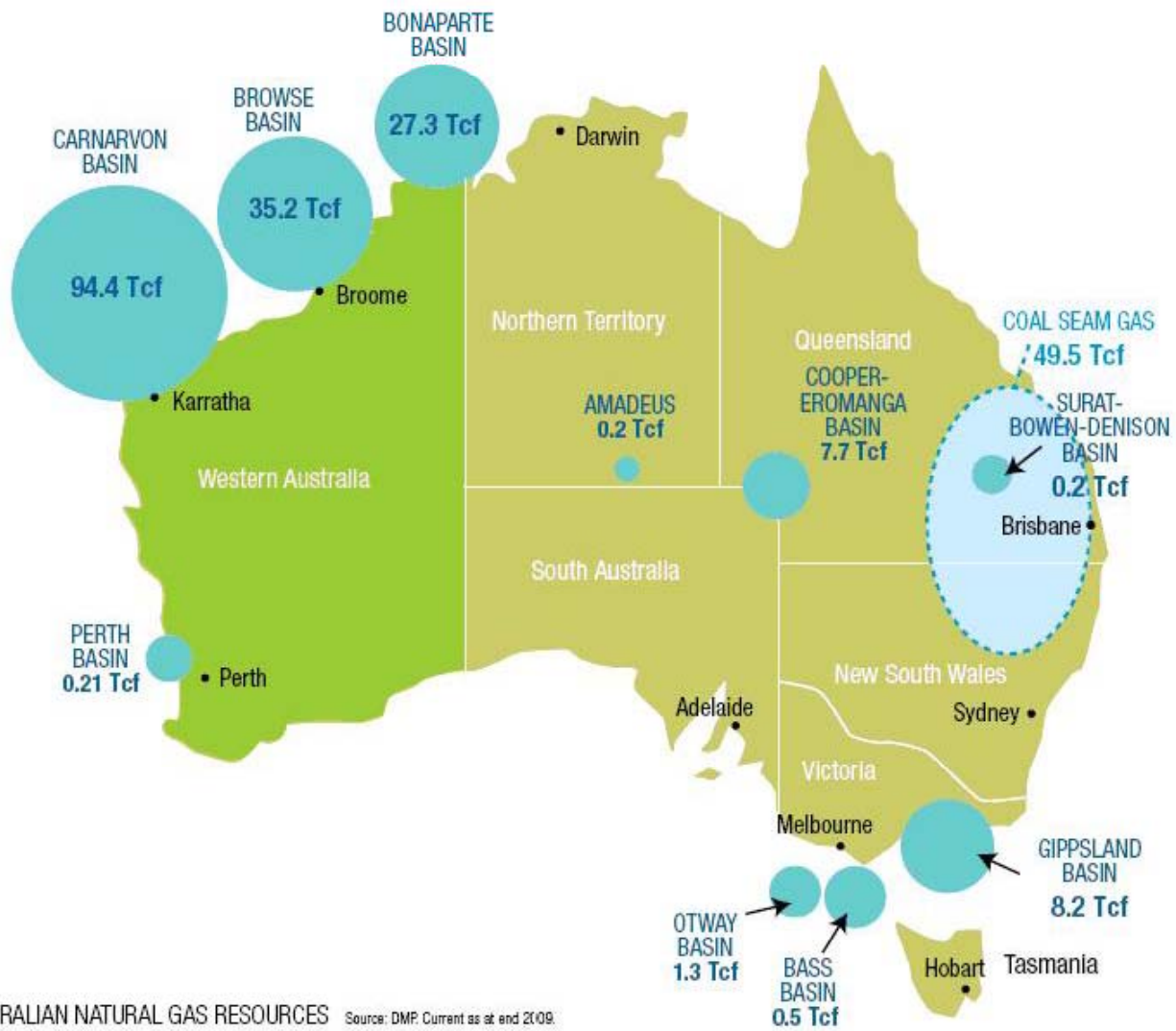


National Sector Manager – Oil & Gas

National ICN role fully funded by Federal Government, delivered by ICN

Key Objectives:

