

ICN NT Profile Improvement Workshop 2020

# **Industry Capability Network (ICN)**

# We want you to walk out of today...

- ✓ Understanding what ICN does
- ✓ Knowing how project's use ICN
- ✓ Maximising your ICN profile
- ✓ Submitting effective EOI's
- ✓ Chat enabled to pitch your business. Let the group know who you are and what you have
- ✓ Use Chat to direct queries to ICN NT

# ICN Explained

# Who we are

- Business Promotions (NT) Pty Ltd t/a ICN (NT) with a Board of 8 Directors
- **Shareholders**
  - Chamber of Commerce NT
  - Master Builders Association NT (MBA NT)
- Supported by NT Dep. of Trade, Business and Innovation (DTBI)
- **Independent** and **Unbiased**
- **Public** and **Private** sector procurement processes
- Part of a national and NZ network

# ICN Database

- Around 3,500 Northern Territory companies currently registered
- Incorporates information on Indigenous businesses
- Monitored and updated regularly
- Covers a wide range of sectors such as Construction, Mining, Engineering, Environmental, Finance, Legal, Marine, Resources etc.
- Part of a national database of around 70,000 suppliers

# How ICN works



**We maintain confidentiality throughout  
and take no part in commercial negotiation**

# Where ICN fits

- Supplier Identification / Business Matching
- Industry Capability Mapping & Gap Analysis
- Industry events & communications
- ICN Gateway

*We don't get involved in..*

- Project planning
- Tender process
- Contract award

# Services offered - buyers / projects

- **Consultancy services**
  - Supplier identification
  - Indigenous Business Identification
  - Industry capability mapping
  - Gaps Analysis
  - Australian / Local Industry Participation plans / reports
- **ICN Gateway (public project management portal)**
  - Platform to offer Industry full, fair and reasonable opportunity for involvement
  - Expression of Interest (EOI)
- **Communication source**
  - Events
  - Industry briefings
  - Newsletters etc
- **Procurement solutions**
  - ICN Marketplace, powered by VendorPanel
- **Workforce solutions**
  - ICN Cited Network



# Services offered – industry (you)

- **Market your business**
  - ✓ We promote you for work behind the scenes
  - ✓ Gateway
  - ✓ ICN Marketplace, powered by VendorPanel
- **Keep you updated**
  - ✓ Notification of project opportunities
  - ✓ Newsletters, etc.
- **Capability Development**
  - ✓ Workshops
  - ✓ Referral service
- **Workforce Development**
  - ✓ Workshops

# Northern Territory Statistics

3k+

Northern Territory businesses  
registered on ICN Gateway

\$2B+

Locally awarded contracts  
since 2010

526

Average Enquiries a  
month

Of which..

0.68%

Were published on Gateway  
Since July 2016

# Northern Territory clients include



# Part 2

## Your ICN Profile

# The Elevator Pitch

An elevator pitch is a quick persuasive speech that is used to create interest in a project, a concept, or people. It distills your ideas into the simplest, clearest points of value, what makes you different, and instills enough curiosity to make the prospect want to hear more.

from Kurian M. Tharakan



JOIN NOW

PRICING

WHY ICN?

SEARCH

CONTACT

LOGIN 

Join the networking platform that's  
helping Australian business grow.

[gateway.icn.org.au](https://gateway.icn.org.au)



## My Public Profile

- ▶ Premium ⓘ
- ▶ Capability Statement
- ▶ Promotional Material

## My Company

- ▶ Company Details
- ▶ Summary
- ▶ Products/Services
- ▶ Capabilities
- ▶ Partner Programs
- ▶ Locations
- ▶ Contacts

## My Documentation

- ▶ Accreditations
- ▶ Certifications
- ▶ Insurances
- ▶ Licences

## My Account

- ▶ Notifications
- ▶ Company EOLs

## Company Details

ICN Company ID 36016

Trading name or ABN \*

ICN (NT)

ⓘ Your company's trading name or ABN

Other names

Any other names the company is known by (one per line)

Industry Capability Network (ICN)  
ICN (NT)  
Industry Capability Network Northern Territory  
NTICN  
Northern Territory Industry Capability Network

ⓘ 1853 characters remaining

ABN 23009634888

ⓘ Australian companies only

Australian indigenous owned

 Yes No

SAVE CHANGES

CANCEL CHANGES

- Premium
- Capability Statement
- Promotional Material

- Company Details
- Summary
- Products/Services
- Capabilities
- Partner Programs
- Locations
- Contacts

- Accreditations
- Certifications
- Insurances

# Summary



## Tell us about your company

### Summary \*

This is displayed to the public (if you are a paid subscriber) and should only be one or two concise sentences.

(ICN) is a business network that introduces Australian and New Zealand companies to projects large and small.

