



ProjectConnect
fast access to project opportunities

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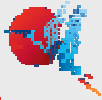


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ProjectConnect News Update

26 March 2012

This Fortnight's Topics



Retaining remote workers



Introduction to the ProjectConnect Dashboard



CCI-SERCO Australia Industry Breakfast: Fiona Stanley Hospital
- Opportunities for WA Business - 18 April 2012



CCI Corporate Breakfast with Mark McGowan - 24 April 2012



Dates for your diary

What's new on ProjectConnect



77 new members list on ProjectConnect



16 Successful tenderer contact details have been provided for awarded packages



66 supply opportunities are about to close for full package registrations



66 new full package supply opportunities were listed



Retaining remote workers

How high-tech villages and home comforts are attracting and retaining employees

The oil and gas sector employs thousands of remote workers every year. Money used to be the main driver in attracting and retaining staff, however, other factors are now beginning to impact on a worker's decision to take or stay in a particular job. Accommodation, facilities, services, rosters, entertainment and communications are now major determinants in an employee's consideration process, and something smart employers are now looking to, to differentiate themselves.

Not long ago, remote sites were more like "camps" compared to today's "villages". They offered very basic accommodation and facilities consisting of shared living quarters, including beds, bathrooms, laundry facilities, a table tennis table, a pool table and free-to-air-TV. Since then, things have changed considerably. The booming Australian oil and gas market has resulted in an influx of experienced and savvy resource workers. There is now fierce competition to keep the best staff, and companies are doing what they can to ensure employees don't leave.



Comforts of home

The greatest changes have occurred across entertainment, communications and financial services. Remote villages now provide family-focused rosters, better accommodation standards with ensembles and mini bars, and diverse facilities, from fully equipped gyms and sporting facilities to movie rooms and pubs for socialising. To help workers manage their finances while in remote locations, many oil and gas organisations are engaging the services of finance management experts for their staff.

High-tech villages

Technology has driven major changes to village entertainment and communications to help bridge these gaps between workers and home. Whether texting or calling friends and family, Tweeting or catching up on Facebook, workers' desire for communications, service speed and technology has increased considerably. Employees on remote oil and gas

sites now expect nothing less. It is fair to say that communications technologies have drastically improved remote workers' standard of living by providing means of overcoming isolation

Adrian Ballintine, CEO of Australia's leading independent satellite communications company, NewSat Limited, believes, "We are seeing huge demand from oil and gas sites for digital entertainment platforms that provide 5-star hotel-grade in-room entertainment. It used to be just phone calls and Internet that remote workers wanted, but now we provide each worker with a secure entertainment platform, which gives them free-to-air TV, pay-per-view movies, Foxtel, radio, room-to-room communications, Internet and company specific announcements. And this is all enabled via satellite, rivalling many metropolitan solutions".

Financial Services

Having access to reliable financial services is becoming more and more important to remote workers. With many financial services being delivered via the Internet, having reliable access to communication technologies is vital to the every-day financial transactions made by remote workers. Often a personal approach is also required, something which banks and financial services providers are increasingly becoming aware of.

In commenting on the provision of financial services to remote workers, Ben Halliwell, Managing Director of Halliwell Morgan Pty Ltd said, "It is important to recognise that our role as advisers is foremost about providing accessible and prudent financial advice which caters to the specific needs of remote workers. Rather than offering them discrete individual products, we are interested in helping them make long-term investments and build a diversified portfolio. Technology has made a huge difference to the way we communicate and build relationships with our remote clients."

The future

It may be surprising that oil and gas companies are spending millions of dollars on modern comforts for employees, but it certainly makes a lot of sense. Not only does keeping employees connected and entertained via satellite ensure their general welfare, it also helps companies attract and retain the best workers in a highly competitive industry.

Need more information?

