

*Welcome to ICN's*  
accessing resources seminar

Michael Fairbairn - ICN Victoria

2013 FORMULA 1 ROLEX AUSTRALIAN GRAND PRIX  
Wednesday 13 March 2013, 1.00pm – 6.30pm



# ICN Victoria Resources Program

**Michael Fairbairn**



# Industry Capability Network Victoria

- **ICN Victoria is a not-for-profit organisation**
- **Funded by Victorian Government**
- **ICN Victoria operates three main programs:**
  - **SME Engagement Program**
    - **11 offices across Victoria**
  - **Resources Program**
    - **Oil and Gas and Mining**
  - **Local Industry Participation Program**
    - **Victorian Industry Participation Policy**
- **ICN consultants have specialist industry knowledge across a broad range of industries**

# What ICN does....

- **matches capability with opportunity....(linking buyers with local suppliers)**
- **ICN encourages local sourcing, supports import replacement and assists Australian companies access export opportunities**
- **Our aim is to identify competitive Australian suppliers saving purchasers and project managers time and money**

# ICN Resources Program Background

**ICN Victoria asked by Victorian Government to assist Victorian Industry maximise opportunities from the Australian resources boom**

**The Resources Program contains 4 key activities:**

- 1. Identification of Australian Resource Projects (focus on oil and gas and mining)**
- 2. Map Victorian Industry**
- 3. Opportunity Facilitation – Matching Capability with Opportunities**
- 4. Industry Education Program**

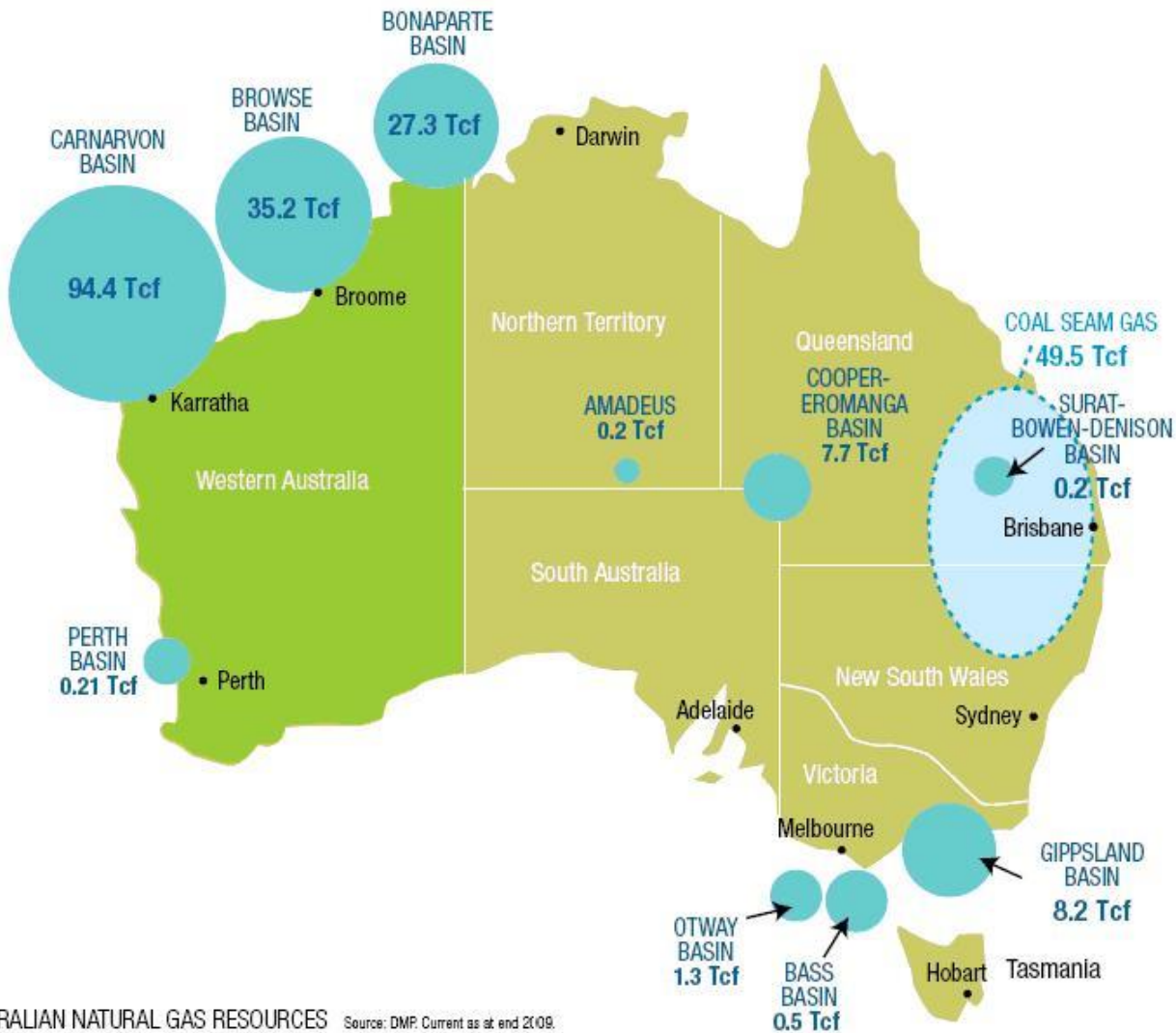
# Key Major Resource Projects - ICN Network

