



**All the right
connections for
local industry**





Save time and money with our supplier identification services

ICN makes it easier for you to do business in Australia and New Zealand. We are the pivotal connection between major projects and the best suppliers in the region.

For 28 years, we have worked with local suppliers and project managers to take cost and effort out of the procurement process.

And with powerful tools like ICN Gateway, an online system containing more than 65,000 supplier records, we open up new opportunities to Australian and New Zealand suppliers within major projects both here and overseas.

We can help you with:

- > local and Australian industry policy and participation compliance
- > supply chain development
- > identification of joint ventures, partnerships and technology transfers
- > research for tariff concession and Enhanced Project By-law Scheme (EPBS) applications
- > the creation of tender specifications.

Sourcing locally makes good business sense

Buying local goods and services can significantly reduce time and costs associated with the whole life of a project. With our expert team of consultants working in every state and territory we are well positioned to provide you with up-to-date advice on the supply capabilities of Australian and New Zealand industry.

Experience has shown that Australian suppliers are often world competitive in terms of quality, reliability of supply and price.

Sourcing local can help you:

- > improve lead-time and availability
- > gain quick and easy access to service and technical support
- > guarantee supply in a crisis
- > lower stock holdings
- > reduce import administration and duty costs.





Open up opportunities with ICN Gateway

This powerful online tool contains more than \$247 billion worth of projects and more than 65,000 suppliers. It is a simple and easy way to engage with and maximise Australian content, whilst at the same time, implement second and third tier supply opportunities.

ICN Gateway can be used as the primary location for communicating upcoming procurement and contracting opportunities by creating your own tailored project page. Suppliers are able to browse and register their interest in new business opportunities all in one location.

ICN can either manage the project page exclusively, or train procurement personnel within the project to manage it themselves.

ICN Gateway helps you to:

- > promote procurement and contracting opportunities – through a tailored project site that allows local suppliers and sub-contractors to register their interest
- > clearly define the scope of the project – by separating work packages into categories and attaching a scope of works so suppliers and contractors can easily assess their suitability in the package
- > manage the supplier registration process by viewing expressions of interest in particular packages in real time
- > maximise the exposure of the project – with automatic notifications sent to all registered companies once a new package is listed.

ICN Gateway is currently used to manage over \$247 billion worth of projects including:

- > Arrow Energy LNG
- > Darwin Prison
- > Browse LNG
- > New Royal Adelaide Hospital
- > Solar Dawn's Solar Thermal Power Plant
- > Ichthys LNG
- > Carmichael Coal Mine and Rail Project
- > Christchurch Earthquake Recovery Project
- > Paradise South Phosphate Project
- > Tasmanian Irrigation Scheme.



icn at a glance

With over 28 years experience in the market and 30 offices around Australia and New Zealand, ICN is well positioned to help with your next project.

We have a proven track record, helping project proponents replace \$19.6 billion in imports by finding competitive Australian and New Zealand suppliers.

Our network includes more than 100 technical consultants coupled with a comprehensive online tool that contains more than 65,000 suppliers and around 150 projects.

ICN is an independent organisation financially supported by Australian, New Zealand, state and territory governments.



For help finding the best local suppliers,
talk to us today about cost-effective,
innovative ways to run your next project.

To find out more, contact a local consultant
on 1300 961 139, or visit icn.org.au