



TSBE Major Project Support - Supply Chain

The TSBE supply chain staff support Major projects in infrastructure, renewables, energy, oil & gas, coal, and rail sectors. This is done by partnering with major projects and their EPC's to assist and promote local business participation and the Project's social license to operate.

The Supply Chain team identify commercial opportunities, help facilitate and build relationships through councils, communities and supply chain businesses within the geographical regions we represent.

Under a fee for service arrangement, the TSBE staff support your procurement process, your pre-contracts and contract administration teams. They assist with identifying easy local content wins and unbundling of large scopes to release opportunities to more suppliers.

To help with pricing a job, we can nominate contractors across 24 different supply sectors including earthworks, civil construction, E&I, service and trade-based businesses, to facilitate working partnerships in the region. This may include individual businesses development opportunities, or JV consortiums.

With extensive regional knowledge TSBE provides comprehensive information on current and future projects as well as what is needed to secure potential contracts.

Commercial services can include:

- Navigate early supply chain pricing for tenders
- Engagement with businesses and the general community
- Tools and resources to help achieve and maximize local content goals within Australian Industry Participation Plans
- Facilitate EOI, PO's, RFQ, RFT opportunity
- Investment options or support for major projects
- Connectivity and collaboration with other major projects to drive efficiency and support (i.e. Transport & Logistics timetables)
- Comprehensive media marketing, communication and events support from a team that can work alongside your team to enhance the delivery of project
- Strategic business introductions
- Review and advise on Regional Economic Development strategy, where jobs and growth can stimulate progressive and supportive regional communities
- Advise on options for accommodating local, DIDO and FIFO workforces.



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Introducing the TSBE Exchange Portal.

The TSBE Exchange platform provides an information marketplace for project buyers and local suppliers to exchange information regarding contract opportunities. We have invested in a I.T. partnership to make contractor engagement easier for projects and for local companies.

This electronic portal is an easy way for buyers to communicate with suppliers. Our region has an experienced and vast supply chain that is able to assist in all aspects and tiers of major project work, working with TSBE will help you access these tiers and aspects.



EconomX is a platform that is designed to:

- **Connect:** Triangulate buyers, EDO's & suppliers directly and easily
- **Analyse** and share with stakeholders capability of the region
- **Facilitate** regional procurement and investment
- **Build** regional supply chain, economy and community.

The advantages of using the Exchange Portal are:

- Support major project contracts and procurements teams to combine "shopping lists"
- Use it for EOI, RFQ, RFT or supplier and contractor options
- Communicate early on project Information
- Advertising your services to other members
- Alerts on and about projects
- Reporting: Capture data on procurement performance and local content participation to make it easy to report (additional fee for service).
- Reporting for continuous improvement: capture big data, regional statistics and demonstrate how your spend supports regional Economic Development outcomes (additional fee for service via a quote)

The Experience Behind EconomX



Access to the portal and these services are available under a commercial membership model. For further information Lance McManus lance@tsbe.com.au