## Oil and Gas

• Ichthys LNG	NT	Inpex/Total	\$34BN
• Gorgon LNG	WA	Ex/Sh/Ch	\$43BN+
• Pluto LNG	WA	Woodside	\$12BN
• Gladstone LNG	QLD	Santos	\$16BN
• Australian Pacific LNG	QLD	APLNG/Bechtel	\$17BN
• Arrow Energy CSG-LNG Project	QLD	Arrow Energy	\$34BN
• Prelude FLNG	WA	Shell	\$12BN
• Wheatstone	WA	Chevron	\$29BN
• Browse LNG	WA	Woodside	\$34BN
• Longford Plant Upgrade	VIC	Esso/CB&I	\$1BN

## Mining

• Carmichael Coal/Abbot Point	QLD	Adani	\$21.5BN
• Alpha Coal	QLD	GVK Hancock	\$7BN
• Wiggins Island Coal Export Terminal	QLD	Consortia	\$2.5BN
• Roy Hill	WA	Hancock	\$7.5BN
• Grosvenor	QLD	Anglo American	\$1BN
• Cobbora Coal	NSW	Cobbora Holdings	\$1.3BN
• Olympic Dam – On Hold	SA	BHP	\$30BN - \$1.4BN P/A



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

# Getting Involved

- **Register on ICN Gateway – Keep your profile updated**
- **Frequently review opportunities and package winners on ICN Gateway**
- **ICN Victoria – e-resources website - [www.icnvic.org.au/resources](http://www.icnvic.org.au/resources)**
- **Contact ICN network representatives – mining and oil and gas specialists in each state**



