

Capability Statement - Mining Industry

BUILDING SOLUTIONS

building our reputation on solutions





SOLUTIONS CONSIDERED, SOLUTIONS BUILT, EXPECTATIONS MANAGED AND EXCEEDED

WHO WE ARE

OVER THE PAST 10 YEARS WE HAVE BUILT A MULTI AWARD-WINNING ORGANISATION WITH COMMITTED AND HIGHLY QUALIFIED PERSONNEL.

Through our diverse experience, we offer top-end expertise in Mining, Commercial and Industrial Construction and Infrastructure Solutions.

With a strong financial base, we have gained a unique competitive advantage that could benefit your business as we:

- » Work on an agreed profit factor, not what we believe the Mining Industry or your business will bear.
- » Implement a transparent and open book approach to our costs and profit margins and then agree to a Fixed Lump Sum contract.
- » Have a team of skilled professionals who can complete projects in multiple industries, whilst maintaining a lower cost structure.
- » Focus on a small to medium size strategic structure.
- » Maintain our business and strategic plans, which enables us to react quickly to changing market conditions, protect and service our asset and client base, and to continue Building our reputation on practical and efficient Solutions.

WE ACHIEVE OPTIMUM RESULTS THAT MEET THE AGREED TARGETS THROUGH OUR TAILORED CAPABILITIES.

APPROVAL PROCESS

We can negotiate all aspects of very complex Statutory Approvals and Regulations, when and where required.

DESIGN

Develop concept ideas into a complete design product that focuses on the outputs for your site.

PROJECT MANAGEMENT

Provide innovative resource solutions when your project demands the experience and skills to achieve completion on time, on budget with results to meet your expectations.

CONSTRUCTION

Construct a project from concept to plans through to Practical Completion ready for operational use.

SITE MANAGEMENT

We offer comprehensive site supervision that fits Site operations and complies with all safety and operating procedures at each site – with minimal disruption to your operations.

SAFETY

Uncompromising standards, excellent safety track record and regularly audited policies and procedures that meet National and International Standards AS/NZS 4801:2001.

- » **MBA 2009/10 John Roberts Award as Best New Commercial Builder in WA**
- » **WA Business News 2010 Rising Stars Award Winner**
- » **Numerous MBA Excellence in Construction Awards**
- » **Member of Master Builders Australia**
- » **Member of ISNetworld**
- » **Member of Australian Petroleum Contractors and Suppliers Association**



APPROVAL PROCESS

YOUR CONCERNS:

WHAT TO BUILD, DELAYS,
PROJECT OUTPUTS MISSED

OUR SOLUTIONS:

AGREED DETAILED PLANS, RISK
MANAGED FOR EACH STAGE

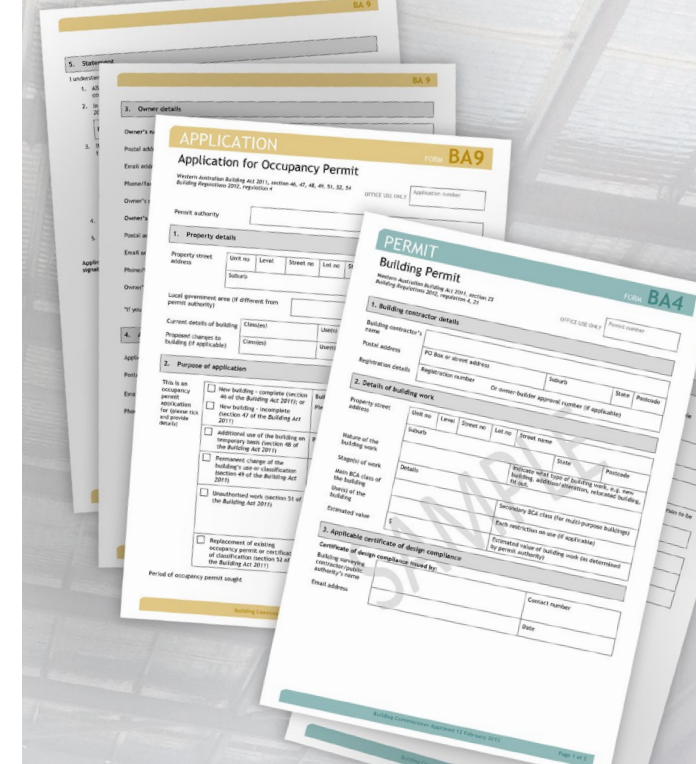
“...builders of quality with
a high ethical approach...
[and]...courteous and
accommodating which is an
essential component for any
building project.”