Please visit our website www.newsat.com or call us on (03) 9674 4644



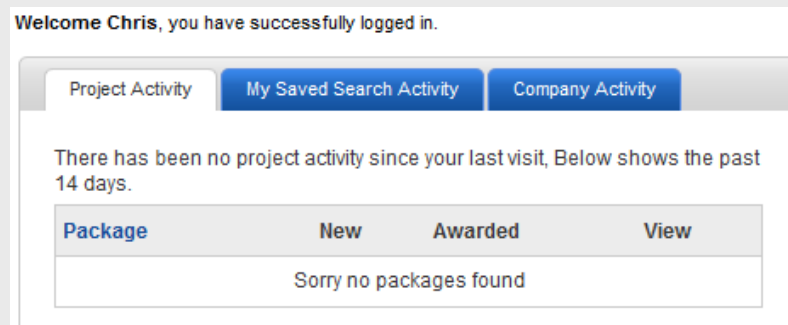
Introduction to the ProjectConnect Dashboard

We are proud to introduce another great new feature to help it easy for you to keep track of opportunities and your account on ProjectConnect: the ProjectConnect Dashboard.

When you log into your ProjectConnect account, you will be automatically be taken to the dashboard. You can also access your dashboard at any time by going to the **News->Latest News** menu item in your account.

The dashboard consists of two sections:

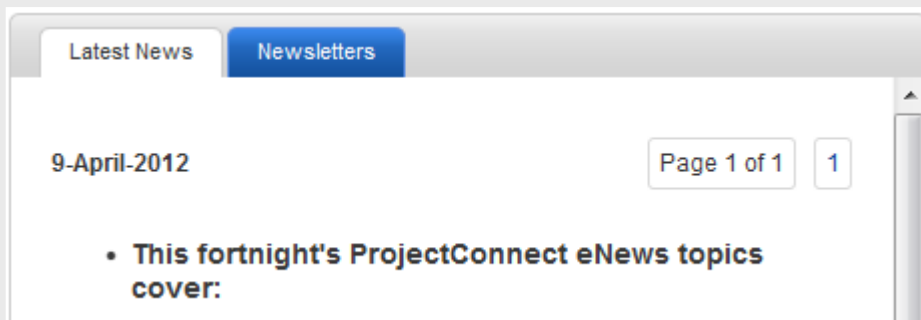
Activity Tabs



There are a number of options in the Activity Tabs section:

- **Project Activity:** shows the number of new listed package and awards since the last time you have been on the system
- **My Saved Search Activity:** shows the number of results you will see if you were to run any of your saved searches, with a link to executing the searches (only available for subscribers to Business Search Package 1)
- **Company Activity:** shows all the opportunity registrations and edits that have been done by any user on your profile (only available to the Company Controller user)

News Tab



The options in the News Tabs section are:

- **Latest News:** show the latest newsletter summary and any other news items of interest (please note there may be multiple pages)
- **Newsletters:** provides links to archived newsletters

CCI-Serco Australia Industry Breakfast:

*Fiona Stanley Hospital - Opportunities for
WA Business*

Wednesday, 18 April 2012



Serco Australia, as contracted facilities manager for Fiona Stanley Hospital, will be procuring more than \$400 million in products and services over the next two years in preparation for the hospital opening in 2014.

CCI, in conjunction with Serco Australia, invite you to attend this important industry breakfast to gain an insight into the future of this important project and the range of opportunities available for Western Australian businesses to become involved.

Fiona Stanley Hospital facilities management director Joe Boyle, and Serco chief executive officer David Campbell, will provide an overview of the project and an update on its status, as well as an insight into the extensive opportunities for local industry to participate and details of the tender process.

Targeted at leaders from small to medium WA businesses, this is an exclusive opportunity to find out what this exciting project means for Western Australia and your business.

Event details

Date:	Wednesday, 18 April 2012
Time:	7.45am to 9.00am (registration from 7.30am)
Venue:	CCI Function Centre, 180 Hay Street, East Perth
Cost:	\$25.00 per person (Inc GST)
RSVP:	Wednesday, 11 April 2012 (Only cancellations received prior to the RSVP date are entitled to a refund)

To register, please go to:

<https://ebiz.cciwa.com/ebusiness/productcatalog/productlisting.aspx?ID=312>

For more information or to register, you can also contact CCI Events on
(08) 9365 7500 or email functions@cciwa.com.



CCI Corporate Breakfast

*Hon. Mark McGowan MLA,
Leader of the Opposition*

Tuesday, 24 April 2012



CCI invites business representatives to attend this important breakfast event to hear from the new WA Leader of the Opposition, the Hon. Mark McGowan MLA.



