

Question On Notice 1:

Senator XENOPHON: [i3net] On those, could you provide details of how you maximize that participation in the supply chain and if you could provide the details of how it actually works and how successful it is.

Proposed Response:

The Illawarra Innovative Industry Network (i3net) is a network of industry based companies in Wollongong. The network promotes the collective capacity of its members and seeks out new market opportunities, as well as providing members with an opportunity to foster relationships and strengthen their business capabilities.

The network is a member based organisation that is overseen by a Board of Directors and assisted by an Executive Officer.

The i3net focuses on six key strategic objectives, including:

- 1 To maintain and grow the membership base of the network to optimise its effectiveness as a network and its business development opportunities.
- 2 To provide forums and events to enable networking between organisations and to act as a channel of communication between the network and external organisations.
- 3 To increase member company business capability and confidence through increased access to knowledge, contacts, skills and resources.
- 4 To proactively market and promote member firms and the collective capability of the Illawarra region's engineering and manufacturing industry to business markets and the wider community.
- 5 To act as a focal point to support the active pursuit of new business opportunities both locally, outside the region and internationally to extend the customer base.
- 6 Fulfill social responsibility by actively engaging in Illawarra community projects.

The network has had a number of successes to date, some of which are outlined below.

- Members successful tendered for work with Boeing Defence Australia.
- Members provided services to the \$200 million Cement Australia Project.
- Members have been involved with the \$100 million Metronode Data Centre project.
- 13 members gained work for phase one of the National Biodiesel Project.
- A number of members have been placed on Rio Tinto's supplier list.
- Rio Tinto visited 3 local companies regarding projects in the Hunter.
- Members have successfully partnered with ANSTO on global commercialisation projects.
- Members have gained business through Fortescue Metals Group on WA based projects.

Further information on i3net is at Attachment B.

Question on Notice 2:

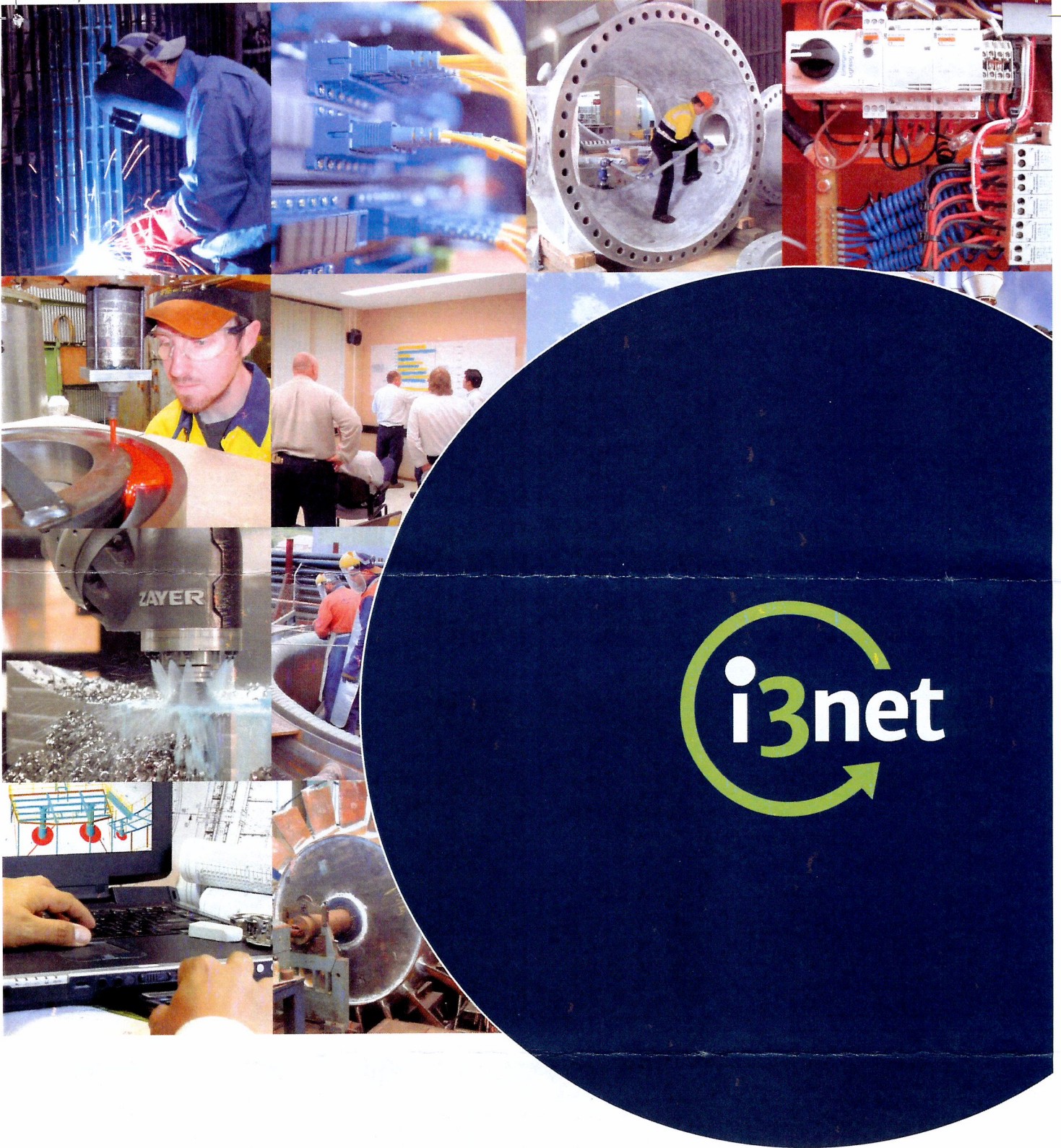
Senator XENOPHON: On the issue of procurement, what representations have you made to the state government? You can take it on notice.