In essence, we offer a new business source for suppliers and a sophisticated search service for

70 characters remaining

### Full description \*

This is displayed to ICN consultants and prospective clients. It should provide a brief outline of the company and what makes you special in the marketplace.

Our role is to find the suppliers and service providers who are best equipped to meet the requirements of hundreds of projects across Australia and New Zealand.

The Northern Territory Industrial Supplies Office was

3150 characters remaining

### AU/NZ Annual turnover \*

\$2M


\$25,000




\$100B



› Licences

 My Account

- › Notifications
- › Company EOIs
- › My Subscriptions
- › Change Password
- › Remove this Profile


 Support

- › User Guide
- › EOI User Guide
- › Capability User Guide
- › Premium Guide
- › Contact Helpdesk

 Log Out


Number of employees

11

 Number of staff employed globally

Number of AU/NZ employees

11

 Number of staff employed in Australia or New Zealand

Number of Australian indigenous employees


Number of apprentices

Number of cadets


Number of trainees

Previous significant clients  
one per line


ConocoPhillips  
Eni  
INPEX  
JKC  
New Future Alliance  
NT Government

 3905 characters remaining


› Licences

 My Account

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- › Company EOIs
- › My Subscriptions
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INPEX  
JKC  
New Future Alliance  
NT Government

 3905 characters remaining

## Previous significant projects

---

Project

Ichthys LNG Project

Year

2014

Client


INPEX

Brief scope

ICN Involvement includes:

Undertaking confidential supplier evaluation on behalf of the Project.

Ensuring all procurement and contracting packages are loaded to ICN Gateway in a timely and consistent

 1 character remaining

Approx. value

\$25,000



\$25,000

\$100B

 REMOVE

# Summary Key Points

- **Summary** = brief and to the point:
  - Who you are
  - What you do
- **Full Description** = reflects an overview of your capabilities and experience:
  - ‘About us’
  - Range of products and services
  - Parent companies or subsidiaries
  - Company affiliations, major alliances
  - Major brands
- **Previous Significant Projects** = online resume of your experience
- Drive home what makes you stand out from the rest



My Public Profile

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My Documentation

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Support

- User Guide
- EOI User Guide

## Products, services and facilities

Retailer  Yes  No

Service provider  Yes  No

Wholesaler  Yes  No

Manufacturer *outside* Australia or New Zealand  Yes  No

Manufacturer *inside* Australia or New Zealand  Yes  No

Exporter  Yes  No

Importer  Yes  No

Products & Services \*  
one per line

Major projects  
Supplier search  
Local capability  
AIP  
Assistance with Australian industry participation plans

9824 characters remaining

Facilities & Equipment \*  
one per line

Approx 500m2 of office space

9972 characters remaining

We are interested in joint ventures and/or collaborations  Yes  No

## Key Points

Products & Services = What you have to offer in KEY WORDS

Any word you associate with your business needs to be here

Include technical language or terminology & brand names

Use buzz words that may be associated to your industry

- **Facilities & Equipment** = What you've got that enables you to do your job.



# Capabilities

## My Public Profile

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## My Documentation

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- Certifications
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- Licences

## My Account

- Notifications
- Company EOs
- My Subscriptions
- Change Password
- Remove this Profile

### Industry capabilities

Select appropriate capabilities within each industry. You must choose at least one industry.

Find capabilities

Find

Industry

Capabilities (select at least 1)

Automotive (10)  
Clean Energy (4)  
Construction & Engineering (11)  
Defence (36)  
Health (8)  
IT & Communications (28)  
Land & Agriculture (18)  
Manufacturing (30)  
Mining (121)  
Oil, Gas & Energy (9)  
Professional Services  
Rail (31)  
Retail, Trade and Other Services (0)  
Steel (48)  
Transport  
Water (8)

SAVE CHANGES

CANCEL CHANGES

My Dashboard

My Public Profile

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My Documentation

# Locations




This table shows your existing locations. Here you can:

- change your location information
- create new locations
- delete locations.

**PLEASE NOTE:** If your company has moved to a new location, please create a new location and remove the old location.

ADDRESS	OPTIONS
Head Office (Primary) 101, 12 Salonika Street, PARAP, NT AU 0820	 
CADO Todd Mall, ALICE SPRINGS, NT AU 0870	  

 ADD LOCATION

- ▶ Premium ⓘ
- ▶ Capability Statement
- ▶ Promotional Material












- ▶ Company Details
- ▶ Summary
- ▶ Products/Services
- ▶ Capabilities
- ▶ Partner Programs
- ▶ Locations
- ▶ **Contacts**

# Contacts



This table outlines your existing contacts. Here you can:

- ▶ modify contact information
- ▶ create new contacts
- ▶ delete contacts.

