

CAPABILITY AND EXPERIENCE STATEMENT ICHIBAN COMMERCIAL SOLUTIONS PTY LTD

1. ICHIBAN COMMERCIAL SOLUTIONS

Ichiban Commercial Solutions is a commercial, procurement and tendering support firm. We work with business, procurement leaders and procurement teams in the areas of procurement, building business capability, risk management and tendering to find procurement solutions that make commercial sense and develop the competitive and innovative advantage of business. We also support business with strategic business planning and business transformation.

Celia Jordaan, Director and Principal Commercial Consultant, founded Ichiban Commercial Solutions in 2015.

Celia Jordaan has over 30 years international and corporate experience and worked in the areas of commerce, business, procurement, tenders, supply chain, contract management, law and risk.

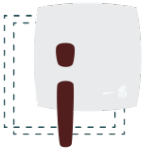
Further to starting Ichiban Commercial Solutions and assisting a diverse range of clients with commercial, strategic, business transformation and tendering support, Celia has successfully managed procurement/supply chain teams. She has worked on both sides of the spectrum, both from a company and a contractor/supplier perspective. Her experience and background include working in the mining and resources sector and assisting construction companies, not-for-profits, small and medium business and government project sector clients.

2. THE ICHIBAN COMMERCIAL SOLUTIONS APPROACH

We believe in thinking differently about how procurement can help business succeed and support business in a commercial, strategic and business transformative manner.

Simplicity and removing unnecessary red tape are two key components of all we do and how we do what we do.

We believe in challenging the status quo through finding solutions that will improve partnerships, maximise savings, grow business and changing the face of procurement.



Our approach is to find solutions that will make commercial sense, build key relationships, manage risk and assist business to grow and excel. We aim to build capability, capacity, leadership and resilience in business and procurement.

Our core capabilities are shaped by our hands-on business experience in the areas of running a business, supporting clients to run their business, procurement, contracts, tenders, contractor management and risk management in different sectors, including mining and resources, not-for-profit organisations and small business providing goods and services to government.

Building capability and the transfer of skills and knowledge are important to us. We always look for ways to fit our services with the broader strategic requirements of our clients.

For us, our focus is finding solutions that will showcase the unique value propositions of our clients, make our clients grow, become more resilient and improve leadership in business.

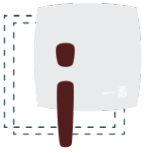
3. WHAT MAKES US DIFFERENT?

We have experience across the range of complicated, business critical contracts and procurement to smaller forward purchasing contracts. Whilst we do not shy away from difficult negotiations (on either side), we work to build relationships and find sustainable solutions. We have a proven track record of effectively administering, advising on and managing resources related contracts across the spectrum of government, managing utilities, logistics and warehousing, mining contracts.

We have extensive prior experience with managing major/critical contracts, mining project related contacts, contracts administration, procurement data analysis and evaluation and EPCM contract arrangements.

What sets us apart?

- ✓ The ability to look at problems with a new set of eyes, ask difficult questions and find solutions to real business problems;
- ✓ Our collaborative partnership negotiation approach resulting in win-win outcomes for both parties;
- ✓ Diverse background and experience not only in procurement and supply chain but also in commerce, business, risk, law, contractor management, safety and business improvement.
- ✓ Our ability to develop detailed scopes and to link this to contracts but also support implementation, contract management and managing projects;
- ✓ Extensive experience in projects and risk management and the ability to apply these to all of the work we complete;



- ✓ Our knowledge and experience in the area of business critical, high value, high risk and complex contracts, linked to the ability to negotiate good outcomes;
- ✓ Proven success in achieving sustainable cost savings on a total cost of ownership basis;
- ✓ Diverse international experience from working in different locations, countries and languages but also working with both local, national and global clients;
- ✓ Focus on finding solutions that will enhance outcomes that are future proof and sustainable;
- ✓ Ability to fix broken contracts;
- ✓ Hands-on understanding of how to develop and implement solutions that will lead to increased effectiveness and efficiency;
- ✓ Ability to “translate” complicated legal concepts into procurement speak and vice versa;
- ✓ Our extensive knowledge of “procurement speak” and our ability to translate capability and experience into procurement speak in completing tenders;
- ✓ Our understanding of procurement both from a sourcing and provider perspective.