- Establish high level contact with Project Proponents to gain a better understanding of their (AIP) Australian Industry Participation.
- Help reduce impediments (barriers) for ANZ suppliers in participating in the Oil & Gas Sector.
- Contribute to the awareness of ANZ Oil & Gas supplier capability here and abroad
- Bringing together ICN learning's in the Oil & Gas Sector



AUSTRALIAN NATURAL GAS RESOURCES Source: DMR. Current as at end 2009.

Current Oil & Gas Projects

Project / Majority Owner / State

- Arrow Energy CSG-LNG Project (Arrow Energy Pty Ltd) - QLD
- Australia Pacific LNG (Origin Energy & ConocoPhillips)- QLD
- Bonaparte LNG (GDF SUEZ BONAPARTE PTY LTD) - NT
- Browse LNG Development (Woodside) - WA
- Gladstone LNG (Santos) - QLD
- Gorgon Project (Chevron) - WA
- Ichthys LNG Project (Inpex) - NT
- Kitan Development Project (ENI) – NT
- Macedon (BHP) – WA
- PNG LNG Project (ExxonMobil) – QLD
- Queensland Curtis LNG (BG Group) – QLD
- Shell Prelude FLNG Project (Shell) – WA / NT
- Wheatstone Project (Chevron) – WA

Proposed Projects

Project / Majority Owner / State

- Greater Western Flank (GWF) Phase 1 Project (Woodside) – WA
- Longford Plant Upgrade (ExxonMobil) – VIC
- Equus Project (Hess) - WA

