

**ICN EPBS Enquiry Procedures.
Flow Chart Explanatory Notes**

| Step No | Flow Chart Label | Notes to flow chart |
|----------------|-------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1 | ICN introduced to client/project | Via ICN approach direct to client or by introduction from AusIndustry, EPBS consultant, or other 3 rd party. |
| 2 | Is the enquiry prospective? | Has a commitment been made to order the goods from overseas? ie is there a genuine opportunity for an Australian manufacturer to provide the goods? |
| 3 | Yes – Proceed | |
| 4 | No- don't proceed | No EPBS search as no opportunity for local goods exists. Client may seek to obtain a TCO (not prospective), or pay duty. |
| 5 | Client provides ICN with performance specifications of functional units | The test for EPBS is one of "Equivalent goods". Equivalent goods are any that meet the client's technical and engineering requirements. ICN needs to know the client's requirements in order to seek appropriate local manufacturers. |
| 6 | ICN conducts company search | ICN searches via: <ul style="list-style-type: none"> • ICN data base • Commercial and other databases • ICN consultant knowledge and contacts • ICN Interstate network. (Standard operating procedures require that an ICN will seek advice from all ICNs before issuing advice of "No supplier found".) |
| 7 | Have potential manufacturers been identified? | |
| 8 | Yes – Qualify potential manufacturers | ICN will show potential manufacturers the specifications and ask if they can comply. Potential manufacturers may be asked to demonstrate capability by providing a reference site where similar equipment manufactured by them is currently operating. Other relevant material may be provided. |
| 9 | No- Advise Client – Seek opportunity from Overseas manufacturer | ICN (via client) seeks opportunities for Australian industry from overseas equipment supplier. (Success may lead to global supplier status for local manufacturers) |
| 10 | Have any of the prospective manufacturers qualified? | Is the ICN consultant convinced that local companies are a credible alternative for the project? |
| 11 | Yes – Advise client | |
| 12 | No advise client "no manufacturer found" – Seek opportunities from overseas equipment supplier | |
| 13 | Does the overseas equipment supplier agree to consider local content? | If the overseas equipment supplier is willing ICN will seek local companies for components and manufacturing services. |
| 14 | Yes – Return to step 5 | Repeat process from step 5 on components. |
| 15 | No – don't proceed | No opportunity for local manufacturers |
| 16 | ICN seeks feedback from client | ICN seeks information on local industry's success within the project. |

Glossary

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|-----------------------------------|--------------------------------------------------------------------------------------------------------------|
| ICN | Industry Capability Network |
| EPBS | Enhanced Project By-law Scheme |
| Performance specifications | Specifications relating to the function of the equipment rather than a description of the equipment's design |
| Functional units | Equipment packages that are required for a specific function or process |
| Client | Project proponent or prime contractor (EPBS applicant) |
| Prospective enquiry | An enquiry where the equipment has not yet been ordered (ie: an opportunity still exists for local supply) |

