

MAXIMISING THE VALUE OF YOUR SUBSCRIPTION

Congratulations on making the decision to subscribe to ProjectLink! This New Zealand Trade and Enterprise subscription service enables you to match your specific skills with projects in the engineering, marine, building and construction industries.

In order for us to provide an effective, efficient service that provides you with timely, pertinent and valuable information, it is important for you to maintain contact with us on a regular basis. Attached is a capability questionnaire that will enable our researchers to customise research to meet your specific capabilities and requirements. Once you have returned your questionnaire to your Account Manager a password will be emailed to you.

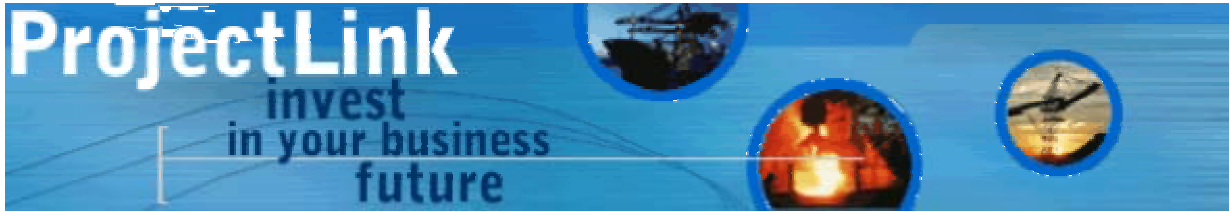
We require from you regular updates on the projects and sectors of current and future interest to your firm to ensure that we are armed with the most up-to-date information about your firm's capability and interests when we are talking to Australia and Pacific companies. Without this on-going dialogue it is difficult to be more than reactive to your requests for assistance. In addition, also of benefit would be copies of your most recent corporate CVs, which help us to understand any new skills or market experience your firm may have acquired.

Also following is an outline of ProjectLink's core services along with supplementary services that are not included in the annual subscription fee and are subject to individual quotes and charges. Supplementary services may include assistance with tendering, organising meeting programmes, help with regulatory compliance as well as the normal range of New Zealand Trade and Enterprise information services. Please contact your New Zealand Trade and Enterprise Account Manager for further information on any of the supplementary services listed.

Should you be successfully awarded a tender or obtain any contract as a consequence of using the service, New Zealand Trade and Enterprise requires you to notify us of the value of that tender or contract as part of New Zealand Trade and Enterprise's reporting requirements to government. Any information you provide remains strictly confidential and will only be used for internal statistical purposes and will not be publicly disclosed without your prior agreement.

Best regards,

New Zealand Trade and Enterprise ProjectLink Team



Company Capability Questionnaire

Company Details

Company Name _____

Postal Address _____

_____ **Phone** _____ **Fax** _____

Website _____

Contact _____

Job Title _____

DDI _____

Email _____

Company Developer Supplier Project Manager Project Owner

Role Investor Contractor Sub-Contractor

(Please select one)

