

Welcome to ICN's
accessing resources seminar

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





Best Practice Early Engagement

What works?

Peter McLean - Development Impacts Pty Ltd
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Q 1

What sets successful local firms apart in supplying the resources sector?

Q 2

What can we learn from these high performing suppliers?

Q 3

How can these lessons inform other Australian firms seeking to win work in the the resources sector?



**The Department of Industry
Innovation Science Research &
Tertiary Education**

engaged **Development Impacts**
to examine **current best practice
approaches & strategies** used by
those Australian SMEs that are
successfully supplying into the resources
sector
and to

determine **how these companies
engage with and meet the needs of
the project proponents and EPCMs**







Best Practice

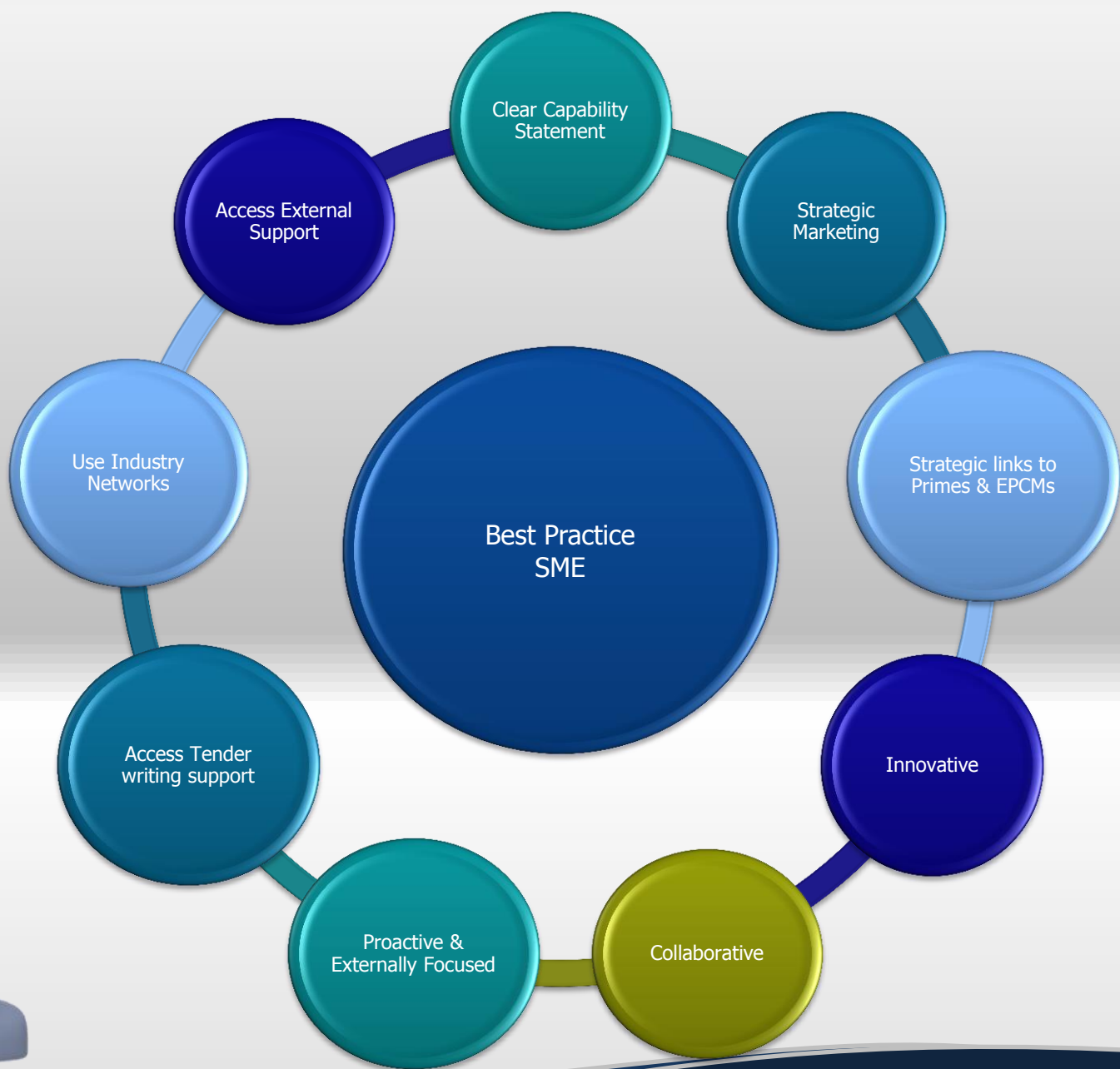
Actions & Commercial Strategies
that **substantially increase**
an SMEs **likelihood of repeatedly**
winning work in the resources sector



Best Practice SMEs are on par or outperforming against expectations when it comes to...



On Time/ On Budget		Financial Capability	
Price		Risk Management	
Capacity to Deliver	 	Tender Preparation Capability	
Superior Quality	 	Contract/Project Management	
Superior Flexibility		Effective Marketing	
Superior Variety		Effective Customer Service	
Superior Design		After Sales Service	
QA Systems		Innovation	
Reliability		Deliver work on time	
Technical Capability		Focus on niche markets	
Prior Experience		Environmental Management	



Challenges, even with Best Practice!



“There is continuous need for business improvement. The rules are always changing and while our company may have best practice status today, if we are not careful about changing project requirements, we can be easily downgraded”

“Trust is really important so networking and relationship building are key”



“Innovation for us is about how we do things”



Continuous Improvement

Access Support

Innovation & Diversification

Align Commercial Skills

Nurture Strategic Leadership Skills

Build Strategic Networks & Alliances

Create Sound Financial Model & Risk Profile

Optimise Business Structures & Systems

Keep up to date with Regulatory Environment



Research & Development

Industry Accreditation


Industry Benchmarking

Staff Training

Focus on Internal Management & Cost Control

Avoid reactive & short term approaches

Best Practice



"We need to be persistent. A lot of SMEs don't have the systems or the culture, as the people who own them usually run them. These owners do not necessarily have the skills. They need to stand back and let people who know what they are doing do the work. They need expertise in managing the risk and the commercial realities if they are to compete with overseas companies"



"The advantage that we have as an Australian SME is that we understand the regulatory environment and what it takes to operate within it."



Questions



Development Impacts Pty Ltd

Creating Capacity Through Strategic Collaboration

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