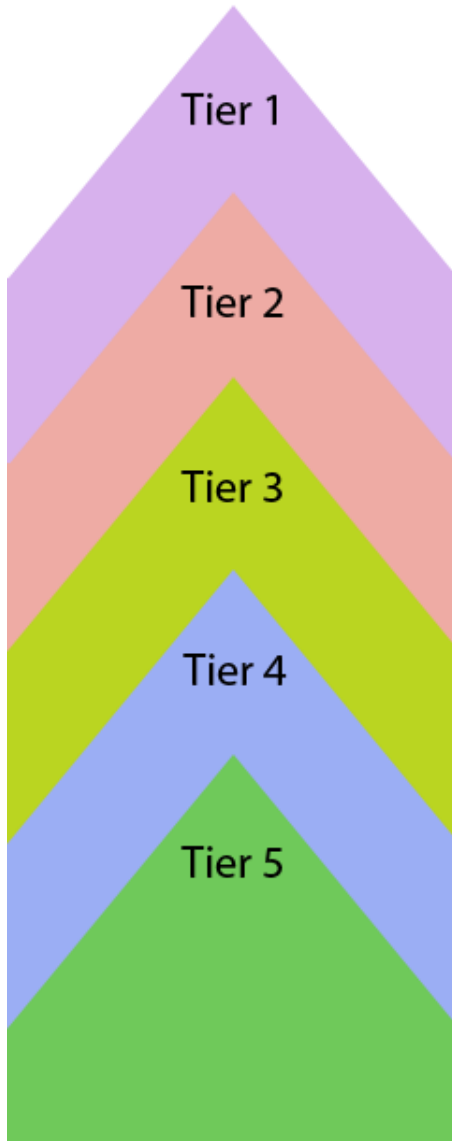


**THANK YOU: Based on the information you have provided against these Criteria to Supply to a Major Projects Your Company has been Classified as a**

# Tier 2 Company

Firms in the group receive their opportunities directly from the Engineering, Procurement and Construction Management (EPCM -Tier 1). Typically firms in this group are suppliers of major areas of work for example, engineering design, civil construction. Tier 2 companies have Systems (safety, environmental, risk and employee management) that are in place with the Tier 1 firm. These companies have the financial capability, technology and expertise required by the major contractor.





**Tier 1**

Engineering, procurement and construction management or EPCM firm: A world class supplier to a Major Project that is proficient in these areas: Customer focus, Technical capabilities and expertise, Capacity, Innovation and responsiveness, Technology and productivity, Systems, Performance track record.

**Tier 2**

Firms in the group receive their opportunities directly from the Engineering, Procurement and Construction Management (EPCM -Tier 1). Typically firms in this group are suppliers of major areas of work for example, engineering design, civil construction. Tier 2 companies have Systems (safety, environmental, risk and employee management) that are in place with the Tier 1 firm. These companies have the financial capability, technology and expertise required by the major contractor.

**Tier 3**

Subcontractors supplying large work packages in key areas or specialist providers of technology, equipment or services. These firms often have experience in working with major projects and have the capacity to form bidding teams for larger work packages. Firms in this group maintain a high level of customer focus and have a high level of expertise and technological innovation, however may lack the systems and proven track record required from companies in higher Tiers. Opportunities usually flow to this group either from companies in Tier 2 or directly from the Tier 1 EPCM contractor.

**Tier 4**

Capable subcontractors supplying goods and services to tier 2 and tier 3 firms. These firms may or may not have experience in working with major projects. Typically these firms lack the financial capability to bid on and win larger work packages. However, they have potential to participate in bidding groups. Firms in the group are usually suppliers of niche products and the companies may lack the systems (safety, risk management, environmental) that are in place with higher Tier firms. Opportunities usually flow to this group from Tier 2 or Tier 3 companies and not from the Engineering, Procurement and Construction Management (EPCM -Tier 1)

**Tier 5**

An essential layer in the supply chain comprising smaller capacity firms that operate as suppliers tier 3 and tier 4 firms. This group also includes suppliers of materials and services. Typically these firms lack the financial capability to bid on and win larger work packages. However, they have potential to participate in bidding groups. Firms in the group are usually suppliers of niche products and the companies may lack the systems (safety, risk management, environmental) that are in place with higher Tier firms. Opportunities usually flow to this group from Tier 2 or Tier 3 companies and not from the Engineering, Procurement and Construction Management (EPCM -Tier 1)