Company Profile: _____

No. of Employees: 0-5 6-25 26-50 51-75 76-100 100-199 200+

Current market Newspapers Publication Subscription

intelligence Research service Word of mouth

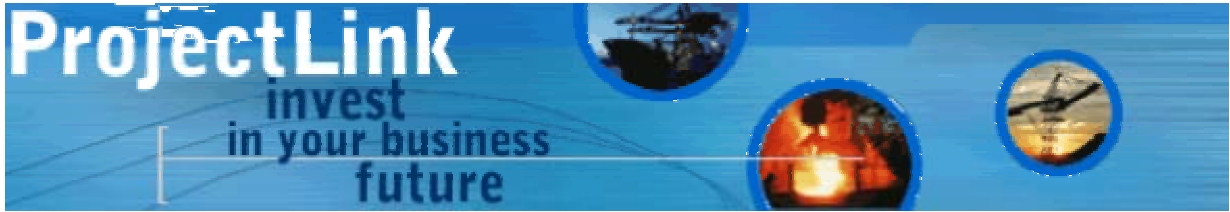
sources Other – please

Specify: _____

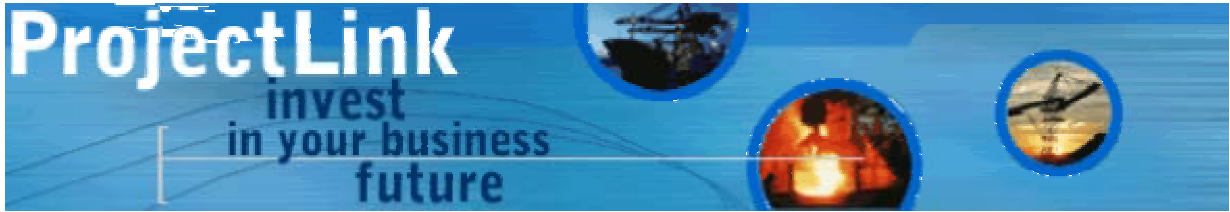
Are you interested Yes No

in NZ Group If yes, please specify which type of groups:

submissions _____



Products and Services	
Project Involvement	
<input type="radio"/> Design <input type="radio"/> Manufacture <input type="radio"/> Service <input type="radio"/> Supply <input type="radio"/> Consultancy	
Product Area	
Construction	
<input type="radio"/> Building hardware <input type="radio"/> Communications/Security <input type="radio"/> Cladding <input type="radio"/> Furniture & fitout <input type="radio"/> Landscaping <input type="radio"/> Joinery <input type="radio"/> Textiles/ carpet/flooring <input type="radio"/> Bathrooms <input type="radio"/> Kitchens <input type="radio"/> Other: _____	
Marine	
<input type="radio"/> Chandlery / hardware <input type="radio"/> Composite technology <input type="radio"/> Fuel technology <input type="radio"/> Inflatables / RIB's / Rescue <input type="radio"/> Navigation systems <input type="radio"/> Propulsion systems <input type="radio"/> Other: _____	
Engineering	
<input type="radio"/> Please specify _____	
Keywords (List the key words that best describe your products and services e.g. fitout, GPS, conveyers, tanks)	
_____ _____	
Production Capacity and Capability	
_____ _____	
Expertise	
_____ _____	
Trade and Brand Names	
<u>Trade / Brand Name</u>	<u>Product</u>
_____	_____
_____	_____



Project Requirements

Projects (The following are the project categories that appear in ProjectLink. All projects will be classified using these groupings. Please select the project groups of interest to you.)

Construction All

Hotel/Tourism Industrial Offices and Shops
 Residential Public Buildings Recreation/Entertainment

Production/Processing All

Agricultural Dairy Chemicals/Petrochemicals
 Food and Beverage Packaging Mining/Minerals Processing
 Pharmaceuticals/Toiletries Wood Technology/Timber

Shipbuilding/Marine All

Recreation Commercial/Charter Refit/Maintenance
 Componentry General Engineering Plant and Equipment

Infrastructure/Utilities All

Airports Energy Ports
 Roads Rail Water/Waste/Sewerage
 Telecoms

Services All

Education/Training Investigation/Research

Project Stage Concept Expressions of interest
 Seeking finance Underway

Project Value \$Min: _____ \$Max: _____
Project Size Min: _____ Max: _____

Countries and States of interest

Pacific*

Fiji New Caledonia French Polynesia
 Samoa American Samoa Tonga
 All the above

**NB The focus of activity will be on Fiji, New Caledonia and French Polynesia. Samoa American Samoa and Tonga will serviced be on an as informed/requested basis.*

Australia

All states VIC NSW
 SA WA QLD
 NT ACT TAS

Comment (Additional information you wish to add regarding your company or its products)



Access to ProjectLink

I confirm that the reports are for the internal use of my organisation and its operating divisions or subsidiaries* only and will not be made available or copies to any other companies or organisations.