NAME	OPTIONS
Kevin Peters (Primary) kevin.peters@icnnt.org.au	 
Michael Prentice michael.prentice@icnnt.org.au	  
Sandy Beasy sandy.beasy@icnnt.org.au	  
Daniel McCormick daniel.mccormick@icnnt.org.au	  



- ▶ Premium ⓘ
- ▶ Capability Statement
- ▶ Promotional Material

- ▶ Company Details
- ▶ Summary
- ▶ Products/Services
- ▶ Capabilities
- ▶ Partner Programs
- ▶ Locations
- ▶ Contacts

- ▶ **Accreditations**
- ▶ Certifications
- ▶ Insurances
- ▶ Licences

- ▶ Notifications
- ▶ Company EOs

# Accreditations



## Accreditations, certifications and history

Government supplier  Yes  No

Non-profit organisation  Yes  No

PQC rating  Yes  No

ANZSIC Codes (select multiple) ▼

10 - Exploration and Other Mining Support Services

2599 - Other Manufacturing n.e.c.

9551 - Business and Professional Association Services

Other accreditations

Internal Quality Management Systems

ⓘ This is an old field that is being deleted - you should move any information out of this field into the Accreditations section below.

- My Subscriptions
- Change Password
- Remove this Profile

#### Support

- User Guide
- EOI User Guide
- Capability User Guide
- Premium Guide
- Contact Helpdesk

Log Out

Accreditations (select multiple)

Accreditation as a Qualified Person (QP)

Building Practitioner Accreditation

Importer Verification Compliance Agreement (IVCA) Accreditation

National Association of Corrosion Engineers (NACE) Certified Coating Inspector - Level 1 with Bridge Specialty

Accreditation not listed? Please give us feedback [here](#).

NT CAL accredited

Yes  No

NT CAL accreditations  
one per line

\$500000 Construction

1980 characters remaining

Works in remote locations

Yes  No


Remote locations  
one per line

Alice Springs  
Apliwataja  
Nhulunbuy  
Timber Creek  
Tennant Creek  
Routu Creek

1922 characters remaining


#### Major Projects

Blacktip  
Ichthys  
Darwin LNGfdkju dhfgd sglk;dhfglkjdl;f gjsdg df g  
Helium Plant  
SIHIP

 This is an old field that is being deleted - you should move any information out of this field into the Previous Significant Projects section below.


#### Associations one per line

MBA NT  
Chamber of Commerce  
AIDN NT  
Australian Indonesian Business Council


 1924 characters remaining

#### Existing pre-qualifications one per line

Ichthys Project  
NT Government  
AECOM


 3963 characters remaining

 SAVE CHANGES

 CANCEL CHANGES


#### Major Projects

Blacktip  
Ichthys  
Darwin LNGfdkju dhfgd sglk;dhfglkjdl;f gjsdg df g  
Helium Plant  
SIHIP

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 SAVE CHANGES

 CANCEL CHANGES



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## My Documentation

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- Insurances
- Licences

## My Account

- Notifications
- Company EOs
- My Subscriptions
- Change Password
- Remove this Profile

## Support

## Industry compliance

Enter details of any industry standards to which your company complies and any industry certifications that your company has achieved.

Compliance or industry certification not listed? Please give us feedback [here](#).

Compliance standard,  
Certification or Membership \*

Standard number (eg. 9001, IECCE 01 Ed. 14.0)

Certification date

Expiry date

If applicable

Last audit date

Next audit date

Leave blank if your company complies with this standard but has not achieved certification.

## Upload document

You may upload 1 file only up to 16.0 MB in size.

No file selected

UPLOAD FILE

SAVE

RESET

CURRENT COMPLIANCE EXPIRED CERTIFICATION CERTIFICATION EXPIRING SOON

## My Public Profile

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## My Account

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- Change Password

# Insurances



## Insurances

Enter details of any insurance policies your company holds.

Insurance type \*

Contract Works Insurance

Insurer \*

Policy number \*

Expiry date \*

dd-mm-yyyy

Cover limit \*

Not Selected



\$25,000

No Limit

### Upload insurance

You may upload 1 file only up to 16.0 MB in size.

No file selected

UPLOAD FILE

SAVE

RESET

CURRENT POLICY EXPIRED POLICY POLICY EXPIRING SOON



#### My Public Profile

- ▶ Premium ⓘ
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- ▶ Promotional Material

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#### My Documentation

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- ▶ Certifications
- ▶ Insurances
- ▶ Licences

#### My Account

- ▶ Notifications
- ▶ Company EOs
- ▶ My Subscriptions
- ▶ Change Password
- ▶ Remove this Profile

# Licences

## Licences

Enter details of any licences your company holds.

Licence not listed? Please give us feedback [here](#).