Proposed Response:

At its meeting of 24 August 2015, Wollongong City Council passed the following resolution on strengthening local economic capacity through strategic procurement:

- 1 Council write to relevant Federal and State Ministers, local Members of Parliament and relevant Trade Unions, seeking their support and advocacy to maximise Australian steel content in all State and Federal Government procurement contracts and tenders.
- 2 Council explore options to support the viability of BlueScope Steel Port Kembla, including prioritising the development of a strategic centre-led approach to procurement policies and procedures to further strengthen the local economic capacity. A meeting/briefing be held with Councillors and Senior Managers, within the next six weeks, to consider various options.
- 3 Council seek the support of all stakeholders to commit to working collaboratively to support the steelmaking industry and the steel value chain to achieve a positive outcome for our region.

On 31 August 2015, the Acting Lord Mayor wrote to federal and state ministers and the South Coast Labour Council seeking the commitment of stakeholders to commit to working collaboratively to support the steelmaking industry.



**Your Gateway to
World Class
Industrial Solutions**

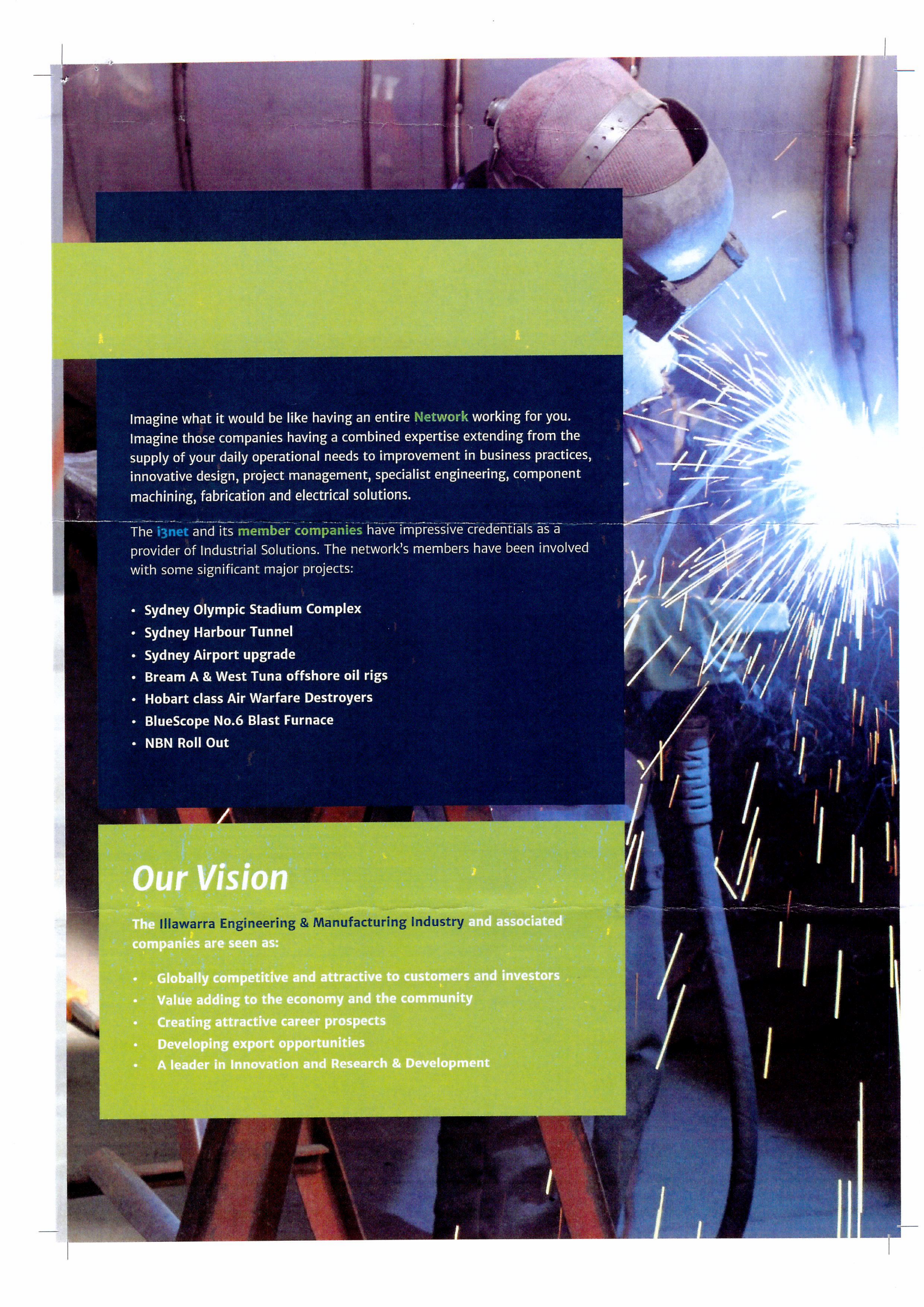


Illawarra Innovative Industry Network (i3net)

The i3net is a powerful network of industry based companies working from the Illawarra. The network was established to promote the collective capability of industry to local, national and international markets. The i3net provides members with a highly valued vehicle for fostering relationships and strengthening Illawarra business capabilities.

