



# Boost!

News Update for South Australia.



**\$400B+  
PROJECTS  
LISTED**

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## Welcome

### 2017 – Off to a busy start

We have some new and exciting project opportunities in 2017. The Defence industry in particular has impressive projects providing Australian industry excellent opportunities to showcase its talent.

In January alone, ICN Gateway portals went live for Damen's SEA 1180 Offshore Patrol Vessel bid, Navantia's SEA 5000 Future Frigates bid, BAE – Gun Systems and Chevron's Great Australian Bight Exploration project.

The SEA 1180 Offshore Patrol Vessel program in particular is a gateway to other defence projects for those of you not already supplying to the defence sector. It will be important to demonstrate effective business continuity plans in order to get involved in these projects spanning decades.

Remember to make sure all contact details are correct and up to date on your ICN profile. We often search the database using key words to match business capabilities to buyers' needs, so using the right key words for your company profile is important. We want to ensure you can be contacted for every new opportunity that arises. If you need further assistance, our newest addition to the ICNSA team Jacqui Balacano is ready and waiting for your call on 1300 553 309.

**Bettina Venner**  
**Manager Industry Participation**

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## Project News

SEA bids on the horizon



### **Damen gateway to defence projects**

Damen is a shortlisted bidder for the build of 12 steel-hulled Offshore Patrol Vessels for the Royal Australian Navy. The first two vessels are to be built in South Australia and the remaining 10 in Western Australia. Australian companies active in the maritime and Defence industries are invited to join Damen, with construction of the first ship scheduled to start in mid-2018.



### **Navantia SEA 5000 Bid**

The Future Frigate Program, estimated to be worth more than \$35 billion, will replace Australia's existing fleet of eight Anzac Class frigates with a new fleet of nine anti-submarine warfare frigates. Navantia's bid is based on a redesigned F100 class vessel, and Navantia plans are to maximise Australian industry content, promote innovation and achieve a sovereign shipbuilding capability.

*'At the industry briefing in Adelaide, Damen provided an overview of how they would work with local businesses on this project. Damen made it clear that they are focused on working with Australian businesses to raise capability, not only for this project but also future defence projects' – Damian Adlington, Adlingtons Australia.*

More information [here](#).

### **Freight to flow**

Major rail and road 'pinch-points' will be removed in Adelaide with the announcement that a consortium of Laing O'Rourke, AECOM and Kellogg, Brown & Root was awarded the alliance contract to deliver the Torrens Rail Junction upgrade. Suppliers were connected into the alliance's supply chain during the bid stage, when a project portal was listed on [ICN Gateway](#).

### **Bight looking bright**

Chevron Australia acquired two deep water exploration permits in October 2013 to explore one of Australia's most prospective frontier hydrocarbon exploration regions – the Great Australian Bight. Opportunities in well construction and associated services as well as the mobile offshore drilling unit are now listed on Chevron's Australia Operations ICN Gateway portal. You can register for a partial scope of work if you're a tier 2 supplier. More information [here](#).

Navantia industry briefings will be held across Australia throughout February to April 2017 and all interested companies can register [here](#). To express your interest to supply click [here](#).

### **BAE going great guns**

BAE Systems has been a key ICN client for a number of years, with [Global Supply Chain Opportunities](#) listed on ICN Gateway as well as several project portals, including bids for [SEA 5000](#) and [LAND 400](#). The latest of these are various opportunities across the world for medium to large calibre guns. More information [here](#).

### **Mineral and Energy Futures Forum**

This event will connect resources industry suppliers with other sector stakeholders, discuss the opportunities and challenges for the sector in this State, and provide a framework for future working groups to address and further action the recommendations of the South Australian Minerals and Energy Services Strategy.

The Forum is on 28 February 2017 and is presented by SACOME in collaboration with the Department of State Development and proudly supported by AIIA, APPEA, Austmine, GMUSG, ICN SA, METS Ignited, NERA and RESA. Register [here](#). Draft Program [here](#).

[See more projects on ICN Gateway](#)

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### **NERA Innovation Voucher Program**

NERA invites Small to Medium Enterprises (SMEs) to apply for a \$20,000 Innovation Voucher by 3 March 2017 to deliver an innovative solution to a technical challenge which has limited their customer's ability to optimise their business operations. Guidelines and application forms can be found on the NERA Innovation Voucher Program [webpage](#).

### **Business SA's Export Ready Program**

Seven workshops will be delivered over seven months, packed with practical information and tools designed to prepare you for the exciting world of export. More information [here](#).

## CDIC

The Centre for Defence Industry Capability provides advice to the Australian defence industry, supports industry growth and facilitates innovation. The CDIC is headquartered in Adelaide with a national advisory network which is aimed at helping transform the Defence and industry relationship. CDIC also fund Defence industry development, critical skilling and export initiatives. More information [here](#).

## Smart Workplaces

Smart Workplaces Online is designed to assist companies make successful transitions to compete on quality and value for money in global markets. It provides fully subsidised information and support through its self-assessment tool, case studies and resources. Complete the self-assessment questionnaire [here](#).

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# Upcoming Events

## Austmine "Winning Work in Major Projects" webinar series

Every second Monday from 20 February to 1 May 2017

Webinar 1 - [Assessing Major Project Opportunities](#) - Monday 20 February 2017

Webinar 2 - [Effectively Communicating your Capabilities](#) - Monday 6 March 2017

Webinar 3 - [Developing Winning Relationships](#) - Monday 20 March 2017

Webinar 4 - [Responding to the Opportunity](#) - Monday 3 April 2017

Webinar 5 - [Key Account Management](#) - Monday 10 April 2017

Webinar 6 - [Taking it Global](#) - Monday 1 May 2017

**Feb 22 - 24**      [Australasian Oil & Gas \(AOG\) Expo](#)

**Feb 28**            [SA Mineral and Energy Services Future Forum](#)

**March 7**            [Meet the Buyer](#)

**March 9**            ICNSA Workshop. [Register](#) on the waiting list.

**March 20**         [Navantia Industry Briefing in Adelaide](#)

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## Future ICN Gateway Workshops

If you would like to attend a future ICN Gateway Workshop, [register](#) on our waiting list.

## ICNSA User Guide

Download your copy [here](#).

Grow your business faster

[www.icngateway.com.au](http://www.icngateway.com.au)



## Adelaide

Level 4/11 Waymouth Street  
SA 5000

Ph: 1300 553 309

[info@icsa.org.au](mailto:info@icsa.org.au)

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