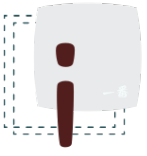
4. OUR TRACK RECORD

Since establishment in 2015 as a commercial and business consultancy firm, we have managed to build up our customer base through repeat work or word of mouth referrals.

As a relatively boutique-level business, we do work hard to build our client base but find it rewarding to see our clients return to us for more work on a regular basis.

Some of our clients and projects under Ichiban Commercial Solutions include:

- ✓ **Uniqco Group of Companies** – procurement support and local government procurement, including key regional local governments with complex projects and requirements;
- ✓ **FABCO Custom Build Transportables** – tendering and commercial support, including development of ITPs;
- ✓ **Milward Engineering** – contract and commercial support;
- ✓ **Clear Edge Filtration** – tendering, commercial support and contract negotiation;
- ✓ **Acero Construction** – construction tendering and procurement support;
- ✓ **ORIX Australia** – review of existing tendering documents and updating to reflect best value for money, development of a tendering library.
- ✓ **Small Business Development Corporation** – tendering and risk management workshops for SMEs as part of the Business Local provider panel.
- ✓ **HelpingMinds** – assisted with various grant applications and tender submissions and business planning facilitation and development;



- ✓ **Bardfield Engineering** – procurement advise as well as improvements to safety management system; assistance with tenders.
- ✓ **Tetris Environmental** – development of procurement templates;
- ✓ **Maxwell Robinson & Phelps** – tendering, procurement support and strategic business planning.
- ✓ **Workwear Industries Group** – Strategic tendering response development;
- ✓ **BVCJV** – assistance with contract negotiation and acceleration of contract execution as part of the Woodman Point Wastewater Treatment Plant upgrade.
- ✓ **State and government organisations** – more information can be provided on these clients upon request.

Previous to Ichiban Commercial Solutions, Celia Jordaan worked as Supply Chain Manager at a mineral sands mining company, Tronox and Contracts Manager at AngloGold Ashanti.

Part of the Tronox global supply chain team, Celia managed and lead the major contracts, contracts and stores at Tronox's Chandala and Cooljarloo sites. She was responsible for the negotiating and commercial management of the major mining contract, logistics and warehousing and energy contracts for all Australian sites. She was also responsible for international procurement requirements from countries such as China and the US.

Celia furthermore managed a dedicated set of Indigenous procurement work packages when she was employed by AngloGold Ashanti. In addition, as Contracts Manager, Celia assisted the open pit manager with the commercial management of both the Downer pain/gain share contract as well as the Carey Mining contract. She was also part of the team that reviewed the mining contract for the Tropicana mine.

5. OUR CLIENT EXPERIENCE

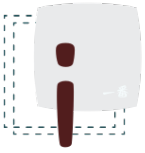
More client experience and testimonials are available on our website but here are some of our favourite ones.

"Celia Jordaan is one of those once in a lifetime connections you make. She has an uncanny ability to connect with others and a deep sense of intuition that I see as one of her greatest strengths, alongside being practical, insightful and wonderfully professional.

I have found her to be supportive and encouraging and constantly interested in the business I am running and providing countless ways to help it grow.

A top performer. I truly would not go past her. It is a pleasure to both know, and work with her."

Caryn Walsh, Pure Magic International Business Solutions



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Capability and Experience Statement

"As procurement consultant, Celia is an expert in her field. She is knowledgeable, professional and approachable. Thank you for helping us and our clients through the tendering process."

Rob Nathan, Australian Tenders

"Celia is a rare talent who I am very pleased to be writing a recommendation of high praise for her procurement work. She and I worked together extensively at Tronox on global and regional Asian procurement initiatives. Celia was unique in her approach to finding creative solutions to complex problems. She possesses the drive to make things happen and then backs it up with exemplary results. I greatly enjoyed working with her and know she can make a difference to any organization looking for procurement expertise."

Scott Preston, Accomplished Fortune 500 Business Executive

6. CONTACT DETAILS

Please contact us for more information:

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