The power behind **The Network** is undoubtedly the depth of capability and skills that can be provided by one powerful industry resource. The i3net builds trust between its members which ultimately fosters a collaborative approach and with collaboration comes benchmarking, the sharing of knowledge to upgrade skills and the ability to provide **World Class Industrial Solutions**.

The Network actively seeks out **new market opportunities**; not only for individual members but also for members to combine their resources. From bolts to blast furnaces, i3net can deliver, working individually or collaboratively i3net members can provide innovative industrial solutions for all opportunities.



Imagine what it would be like having an entire **Network** working for you. Imagine those companies having a combined expertise extending from the supply of your daily operational needs to improvement in business practices, innovative design, project management, specialist engineering, component machining, fabrication and electrical solutions.

The **ignet** and its **member companies** have impressive credentials as a provider of Industrial Solutions. The network's members have been involved with some significant major projects:

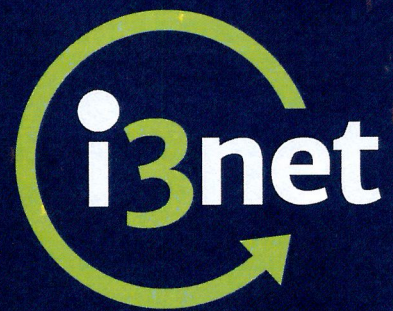
- Sydney Olympic Stadium Complex
- Sydney Harbour Tunnel
- Sydney Airport upgrade
- Bream A & West Tuna offshore oil rigs
- Hobart class Air Warfare Destroyers
- BlueScope No.6 Blast Furnace
- NBN Roll Out

Our Vision

The Illawarra Engineering & Manufacturing Industry and associated companies are seen as:

- Globally competitive and attractive to customers and investors
- Value adding to the economy and the community
- Creating attractive career prospects
- Developing export opportunities
- A leader in Innovation and Research & Development

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World Class
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