

Main Game - Winning Collaborations

Final Project Report / UDI Pilot Survey — 13 May 2011

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Introduction

“50,000 new skyscrapers are set to be built in China by 2030,” said BHP Billiton CEO Dr Marius Kloppers in an interview in the March 2010 issue of the *Mining and Technology Australia Magazine*.

As the sun sets on the global financial crisis, Australian mining is preparing for another upswing of investment to meet surging demand in China, India and our traditional markets in developed economies.

Industrial and mining centres around Australia such as Mackay in northern Queensland are set to boom once again.

While the jury may still be out as to the size of the upturn, the industry has forecast \$140 billion worth of projects in the Bowen and Surat Basins alone. Engineering companies across the eastern seaboard are gearing up for busy times ahead.

Main Game - Winning Collaborations is a hands-on project that focuses on developing collaborations between local Mackay companies, so they can win a greater share of regional and Australia-wide projects.

The following project overview offers practical insights and processes into how such strategic collaborations can position Mackay’s companies into consortia or joint ventures that win projects. It also shows how these approaches have led to the creation of new consortia and joint ventures in Mackay.

Main Game also includes a User Driven Innovation Pilot Survey of some of Mackay’s leading engineering companies. Results of the survey reinforce Mackay’s place and, indeed, growing reputation, as a regional innovation hub.

In fact, over the next two years these leading local companies alone are forecast to invest \$126 million in new user driven innovation projects, while employing 1,230 new engineering, technical and trades staff. Now, this is investing in an innovative future!

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Project: Main Game

Who ran this project?

The Mackay Area Industry Network (MAIN) is undertaking this project in conjunction with the Qld Department of Employment, Economic Development & Innovation (DEEDI), and Enterprise Connect. Company meetings and industry workshops undertaken in this project were facilitated by Rodin Genoff.

How do we find out more about this project?

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