

Are you ready for new opportunities in oil and gas?

With world-class major projects and investment opportunities for the exploration, production and refinement of conventional and unconventional oil and gas, forecasts indicate that the Northern Territory is undergoing rapid and game-changing economic growth.

Readiness is imperative as the oil and gas industry transitions into operations and maintenance phase of the Ichthys LNG project, Prelude FLNG and ongoing maintenance for Darwin LNG. Small to Medium Enterprises (SME's) must also consider potential ongoing and existing capital development to come as these major projects continue to grow. Now is the time for SME's to ensure they are well placed to identify relevant opportunities to present their capability, deliver products and services, understand client expectations and build significant long term relationships for the project lifecycle.

The program will encourage SME's to participate in a 3 phases process:

Phase 1: Industry education and opportunity identification

Phase 2: Business analysis and strategic development

Phase 3: Face to face engagement and capability profiling event with Operators and Tier 1 Contractor teams

The SME Maximiser Development Program will promote and educate businesses to:

- Understand where their capability and service capacity fits into the operations and maintenance supply chain and identify real opportunities through familiarisation of LNG plant processing models
- Maintain core competencies and capabilities to high standards
- Maintain operational excellence, profitability, industry awareness
- Develop strategy and grow your business further and explore new market opportunities
- Consider alignment with other businesses to collaborate, increasing appetite for more complex contracts
- Maintain and grow market share and increase brand awareness
- Position to endure economic changes and become more productive
- Enable face to face engagement with company representatives from customer procurement teams

Bookings are now open online with discounted rates for **Supporting Organisation** members.

This program is proudly supported by Chamber of Commerce NT, Manufacturers Council, Engineers Australia, Industry Capability Network NT, and Indigenous Business Network.

For more information about the program, please visit www.pcnt.com.au or contact the PCNT office

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Petroleum Club NT - SME Maximiser Development Program

PHASE 1:

Industry experts will present a comprehensive overview of the operations and maintenance plan for existing projects and various operating models appropriate to the major projects in the Northern Territory.

Understanding relevant opportunities in the ongoing project phases will assist program participants to identify where their individual business can integrate throughout the service and supply chain and how to maximise and expand their engagement with Clients

COST (Includes registration for 2 x company representatives at day 1 and 2 of the seminar– additional individual tickets may be purchased)

PCNT Member: \$250

Supporting Organisation Member: \$275

General Public: \$300

PHASE 2:

Following on from the initial phase identifying direct business opportunities, individual business analysis will give each participating SME an overview on how to maintain operational excellence and profitability while developing a strategy for business growth relevant to their services.

Consultants will also use case studies from other industry regions to showcase how collaboration between businesses to build a stronger capability has provided opportunity to take on more significant contracts on major projects

COST (Includes registration for 2 x company representatives – additional individual tickets may be purchased)

PCNT Member: \$550

Supporting Organisation Member: \$600

General Public: \$650

PHASE 3:

The final phase of the program will take the knowledge and development process from the previous sessions to give participants the opportunity to revisit their capability presentations and engage with Operators and top tier contractors at a speed networking event.

Selected representatives from these companies, including commercial and procurement teams, will meet with the SME's to allow a comprehensive overview of local capability and service offering available from NT businesses.

COST, Venue and Dates TBC