Ausdrill Ltd

**WE WORK IN FLEXIBLE
PARTNERSHIP TO OFFER A
COMPREHENSIVE RANGE OF
SERVICES THAT CAN BE ADAPTED
TO SUIT EACH SITE'S SPECIFIC
NEEDS AND REQUIREMENTS.**

Helping you negotiate all aspects of complex statutory requirements, including:

- » Town Planning services, through our sister company Planning Solutions (Aust) Pty Ltd
- » Mines Department assistance, where needed
- » Meeting Building Regulations through our in-house fully qualified Building Surveyor
- » Assembly and co-ordination of all necessary paperwork for Planning Approvals and subsequent Building Licences, where needed



- » Ensure during these processes extra potential costs imposed by Authorities are argued and minimised
- » Co-ordination of handover documents at building completion
- » Obtaining timely Occupancy Certificates, if needed



DESIGN

MINING INDUSTRY KNOWLEDGE, VARIED EXPERIENCE AND PRACTICAL KNOW-HOW HAS TRANSFORMED INITIAL CONCEPTS INTO COST SAVING DESIGNS WITH BUILD-ABILITY AND MINE OPERATIONS IN MIND, AND MINIMAL DISRUPTIONS TO PRODUCTION.

Develop plans into a complete design product that achieves the right results through:

- » Utilising our resources to initiate and interpret your concept plans
- » Developing a strong design brief
- » Presenting preliminary costing and work flow scheduling
- » Meeting statutory requirements, as required
- » Providing consistency, uniqueness or innovations when you need it

Planning and Project Management Software: we use a critical path network based system with the capability to produce bar chart programmes that can incorporate design, co-ordinate contractor design, design reviews and manage procurement, equipment/ material orders, deliveries and site installation periods.



CONSTRUCTION

YOUR CONCERNS:

FAILURE TO MEET TARGETS - TIME, BUDGET,
AGREED DELIVERABLE RESULTS

OUR SOLUTIONS:

DELIVER ON TIME, ON BUDGET WITH QUALITY
RESULTS AND DELIVERABLES

“...well organised, committed to action, responsive to instructions in a timely manner and accommodating in completing over thirty client requested variations to the project.”

Marocchi Engineering Group

DEVELOPMENT AND CONSTRUCTION IS AN EXTREMELY COMPLEX PROCESS THAT REQUIRES A COMMITTED TEAM TO WORK WITHIN EXCEPTIONALLY TIGHT AND CONTROLLED PARAMETERS.

Through a wide-ranging metropolitan subcontractor base and our Goldfields Branch, we are able to undertake a project right through to the Practical Completion stage with:

- » Accurate Costings with Procurement contracts in place with key suppliers
- » Construction scheduling and planning
- » OHSEQ planning and implementation
- » HR mobilisation management
- » Induction and training
- » Inspections and verification
- » Deconstruction and reconstruction
- » All aspects of construction activities

Previously completed construction projects and demonstrated ability to carry out works in an optimum timeframe, in the most viable and safe manner, and completed projects to the satisfaction of all parties. Visit **www.buildingsolutions.net.au** for client testimonials.

We can meet your general infrastructure needs through construction of workshops for Heavy Mining Equipment and light vehicles/equipment including overhead cranes, site offices and crib facilities, storage facilities, washdown facilities, fuel, air and lube facilities, concreting, connecting services and more.



PROJECT MANAGEMENT

WE USE INNOVATIVE SOLUTIONS TO MEET SPECIFIC BRIEFS AND REQUIREMENTS – ALL WITHIN YOUR AGREED BUDGET.

Provide innovative resource solutions when your project demands the experience and skills to achieve completion on time, on budget with quality results.

Our Project Management Team has extensive knowledge to strategically assist in all aspects of a project, including site choice, environmental considerations and tender processes, through:

- » Contract management
- » Fabrication management and delivery
- » Strategic planning
- » Construction management and supervision
- » Site establishment
- » Tendering process
- » Staffing

- » Contractors
- » Procurement of materials from key suppliers
- » Environmental considerations
- » Quality processes

For a project to consistently meet its targets, you need two-way communication that is open and honest, internally and externally. We establish regular feedback mechanisms for supervisors to report on the progress of each project. This enables accurate status assessment of each project, so we can make any necessary changes to ensure efficient completion and timeliness.

Risks are identified early in the process and allocated to the best person to manage and mitigate them. Strategies are then developed and implemented by all responsible parties to extinguish, mitigate or minimise the effect of a risk and the likelihood of a risk event occurring.