# ICN Gateway

The screenshot shows the ICN Gateway website in a Windows Internet Explorer browser window. The browser title is "ICN Gateway - Windows Internet Explorer provided by Chamber of Commerce and Industry". The address bar shows "http://gateway.icn.org.au/". The search bar contains "equus project". The browser's Favorites bar includes links to Google, Suggested Sites, Web Slice Gallery, Gmail, Sign In, Facebook, Commonwealth Bank, Frequent Flyer, SeatGuru, Project Management, Strategy Connect, ICN Exchange, and ICN Oil Directory. The website header features the "icngateway" logo and a "Go to ICN Gateway Home" link. The main content area is divided into three primary sections: "Supplier search" (green), "Project search" (orange), and "Company profiles" (blue). The "Supplier search" section includes a "looking for suppliers?" heading, a sub-heading "Source world-class partners for your supply chain", and search filters for "Choose industry", "Choose state", and "Keywords (eg. ball bearings)". The "Project search" section includes a "looking for projects?" heading, a sub-heading "Look for new business and register your interest", and search filters for "Major Projects", "Choose industry", "Choose region", and "Keywords (optional)". The "Company profiles" section includes a "your company" heading, a sub-heading "Create or update your company profile", and "Create" and "Login" buttons. Below these sections is a "Search in your industry" section with a sub-heading "Browse one of our Industry specific directories" and a grid of industry categories: oil, gas & energy; mining; steel; rail; nbn; water; cleantech; and health. The footer contains links for "Common Supplier Searches", "Common Project Searches", "Privacy", and "Terms of use", along with the text "Powered by ICNL | Copyright © 2010 ICNL". The Windows taskbar at the bottom shows the Start button and several open applications, including "Inbox - Microsoft Ou...", "Calendar - Microsoft...", "cxh3352 on 'Office.I...", "Inbox - colbythause...", "ICN Gateway - Wind...", "Supplier Education F...", and "ICN Presentation G...". The system clock shows "3:44 PM".

#### Quick links

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

#### Other directories

[f](#) [✉](#) [★](#) [🖨](#) | [+](#) More

#### Expressions of Interest

[Register](#)

#### Contact Details

**ICN Northern Territory**  
ICN - NT  
Ph: (08) 8922 9422  
Fax: (08) 8922 9430  
Email: [\[click to email\]](#)

#### Ichthys LNG Project

**Project Owner:** INPEX Browse Ltd  
**Project Value:** US\$34 billion  
**Project Status:** Construction  
**Location:** NT, Australia

#### Associated Projects:

##### Ichthys LNG Project

- [Darwin Harbour Dredging Works](#)
- [Ichthys Offshore Production Facilities](#)
- [Ichthys Development Drilling Campaign](#)
- [Central Processing Facility \(CPF\)](#)
- [Subsea, Umbilicals, Risers, and Flowlines \(SURF\) EPCI](#)
- [Floating Production Storage & Offloading Facility \(FPSO\)](#)
- [Ichthys Onshore Facilities](#)
- [Temporary Telecommunication Facilities](#)
- [Temporary Site Facility Works \(TMP 1\)](#)
- [Site Development Civil Works \(CVL 2\)](#)
- [Product Loading Jetty](#)
- [Module Offloading Facility \(MOF\)](#)
- [EPC Cryogenic Tanks](#)
- [Module Fabrication \(Packages 1, 3 and 8\)](#)
- [Ichthys Accommodation Village](#)



The Ichthys Field in the Browse Basin offshore Western Australia first demonstrated its potential to

### Quick links

- [Home](#)
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- [Info for suppliers](#)
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- [ICN home page](#)

### Other directories

More

[ICN Regional Gateway](#)

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### Contact Details

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### Ichthys Central Processing Facility (CPF)

[Ichthys LNG Project](#) > [Ichthys Offshore Production Facilities](#) > [Ichthys Central Processing Facility \(CPF\)](#)

**Project Owner:** Samsung Heavy Industries Co. Ltd.  
**Project Value:** \$US2.71 billion  
**Project Status:** In Progress  
**Location:** WA, Australia



**SAMSUNG HEAVY INDUSTRIES**

[\[Hide/Show Associated Opportunities\]](#)