Licence title \*

ⓘ Licence title (eg. Fireworks display permit)

Licence issuer \*

Licence class \*

Licence number \*

Issue date \*

dd-mm-yyyy

Expiry date \*

dd-mm-yyyy

### Upload licence

You may upload 1 file only up to 16.0 MB in size.

No file selected

UPLOAD FILE

SAVE

RESET

CURRENT LICENCE EXPIRED LICENCE LICENCE EXPIRING SOON

My Public Profile

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Support

- User Guide
- EOI User Guide
- Capability User Guide

# Notifications



Choose a contact from the list below and then complete the form to set up email notifications for newsletters and general information, new work packages and regional opportunities. When work packages and opportunities (based on the information you have given us) become available we will automatically email the contact/s.

Note: We may still send you information from time to time. If you do not wish to receive ANY communications from us, please remove your profile from ICN Gateway or call us on 1300 961 139.

## Select contact

CANCEL ALL NOTIFICATIONS

Select contact ...

## Copy contact notifications

Choose a contact from the list below and click 'copy' to copy their notification settings. Click 'Save Notifications' at the bottom of this form to save your new notifications settings.

Select contact ...

COPY

## Email notifications

Choose the ICN publications you wish to receive. You will receive a confirmation email from MailChimp shortly after selecting one or more of these items.

### General ICN Information & Updates

- General ICN information & updates

### Regions

- ACT
- NT
- SA
- VIC
- New Zealand
- NSW
- QLD
- TAS
- WA

## Major projects

### Notifications

## Major projects

### Notifications

Please select your preferences for email delivery.

- Closing work packages (Premium subscribers only)
- New major project work packages

### Select regions

Choose the region(s) you wish to receive notifications for.

Australia  New Zealand  International

- ACT
- NSW
- NT
- QLD
- SA
- TAS
- VIC
- WA
- North IS
- South IS

### Select sectors and capabilities [Set to Company Capabilities](#) [Clear All](#)

Select appropriate capabilities within each industry sector you wish to receive notifications for.

Find capabilities

Industry

Capabilities (select at least 1)

## Regional opportunities

### Notifications

Please select your preferences for email delivery.

- New regional opportunities

### Select regions [Clear All](#)

Choose the Country and Local Government Authorities you wish to receive notifications for.

Country

Local Government Authority (select at least 1)

Australia (0)

New Zealand (0)



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## My Account

- Notifications
- Company EOIs
- My Subscriptions

# Company EOIs



Your EOIs are shown below.

Filter by project

F FULL SCOPE
P PARTIAL SCOPE
I INCOMPLETE EOI
C EOI COMPLETED
O OPEN LISTINGS
A AWARDED
C CLOSED LISTINGS
O OTHER

WORKPACKAGE ▲	DUE DATE	EOI SCOPE	EOI STATUS	EOI REPORT	WP STATUS
801402 Fire Suppression Equipment Services ⓘ Ichthys Operations	30 Jul 15	F	C	D	A
AH-007 Fire Services ⓘ Ichthys Offshore Logistics Base	9 May 14	F	C	D	A
Barossa Project - General updates ⓘ Barossa Offshore	5 Dec 19	F	C	D	C
Carpet and Vinyl ⓘ Warren Park Rugby League Stadium	12 Oct 18	F	C	D	A
Chandler Salt Mine - Any Opportunities ⓘ Chandler Salt Mine	20 Sep 20	F	C	D	O
Construction Plant and Equipment ⓘ Ichthys CH2M UGL JV	3 Sep 13	P	C	D	A
CUSTODY TRANSFER METERING SYSTEM ⓘ Ichthys Onshore Facilities	1 Jan 15	P	C	D	O
Energy Club NT Event - Meet the Buyer - Expression of Interest ⓘ Energy Club NT Event - Meet the Buyer	23 Aug 19	F	C	D	C

## Other Profile options

---

### My Company


- Company Details
  - Summary
  - Products/Services
  - Capabilities
  - Partner Programs
  - Locations
  - Contacts
- 

### My Account

- Notifications
  - Company EOIs
  - My Subscriptions
  - Change Password
  - Remove this Profile
- 

### Support

- User Guide
  - EOI User Guide
  - Premium Guide
  - Contact Helpdesk
- 

 Log Out

# Boost subscriptions

## Why join the ICN Gateway community?

---

You can [register](#) your Australian and New Zealand company on ICN Gateway for **FREE**. You can express interest in work, receive notifications and your company may be recommended to project owners when appropriate. But if you really want to promote your business, choose one of our business boosting packages.