SITE MANAGEMENT

YOUR CONCERNS:

SAFETY FAILURES AND LOST TIME
BOTH IN THE BUILDING PROCESS AND
PRODUCTION INTERRUPTION

OUR SOLUTIONS:

ZERO LOST TIME INJURIES SINCE 2011
ACROSS ALL SITES, INCLUDING MINE
SITES' WORKS

**OUR EXCEPTIONALLY ORGANISED
TEAM WILL MEET THE NEVER-
ENDING LIST OF DEADLINES THAT
OCCUR, BY ORGANISING THE RIGHT
PEOPLE WITH THE RIGHT MATERIAL
TO BE ON SITE AT THE RIGHT TIME.**

A project needs thorough and experienced site supervision to ensure its successful execution. Building Solutions' site supervisors have the experience to know what it takes to see a construction job through to Practical Completion with the highest safety standards and effective time and commercial management.

We cover all site requirements:

- » Planning – preparation of a construction programme to be monitored, tracked and updated on a regular basis with corrective action taken, if necessary. A Gant chart co-ordinates and tracks this process
- » Pre-start Investigation – site surveys, notifications to Statutory Authorities, risk identification and mitigation
- » Dilapidation Report – initial and final inspections and reports
- » Traffic Access Management – traffic and access management plans prepared and managed
- » Site Logistics – management established, security, personnel, access, deliveries, signage, movement and hoisting of materials, operation hours, noise and vibration management, dust management, stormwater control, soil excavation, storage and handling, waste management, environmental considerations; these are all planned for and managed
- » Contract Administration and Handover – progress meetings are held to ensure full compliance with contract requirements and facilitate two-way communication
- » OH&S Management Plan – provide a safe work environment and promote and maintain the highest standards

“Builders who are capable of taking on difficult projects and are also willing to go that extra mile.”

Condipodero & Associates

SAFETY

UNCOMPROMISING STANDARDS, EXCELLENT SAFETY RECORD AND REGULARLY AUDITED POLICIES AND PROCEDURES THAT MEET NATIONAL AND INTERNATIONAL STANDARDS.

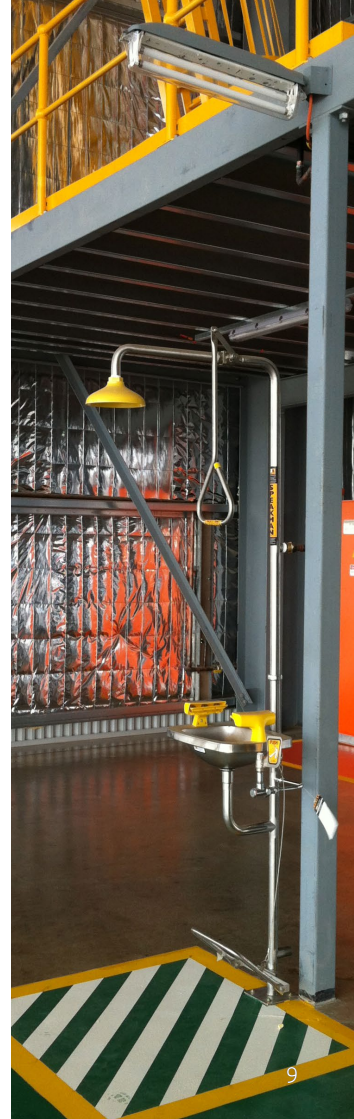
While it is commendable to operate by our slogan of “Building our reputation on Solutions”, our hard work will count for nothing if a member of our team does not come home at the end of the day. We make sure this doesn’t happen by:

- » Not compromising on our safety standards and procedures that our employees and subcontractors must adhere to
- » Having ISNetworld membership to verify safety and insurance standards

- » ISNetworld ranking Building Solutions each month based upon our safety manual policies and actual hours worked on projects. Currently we have an A grade rating with Caltex, Shell and Conoco Phillips
- » BP’s external safety consultant, KRS, auditing and granting Building Solutions BP Principal Contractor status in a short timeframe
- » Employing and retaining a knowledgeable team who share our commitment to safety
- » Maintaining a comprehensive set of written Safety Standards and Procedures
- » Continuing our employee training programmes and reporting matrix
- » Complying with all HSE policies, procedures and written instructions
- » Meeting all requirements of the OH&S and Worksafe Regulations and Acts

SAFETY ACHIEVEMENTS

- » Zero Lost Time Injuries since 2011
- » Obtained and maintained an A grade rating by ISNetworld over the 4 year period since initially receiving it
- » Maintained safety audits of onsite activities to gain future Safety Management Systems certified to AS/NZS 4801:2001 accreditation
- » Reached Principal Contractor status with BP



Our objective is to ensure that you are confident in our ability to meet your current and future needs.