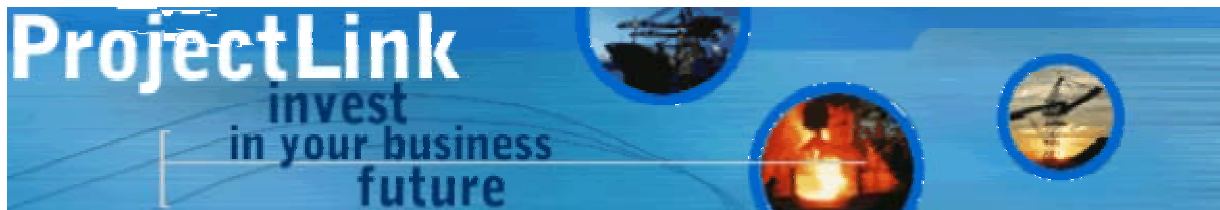
Signed: _____

The ProjectLink site requires that you have a username and password to gain access to project and company information. Please select a username that is a minimum of six characters in length:

Your password will be emailed to you once your subscription has been processed. Once you log in for the first time you can change the password as per the instructions on the screen.

Please return this form to Fay Powell, email fay.powell@nzte.govt.nz, fax no +64 9 375 4408, phone no +64 9 919 9014, PO Box 8680, Auckland.

*A company is only classified as a subsidiary for our purposes if **more than 50%** of its shares are held by the holding company.



Core ProjectLink Services

i.e. Those services that are covered in the annual fee at no additional cost.

Individual Company Subscriptions

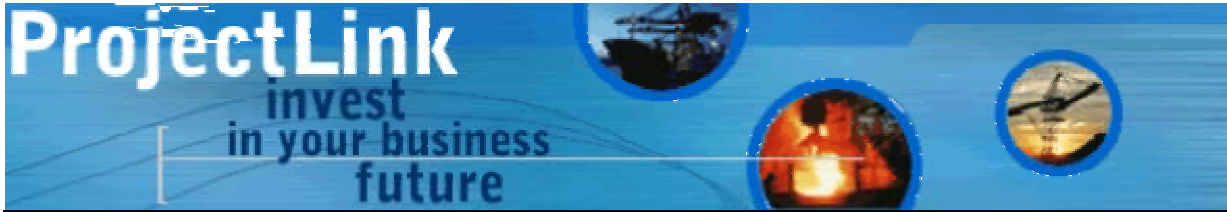
- Consultation with the Offshore Office and/or the ProjectLink contractor so that the person searching for leads and opportunities has a clear understanding of exactly what business opportunities the individual subscribers are looking for.
- Access to the ProjectLink web site which includes :
 - Access to ProjectLink reports
 - Email access to Trade Commissioner and research staff to ask questions and refine search activities to better target potential opportunities.
 - Email access to New Zealand Trade and Enterprise's Head Office in NZ
 - Hot key access to request report updates and further details of opportunities
 - Access to information on companies working on the listed projects.
 - Market Intelligence from our offshore teams
- The ProjectLink Handbook, which includes information on
 - The ProjectLink service and how to use it
 - Doing business in the markets covered by the ProjectLink service
 - Key market contacts
 - Useful websites and search engines

Group Subscriptions (price on application)

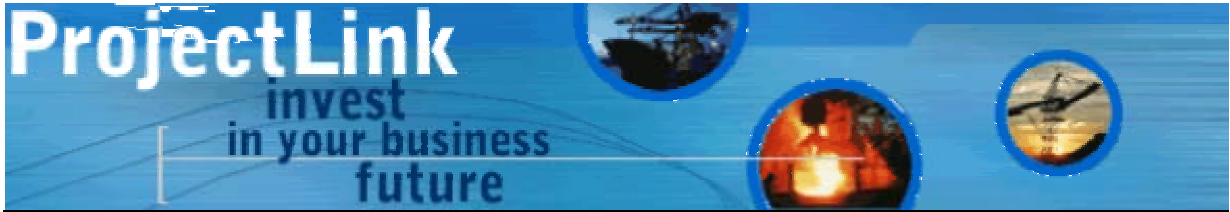
- ProjectLink can be customised for groups of subscribers (e.g. Industry Groups and industry associations) who can subscribe to specific industry categories of the database.
- The type of information required can be closely defined.
- Group subscriptions typically involve specialist search and interview processes and more regular liaison with clients. Can also include the collection of tender documents, dispatch of promotional material and obtaining industry statistics.