### GET CONNECTED

\$156pa

- ▶ A company profile that is part of 12,000 searches per month on ICN Gateway
- ▶ Connect with full scope works package winners
- ▶ Search for work packages that suit your company size and capabilities

[FIND OUT MORE](#)

### PROMOTE YOUR BUSINESS

\$600pa

- ▶ Extra exposure for your company profile that is part of 12,000 searches per month on ICN Gateway
- ▶ Connect with full scope works package winners
- ▶ Showcase your unique company capabilities

[FIND OUT MORE](#)

### MAKE AN IMPACT

\$1,480pa

- ▶ Maximum exposure for your company profile that is part of 12,000 searches per month on ICN Gateway
- ▶ Save time with detailed work search and alerts
- ▶ Showcase your brand and capabilities with a dedicated web page

[FIND OUT MORE](#)

# Key take-outs

Work on your business, not just in your business.

- Capability statement, website, ICN Gateway profile, management systems.

Clearly explain what you can offer.

- Response to be clear, concise and understood by layman.
- Don't assume evaluator knows who you are and what you do

# Part 3

## Expressing Interest

1. Why express your interest?
2. What do we look for?
3. What does the project look for?

**Expressions of interest MUST be  
complete to be accepted**



## Looking for suppliers?

Find suppliers using keyword matching across Australia or in your state region

- ▶ Use keywords to search company capabilities across products services, and facilities
- ▶ You can narrow your search by state and/or region
- ▶ Results displayed in an interactive map
- ▶ Connect directly with suppliers you find using ICN Gateway messaging

 FIND SUPPLIERS



## Looking for work?

Discover projects and opportunities relevant to your sector

- ▶ Use keywords to search projects across Australia and in your region
- ▶ View projects and submit expression of interests (EOIs) for available packages
- ▶ Find more information about awarded packages
- ▶ You can contact these companies directly to enquire about Tier 2 opportunities

 FIND WORK

# What does ICN look for

- ICN Gateway company profile, specifically:
  - Summary and description
  - Products, services and facilities
  - Previous projects and clients
- Your responses to project and work package specific questions.
- Local content capabilities, i.e. Your company ability to service the region where the work is to take place.
- Capability Statement.
- Compliance with Quality, Safety Environmental standards



# What does the buyer look for

1. Capability and experience that matches the scope of work
2. Demonstrated experience in providing similar goods or services to the same industry / similar industries.
3. Demonstrated experience in providing similar services to / near the project location (local content)
4. Demonstrated commitment to safety, quality, innovation and delivery

**NOTE: Buyers will not accept any registration where the profile is incomplete**

# Finding opportunities

## Email Alerts



The screenshot shows an email notification from ICN Gateway. The header is orange with the ICN Gateway logo and the text "\$400B OF PROJECTS IN ONE LOCATION". Below the header is a dark blue section with "PROJECT ALERT" and a bell icon. The main body of the email is white and contains a personalized greeting, a message about new opportunities, a link to view details, and a note about work packages in red.

**icngateway** **\$400B OF PROJECTS IN ONE LOCATION**

**PROJECT ALERT**

Hi Elena Tsangari

We have listed the following new opportunities on ICN Gateway that may interest you.

**New projects**

Click the link below to view the project details.

**Work packages in red have changed.**

## ICN Gateway

[gateway.icn.org.au](https://gateway.icn.org.au)

### Looking for work?

Discover projects and opportunities relevant to your sector

- ▶ Use keywords to search projects across Australia and in your region
- ▶ View projects and submit expression of interests (EOIs) for available packages
- ▶ Find more information about awarded packages
- ▶ You can contact these companies directly to enquire about

Tier 2 opportunities

 FIND WORK

# Northern Gas Pipeline, Previously (NEGI)

📍 Locations:	NT, QLD Australia
💰 Project Value:	\$800M to construct
⚠️ Project Status:	Planning Phase commenced late 2015, construction expected to commence in early 2017.
🏢 Project Owner	Jemena Northern Gas Pipeline Pty Ltd

## Project Details



On 17 November 2015, Jemena was selected by the Northern Territory Government to construct and operate the Northern Gas Pipeline (NGP). The 622km NGP will connect gas fields in the Northern Territory with customers in the Eastern Gas Market. The NGP will run between Tennant Creek in the Northern Territory and Mt Isa in western Queensland. It will include ...

▼ SHOW MORE

## Associated Opportunities



▼ SHOW MORE

## Project Documents



**General** ▲ CONTRACT



## Contact Details



👤 David Royle

🏢 ICN - NT

☎️ (08) 8922 9422

📅 (08) 8922 9430

✉️ CONTACT EMAIL

👤 Soumen Dutta

🏢 ICN - QLD













☎️ (07) 3364 0606

## Work Packages

To submit an expressions of interest, select the  icon next to the work package scope you are interested in.

