

# Supplier Enhancement Program

Early Alignment allows SEP to

**Meet local content requirements.  
Benefit economy & communities.  
Boost project productivity.**

- Responds to project location conditions
- Provides new market for local business
- Analyzes constraints- targets program efforts
- Helps suppliers qualify- information, capacity building, other support
- Monitoring & evaluating-project adjustments, process improvement, KPI's



# SEP – Dealing with Major Contractors

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- **Early Alignment** between Owner, Contractor, local business councils, and community on SME targets & expectations.
- Advertise project and opportunities
  - e.g. ICN establishing Portal (Project Connect, Project Gateway)
  - describe Project and its objectives
  - identify specific SME local supply and contracting opportunities
  - Set qualification criteria
  - Provide named contacts for follow up
- Conduct scoping visits & “town hall” meetings - local business councils and businesses
- Assess suppliers’ capabilities, capacity and financial ability & size packages to suit.

# SEP – Dealing with Major Contractors (cont)

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- Mentoring & training to improve opportunity to compete in bid process- but not a “giveaway”
- SME requirement flow down to lower tier contractors with monitoring and reporting requirements.
- Engage Lower Tier Contractors in identifying SME opportunities through Project portal.
- Project will always focus on Safety, Quality and Cost. Provides opportunity for expansion and growth for local participants.

**EARLY ALIGNMENT ALLOWS SME DEVELOPMENT**