Partner Collaboration

Enable collaboration of New Zealand companies with complementary skills to bid for full tenders or major components as a consortium.



Supplementary Services (Subject to quote)	<u>Fees</u>
<p><i>i.e. Those services that are not covered in the annual fee but for which specific fees are charged or quoted.</i></p>	
<p><u>Project Tracking</u></p> <p>Monitor targeted individual projects of specific client interest over an agreed period (e.g. 6, 12 months). Provide project detail to include intelligence gained from project team members, internal documentation, and other interviews or document review.</p> <p>Details may include potential competition, preferences of task managers, possible consultant opportunities, follow-on business in subsequent projects, and referrals to similar projects in other countries of interest to client.</p>	<p>Subject to Quote.</p>
<p><u>Assistance with Bid Preparation</u></p> <p>New Zealand Trade and Enterprise staff are available to provide advice on bid preparation, and to check bids prior to submission.</p>	<p>Subject to Quote.</p>
<p><u>Comprehensive Contact Lists</u></p> <p>New Zealand Trade and Enterprise can provide comprehensive contact lists identifying appropriate Project officials to whom your marketing efforts should be directed. Included:</p> <ul style="list-style-type: none"> • Officer's contact details • Projects that they are responsible for • Comments on whether or not they are helpful/friendly and their use/experience of the NZ consultant trust fund • Other general information which may be useful. 	<p>Subject to Quote.</p>
<p><u>Market Visitor Programmes</u></p> <p>New Zealand Trade and Enterprise is able to assist with planning market visits to Australia and the Pacific, including:</p> <ul style="list-style-type: none"> • Compiling itineraries • Booking accommodation • Making appointments with the right contacts within the market • Co-ordination & hosting of functions (e.g. lunch, evening meetings). • A debriefing session with New Zealand Trade and Enterprise 	<p>Subject to Quote based on the New Zealand Trade and Enterprise per hour charge out rate and dependent on whether client or New Zealand Trade and Enterprise identify the contacts</p>



Supplementary Services cont.... <i>i.e. Those services that are not covered in the annual fee but for which specific fees are charged or quoted.</i>	<u>Fees</u>
<p><u>Accompany NZ Visitors to Meetings</u></p> <p>This is particularly valuable for first visits and has a two purposes:</p> <ul style="list-style-type: none"> • New Zealand Trade and Enterprise staff can give useful feedback as to the value of each contact/meeting • New Zealand Trade and Enterprise staff can usefully contribute to the discussion <p>Expenses incurred by New Zealand Trade and Enterprise staff during visits will be disbursed to back to the client.</p>	<p>By negotiation if appropriate.</p>
<p><u>Sectors Specific Market Reports</u></p> <p>Such in-depth market reports (profiles) would highlight developments in a specific sector as requested.</p>	<p>Subject to Quote.</p>
<p><u>NOTES</u></p> <ol style="list-style-type: none"> 1. To provide this information, New Zealand Trade and Enterprise will require capability statements and CV's outlining the company or individuals expertise. 2. For visitor programmes to be of most benefit, clients are requested to include the important information as set out in the specification form. Should clients be unable to furnish this information, additional costs may be incurred. <p><u>Disclaimer:</u></p> <p>New Zealand Trade and Enterprise reserves the right to reuse any general market information contained in its reports. Information that is specific to your company and its products remains confidential.</p>	