

# Major Projects Supplier Program

## Allweld Manufacturing Pty Ltd



### Path to improvement for Allweld

The Major Project Supplier Program (MPSP) helps Queensland suppliers build capability to increase both competitiveness and better position the company to win major project contracts.

The Queensland Government sponsored MPSP initiative has reinforced for Allweld Manufacturing Pty Ltd (Allweld) its strengths and provided a clear path for improvement to increase its competitiveness and capability.

### Company at a Glance

Allweld Manufacturing is a privately owned and operated Queensland based company located at Maryborough and has been operating for over fifteen years. The company has two manufacturing stems specialising in two different distinct business sectors.

One manufacturing stream is engaged in the manufacture of automotive transport products while the second stream manufactures aluminium boats in the area and is a Queensland Transport certified boat builder.

Allweld are now more project-focused thanks to the direction provided under a State Government subsidised program that is helping Allweld reshape the business and its goals and be more aligned and focused on working within a project environment.



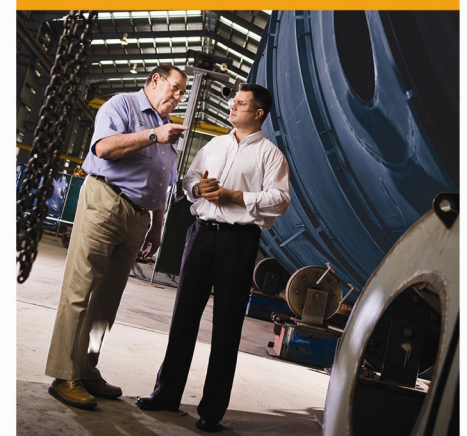
### The Opportunities and Benefits

Allweld Assistant Manager Jo-Anne Shilleto said the subsidised program, the Major Project Supplier Plan (MPSP), was very useful and helped identify areas where improvement was needed.

“The MPSP identified for us the areas we needed to improve in to be able to be considered and participate as a supplier to major project within Queensland. It helped us assess the viability of becoming a major project supplier,” Shilleto said.

### Fast Facts

- Allweld is focusing on improving their weakness for Quality Assurance thanks to MPSP
- Allweld Manufacturing has been operating for over 15 years in Maryborough
- Allweld are now more project focused thanks to the direction provided under MPSP



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ICN Queensland is supported by the Queensland Government

ICN in Queensland, a division of QMI Solutions Limited, is supported by the Queensland Government to proactively contribute to business innovation and growth by increasing local industry access to major projects and assists in showcasing the capability of Australian companies. We are a member of the ICN national network throughout Australia and New Zealand.



## ICN Case Study: Allweld Manufacturing Pty Ltd

### The Outcome

"We heard about the MPSP project through an email from ICN Queensland and thought it would be a great opportunity," Shilleto said.

Allweld is a Queensland Transport certified boat builder and has built a strong reputation within the community.

Allweld currently has a contract with Ergon Energy and have undertaken the MPSP in an effort to ensure they are at a level to win future work not only with Ergon but other projects in the region.

"We have had a good standing within the marketplace and are very proud of that positioning."

"Our ICN consultant was a fantastic assessor for us, his knowledge and experience was invaluable to the process and this was highly evident during the process and he made it very enjoyable," Shilleto said.

"It was a great exercise to see that what we had identified as strengths were indeed our strengths, and to have this highlighted by an impartial party was really encouraging," Shilleto said.

"We want to tender for more projects, and to be competitive and ultimately win these projects, this MPSP was important to complete."

Shilleto said that the company had already identified that quality assurances was a weakness in their previous tenders.

"To see that Quality Assurance was identified in the final report as a weakness only highlighted this as a real issue and subsequently, this has become our number one priority."

"We also improved our website and our strategic business plan to reflect the new focused direction of the company," Shilleto said.



### Major Project Supplier Program

ICN Queensland in partnership with the Queensland Department of Employment, Economic Development and Innovation (DEEDI) developed the Major Project Supplier Plan (MPSP) to boost Queensland industry's success in supplying to major projects throughout Australia, including the State's record \$17.1 billion capital building program. The MPSP program is fully subsidised and provides eligible Queensland companies with a comprehensive analysis of its current position against the unique requirements of major projects.

An MPSP takes approximately 1.5 days for the assessment and the facilitator generates a report which comprises:

- A capability assessment of the business against the requirements of major projects
- A review and discussion of the results of the assessment with company decision makers
- Identification of key areas for improvement and a prioritised action plan

[www.allweldmanufacturing.com.au](http://www.allweldmanufacturing.com.au)

**Need support to identify new projects and contracts?**

Contact us to find out how ICN can help via the Major Project Supplier Program

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Jo-Anne Shilleto | Assistant Manager, Allweld