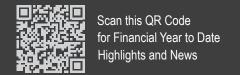


Connecting Australia's biggest business with our regions' smallest businesses

The Local Buying Program (LBP) provides opportunities for small businesses in the eligible regions of the WA to competitively supply goods and services to BHP Western Australia Iron Ore assets, BHP Operations Services in Western Australia and Western Australia Australian Petroleum Unit (WAAPU). The LBP commenced in Western Australia in 2017 and is delivered in partnership between BHP and C-Res. C-Res, a cost neutral small business, delivers the LBP across all BHP Minerals Australia assets and BHP Western Australia Petroleum.







## **Local Buying Program | Regional Highlights**

Region	Approved Spend		Local Business Participation		Approved Work Opportunities	
Out of Region (Traditional Owner Exemption)	\$7,646,270	37%	20	7%	49	4%
Shire of Ashburton	\$29,030	<1%	15	6%	10	1%
Shire of East Pilbara	\$6,918,091	32%	83	30%	653	59%
Shire of Exmouth	\$0	0%	6	2%	0	0%
Town of Port Hedland	\$6,333,848	30%	153	55%	406	36%

288 BHP Buyers creating work opportunities

Small local businesses 277 approved with LBP



July - December, 2020



"It's been great to welcome C-Res and the LBP as a new procurement channel for local Exmouth and Onslow/Shire of Ashburton businesses to engage with BHP Petroleum Australia."



# **Local Buying Program BUSINESS HIGHLIGHTS**

"The LBP is providing small businesses the opportunity to engage and communicate with BHP to discuss local supply solutions."

LBP Supplier | Local Buying Program, WA



### LBP IDENTIFIES CREATIVE OPPORTUNITY

The WAIO Rail Team had previously managed the cartage of BHP spec ballast internally. An opportunity to outsource this service locally resulted in a small business being engaged via the LBP. The supplier has shown a true commitment to efficient communication, following standards and using the correct procedures. BHP Buyers utilising the LBP shows commitment to supporting local business in the WAIO footprint.

## **SUPPLIERS DELIVER HIGH STANDARDS**

The Local Buying Program's RFQ functionality is delivering a high standard in quotes for BHP Buyers to assess. Recently the Rail Executive Team created a Work Instruction and received 16 responses from local suppliers, 13 of which were Traditional Owner or Indigenous Businesses. The BHP Buyer provided feedback mentioning all submissions were of a high standard and the decision for award was difficult. The Program continues to provide an effective way to reach a wide range of suppliers, and assists with meeting local procurement targets.



# LOCAL PROGRAM BRUNG ON FRIDE TOKETHER TOTAL TOTAL

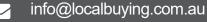
## LBP EXPANDS TO BHP PETROLEUM

C-Res and BHP have been working hard to ensure everything was in place and ready to roll out the first Work Instruction for WA Petroleum on December 14 'Go Live' date. Both teams worked together to involve all relevant departments, engage local suppliers and train BHP Buyers how to use the Program. We look forward to some fantastic outcomes for local procurement in the Shires of Exmouth and Ashburton.













**Shire of East Pilbara I Town of Port Hedland** 



July to December, 2020

Launched in July 2020, the Local Buying Foundation (LBF) is a critical element of the Local Buying Program (LBP). In Western Australia, BHP makes a financial contribution to the LBF for every approved LBP transaction. The aim of the LBF is to enhance the economic sustainability of regions within the operational footprint of BHP Minerals Australia assets and BHP Operational Services in Western Australia. We do this through the support of programs and initiatives that target local business training and development needs.

## **Program to Date (2020)**





**Projects Approved** 

# **Projects Approved:**

October to December, 2020

The Junction Co. I Pilbara Artist Development
 The Pilbara Public Artist Development Program (PPADP) is a capacity building program for Pilbara artists to empower and upskill participants, to further their practice into public art realm through a series of presentations, workshops, and skills development sessions.



View the October to December, 2020 eNews here



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