

Sunshine Coast Supplier Development Plan

Presentation to:
SCUH BIDO

August 15 2011



Reality Check

- SCUH is a fantastic opportunity for local business, **however:**
 - 18+ months away from deciding a winning PPP
 - 2-3 years away from any trade packages being tendered
 - 3-5 years away from any Sunshine Coast business working on the project
 - The work isn't guaranteed – how competitive are SC businesses going to be?

So what are SCUH BIDO going to do for the next 3-5 years?

How many SC businesses can wait that long?



What about projects being delivered now?

- How much is QLD govt spending on the Sunshine Coast this financial year?
 - \$713 million on building and infrastructure
 - \$166 million with Transport and Main Roads
 - \$126.6 million with Qld Health
 - \$66.1 million with Education and Training
 - \$6.5 million with QLD Police
 - \$347.8 million with ??
- What about privately funded projects?
- What about council?
- What about federal govt?

Who wants a slice of this work that is being delivered now?



What about other influencers?

- CSG/LNG projects
 - 18,000 new jobs to be generated in the next 6 years
 - 40 full time jobs per day (with just 1 project)
 - High salaries to secure staff
- Operation Queensland
 - Over \$4.1 billion on roads network alone
 - 2 year time frame to complete work
- Gold Coast University Hospital and Queensland Children's Hospital
 - Finish around the time SCUH starts
 - Highly experienced subcontractors looking for business
- Skill level of SC businesses
 - Most would struggle to meet Tier 3 requirements
 - Will be competing against national organisations for the work, not just Brisbane and Gold Coast companies



What is the problem?

- Information!!!!
- Specifically:
 1. What are the Sunshine Coast projects and what are the supplier/supply opportunities?
 2. What businesses are in the Sunshine Coast and what are their capabilities and level of interest?
 3. What are the gaps between the needs of the projects and the suppliers on the coast and how can we reduce the gap?



How can we address the problem?

DEEDI Sunshine Coast – Supplier Development Plan (to be approved)

Step 1 – Identify the types of opportunities that may exist for suppliers

Step 2 – Identify interested and capable Sunshine Coast suppliers and determine where they fit into the supply chain

Step 3 – Implement support programs that will assist local businesses meet the needs of major projects.

- Tendering workshops
- Workplace Health and Safety compliance
- Environmental management
- Financial management
- Quality management



SCUH BIDO Taskforce Opportunities?

What is the objective of the taskforce?

**Where and how do you want to be
involved?**

And where can you add value?