

Industry Capability Network

Global Supply Chain Access Service

August 2011



Contents

- Global Supply Chain Access Service
 - The Program
 - Objectives
 - Global Module Constructors / Engineering hubs
- Online Vendor Systems
- Supplier engagement feedback
- Q&A

Global Supply Chain Access Service

Connecting Australian/New Zealand suppliers into Global Supply Chains



Australian Government
Department of Innovation
Industry, Science and Research

Principal Provider of funding

The Federal Government through its Department of Innovation, Industry, Science and Research (DIISR) – Supplier Access to Major Projects (SAMP) grant.



Managed and administered

Industry Capability Network



Global Supply Chain Access Service

Designed to assist global project owners, engineering companies, and module constructors;

- **Identify** globally competitive Australian / New Zealand suppliers against specification and pre-qualification requirement
- Assist Global Procurement Teams to **pre-qualify globally competitive** Australian / New Zealand suppliers
- Identify and facilitate Australian / New Zealand companies with potential to become involved in **technology transfer, licensing and partnering opportunities.**

Program Objectives

Designed to assist Australian/New Zealand (ANZ) suppliers to;

- **Access** global supply markets
- be considered for **major project opportunities** outside of Australia/New Zealand
- Secure footholds in markets larger than Australia / New Zealand

The Network

Global Oil & Gas Module Constructors	
Keppel Shipyards Ltd.	Singapore
J.Ray McDermott Asia Pacific	Singapore, Indonesia
Vetco Gray / GE Oil & Gas	Singapore
Daewoo Shipbuilding	South Korea
Samsung Heavy Industries	South Korea
Hyundai Heavy Industries	South Korea
STP&I	Thailand
Aibel	Thailand
Clough	Thailand
PV Shipyard	Vietnam
Keppel FELS	Singapore
Kensteel Group	Singapore

Global Oil & Gas Engineering hubs

Foster Wheeler	Singapore, Thailand
KBR	Singapore
Worley Parsons / Ranhill Worley	Singapore, Malaysia
Keppel Integrated Engineering / Keppel Seghers	Singapore
MODEC Offshore Production Systems	Singapore
Samsung Engineering	Korea
Technip	Malaysia
Shell Global Solutions	Malaysia
Petronas Carigali Sdn. Bhn.	Malaysia
Single Buoy Moorings (SBM)	Monaco
ExxonMobil	Thailand
Bechtel International	Thailand
Uhde Shedden	Thailand
PTT Exploration and Production	Thailand

Online Vendor Portals

- Provides an avenue for vendors to present their capabilities to target buyers
- Vendor managers the information / vendor can ensure the information is up-to-date

Critical facts;

- Accuracy and thoroughness critical
- Some systems can be utilised to manage the complete procurement cycle (registering >> rating)
- Registration does not guarantee the receipt of RFQ's

Online Vendor Portals

Typical information required;

- Dun and Bradstreet (DUNS) number
- Financial information & Financial history
- Goods & Services listing
- Supply history / Sales information (1-3 years)
- Certifications

Global Oil & Gas Engineering hubs

Foster Wheeler	https://eprocure.fwc.com/supmenu.cfm
KBR	www.kbrsupplier.com
Worley Parsons / Ranhill Worley	To be released Q3/Q4 - 2011
Samsung Engineering	http://partner.secl.co.kr
Petronas	http://www.petronas.com.my <Search> Licensing &/or registration
Single Buoy Moorings (SBM)	http://www.singlebuoy.com/vrm/
Bechtel International	http://supplier.bechtel.com
PTT Exploration and Production	http://www.pttep.com/vendorregistration/
Technip	www.epc-business.com

Global Oil & Gas Module Constructors

J.Ray McDermott Asia Pacific	https://suppliers.mcdermott.com
Vetco Gray / GE Oil & Gas	http://site.ge-energy.com/about/suppliers/en/index.htm

J. Ray McDermott Asia Pacific Pte. Ltd.

Capability: Design, fabrication, transportation and installation of offshore platforms, and installation of offshore pipelines.

Vendor Portal: <https://suppliers.mcdermott.com>

Level of Access: Open (access via website)

Coverage: Regional (Middle East / Atlantic / Asia Pacific)

Notes:

- Mandatory a vendor is registered with McDermott prior to supply
- Profiles within the site are reviewed / refreshed every 2 years.

Technip

Capability: Engineering, technologies, and project management - oil and gas industry (Subsea, Offshore and Onshore).
Technip's KL office is the representative office for Oceania.

Vendor Portal: www.epc-business.com

Level of Access: Restricted

Coverage: Global / accessed by all Technip offices

Notes:

- Clearance to register provided by Commodity Family Manager (CFM)
- Any suppliers looking to do business with the Technip Group must be registered on epc-business.com
- Covers the complete procurement cycle (registering & rating)

Vetco Gray / GE Oil and Gas

Capability: Products and services to the upstream oil and gas industry (drilling and production - onshore and offshore).

Vendor Portal: Not disclosed

Level of Access: Invitation only

Coverage: Global / Accessed by all GE companies

Notes:

- GE has implemented a strict internal process. Companies are only considered if there is a direct opportunity to supply.
- Commodity manager to survey company. Provides formal recommendation through to management for consideration
- Audit (Finance & Environment, Health and Safety)

Vendor Business Development Feedback

1. Regular contact

- Make regular contact with the relevant client procurement team (monthly basis)

2. Engineering presentations

- Ensure you include a client procurement representative

3. Vendor registration and approval processes

- Depend on the project & equipment/service
- Seek to obtain Vendor registration for each new project

4. Vendor registration documents

- Supply a Commodity Supply Report
- Submit a buyer engagement policy

Contact details

Todd Barrett

Senior Consultant

Email: todd.barrett@icnwa.org.au

Tel: +61 8 9365 7576

Mobile: +61 418 918 481

Fax: +61 8 9365 7550

Website: www.icn.org.au