



ProjectConnect
fast access to project opportunities

ProjectConnect News Update

30 January 2012

This Fortnight's Topics



Subsea7 starts listing opportunities for the Gorgon Project



Karratha Business Park Survey



EFIC - Resource Subcontractors Financial Solutions



Dates for your diary

What's new on ProjectConnect



46 new members list on ProjectConnect



18 Successful tenderer contact details have been provided for awarded packages



24 supply opportunities are about to close for full package registrations



114 new full package supply opportunities were listed

Other useful resources on ProjectConnect (click on the logo)



Staffing & recruiting advice from Hays Recruiting Experts



The latest business news from WA Business News



Access the current and all previous ProjectConnect Newsletters



Advice and tips on tendering and bidding

Subsea7 starts listing opportunities for the Gorgon Project

Subsea 7 has been awarded contracts for the Heavy Lift & Tie-ins Scope and for the Umbilical Installation & Trenching Scope for the Gorgon project.

Subsea 7 is a seabed-to-surface engineering, construction and services contractor to the offshore energy industry worldwide. They concentrate on services that add value for our clients through the lifecycle of their offshore energy fields. They are experts in design, fabrication, installation and commissioning. Their principal areas of operation are as follows:

- Subsea, Umbilical, Riser and Flowline (SURF)
- Life-of-Field
- Conventional Services
- Renewables

The Gorgon Heavy Lift and Tie-Ins Project scope includes engineering, spools fabrication, transportation and installation of the following:

- 20 subsea structures and foundations
- 15 heavy spools
- 48 tie-in spools
- 39 electrical and 18 hydraulic flying leads
- 5 infield umbilicals and 2 associated distribution units
- 6 off corrosion monitoring spools.

The Gorgon Umbilicals and Trenching Project involve the transportation and installation of subsea umbilicals from Barrow Island (56km off the north-west coast of Western Australia) to the Gorgon and Jansz Fields. The scope involves:

- Loadout and transportation of 195km of subsea umbilicals from Europe to Australia
- Installation of the Gorgon (59km) and Jansz (136km, in two sections) main umbilicals
- Trenching and mattress installation for up to 70km of the umbilicals for stabilisation.
- Transportation and installation of 2 off Control Distribution Units and 1 off Umbilical Midline Connection Assembly structures.
- Transportation and storage of 5 off infield umbilical reels from Europe to Singapore.

Supply opportunities on these contracts have now been listed for registration of interest on ProjectConnect.

FOR SUBSCRIBERS

For subscribers, just login to your ProjectConnect Company Account and utilise your Supply Opportunities search engine to locate and register against any of the items.

FOR FREE PUBLIC ACCESS USERS

To open the Subsea7 webpages please enter the address www.projectconnect.com.au into your web browser and click on the Project Opportunities menu link for the *Gorgon Project*, then select the *Gorgon - Heavy Lift and Tie-Ins* or *Gorgon - Umbilical Installation and Trenching* subprojects under the *Gorgon - Upstream Facilities* area of the project.

Karratha Business Park Survey

The Small Business Centre West Pilbara is investigating the feasibility of providing additional business support in the region through the establishment of a Business Park in Karratha. This model will then be adjusted and applied to subsequent developments in Tom Price and Onslow.

The Business Park model being investigated is proposed to include the provision of business premises and residential accommodation at subsidised rates to eligible business for a period of time, together with the range of support services and advice offered by the Small Business Centre network. The Karratha model will address the need for and viability of retail, commercial, industrial and tourism spaces.

Register your interest in starting a new business or moving / expanding your business to Karratha, Tom Price or Onslow with an opportunity for affordable housing NOW!

<http://www.zoomerang.com/Survey/WEB22E74PYATAR>

Survey closes Friday 10th Feb 2012

Contributors to the survey may only take the survey once per computer station (or email address). When you click the SUBMIT button please do not close your browser until you receive a 'thank you' page.

This survey does not commit you to using the facilities, it is merely an expression of interest in order to gather useful information for the feasibility study.

More information on support services can be obtained directly from the SBC West Pilbara Manager, Rachel Whiting on 9144 4668 or via www.sbcwp.com.au



Assisting Australian Contractors with finance solutions for export resource projects

EFIC IN PERSPECTIVE

EFIC may assist eligible Australian based companies - contractors and subcontractors ("Contractors") - to win and finance export related contracts with targeted financial solutions. As Australia's official export credit agency, we are 100% owned by the Australian Government and hold a AAA credit rating.

EFIC'S ROLE IN RELATION TO THE COMMERCIAL BANKS

EFIC works alongside the commercial banks to provide financial support to their customers in circumstances where their bank is unable to meet their entire financing requirements. EFIC does not compete with the banks. We act where there is a gap in the commercial finance market.

EXPLAINING EXPORT RELATED CONTRACTS

These are contracts where the ultimate goods produced are exported but the companies that are part of the contract supply chain may not themselves be exporters. Examples include Contractors to major resource projects in Australia.

For EFIC to consider support, the goods produced and/or services rendered by a Contractor to the project, must form an integral part of the overall resource export project.

EFIC'S FINANCE SOLUTIONS FOR CONTRACTORS

EFIC may assist with:

- Bank guarantees which need to be posted by a Contractor to guarantee performance under a contract; and/or
- Working capital support to help the Contractor finance the contract; and/or
- Longer term finance to fund necessary capital expenditure for the contract.

HOW EFIC PROVIDES ITS FINANCE SUPPORT

Bank Guarantees - EFIC may either provide an on-demand performance guarantee directly to the Contractor's counterparty in a contract or, if required, EFIC can provide an on-demand guarantee to the Contractor's bank to enable the bank to provide the performance guarantee to the Contractor's counterparty.

