

Major Projects Supplier Program

Mining Equipment Maintenance



MEM improves tender readiness

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 helped Queensland company Mining Equipment Maintenance to successfully tender for major projects in Queensland.

Company at a glance

Mining Equipment Maintenance (MEM) is a leading engineering company, with facilities in Rockhampton and Mackay, who provide mechanical and fabrication services to major mining and earth moving companies in the Central Queensland region.

MEM has the equipment, facilities and skills to successfully provide a range of services, including fabrication services, major machine rebuilds, labour hire and field service, machining as well as workshop facilities.

The company, which was established as a private company in 1996 and then acquired by the DPSA Group in June 2008, has an annual turnover of approximately \$36M and employs 133 employees.



MEM offers a full range of services and has modern and fully equipped workshop facilities in Rockhampton, as well as field service vehicles to cater for maintenance and service functions on site.

The company employs qualified trades people with experience in diagnosis and repairs of Caterpillar, Komatsu, Hitachi and Terex machines and components.

Since beginning operations in 1996 MEM has become a trusted reliable supplier providing a high standard of service and has a premium customer base including BMA, Leighton Contractors, McMahons, Cement Australia, Hastings and Terex.

Fast Facts

- The company, has an annual turnover of approximately \$36M and employs 133 employees.
- Mining Equipment Maintenance is a leading engineering company, with facilities in Rockhampton and Mackay
- Completing the MPSP with ICN now means that MEM is ready to tackle big projects in Queensland



A Division of QMI Solutions



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: Mining Equipment Maintenance

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MEM is currently engaged in light/medium and heavy steel fabrication and repairs and complete overhauls to light/medium mining equipment including component overhauls and fixed service labour to the current Bowen Basin open cut coal mines.

The company is seeking future involvement in the expansion projects in the Bowen Basin open cut coal mines, and is also interested in the LNG expansion in the Gladstone area.

The opportunities and benefits

Undertaking an MPSP Assessment with a qualified ICN consultant allows companies to see where their strengths and weaknesses lie and each company is issued with an action plan based on the outcomes of the Assessment. The Action Plan includes tasks that can be undertaken immediately, to long term projects, all which will assist in increasing their overall capacity.

The Assessment process revealed that MEM has a good capability in assessing and tendering to project opportunities and has an excellent record in winning these projects when they tender directly on the project. The record is however, less impressive when tendering through third parties.

“We were able to use the MPSP to identify the requirements to successfully tender and also use the information when doing current quotes” Facility Manager Brian Donohoe said.

The Outcome

Completing the MPSP with ICN now means that MEM is ready to tackle big projects in Queensland.

With a focus on improving their “tender readiness”, the introduction of a Quality Management System, will assist MEM in meeting the capability requirements of major projects.

“The sessions have given us a valuable insight into the requirements to be able to tender.”

“We also have an action plan which is very helpful going forward,” Donohoe said.

MEM’s highly professional and ethical business approach will see them continue as one of the leaders in their field in Queensland.

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.mem.net.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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Brian Donohoe | Facility Manager, MEM



Industry Capability Network

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