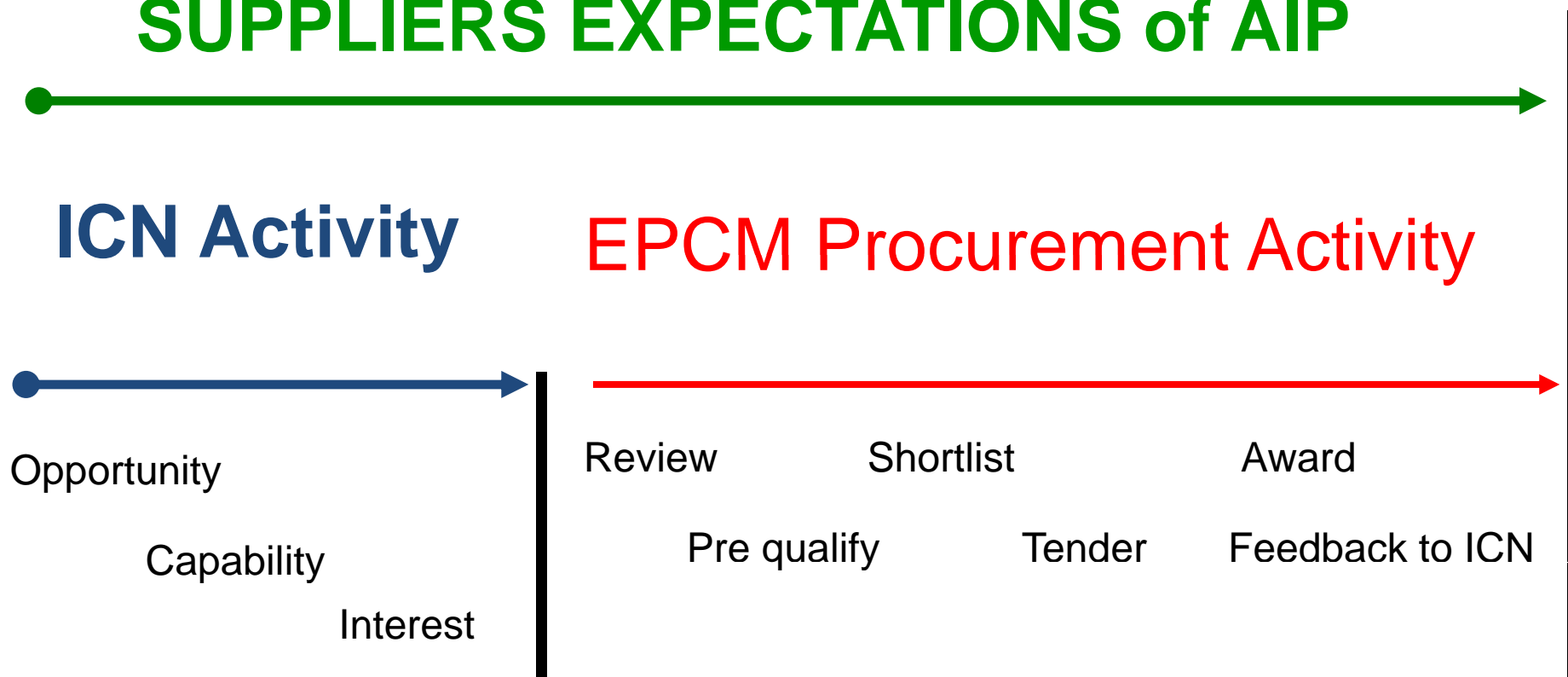
ICN ROLE

Our AIM → Identify Competitive Australian Suppliers

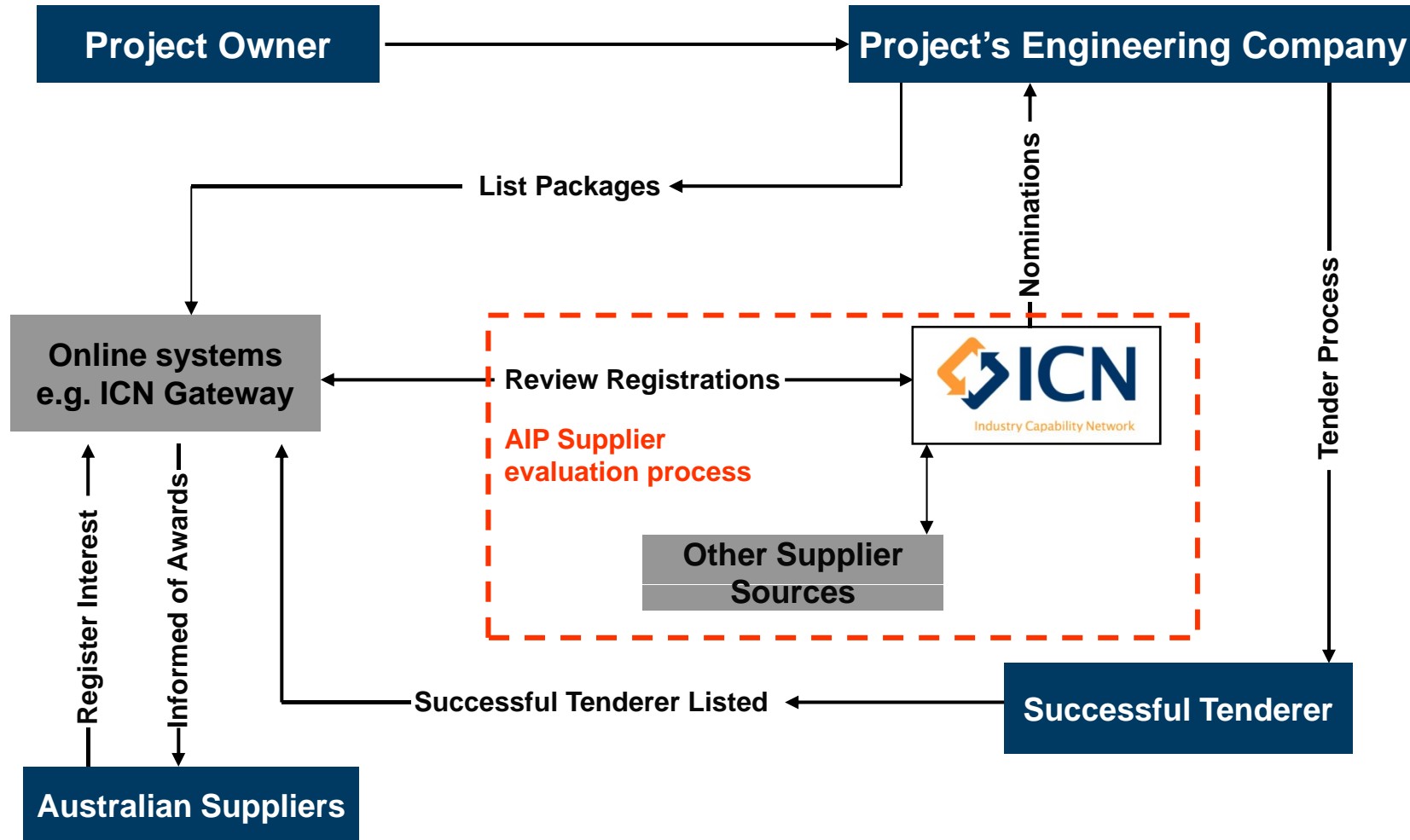
- Enhance the tender list to reflect the most competitive capability in Australia
- Thereby,
 - maximizing competitive Australian content in major projects
 - » Thus adding value to the Supply Chain