Working Capital and longer term finance - EFIC may provide a guarantee to the Contractor's bank to enable the bank to provide the actual funds to the Contractor.

MINIMUM ELIGIBILITY CRITERIA FOR EFIC SUPPORT?

- Australian based Contractors who have successfully tendered for contracts for major Australian export resource projects but need finance in the form of performance bonds, working capital or capital expenditure which the bank is unable to provide.
- The goods and/or services the Contractor is delivering under the contracts are integral to the overall export resource project.
- The Contractor has been technically prequalified for this contract by the contractor and/or the actual sponsor consortium of the resource project.
- The financial/guarantee requirement is at least \$500,000.

FIND OUT MORE

For Qld, NSW, Vic, Tas and NT enquiries, call Robert Dravers, Director, SME & Mid Market, on +61 2 8273 5268 or email rdravers@efic.gov.au

For WA, SA and ACT enquiries, call Leela Hanson, Director, SME & Mid Market, on +61 2 8273 5225 or email lhanson@efic.gov.au

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Dates for your diary

22-24 February 2012	AOG 2012 - The Australasian Oil & Gas Expo & Conference <i>Perth</i> www.aogexpo.com.au
22-24 February 2012	Subsea Australasia Conference <i>Perth</i>
13-14 March 2012	3rd Annual WA Major Projects Conference <i>Perth</i> http://www.waconference.com.au/
15-17 March 2012	CME 2012 Construction and Mining Expo <i>Perth</i> www.cmeexpo.com.au
20-21 March 2012	Global Iron Ore & Steel Forecast Conference & Expo <i>Perth</i> www.globalironore.com.au
25-27 July 2012	The Australian Gas Technology Conference & Exhibition <i>Perth</i> www.australiangastechnology.com.au
4-6 October 2012	ACE QLD 2012 Australian Construction Equipment Expo <i>Brisbane</i> www.aceqld.com.au

WHAT'S NEW ON PROJECTCONNECT

NEW MEMBERS - 16/1/2012 to 30/1/2012

46 Australian and New Zealand organisations listed their profiles on ProjectConnect.

PACKAGES AWARDED - 16/1/2012 to 30/1/2012

The below projects listed winner contact details on their awarded packages.

Project	Packages listed as awarded
Gorgon Project	1
Southern Seawater Desalination Plant Stage 2	2
Wheatstone LNG Project	15

CLOSING FOR REGISTRATIONS - 30/1/2012 to 13/2/2012

The projects below have packages closing for full package registration.

Project	Packages about to close
Browse LNG Development	10
Gorgon Project	12
Wheatstone LNG Project	2

NEW PACKAGES LISTED - 16/1/2012 to 30/1/2012

The projects below have listed new full package supply opportunities on ProjectConnect by projects.

Project	New Packages Listed
Browse LNG Development	3
Gorgon Project	104
New Children's Hospital Project	1
Southern Seawater Desalination Plant Stage 2	1
Wheatstone LNG Project	5

To easily find the packages summarised above, please see the **REFERENCE SHEET FOR SUBSCRIBER SEARCH FUNCTIONS** on the next page.

You can also use the free public system to find this information. For assistance click on the **HELP** menu and download the help desk guideline *"How to find and register for supply opportunities on the free public site"*.

REFERENCE SHEET FOR SUBSCRIBER SEARCH FUNCTIONS

For subscribers to ProjectConnect, there is an easy way to search for award details and package listings; and register interest against opportunities.

To access this search function, begin by logging into your company account, select the **Searching** menu and click on **Search Supply Opportunities**. This will open the below search engine.

Search Supply Opportunities

Enter your keywords to find project packages
For further information hover your mouse over options labels below:

Project :

Keyword(s) : **4 Click**

Package Status : **1 Select**

Filter by date : To: **2 Set dates**
(Optional)

Closing date Listed date Awarded date **3 Select**

To find...	...awarded packages:	...packages closing soon:	...packages recently listed:
1	Set Package Status to Awarded packages	Set Package Status to Full Package Open	Set Package Status to New packages
2	Set the Date Range from 16/1/2012 to 30/1/2012	Set the Date Range from 30/1/2012 to 13/2/2012	Set the Date Range from 16/1/2012 to 30/1/2012
3	Set Filter by Date to Awarded Date	Set Filter by date to Closing date	Set Filter by date to Listed date
4	Press the Search button.	Press the Search button.	Press the Search button.
Then...	Click on the Awarded Date of each opportunity to open the contact details of the successful suppliers. See next picture.	To register your interest, check the boxes for the opportunities you are interested in and press the Submit Interest button at the bottom of the webpage.	To register your interest, check the boxes for the opportunities you are interested in and press the Submit Interest button at the bottom of the webpage.

Closing	Full Package ?	Components of Package ?	Awarded Date ?
Awarded	<input type="checkbox"/>	<input type="checkbox"/>	11/1/2010
Awarded	<input type="checkbox"/>	<input type="checkbox"/>	1/2/2010
Closing	<input type="checkbox"/>	<input type="checkbox"/>	20/1/2010
Closing	<input type="checkbox"/>	<input type="checkbox"/>	9/12/2009
Awarded	<input type="checkbox"/>	<input type="checkbox"/>	18/1/2010

Click on date to open supplier details

Closing	Full Package ?	Components of Package ?	Awarded Date ?
19/2/2010	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
15/2/2010	<input type="checkbox"/>	<input checked="" type="checkbox"/>	

Select the opportunities you are interested in.

You can also use the free public system to find this information. For assistance click on the **HELP** menu and download the help desk guideline *“How to find and register for supply opportunities on the free public site”*.

If you need some assistance with your company account login, using the opportunities search engine or checking your registrations please click on the **HELP** menu within your company account system.