

# MAJOR PROJECT SUPPLIER PROGRAM

## MAJOR PROJECT SUPPLIER PLAN (MPSP)

The Industry Capability Network (Queensland) (ICN) is seeking applications for the second round of this popular program with delivery starting 1 July 2010. The program, which assesses a company's readiness to become a supplier to major projects, has been enthusiastically taken up by more than 100 firms since it was first introduced in October 2009.

If you are a small to medium sized manufacturing related company, serious about improving business capabilities, and aspiring to successfully supply to major projects, then this program will help identify the attributes needed to maximise your potential to win work on major projects in Queensland.



## WHAT DOES THE MPSP INVOLVE?

### *The Major Project Supplier Program*

The Major Project Supplier Program (MPSP) assesses a company against the profile of an ideal major project supplier and provides a Major Project Supplier Plan for the company comprising:

- › an assessment of the company's maturity in terms of the profile of an ideal supplier
- › a gap analysis identifying opportunities for improvement
- › an action plan with specific business improvement activities addressing these opportunities

### *The MPSP Assessment*

The assessment is facilitated by an experienced business consultant who works with the company's management to ensure that the profile is fully understood and that all its aspects are fully explored. It gives the company a broad understanding of its current position against major project requirements and outlines important areas to address in responding to tenders in order to increase the potential to win more business with major projects.

### *Gap Analysis*

The business consultant then facilitates a cross-functional discussion of the assessment results with the company's management. Aided by graphs and tables analysing the interdependencies between different aspects of the results the team compares actual with potential performance and keeps the focus on opportunities for improvement.

### *The Action Plan*

Finally and most importantly the business consultant facilitates the development of a step-by-step plan for the company to follow which addresses business improvement activities with prioritised actions.



Industry Capability Network



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## MPSP BENEFITS

- › provides eligible Queensland companies with the information and insight they need to competitively bid for contracts with major projects
- › provides a focussed business improvement plan
- › improves management ability to assess their company's capabilities
- › increases understanding of requirements of major projects
- › increases understanding of criteria used by major project proponents to assess suppliers
- › is delivered by experienced business consultants
- › is fully subsidised by the State government requiring no financial input from companies
- › only requires about 1.5 days of the company's time
- › MPSP Assessment data is confidential

## Eligibility

The following eligibility criteria are guidelines which can be varied if sufficient justification exists. This can be discussed with ICN. Generally companies should:

- › be headquartered in Queensland
- › be SMEs; i.e. have an annual turnover less than \$65 million and less than 200 employees in Queensland or 500 in total
- › have an annual turnover more than \$2 million
- › have been in operation for more than 2 Years
- › have a willingness to compete for major project activity
- › not be part of a larger group or be controlled by a larger organisation
- › either be manufacturers or provide a manufacturing related service.
- › meet the Queensland State Government's Local Content definition in the Local Industry Policy

## How do we know what major projects want from their suppliers?

A number of comprehensive surveys were commissioned by the Queensland State Government, the most recent being in March 2010, asking major project proponents what constitutes an ideal supplier.

The results of these surveys have been used by ICN, together with its experience in working with major projects over many years, to develop a set of criteria which describes the profile of an ideal supplier to major projects.

The criteria provide participating companies with an insight into what they should demonstrate if they are to be seriously considered by major project proponents.

## Feedback

The MPSP commenced delivery in October 2009 with the aim of being delivered to 100 companies in its first year of operation. By mid April 2010 the program was oversubscribed and our first years' target was well on track for delivery. Some of the positive feedback that we have received:

"We were able to use the MPSP as an important component identifying project work.. to gear the business towards more project-focused growth."  
*Gary Willis, Eastall Precision Engineering*

"The MPSP gave us a good insight into the steps we needed to take if we were going to be a successful tenderer in our own right."  
*Adam Seawright, IBS Engineering*

"The MPSP will be a key part of us moving ahead and growing in the years ahead."  
*Greg Adams, Adnought Engineering*

## Queensland Government Support

The Major Project Supplier Program is made possible by the Queensland State Government's initiative "Queensland Made Means Queensland Jobs", which provides funding through the Department of Employment, Economic Development and Innovation (DEEDI) to ICN to assist 100 businesses per year under this program.

## About ICN

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

ICN in Queensland operates as a division of QMI Solutions Ltd. This collaboration allows Queensland industry to benefit from access to expertise that can improve all aspects of manufacturing operations, including process efficiency, skills development, training and technology adoption.

## FOR MORE INFORMATION:

*Chris Martin, Project Supply Chains Manager*  
ICN Queensland

Tel: 07 3364 0670

Fax: 07 3364 0780

Email: [info@icnqld.org.au](mailto:info@icnqld.org.au)

Web: [www.icnqld.org.au](http://www.icnqld.org.au)

Brisbane Technology Park  
33 McKechnie Drive  
EIGHT MILE PLAINS QLD 4113

PO Box 4012  
EIGHT MILE PLAINS QLD 4113