

Frequently Asked Questions

Partnership

1- *Can companies submit a joint proposal with another organisation?*

We select a very diverse group of suppliers to participate in the Workshop Session. We encourage partnerships, as suppliers have different capabilities and working together can result in a stronger proposal.

2- *Is there a way for companies to see if they can team up with others?*

Austmine can help you identify suppliers with the skills and experience that you are looking for. As we understand the value of collaboration, Austmine will organize different sessions for networking.

[Contact Austmine](#) to receive help in identifying potential partners and gaps in your offering.

Solution & Scale

3- *Can it be a developed solution?*

This pilot process will be focused on technologies that need space for trials and validation. If we identify a solution already developed in the market, it will follow the regular sourcing processes.

4- *Is there any location constraint? Does the company need to be located in a specific region? or can work from anywhere?*

The purpose of this program is to support Australian Mining Equipment, Technology and Services (METS) companies. There is no location specified for a challenge. The supplier needs to address capabilities to implement a successful pilot in the location specified by BHP.

5- *Are you looking for a specific Technology Readiness Level (TRL)?*

We are looking for solutions that can be delivered within the operational timeframe. Every project has different requirements. Most of the successful pilots have a TRL of 5 or above.

[Find details on the TRL here.](#)

Intellectual Property

6- *What legal framework is there to protect the IP?*

The intent of the program is to support the development of local capabilities. The current contract has a specific clause allowing suppliers to retain the IP as BHP understands that it plays a key role in supporting the growth of a company.

7- If you don't get prequalified. What is done with the information you have supplied?

We manage the information under the T&C delivered during the program.

Funds

8- How is the project funded?

We encourage the suppliers to assume part of the risk by sharing resources for the pilot and to proactively look for other sources of funds. Nevertheless, this is not a pre requisite.

If companies are awarded funds during the development of the pilot, those funds should be allocated to the project.

9- Is there a limited budget for the pilot?

There is no limited budget but price is one of the aspects that will be evaluated and your proposal needs to be competitive.

Program & Process

10- What interaction will there be between suppliers when sharing innovations or ideas?

During the Pitch Session, the suppliers will be pitching in separate rooms.

In the lead up to the Pitch Session, suppliers will undertake workshop sessions together. This provides an opportunity to network and identify potential partners.

11- Is there any format/form available at Austmine site? or needs to be submitted online itself?

Each submission requires the supplier to complete the BHP Confidentiality statement. Further technical information will then be provided and a link to complete a short-form EOI online.

You can find all information needed on the [Supplier Innovation Program website](#).

12- How often is BHP likely to issue challenges under this program?

BHP are in constant conversation with operations around the country to identify areas for Supplier Innovation Program challenges.

There is currently a healthy pipeline of challenges and these will be communicated to the program database as they are finalised. [Register here](#) to ensure you receive the latest information.

13- Do we need to be a full member of Austmine to join the Supplier Innovation program?

No, this program is open to all supplier of mining and adjacent industries.

[Find information on Austmine's membership offering here.](#)

14- How do we get informed to participate on a Challenge with Austmine? For all new challenges do we have to check the Austmine site frequently or it is being shared by Austmine to the registered parties?

[Register](#) for the program to be on our communications database. New challenges will be launched through direct communications to registered parties.

15- Are you looking at this globally?

BHP have this program in Minerals Americas and we are currently implementing the program in Minerals Australia.

For more information on the Minerals America program see - <https://expandmineria.cl/>

16- Will suppliers receive feedback for their participation?

Feedback will be provided during the different stages of the process.

17- Examples of successful pilots

Yes, we have successful pilots that have been implemented on a full scale and have been replicated in other mining companies.

The inaugural Supplier Innovation Program challenge took place at the Caval Ridge mine and was won by Jord International. They are now working with BHP to Drive Industry-first Innovation for Filter Press Maintenance.

[Find details of that project here.](#)

18- Do you have an established evaluation criteria?

Yes, we have an established evaluation criteria. The commercial team evaluates the commercial aspect of your proposal and the operation teams evaluate the technical aspect.

19- Can you give detail on how challenges are generated within BHP?

We have an established process where we identify and prioritize the main bottlenecks that require open innovation together with the asset leadership team.

20- How soon after submitting an EOI will a company receive feedback?

Following the EOI submission suppliers enter a rapid end-to-end process. You can expect feedback about your submission a few weeks following the EOI deadline.

21- What kind of firms can participate in the program?

Any company can participate as different challenges require different capabilities.

22- At what point do suppliers/partners need to be onboarded as a vendor into BHP?

The successful vendor from the challenge process will then be onboarded as a vendor into BHP.

Program Promotion

23- Do you promote the successful solutions?

Yes – we want to spread the message of successful co-innovation as far and wide as possible. This includes internally through BHP communications and externally with Austmine's communications and trade media.