OPEN LISTINGS  AWARDED  CLOSED LISTINGS  OTHER

OPEN FOR EOI  INCOMPLETE EOI  EOI COMPLETED

STATUS	MISCELLANEOUS ▲ CONTRACT	OPENS	FULL SCOPE CLOSURES	PARTIAL SCOPE CLOSURES	DOCS	FULL SCOPE EOI	PARTIAL SCOPE EOI
<input checked="" type="checkbox"/>	▼ North East Gas Interconnector (NEGI) Pipeline - Any Opportunities	17 Jul 15	16 Jul 18	16 Jul 18		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
<input checked="" type="checkbox"/>	▼ NGP-ICN-001 Helicopter Services						
<input checked="" type="checkbox"/>	▼ NGP-ICN-002 Accommodation Services						
<input checked="" type="checkbox"/>	▼ NGP-ICN-003 4WD Vehicle Hire						
<input checked="" type="checkbox"/>	▼ NGP-ICN-004 Geotechnical Investigation Services						
<input checked="" type="checkbox"/>	▼ NGP-ICN-005 Acoustic Investigation						
<input checked="" type="checkbox"/>	▼ NGP-ICN-006 Air Impact Assessment						
<input checked="" type="checkbox"/>	▼ NGP-ICN-E-146 Time Lapse Photography						
<input checked="" type="checkbox"/>	▼ NGP-ICN-007 Early Works						
<input checked="" type="checkbox"/>	▼ NGP-ICN-010 Control System and Design						
<input checked="" type="checkbox"/>	▼ NGP-ICN-008 Project Ready Training Program						
<input checked="" type="checkbox"/>	▼ NGP-ICN-011 Tennant Creek Social Employment Project: Supply of Timber Pipe Skids, Sand Bags						
<input checked="" type="checkbox"/>	▼ NGP-ICN-E-102 Supply of Manual and Actuated Ball Valves						



# Northern Gas Pipeline (NGP) Project



Package Number

NGP-ICN-001

Package Name

Helicopter Services

### Scope of Work (SOW)

Jemena will, from time to time, require the services of a helicopter and pilot as part of the NGP Project. The helicopter will be utilised for ad-hoc investigation and exploration of the terrain along the pipeline route, between Tennant Creek (NT) and Mt Isa (Queensland). The helicopter will generally need to carry 4-6 passengers.

Helicopters will need to be well maintained and equipped with first aid provisions, such as first aid kits and satellite communication.

The duration and timing of helicopter trips will be on an as required basis.

Interested parties should register with the NGP Project on ICN Gateway including details of the types of helicopters they can provide, the location of the airfields, details of accreditations and certifications held, the rates of hire for each type of helicopter, their terrain video footage capability, any availability constraints or other information that may be relevant to this supply.

### Project Registration Information

All expressions of interest to be submitted via ICN Gateway [www.northermgaspipeline.icn.org.au](http://www.northermgaspipeline.icn.org.au)

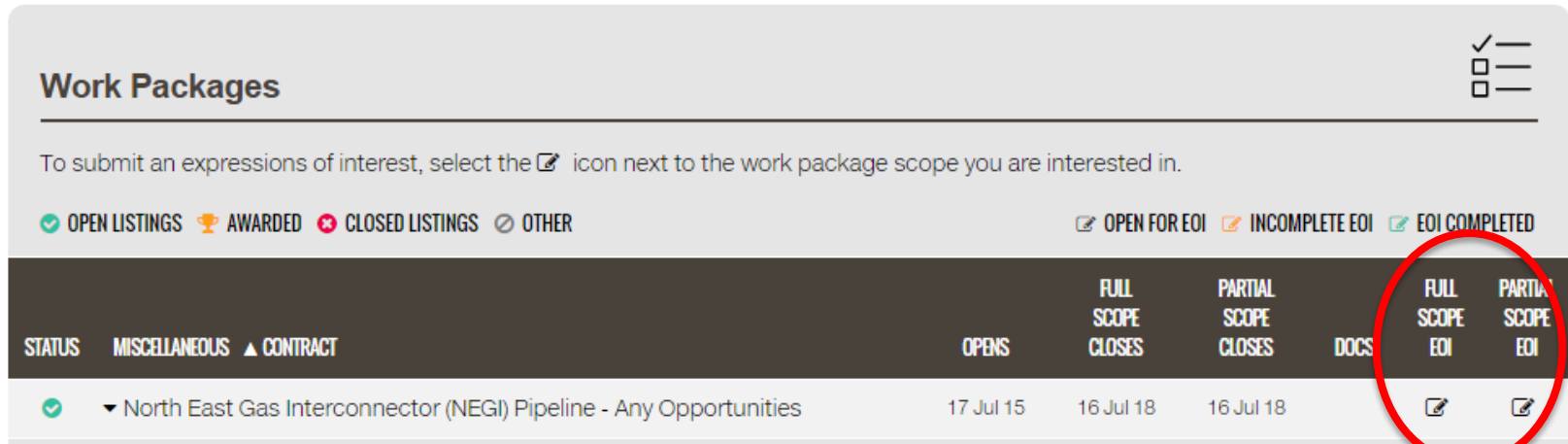
Certificates of currency for relevant accreditation, certification and insurances held may be required. This information is to be uploaded to your [ICN company profile \(www.gateway.icn.org.au/company/login\)](http://www.gateway.icn.org.au/company/login) within the Compliance, Insurances and Licences sections. Relevant information will be downloaded periodically from your profile by ICN consultants in reference to your Expression of Interest (EOI) for the Northern Gas Pipeline Project.

