




### ABOUT THE LOCAL BUYING PROGRAM IN SOUTH AUSTRALIA

The Local Buying Program (LBP) was established in South Australia in October 2017 to provide opportunities for small businesses in the eligible areas within the Upper Spencer Gulf and Far North regions of South Australia to engage with BHP.

Recognising that it can often be challenging for smaller businesses to engage as a supplier of BHP, the LBP makes it simpler and easier for these businesses to competitively bid for supply opportunities released by BHP's Olympic Dam operations.

The LBP is delivered in partnership between BHP and C-Res. C-Res is a cost neutral entity that proudly continues to deliver the LBP for all BHP Minerals Australia assets nationwide.

		
<b>12</b> Average Payment Days Since Inception	<b>\$3,358,091</b> Approved Spend Since Inception	<b>326</b> Approved Work Opportunities Since Inception

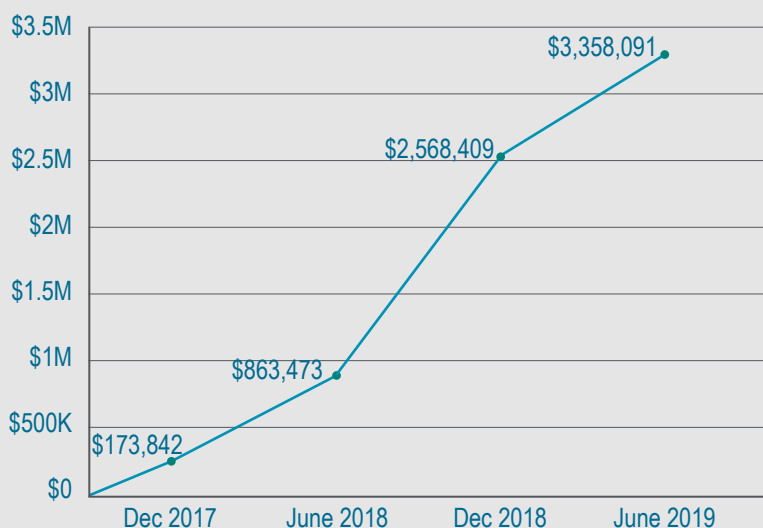
#### 86% Approval rate for work opportunities lodged

Approved Spend Highlights 2018 – 2019		Local Business Participation Highlights 2018 – 2019		Work Opportunities Highlights 2018 – 2019	
Outback Communities Authority	<b>0%</b> \$1,045	Outback Communities Authority	<b>2%</b> 2 Approved Suppliers	Outback Communities Authority	<b>0.9%</b> 2 Approved Work Opportunities
Port Augusta City Council Region	<b>0.2%</b> \$6,025	Port Augusta City Council Region	<b>20%</b> 18 Approved Suppliers	Port Augusta City Council Region	<b>3.5%</b> 8 Approved Work Opportunities
Port Pirie Council Region	<b>0.1%</b> \$1,254	Port Pirie Council Region	<b>11%</b> 10 Approved Suppliers	Port Pirie Council Region	<b>0.4%</b> 1 Approved Work Opportunities
Roxby Downs Council Region	<b>97.4%</b> \$2,427,936	Roxby Downs Council Region	<b>44%</b> 39 Approved Suppliers	Roxby Downs Council Region	<b>85.8%</b> 200 Approved Work Opportunities
Whyalla City Council Region	<b>2.3%</b> \$58,358	Whyalla City Council Region	<b>23%</b> 20 Approved Suppliers	Whyalla City Council Region	<b>9.4%</b> 22 Approved Work Opportunities
<b>\$2,494,618</b> Total Approved Spend		<b>89</b> Total Number of Approved Suppliers		<b>233</b> Total Approved Work Opportunities	

12 Days average payment period from receipt of invoice

120 Registered BHP Buyers

#### Cumulative Approved Spend 2017 – 2019





# YOUR LOCAL BUYING PROGRAM: HERE FOR YOUR BUSINESSES AND YOUR COMMUNITY IN SOUTH AUSTRALIA

The LBP is committed to providing business support essential to building capacity and capabilities of locally owned small businesses in the eligible regions of South Australia. Additionally, the Program is dedicated to collaborating with industry groups and the business community to promote, encourage and support business development opportunities.

Here in South Australia, the LBP actively supports the Roxby Downs Business Forum and participates in the annual GMUSG Trade Expo.

The C-Res Business Development Advisor is in constant conversation with our buyers and suppliers to ensure their business needs are met; whether identifying challenges or helping them work smarter and not harder. The C-Res South Australian team is committed to not only connecting small local businesses with BHP, but opening up a host of business development and support opportunities. Our people are on site, at Olympic Dam, to facilitate training and familiarisation of the Program.

When not on site, we are out in the community, building on C-Res' track record of identifying issues and finding practical solutions. Simply, we break down barriers and help our suppliers and buyers – and the broader community – overcome the hurdles they face in doing good business.

The LBP proudly partners with Global Maintenance USG (GMUSG) to facilitate engagement with local businesses in the Upper Spence Gulf region. The partnership has proven successful in sourcing and expanding the local supplier network to provide goods and services in alignment with BHP operational requirements. C-Res and GMUSG are continuing to work alongside the local business community to identify and grow business opportunities.



**LOCAL BUYING PROGRAM**  
BUILDING OUR FUTURE TOGETHER

**BHP** **C-RES**  
COMMUNITY RESOURCING  
FOR THE FUTURE

PROUDLY DELIVERING THE LOCAL BUYING PROGRAM IN PARTNERSHIP



1800 536 663



info@localbuying.com.au



www.localbuying.com.au