

Major Projects Supplier Program

PPW Steel Fabrication & Welding Pty Ltd



MPSP helps PPW win \$10M of work

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 one Stapylton based business, PPW Steel Fabrication and Welding Pty Ltd, to successfully tender for major projects in Queensland.

Company at a glance

PPW Steel Fabrication and Welding Pty Ltd is a progressive, medium sized Steel and Aluminium Fabrication and Welding Company based at Stapylton in South East Queensland.

PPW manufacture and install quality pipe and fabricated products in Aluminium, Carbon and Stainless Steel for major infrastructure projects in mining, road-works and commercial construction, providing quality on-site services to support major infrastructure projects using fully equipped vehicles and qualified accredited staff.

With over 30 years experience in the industry PPW has an uncompromising commitment and passion to consistently meet customers' expectations and needs



through highly skilled staff, well maintained equipment and fully accredited quality, health and safety and environmental management systems. PPW is recognised as an approved supplier and installer of fabricated products to major road and infrastructure projects throughout Queensland.

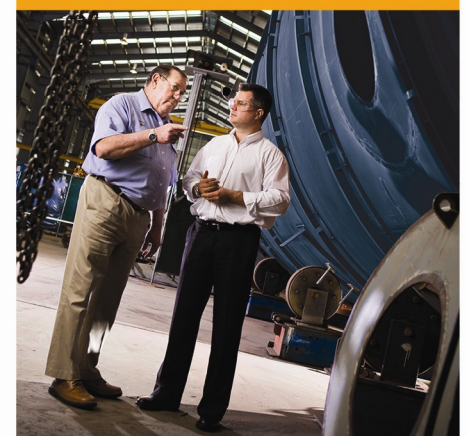
The opportunities and benefits

The MPSP assessment has shown that the PPW is a modern, flexible and innovative company that is able to provide quick response solutions to challenging customer requirements.

The company has strong industry relationships and alliances and is a reliable and trusted supplier to a number of large customers.

Fast Facts

- Since undertaking the MPSP, PPW has successfully won over \$10M worth of work
- The company has strong industry relationships and alliances and is a reliable and trusted supplier
- Twelve months on from having undertaken the MPSP, PPW have completed over 60% of the actions that were identified in the MPS Plan



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: PPW Steel Fabrication & Welding Pty Ltd

With a strong client focus and communication, PPW already had many core fundamentals of the capability assessment partially in place and with the improvements in place, will increase these levels to fully implemented.

While the company's strengths were reflected in the report, it was their identified weaknesses that allowed them to improve their capability and ultimately be successful in their tenders.

PPW's MPSP Action Plan defined for the company that there was a need to improve marketing, employee involvement, risk management and production monitoring.

"The need for a formal communication plan to the staff was clear after completing the MPSP, with this plan assisting to develop and maintain focus and relevance to the staff, so introducing some Visual Performance Measurements was important."

"We also had to create a standard project risk management template and implement to major works and offer as a tool to support working with our clients."

The Outcome

Twelve months on from having undertaken the MPSP, PPW have completed over 60% of the actions that were identified in the MPS Plan and

found that the business and processes have improved from having implemented these changes.

PPW has also been very successful in tendering for work, and credits having undertaken the MPSP for this success.

Since undertaking the MPSP, PPW has successfully won over \$10 million worth of work on projects including the Gateway Upgrade, Ipswich Motorway Upgrade and the Centenary Highway to Carole Park Upgrade.

"Undertaking the MPSP prior to submitting these tenders helped us win this work."

"We actually won more work on the Gateway Upgrade, Ipswich Motorway Upgrade and Luggage Point Recycled Water Treatment Plant projects that what we had tendered for."

"In the case of the Gateway Project, the amount was quite considerable, initially tendering for \$3.5 million worth, and winning over \$5 million worth of work."

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.ppwsteel.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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