Mr McGowan will outline his vision for business and economic development in the State including some of the ideas which will make up the Opposition's policy platform at next year's March election.

Mark McGowan became Opposition Leader in January 2012 and also holds the Shadow portfolios of Regional Development, Public Sector Reform and the newly created portfolio of Economic Reform. He has held numerous Shadow portfolios and Ministerial roles including Minister for Education, the Environment and Tourism in previous Labor governments.

Do not miss this opportunity to hear the new Leader of the Opposition provide an insight into Labor's agenda for WA business, less than a year out from the 2013 election.

Event details

Date:	Tuesday, 24 April 2012
Time:	7.45am to 9.00am (registration from 7.30am)
Venue:	CCI Function Centre, Level 4, 180 Hay Street, East Perth
Cost:	CCI Members: \$110 per person or \$1,000 per corporate table of 10 Non Members: \$121 per person or \$1,100 per corporate table of 10 (prices include GST)
RSVP:	Monday, 16 April 2012 (Only cancellations received prior to the RSVP date are entitled to a refund)

To register, please go to:

<https://ebiz.cciwa.com/ebusiness/productcatalog/productlisting.aspx?ID=313>





Dates for your diary

12 April 2012	<p>CCI REPS Sundowner: Rio Tinto Iron Ore's Pilbara Expansion Projects <i>Perth</i> https://ebiz.cciwa.com/ebusiness/productcatalog/productlisting.aspx?ID=307</p>
18 April 2012	<p>CCI-SERCO Australia Industry Breakfast: Fiona Stanley Hospital <i>Perth</i> https://ebiz.cciwa.com/ebusiness/productcatalog/productlisting.aspx?ID=312</p>
18-19 April 2012	<p>Paydirt's Gold Conference <i>Perth</i> www.paydirtsgoldconference.com</p>
24 April 2012	<p>CCI Corporate Breakfast with Mark McGowan <i>Perth</i> https://ebiz.cciwa.com/ebusiness/productcatalog/productlisting.aspx?ID=313</p>
10 May 2012	<p>5th Annual Kimberley Resources Conference <i>Broome</i> www.iir.com.au/kimberley</p>
13-16 May 2012	<p>2012 APPEA Conference and Exhibition <i>Adelaide</i> www.appeaconference.com.au</p>
14-19 May 2012	<p>CCI/Brookfield Multiplex North West Resources Tour 2012 <i>Perth-Barrow Island-Devil Creek-Karratha-Newman-Broome-Cape Leveque</i> https://ebiz.cciwa.com/ebusiness/productcatalog/productlisting.aspx?ID=306</p>
26-27 June 2012	<p>North West Gas and Infrastructure Build <i>Exmouth</i> www.iir.com.au/nwgas</p>
25-27 July 2012	<p>The Australian Gas Technology Conference & Exhibition <i>Perth</i> www.australiangastechnology.com.au</p>
4-6 October 2012	<p>ACE QLD 2012 Australian Construction Equipment Expo <i>Brisbane</i> www.aceqld.com.au</p>





WHAT'S NEW ON PROJECTCONNECT

NEW MEMBERS - 26/3/2012 to 9/4/2012

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

PACKAGES AWARDED - 26/3/2012 to 9/4/2012

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

Project	Packages listed as awarded
Gorgon Project	8
Southern Seawater Desalination Plant Stage 2	7
Wheatstone LNG Project	1

CLOSING FOR REGISTRATIONS - 9/4/2012 to 23/4/2012

The projects below have packages closing for full package registration.

Project	Packages about to close
Browse Project	2
Gorgon Project	55
Roy Hill Iron Ore Project	6
Wheatstone LNG Project	3

NEW PACKAGES LISTED - 26/3/2012 to 9/4/2012

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

Project	New Packages Listed
Browse Project	2
Gorgon Project	55
Roy Hill Iron Ore Project	6
Wheatstone LNG Project	3

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**

1 Select

Package Status :

Filter by date : To: **2 Set dates**

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 26/3/2012 to 9/4/2012	Set the Date Range from 9/4/2012 to 23/4/2012	Set the Date Range from 26/3/2012 to 9/4/2012
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
Awarded	<input type="checkbox"/>	<input type="checkbox"/>	20/1/2010
Awarded	<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.

