

Major Project Supplier Program (MPSP)

The Major Project Supplier Program (MPSP) analyses a company's business, compares it to an ideal supplier profile and makes recommendations as to how the company might position itself to meet the needs of project owners or major contractors.

What does the MPSP involve?

The Major Project Supplier Program (MPSP) is fully supported by the Queensland Government and is a proactive way for companies to identify areas for improvement to increase their chances of winning more major project work.

This program is for manufacturers and services-related companies in the manufacturing industry that are serious about improving business capabilities and aspiring to successfully supply to major projects.

The Program provides a Supplier Plan for the company comprising:

1. An assessment of the company and comparison with the profile of an ideal supplier.
2. A gap analysis identifying opportunities for improvement.
3. An action plan with specific business improvement activities addressing these opportunities.

“ The MPSP report identified for us the two key areas we needed to improve. ”

Tony Stacey | Noja Power



A Division of QMI Solutions

Benefits of the Program

- Eligible Queensland companies are provided with the information and insight they need to competitively bid for contracts with major projects
- A greater understanding of criteria used by major project proponents to access suppliers is increased
- A focused business improvement plan is developed
- Delivered by experienced business consultants who provide an objective assessment of the company
- Management is provided with the ability to assess their company's capabilities
- The MPSP is fully subsidised by the State Government requiring no financial input from companies
- The MPSP Assessment data is strictly confidential and requires only 1.5 days of the company's time

Fast Facts

- The MPSP gives eligible Queensland companies the information and insight they need to competitively bid for contracts with major projects
- Through the MPSP Assessment a focused business improvement plan is developed with management
- The MPSP is fully subsidised 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 Queensland is supported by the Queensland Government

Major Project Supplier Program (MPSP)

A Division of QMI Solutions

What does the Program involve?

An assessment is completed by an experienced business consultant who works with your management team to ensure a broad understanding of the company's current alignment with major project requirements.

The consultant identifies important areas to address when tendering to increase the potential to win business, and facilitates a discussion of the results with the team.

Aided by an examination of the interdependencies between different aspects of the results, the team develops a gap analysis identifying opportunities for improvement and a step-by-step action plan prioritising actions and allocated resources.

Queensland Government Support

The MPSP is made possible by the Queensland 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 the program.

Eligibility

Potential companies should be small to medium sized manufacturing-related companies serious about improving business capabilities and aspiring to successfully supply to major projects.

Generally companies should:

- Be headquartered in Queensland
- Be an SME 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 of more than \$2 million
- Be operating for more than two 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 a manufacturer or provide a manufacturing-related service
- Meet the Queensland 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 Government 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 going to be seriously considered by major project proponents.

What is ICN?

Industry Capability Network (ICN) in Queensland is part of a nationwide network with 26 offices around Australia that help businesses to maximise opportunities that arise in both government and private sectors, particularly in major industrial and infrastructure projects capital asset acquisition.

Need support to improve business capability?

Contact us to find out how to access the Major Projects Supplier Program

t: (07) 3364 0670

e: info@icnqld.org.au

w: www.icnqld.org.au

“ 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 was a good program to undertake and identified our strengths and weaknesses in regards to tendering for more business. We have won a lot of work since undertaking the MPSP and completing the identified actions in the business plan. ”

Steve Lawn | EHS Engineering