



**Woodside Browse/James Price Point LNG project  
Broome Business Opportunity Workshop**

Presentation by  
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President  
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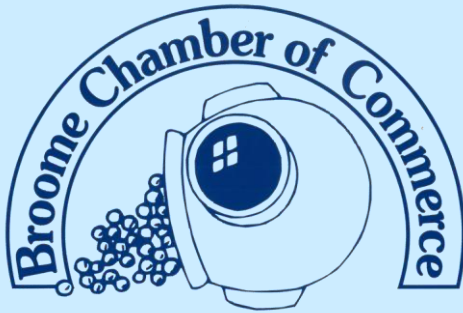
**Woodside James Price Point  
LNG project  
Broome Business  
Opportunity Workshop**

- The next economic base
- Identifying the Opportunities
- Woodside's local participation Policy
- Managing expectations
- How to not let opportunities pass you by
- The Chamber's role
- What the Chamber will do for you



## Identifying the Opportunities

- Many opportunities were identified at a conceptual level at the Chamber's 'Get the Facts on Gas' seminar in March 2009
- Major industrial projects have a long road from conceptualism to reality
  - Key Project Milestones such as FEED dictate progress



## Woodside's Local Industry Participation Policy

- Woodside's web site lists the Local Industry Participation Policy that-  
“applies to all personnel, contractors and joint venturers engaged in activities under Woodside's operational control”
- CEO Don Volte is responsible to the Woodside Board to ensure that this policy is implemented in practice
- Since October 2010 the Chamber has been working with Woodside on how the Policy will be implemented in the Browse development
  - **Control over EPC**
- This workshop is the commencement of a process that will ultimately see a resolution of those concerns and the best implementation of the policy for Broome businesses



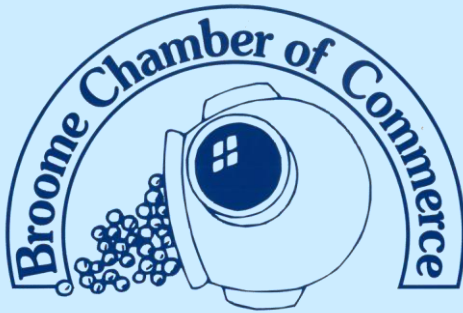
## Managing Dual Expectations

- Woodside's policy is to-  
'Maximise local industry participation where it is capable and competitive on the basis of health, safety and environment, quality, cost and delivery'
- You will be mainly dealing with the EPC Contractor
  - The EPC Contractor will have its own expectations on these issues;
  - You will need to fully understand these requirements
    - They may not all be set out in bidding documents
- Your expectations will need to be that you are able to not only do the work but that you can also comply with all the requirements



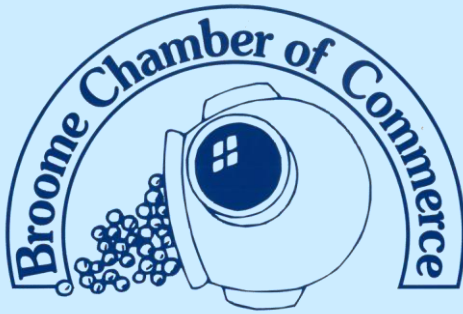
## **The Chamber's Role**

- The Chamber's role will be to interface with Woodside and the EPC to provide-
  - assurance to members that the Local Industry Participation policy is being properly implemented to the benefit of all business that can fall within the policy;
  - Assistance to those that need help in understanding the commercial aspects of tendering process; and
- To work with Woodside and Members in designing future workshops that address the commercial needs of Woodside, the EPC and Members



## What will the Chamber do?

- The Chamber will run a series of future workshops on identified topics of general interest-
  - You have a questionnaire to complete of topics that occurred to you today
- We will run specific workshops on identified issues such as-
  - How to grow your business
  - SWOT analysis & Business plans
  - Financing options- dealing with banks
  - Managing risk in fixed price contracts
  - How best to lodge a competitive tender by promoting your business' capabilities
- Facilitate joint or joint venture bidding
  - Bring parties together for a stronger bid
- Be your Mentor where appropriate



## How will the Chamber do all this?

- There will be group workshops on generalised topics
- There will be the opportunity to have one on one confidential meetings on issues specific to your business
- To do this the Chamber will engage consultants that will be industry experts on a particular topic-
  - local or
  - out of town
- The Chamber will refer Members to specific consultants to help on particular issues-
  - Commercial
  - Financial
  - Technical
  - Legal
- Members may be required to make a contribution to some of these services

