

# **TENDER COMPETITIVELY AND WIN CONTRACTS WITH MAJOR PROJECTS**

## **MAJOR PROJECT SUPPLIER PROGRAM (MPSP)**

As part of its support for the State Government's "Queensland Made Means Queensland Jobs" initiative, Industry Capability Network (ICN) Queensland is actively working to help develop Queensland as Australia's strongest economy. As part of this process, ICN Queensland will work with up to 100 Queensland companies per year to maximise their potential in securing contracts with major projects.

To do this, ICN Queensland in conjunction with the Queensland Department of Employment, Economic Development and Innovation (DEEDI) have developed the Major Project Supplier Program (MPSP). This program is structured to help Queensland companies identify the skills and capabilities required to successfully supply to large Australian infrastructure and industrial projects. The MPSP is designed for those companies serious about improving business capabilities and aspiring to successfully supply to major projects. This fully subsidised program will give eligible Queensland companies the tools they require to win contracts.

ICN Queensland is part of a nation-wide network with 26 offices around Australia that assist businesses to maximise supplying opportunities that arise from both government and private sectors, particularly in major industrial and infrastructure projects.

ICN Queensland operates as a division of QMI Solutions Ltd (QMI). In collaboration with other divisions of QMI, Queensland industry will benefit from access to expertise that can improve all aspects of manufacturing operations, including process efficiency, skills development, training and technology adoption.



## ICN QUEENSLAND'S VALUE TO INDUSTRY – (08/09)

ICN was involved in:

- › identifying over \$1.8 billion of new opportunities for Australian industry
- › over \$685 million of wins to Australian companies
- › over \$545 million of wins to Queensland companies (\$158 million to regional Queensland companies)
- › creating and retaining 6500 jobs in Queensland (1900 in regional Queensland) through these opportunities



ICN Queensland has drawn on comprehensive surveys of major project proponents to develop a standard profile of an ideal supplier to major projects. These studies, coupled with ICN's extensive experience on some of Australia's most iconic projects provides the basis for the MPSP.

The MPSP is designed to identify your current position against the unique requirements of major projects. With this information, companies will be better placed to develop winning bids.

The benefits of this program include:

- › experienced ICN specialists working shoulder-to-shoulder with the company's decision makers
- › improved understanding of project requirements
- › provides areas of focus for companies aspiring to be successful with large tenders
- › 100% subsidised service

The MPSP is a great way to maximise supply opportunities with major projects – take the first step now.

### *For more information contact:*

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