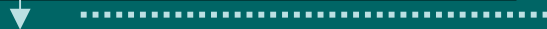


**Step 1**  
Client defines project's requirement  
(work packages and specifications)



**Step 2**  
Client refers enquiry to ICN



**Step 3**  
ICN assigns enquiry to in-house specialist



**Step 4**  
ICN uses industry knowledge to match client's  
requirements with local capabilities



**Step 5**  
ICN provides client with list of credible potential  
suppliers that match the client's requirements



**Step 6**  
ICN service completed



**Step 7**  
Client conducts normal commercial negotiations  
to select preferred supplier



ICN Scope of Work Agreed  
with client



ICN role in outcome confirmed  
by client