For help with your EOI or uploading relevant documentation, please call or email ICN NT phone. 08 8922 9422 or email. [northermgaspipeline@icnnt.org.au](mailto:northermgaspipeline@icnnt.org.au)


# Full v Partial Scope - Definition of supplier tier








**Full scope** - A functional unit or complete package i.e. able to produce/supply ALL of the requirements.




**Partial scope** - A component or part of the package i.e. able to produce/supply part or some of the requirements.



**Work Packages**

To submit an expressions of interest, select the  icon next to the work package scope you are interested in.

 OPEN LISTINGS  AWARDED  CLOSED LISTINGS  OTHER  OPEN FOR EOI  INCOMPLETE EOI  EOI COMPLETED

STATUS	MISCELLANEOUS	CONTRACT	OPENS	FULL SCOPE CLOSES	PARTIAL SCOPE CLOSES	DOCS	FULL SCOPE EOI	PARTIAL SCOPE EOI
	▼	North East Gas Interconnector (NEGI) Pipeline - Any Opportunities	17 Jul 15	16 Jul 18	16 Jul 18			

# Project and work package questions

icngateway 1300 961 139

ICN Queensland Edit company profile | Log out

Home / Opportunity Results / Opportunity Details

### Submit Your Expression of Interest

Please complete the following project related questions:

**Do you understand that this is an expression of interest (EOI) process-only to identify local market capability?**

Yes  
 No

---

**Have you reviewed your company profile on the ICN Gateway within the last three (3) months?**

Yes  
 No


---

**Please confirm that you have read the 'Rio Tinto - The way we work' supplier guide (available at [www.southofembley.icn.org.au](http://www.southofembley.icn.org.au))**

Yes  
 No

---

**Please upload a copy of your organisation's business capability statement / business profile.**



No file selected  
(File upload, you may upload 1 file only up to 16.0 MB in size)

# Send expression of interest

**Submit Your Expression of Interest - Full Scope** ✕

**Work package closes in 56 weeks 3 days 8 hours 36 mins**

**Northern Gas Pipeline, Previously (NEGI)**

**North East Gas Interconnector (NEGI) Pipeline - Any Opportunities - Full Scope**

EOI last updated by: Elena Tsangari at 15:53 on Fri, 16 Jun 2017

**Please select a company for this registration:**

ICN (NT) ▾

**Please select a location for this registration:**

Cnr Hickman St and Winnellie Rd WINNELLIE NT 0820 AU (P) ▾

**Submit** > **Close**

## When submitting an expression of interest - key points

- ✓ Check the work packages listed
- ✓ Check the status of the work package
- ✓ Check the close date
- ✓ Read and respond to the scope of works
- ✓ Submit EOI in correct tier level

**A complete EOI must be received to be considered**



# Example response to buyer

## Enquiry response

Commercial in confidence



66/390 Stuart Highway  
(Cor Winnellie Rd & McClellens St)  
Winnellie, NT  
Australia 0820  
PO Box 1882  
Darwin, NT  
Australia 0802  
Phone: +61 (08) 8922 9422  
Fax: +61 (08) 8922 9430  
www.airnorth.com.au

12 September 2017

John Smith  
Procurement Manager  
John Smith Pty Ltd  
PO Box 1882  
Darwin NT 0801

Project: Example Project  
Reference: EX-ICN-01  
ICN Reference: 11111

Dear Mr Smith,

Thank you for your enquiry regarding Civil Contractors and the subsequent opportunity to source the services of Australian industry.

Through ICN's industry research the following Australian businesses potentially have capability and capacity, to supply and deliver the requirements as per the scope of works supplied.

In order to continually monitor our quality of service, the businesses we nominate, and maintain a feedback loop for industry on our database, we would appreciate if you could:

- identify to businesses nominated on this list that their details were obtained from ICN
- let us know about the success (or otherwise) of the businesses we nominate

However, it is your responsibility to evaluate all suppliers and establish their ultimate suitability to your job requirements. Any consequential loss or damage suffered as a result of sole reliance on this information is the responsibility of the user

For more information, please contact me directly on +61 08 8922 9422.