### Associated Opportunities:

#### [Ichthys LNG Project](#)

- [Ichthys Offshore Production Facilities](#)
- [Ichthys Gas Export Pipeline](#)
- [Ichthys Development Drilling Campaign](#)
- **[Ichthys Central Processing Facility \(CPF\)](#)**
- [Ichthys Floating Production Storage & Offloading Facility \(FPSO\)](#)
- [Ichthys Turret](#)
- [Ichthys Subsea, Umbilicals, Risers, and Flowlines \(SURF\) EPCI](#)
- [Ichthys \(URF\) Heerema](#)
- [Ichthys Onshore Facilities](#)
- [Ichthys Building Works BLD-1](#)
- [Ichthys Permanent Telecommunication Facilities](#)
- [Ichthys Temporary Telecommunication Facilities](#)
- [Ichthys Temporary Site Facility Works \(TMP 1\)](#)
- [Ichthys Site Development Civil Works \(CVL 2\)](#)
- [Ichthys Product Loading Jetty](#)
- [Ichthys Module Offloading Facility \(MOF\)](#)
- [Ichthys EPC Cryogenic Tanks](#)
- [Ichthys Module Fabrication \(Packages 1, 3 and 8\)](#)
- [Ichthys Module Fabrication \(Package 4, 5 and 6\)](#)
- [Ichthys Accommodation Village](#)

## Work Packages

Currently Listing 147 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
<b>Earthwork</b>					
⊕ CC016 - Haulage and Crushing of Excavated Material	Open	19 Jan 2012	21 Jun 2012	1 Mar 2013	
<b>Civil Concrete Earthworks Architectural</b>					
⊕ AC025 - Gas Drainage Plant and Booster Station including Vacuum Pumps	Open	22 Jun 2011	1 Mar 2012	1 Feb 2013	
⊕ AC026 - Mine Cooling System	Open	22 Jun 2011	21 Jun 2012	1 Feb 2013	
⊕ AC030 - Gas Drainage - Surface Reticulation Piping Supply	Open	22 Jun 2011	21 Jun 2012	1 Feb 2013	
⊕ AC031 - Gas Drainage - Supply of UG Reticulation Victolic Piping	Open	22 Jun 2011	21 Jun 2012	1 Feb 2013	
⊕ AC032 - Gas Drainage - Installation of Surface Gas Drainage Pipe Reticulation System	Open	22 Jun 2011	21 Jun 2012	1 Feb 2013	
⊕ CC010 - Sewage treatment plant	Open	22 Jun 2011	1 Mar 2012	1 Mar 2013	
⊕ CC011 - Potable water treatment plant	Open	22 Jun 2011	1 Mar 2012	1 Mar 2013	
⊕ CX001 - MIA - General Works (Buildings & Associated Services)	Open	22 Jun 2011	1 Apr 2012	1 Mar 2013	
⊕ PC014 - Gravel & Crushed Rock Supply	Open	22 Jun 2011	31 Jan 2012	1 Mar 2013	
⊕ PC012 - Fuel handling & storage equipment	Open	22 Jun 2011	21 Jun 2012	15 Mar 2013	
⊕ PC013 - Lube handling & storage equipment	Open	22 Jun 2011	21 Jun 2012	15 Mar 2013	
AC028 - Diesel and Lubrication Supply	Closed	22 Jun 2011	21 Jun 2012	1 Jul 2012	
CC005 - Civil - MIA (Mining Infrastructure Area)	Closed	19 Jan 2012	21 Jun 2012	1 Jul 2012	
CC006 - Civil - Crushing & ROM Area	Closed	19 Jan 2012	21 Jun 2012	1 Jul 2012	

⊕ PE021 - LV Switchgear Assemblies (Temporary power distribution)	Open	18 Jan 2012	21 Jun 2012	1 Mar 2013
⊕ PE026 - Low Voltage VSDs	Open	19 Jan 2012	21 Jun 2012	1 Mar 2013
⊕ PY027 - HV Reticulation Design	Open	19 Jan 2012	21 Jun 2012	1 Mar 2013
⊕ CE003 - 66kV OH line Installation to Perminant Substation	Awarded	22 Jun 2011	21 Jun 2012	1 Jul 2012
⊕ CE019 - Temporary power distribution installation (11kV)	Awarded	19 Jan 2012	21 Jun 2012	1 Jul 2012
⊖ CE020 - Temporary power installation contract	<b>Awarded</b>	19 Jan 2012	21 Jun 2012	1 Jul 2012