Australian Industry Participation (AIP) Influence

SUPPLIERS EXPECTATIONS of AIP



AIP Vendor Identification Process



Company Profile Keys:

1. Updated and Current Profiles
2. Appropriate Points of Contact
3. Relevant past Project experience
4. Accurate self evaluation of your capability and capacity
5. Keep generic company info to a minimum.

Quick links

[About](#)
[Info for suppliers](#)
[Info for buyers](#)
[Contact us](#)
[ICN home page](#)

Other directories

ICN Gateway



Supplier search

looking for suppliers?

Source world-class partners for your supply chain

Choose industry

Choose region

Keywords (eg, ball bearings)

[Advanced search](#)

▶

Project search

looking for projects?

Look for new business and register your interest

Major Projects

Choose industry

Choose region

Keywords (optional)

[Browse all projects](#)

▶

Company profiles

your company

Create or update your company profile

▶

▶

Featured projects

National Broadband Network [\[View Full Details\]](#)

Project Value: \$40b

Project Status: In Progress

Location: TAS / Australia

PWC Supplier Consultation Total Maintenance Services [\[View Full Details\]](#)

Project Value: >\$7,000,000

Project Status: Contract documents currently being compiled and will be publicly

Quick links

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Expressions of Interest

Contact Details

David Ewing
 ICN - NT
 Ph: (08) 8922 9425
 Fax: (08) 8922 9430
 Mobile: 0417 855 094
 Email: [\[click to email\]](#)

Ichthys Onshore Facilities

Project Owner: JKC Joint Venture (INPEX Onshore Plant 'FEED' Contractor)
Project Value: n/a
Project Status: In Progress
Location: NT, Australia

Associated Projects:

- [Ichthys LNG Project](#)
- [Ichthys Onshore Facilities](#)
- [Ichthys Offshore Production Facilities](#)
- [Ichthys Development Drilling Campaign](#)



The gas will be processed through a two train 8.4 t/a LNG processing plant. This production rate represents the average rate over the life of the Project. Total annual production will vary from year to year depending on factors such as the composition of the gas from the reservoir and the duration and frequency of maintenance activities.

The onshore processing plant will also produce approximately 1.6 million tonnes per annum of LPG and 15 000 barrels per day of condensate which is carried to the plant with the gas stream.

Work Packages

Currently Listing 195 Work Packages:

Tier 1: Complete package or service for this work package required. Tier 2: Partial package or service for this work package allowed.