BUILDING SOLUTIONS WITH A DIFFERENCE

- » Product Differentiation Strategy – we compete by having a tailored team of professionals with diverse experience. This enables us to complete multi-industry projects and yet maintain a lower cost structure than our competitors
- » Adaptable contract structure and payment terms through Cost Plus, Open Book and Lump Sum options
- » You can negotiate the payment terms with us and keep everybody happy and cash flow positive
- » Ability to undertake projects in regional areas and in WA, SA, NSW and VIC
- » No project has been completed later than the Practical Completion date
- » Financial stability and regularly paying our Subcontractors within 30-40 days of invoice submission
- » Experience in using common forms of Contract methods including Bill of Quantities
- » Since the GFC we have maintained the majority of our turnover, completed numerous projects and continue to operate Building Solutions in a stable manner in terms of profitability and employee retention
- » No penalties or infringements have been incurred with any Council or Environmental Authority

- » A demonstrated history of performance targets being met
- » Saving you time and money, now and into the future through our history of low maintenance requirements

Client testimonials demonstrate our ability to carry out the work in optimum time and in the most viable and safe manner, which achieves a completed project to the satisfaction of all parties involved.



Key strategy: Flexibility for Opportunity

PREVIOUS PROJECTS

- » Our diverse range of projects is a reflection of the highly skilled and multi-discipline team at Building Solutions. This business strategy ensures our flexibility without costing you more.
- » Goldfields Ltd – two Design and Construct workshops capable of servicing the largest dump trucks worldwide. All completed significantly earlier than agreed, under budget and passed all external safety audits – \$7m
- » Caltex Ltd & BP Ltd – numerous projects in WA and SA from renovations to full-scale retail set-ups while maintaining our safety ratings
- » Ausdrill Ltd – various large scale manufacturing & workshop buildings – \$5m
- » Vincorp Pty Ltd – multi-story mixed use building – \$6m
- » Over 50 tilt style warehouse/office/showroom projects throughout WA – over \$1m each
- » WA Government Projects – completed 10 schools all on time over 18 months for Federal BER programme – \$22m
- » Other contracts include Design/Construct, Tender, Repeat Clients, Agreed Open Book, Cost Plus and using the Bill of Quantities methods

Further projects are detailed on
www.buildingsolutions.net.au



“Organisational Ability – Well organised, responsive and efficient, appropriate management able to produce consistent and impressive results.

Time & Cost Performance – Very good, consistent and reliable hence our ongoing relationship. Building Solutions has been able to complete building projects either on time or slightly earlier.

Standard of Workmanship – Excellent; entirely consistent with the quality standards required by our company.

Level of Co-operation – Very good, have enjoyed excellent rapport with key staff and contractors.”

Senior Project Manager, Caltex



Building Solutions Mission:

- » Provide innovative, quality workmanship to a high standard,
- » Complete work safely within budget and time constraints, and
- » Conduct business in a professional and ethical manner whilst forming new relationships with vested parties over many years of operation.

WITH OVER 50 YEARS EXPERIENCE IN BOTH THE CONSTRUCTION AND FINANCIAL SECTORS, WE DRAW ON OUR REPUTATION, EXPERIENCE AND HARD WORK ETHIC TO DEVELOP AND GROW BUILDING SOLUTIONS.





DAVID GUILLE, FCA

EXECUTIVE CHAIRMAN

- » **BACHELOR OF BUSINESS**
- » **A FELLOW OF THE INSTITUTE OF CHARTERED ACCOUNTANTS IN AUSTRALIA**
- » **MEMBER OF THE STATE COUNCIL LEAN CONSTRUCTION INSTITUTE - WA.**

David is a Chartered Accountant with 25 years experience in both commercial and private sectors.

With a specialist strategic ability, David is responsible for the direction, financial structure and human resources at Building Solutions. He has owned numerous successful businesses ranging from Pubs, Accounting Practices, ATM networks, Motor Vehicle Dealerships, Property Development and this Construction Company.

MARCUS KOTSOGLO, REGISTERED BUILDER

MANAGING DIRECTOR

- » **ASSOCIATE DIPLOMA APPLIED SCIENCE BUILDING**

During his 25 year career in the Perth building industry, Marcus gained a broad range of commercial and residential experience in local government, the private residential sector and in the large-volume construction industry.

Marcus has a comprehensive understanding of every aspect of the building process, is a qualified Building Surveyor and has an extensive collection of contacts across all facets of the industry.





WINNER OF 2009/10 MBA BEST NEW COMMERCIAL BUILDER IN WA
WA BUSINESS NEWS RISING STARS 2010 AWARD WINNER

HOW TO CONTACT US

TELEPHONE: 1300 77 88 99

FACSIMILE: 1300 77 88 90

HEAD OFFICE: 725 Marshall Road, MALAGA WA 6090

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