



# Northern Territory Meet the Buyers Program Case Study

A collaborative Northern Territory initiative is linking small and medium enterprises (SMEs) with local oil and gas project operators and contractors to better integrate them into the supply chain and promote the capacity of local businesses to support major projects. Delivered by the Petroleum Club NT (PCNT), the Meet the Buyers program culminates with a face-to-face engagement and capability profiling event with SMEs, operators and Tier 1 contractors. As a sponsor of Meet the Buyers 2017, NERA asked some of those involved in the program why it has been so successful.

With Australia quickly becoming a major player in the international LNG market, the Northern Territory (NT) is building its capacity to become a recognised global oil and gas hub. In addition to the existing Darwin LNG Plant operated by ConocoPhillips, the completion of the INPEX Ichthys project, the launch of the Shell Prelude shore base operations, and the construction of the Northern Gas Pipeline herald a future for gas development, processing and supply logistics.

By understanding the opportunities, presenting a strong capability and focusing on building strong relationships as major projects move into the operations and maintenance phase, SMEs in the NT can participate in this long-term growth and success. In recognition of this, and as part of their strategy to support local content, in 2016 the PCNT launched its Meet the Buyers program to encourage business relationships, share information and build a stronger industry.

The program culminated in a Meet the Buyers event which brought together operators and contractors across the Liquefied Natural Gas (LNG) sector to learn about the Northern Territory's extensive service and supply capacity and to meet SMEs face-to-face in a speed networking format. For local SMEs, the event provided a unique opportunity to showcase their capability and innovations and highlight the value they can bring to the LNG supply chain. It was a huge success with operators, contractors and SMEs alike.

Building on this success, Meet the Buyers 2017 will feature 30 SMEs who will deliver a comprehensive overview of the local capability and service offering available from NT businesses to representatives (including commercial and procurement teams) from over 20 Buyers. Held at the start of NT Resources Week, Meet the Buyers 2017 promises to provide added value and profiling opportunities leading into the South East Asia Australia Offshore & Onshore Conference (SEAAOC), held in Darwin each year.

This year, NERA joins Shell Australia and the Northern Territory Government through the Department of Trade, Business and Innovation, to sponsor this unique networking event and help ensure its continued success.