Work Package	Status	Applications Open	Tier 1 Closes	Tier 2 Closes	PDF
* PROJECT NOTICES *					
SUPPLIER'S PRE-QUALIFY QUESTIONNAIRE	Open	8 Jul 2011	7 Jul 2012	1 Jan 2015	
Draft Subcontractor PQQ	Open	28 Jul 2011	28 Jul 2012	n/a	
COMBUSTION EQUIPMENT					

Supplier search

Project search

Company profiles

⊕ TRAYS & PACKINGS (AUD \$5 - \$10m range)	Open	27 May 2010	25 Jun 2010	1 Jan 2015	
⊕ VANE SEPARATORS (AUD \$1 - \$5m range)	Open	31 May 2010	28 Jun 2010	1 Jan 2015	
⊕ PLATE TYPE HEAT EXCHANGERS	Open	15 Jul 2011	12 Aug 2011	31 Jan 2015	
⊖ SUBCONTRACTS					
⊕ Accommodation Village Operations and Maintenance	Open	28 Jul 2011	10 Aug 2011	1 Jan 2015	
⊕ Construction Management Accommodation	Open	12 Apr 2011	9 May 2011	1 Jan 2015	
⊕ Integrated Freight Forwarding Service	Open	22 Nov 2011	20 Dec 2011	1 Jan 2015	
⊕ EPC Accommodation Village	Open	18 Sep 2010	1 Oct 2010	1 Feb 2015	
⊕ EPC Administration Complex Buildings (AUD \$50 - \$100million range)	Open	18 Dec 2009	12 Jan 2010	1 Feb 2015	
⊕ EPC Cryogenic Tanks Works (+ AUD \$100 million range)	Open	18 Dec 2009	12 Jan 2010	1 Feb 2015	
⊕ EPC Non-Cryogenic Tanks Works (AUD \$50m - \$100million range)	Open	18 Dec 2009	12 Jan 2010	1 Feb 2015	
⊕ EPC of Combined Cycle Power Plant (+ AUD \$100m range)	Open	17 Dec 2009	12 Jan 2010	1 Feb 2015	
⊕ EPC Plant Site Buildings (AUD \$10 - \$50million range)	Open	18 Dec 2009	12 Jan 2010	1 Feb 2015	
⊕ EPC Temporary Facilities Telecommunications	Open	9 Oct 2010	25 Oct 2010	1 Feb 2015	
⊕ EPC Temporary Site Facilities Works (+ AUD \$100 million range)	Open	18 Dec 2009	12 Jan 2010	1 Feb 2015	
⊕ Site Access Road Construction (AUD \$5 - \$10million range)	Open	18 Dec 2009	12 Jan 2010	1 Feb 2015	
⊕ Site Development Site Works (+ AUD \$100m range)	Open	17 Dec 2009	12 Jan 2010	1 Feb 2015	

ProjectConnect

ProjectConnect

ProjectConnect - Creating opportunity for Industry, Australian Industry, import replacement, Australian opportunities - Mozilla Firefox

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Sent Items - Outlook Web Access Light ICN Exchange - Contacts ProjectConnect - Creating opportunity fo... +

www.projectconnect.com.au/YourProfile.asp

ProjectConnect fast access to project opportunities

NewSat's Perth and Adelaide teleports provide superior... NewSat Global Satellite Solutions

ProjectConnect currently holds 1971 supply opportunities that you can register your company's interest against. Com Other Opportunities... HOME

Project Opportunities Supplier Directories Register your company Account Login Advertise Help What is Project Connect?

Your Company Account

If you are a manufacturer, or provide a value-adding service, and you want your capabilities known, so that we may refer to you when responding to purchaser enquiries, your company profile should be correctly listed on our database. There is no cost to your company for this service.