**Tier one has been awarded to:**

O'DONNELL GRIFFIN Pty Ltd  
 42-50 BAKEHOUSE ROAD  
 LLOYD STREET BUSINESS ESTATE  
 KENSINGTON, VIC  
 Australia 3031  
 Phone: +61 03 82900000  
 Fax: +61 03 82900099  
 Email: [cneville@odg.com.au](mailto:cneville@odg.com.au)  
 Web: [www.odg.com.au](http://www.odg.com.au)

Temporary power installation contract

⊕ PE013 - Provision of Temporary Power (TRX & Sub-hire)	Awarded	18 Jan 2012	21 Jun 2012	1 Jul 2012
⊕ PE014 - Temporary Power Cables (11kV)	Awarded	18 Jan 2012	21 Jun 2012	1 Jul 2012
⊕ PE018 - 11kV- 415v distribution transformer (Temporary Hire)	Awarded	18 Jan 2012	21 Jun 2012	1 Jul 2012

⊖ Mechanical Platework Tanks

⊕ CM025 - Thickeners	Open	22 Jun 2011	21 Jun 2012	1 Mar 2013
⊕ PM003 - Conveyor Pulleys	Open	22 Jun 2011	21 Jun 2012	1 Mar 2013
⊕ PM007 - Weightometers	Open	22 Jun 2011	21 Jun 2012	1 Mar 2013

# Your ICN Profile Should Include

- **Summary**
- **Description**
- **Number of employees**
- **Capabilities**
- **Products and services**
- **Facilities and equipment**
- **Approximate annual turnover**
- **Quality Accreditation (QA)**
- **Major project experience**

# E-Resources Website



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E-resources

## Go to ICN Gateway

With over \$247 billion worth of projects, there's never been a better time to register.



## Resources Program

View

Edit

Step 1



Do your Homework

Step 2



Invest in the Possibilities

Step 3



Make it Happen

Step 4



Making your Mark

Major resource projects provide significant business opportunities for Victorian suppliers.

Assisting the Victorian Government's drive to generate more economic activity from the strong growth in Australia's resources sector, ICN works closely with our national network of offices to leverage current relationships with major resource project proponents.

Our consultants match products or services within the mining and oil and gas sectors thereby maximising returns for industry from the resources boom.

The resource sector is a globalised industry and ICN Victoria recognises the challenges this presents for Victorian SMEs. Our Resources Program has been designed to provide you with a reference point for SMEs either currently involved or wanting to get involved in supplying to the resources sector, along with reliable information on the industry and procurement processes of major resource projects.

Click on the tabs above for a step by step guide on how you can take advantage of these opportunities.

### General opportunities - ICN Gateway

If you're looking for new contracts, make sure you register your company details on ICN Gateway. It won't cost you anything to register and our consultants use this information to match your company with any opportunities that come up from project and procurement managers.



# Useful Websites

## General Information

- [www.icnvic.org.au/resources](http://www.icnvic.org.au/resources)

## Opportunities and Registration

- [www.icngateway.com.au](http://www.icngateway.com.au)

## Groups

- [www.linkedin.com](http://www.linkedin.com)
- Victorian Mining Capability Team
- Victorian Oil and Gas Capability Team



## Upcoming Events and Activities

ICN Network actively seeks relevant industry information that can be of benefit to you. The following is a list of events and trade missions that have been confirmed for 2013. There will be more events announced throughout the year so be sure to keep updated by visiting this page.