Yours sincerely

David Royle  
Resources Coordinator

## CAPITEQ PTY LIMITED (CID:75736)

ABN:24008137559

4 Lancaster Road  
MARRARA NT 0812

PO Box 39548  
WINNELLIE NT 0821

Web: [www.airnorth.com.au](http://www.airnorth.com.au)

Contact: Mr David Gooch  
Title: Business Development Manager  
Phone: +61 08 8920 4000  
Fax: +61 08 8920 4095  
Email: [david.gooch@airnorth.com.au](mailto:david.gooch@airnorth.com.au)  
Turnover: AUD\$1,000,000  
Employees 271  
Indigenous 0

### Company Overview

Capiteq trading as Airnorth is a Northern Territory owned company who have been in operation since 1978 who are a major provider of fixed wing air charter services to the energy and resources sector in Northern Australia. Airnorth has a wealth of experience in providing fixed wing charter services in concert with rotary wing operations required for offshore Oil and Gas exploration and production.

### Comments


Airnorth provide scheduled service across the Top End and fixed wing air charter services, supporting the energy, resource and Government sectors, regular scheduled services throughout Northern Australia and close Asian neighbours.





### Accreditations




Passenger Transport Service Accreditation  
Civil Aviation Safety Authority
















## Work Packages



To submit an expressions of interest, select the  icon next to the work package scope you are interested in.


 OPEN LISTINGS  AWARDED  CLOSED LISTINGS  OTHER





 OPEN FOR EOI  INCOMPLETE EOI  EOI COMPLETED




STATUS	MISCELLANEOUS ▲ CONTRACT	OPENS	FULL SCOPE CLOSES	PARTIAL SCOPE CLOSES	DOCS	FULL SCOPE EOI	PARTIAL SCOPE EOI
	▼ North East Gas Interconnector (NEGI) Pipeline - Any Opportunities	17 Jul 15	16 Jul 18	16 Jul 18			
	▼ NGP-ICN-001 Helicopter Services						
	▼ NGP-ICN-002 Accommodation Services						
	▼ NGP-ICN-003 4WD Vehicle Hire						
	▼ NGP-ICN-004 Geotechnical Investigation Services						
	▼ NGP-ICN-005 Acoustic Investigation						
	▼ NGP-ICN-006 Air Impact Assessment						
	▼ NGP-ICN-E-146 Time Lapse Photography						
	▼ NGP-ICN-007 Early Works						
	▼ NGP-ICN-010 Control System and Design						
	▼ NGP-ICN-008 Project Ready Training Program						
	▼ NGP-ICN-011 Tennant Creek Social Employment Project: Supply of Timber						












## Work Packages



To submit an expressions of interest, select the  icon next to the work package scope you are interested in.

 OPEN LISTINGS  AWARDED  CLOSED LISTINGS  OTHER

 OPEN FOR EOI  INCOMPLETE EOI  EOI COMPLETED

STATUS	MISCELLANEOUS ▲ CONTRACT	OPENS	FULL SCOPE CLOSES	PARTIAL SCOPE CLOSES	DOCS	FULL SCOPE EOI	PARTIAL SCOPE EOI
	▼ North East Gas Interconnector (NEGI) Pipeline - Any Opportunities	17 Jul 15	16 Jul 18	16 Jul 18			
	▼ NGP-ICN-001 Helicopter Services						
	<b>Full scope has been awarded to:</b>						
	<b>NORTH AUSTRALIAN HELICOPTERS</b>						
	Lot 1224 Victoria Highway KATHERINE, NT Australia 0850 Phone: +61 8 8972 5666 Fax: +61 8 8972 5676 Email: nahoperations@bigpond.com Web: www.norttaustralianhelicopters.com.au						
	Permit holders will, from time to time, require the services of a helicopter and pilot as part of the NGP Project. The helicopter will be utilised for ad-hoc investigation and explorations of the terrain along the pipeline route, between Tennant Creek (NT) and Mt Isa (Queensland). The helicopter will generally need to carry 4-6 passengers. Please refer attached document for further information.						
	▼ NGP-ICN-002 Accommodation Services						
	▼ NGP-ICN-003 4WD Vehicle Hire						
	▼ NGP-ICN-004 Geotechnical Investigation Services						

# Key take away message

- Company profile must be complete, up-to-date and accurate!
- Register for notifications
- Read the Scope of Work
- Submit EOs against correct tier level (full or partial scope)
- Complete any questions asked and return ICN calls/emails promptly
- Use ICN as an information source

# Thank you

Looking for information on Projects?

Please Call 08 8922 9422

<http://icn.org.au/content/northern-territory/northern-territory-projects>