To list your company's capability please check if your company is already registered on the database by searching for your company in the form below. If you cannot locate your company please click **Create Company Profile** link. If you are listed you may login and review / edit your profile. If you are not listed we will advise you to create a company profile.

SEARCH COMPANY PROFILES

Company: GO

Company location:

Search Tip - eg To find "Industry Capability" use the words "Industry Capability" or

- Anywhere...
- ACT
- NSW
- NT
- QLD
- SA
- TAS
- WA
- VIC
- NZ

AUSTRALIAN GAS TECHNOLOGY CONFERENCE & EXHIBITION 25 - 27 JULY 2012
PERTH CONVENTION EXHIBITION CENTRE
REGISTER FREE

Perth Orientation Services

Looking for skilled overseas workers?
Visit CCI SkillsMatch for more information

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ProjectConnect

Wheatstone LNG Project | Project Opportunity - Mozilla Firefox

www.projectconnect.com.au/Project_Details.asp?PID=362

ProjectConnect
fast access to project opportunities

Booster and high pressure compressed air solutions

Airpac Bukom
Oilfield Services

Complete the ProjectConnect User Survey - go into the draw for a free Other Opportunities...

Project Opportunities | Supplier Directories | Register your company | Account Login | Advertise | Help | What is Project Connect?

Chevron

Wheatstone LNG Project

VISIT PROJECT'S WEBSITE >>>

Select a project to register your interest

- Offshore Platform Packages**
 - Wheatstone Project - Chevron Offshore Platform Contracts
 - Wheatstone Project - Clough Offshore Hook-up and Commissioning
 - Wheatstone Project - DSME Offshore Platform Procurement
 - Wheatstone Project - DSME Offshore Platform Subcontracts
 - Wheatstone Project - HMC Offshore Platform Procurement
- Onshore LNG Plant and Infrastructure Packages**
 - Wheatstone Project - Bechtel Onshore LNG Plant Contracts
 - Wheatstone Project - GE Gas Turbines
 - Wheatstone Project - John Holland Construction Village Buildings and Utilities
 - Wheatstone Project - Thiess Site Clearing and Preparation
 - Wheatstone Project - Bechtel Onshore LNG Plant Procurement
 - Wheatstone Project - Chevron Onshore Infrastructure Contracts
- Subsea Packages**
 - Wheatstone Project - Allseas Installation Services: Trunkline and Flowline Pipes
 - Wheatstone Project - Chevron Drilling and Completions
 - Wheatstone Project - Chevron Subsea, Flowlines and Pipelines Contracts
 - Wheatstone Project - Chevron Subsea, Flowlines and Pipelines Procurement
 - Wheatstone Project - FMC Supply of Subsea Hardware
 - Wheatstone Project - Thiess Micro-Tunnel
- Wheatstone Project - Marine Services**

Project Location : Western Australia

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AUSTRALIAN GAS TECHNOLOGY CONFERENCE & EXHIBITION
25 - 27 JULY 2012
PERTH CONVENTION EXHIBITION CENTRE
REGISTER FREE

Buoyancy & Insulation
3M
Assisting WA subcontractors

Challenges to Local Suppliers

- **Offshore Engineering and Procurement**
- **Global tendering**
- **Offshore Investment in projects**
- **Tender/Contract package size**
- **Modularisation**

Strengths of Local Suppliers

- **Cheaper labour rates vs. rest of the country**
- **Long history of successful Project supply**
- **Available capacity and identified capability**
- **Individual competitive advantages**

Local Suppliers Critical Focus Areas

- **Timely response to Buyer enquires**
- **Providing the Buyer the specific information that is requested**
- **Financial risk assessment in undertaking the Enquiry**
- **Understanding your competitors**
- **Opportunities after Project Construction**

Contact Details:

Colby T. Hauser

National Sector Manager – Oil & Gas

180 Hay Street, East Perth, WA 6004

P: 08 9365 7715 (direct)

F: 08 9365 7550

Email: colby.hauser@icn.org.au