Event	Date	Location
Resources Roadshow	20 February	Melbourne, VIC
<a href="#">Australasian Oil and Gas Exhibition (AOG)</a>	20 – 22 February	Perth, WA
6 <sup>th</sup> Annual Coal Tech 2013	04 – 05 March	Melbourne, VIC
Gladstone Resources Summit 2013	05 – 06 March	Gladstone, QLD
4 <sup>th</sup> Annual Collision Avoidance in Mining	14 – 15 March	Brisbane, QLD
Groundwater Management in the Resources Industry	14 – 15 March	Brisbane, QLD
F1 Networking Events	14 - 17 March	Melbourne, VIC
Surface Coal Operations Conference	18 – 19 March	Brisbane, QLD
Mining Australia Exhibition	20 – 22 March	Perth, WA
Ozmine Trade Mission	16 – 17 April	Jakarta, Indonesia
Miners' Health & Wellbeing Conference	29 – 30 April	Brisbane, QLD
<a href="#">Offshore Technology Conference</a>	06 – 09 May	Houston, USA
The Mackay Bowen Mining and Resources Expo 2013	14 – 16 May	Mackay, QLD
3 <sup>rd</sup> Annual Iron Ore Project Development & Logistics	14 – 15 May	Perth, WA
<a href="#">Austmine 2013</a>	20 – 23 May	Perth, WA
<a href="#">APPEA</a>	26 – 29 May	Brisbane, QLD
7 <sup>th</sup> Annual Mining NSW Conference	26 – 27 June	Orange, NSW
Austmine Networking Series	27 June	Melbourne, VIC
<a href="#">AGT Australian Gas Technology Conference &amp; Exhibition</a>	01 – 03 July	Perth, WA
7 <sup>th</sup> Annual Mining the Pilbara Conference	16 – 17 July	Port Headland, WA

# Leveraging Federal Government Programs

- **Buy Australian Program**
  - **Establishment of Australian Industry Participation Authority**
    - Australian Industry Participation Plans for all projects with capital expenditure of more than \$500M
  - **Resources Sector Supplier Envoy - Peter Beattie**
  - **3 Resource Sector Supplier Advocates**
    - Paul Johnson - Energy Resources (Coal and Oil & Gas)
    - Christian Larsen - Industrial, Precious & Speciality Minerals
    - Chris Chalwell - Iron Ore
- **Enterprise Connect programs such as “Resources Connect” and the “Resource Industry Supply Chain Index” (RISCI)**

# National Sector Manager Program

## **Oil and Gas - Colby T. Hauser**

180 Hay Street, East Perth WA 6004

P +61 8 9365 7715    Mob +61 (0) 468 988 908

E [colby.hauser@icn.org.au](mailto:colby.hauser@icn.org.au)

## **Mining - David Roberts**

33 McKechnie Drive, Eight Mile Plains Qld 4113

PO Box 4012, Eight Mile Plains Qld 4113

P +61 7 3364 0606    Mob +61 (0) 417 029 307

E [david.roberts@icn.org.au](mailto:david.roberts@icn.org.au)

# ICN Victoria Contacts

**Michael Fairbairn**

**Resources Program Manager**

Level 11, 10 Queens Road, Melbourne, VIC 3004

P +61 3 8689 2544

M +61 (0) 405 098 915

E [mfairbairn@icnvic.org.au](mailto:mfairbairn@icnvic.org.au)

**George Gasparotto**

**Business Capability Adviser – Oil and Gas**

Level 11, 10 Queens Road, Melbourne VIC 3004

P +61 8689 2548

M +61 (0) 403 268 502

E [ggasparotto@icnvic.org.au](mailto:ggasparotto@icnvic.org.au)

# ICN Victoria Contacts

**James Ewenson**

**Business Capability Advisor - Mining & Resources**

**M** +61 (0)4 1710 1740

**T** +61 (0)3 9864 6623

**E** [James.Ewenson@icnvic.org.au](mailto:James.Ewenson@icnvic.org.au)

**Gavin Lewis**

**Business Adviser – Western Australian Resource Projects**

Level 11, 10 Queens Road, Melbourne VIC 3004

**P** +61 3 9864 6728

**M** +61 (0) 408 597 051

**E** [glewis@icnvic.org.au](mailto:glewis@icnvic.org.au)