



A PROVEN, PRACTICAL
PATHWAY TO FAST-TRACK
PRODUCTIVITY AND COST
IMPROVEMENTS

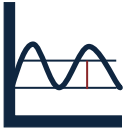
**CLOSING
THE GAP**

“CLOSING THE GAP” IS A PROGRAM THAT IMPROVES PRODUCTIVITY AND REDUCES COST FROM WHERE YOU ARE TO WHERE YOU NEED TO BE



Today’s business environment has become more volatile, uncertain, complex and ambiguous [VUCA] than ever before.

Executives are more likely to face a range of challenges and barriers in delivering on near term company plans or targets.



Closing the Gap consolidates, filters and implements an organizations energies, cost out and efficiency ideas to ensure your business is profitable through all stages of the business and commodity cycle.



Closing the Gap is a methodology that combines data analysis and experience with frontline workgroup engagement to deliver **fast-track improvement program** to deliver bottom line results.



It was developed by industry leaders frustrated at the lack of a disciplined yet practical, rapid approach to validating, evaluating and prioritising improvements to drive costs and waste out of a business.



Nearly two decades later, it has evolved to become the most pragmatic, fast-tracked method of its kind that still yields a robust path forward.

We bring a proven methodology implemented by a “dirt under the fingernails” team to unlock the potential of your operations and deliver rapid bottom-line improvements.



Siecap is an independent, specialist project management and advisory firm providing a full range of capital project and operational services that assist clients to optimise value, manage risk and increase performance across the entire mining cycle.



Minset’s business improvement services are specifically geared for heavy industries including mining, oil and gas, refineries, quarries, transport, construction and manufacturing. We fast-track performance improvements by partnering with our clients, pursuing practical results and sharing capability for sustainable gains.

All through the lens of simplicity

Cost Reduction

Operational cost reduction

- Developed proven, repeatable methodologies to drive out cost
- Ensure that newly embedded knowledge and skills can continually improve our clients’ organisations.

Overhead cost reduction

- Helped many clients reorganise and refocus their corporate and ancillary functions to deliver rapid improvement.

Working capital reduction

- The reduction in working capital is often the overlooked opportunity in driving cost improvement, due to the lack of clear ownership and understanding of its impact on the bottom line.
- Drive out “waste”/non-value adding activity

Performance

Performance improvement

- We help clients increase workforce effectiveness in two ways:
 1. by focusing on reducing non-productive time; and
 2. by making production time safer and more productive

Maintenance & shutdown performance

- Optimize maintenance activities, whether in-house or out
- Reduce the number of shutdowns –and the length of time they last, and, with effective supervision and execution and make changes stick.
- Drive a culture of “delivery to the plan”

Production increases

- Prioritise ideas and areas for change
- Align functions effectively to meet targets
- Drive ownership of ideas and responsibility for action

Planning and Measurement Tools

Lean tools and mindset

- Deliver bottom-line results and a sustainable solution with a further empowered organisation.

Footprint rationalisation

- Our people have the unique blend of strategic insight and practical implementation skills necessary to deliver rapid and sustainable benefits from footprint rationalisation.

Mine Plan Optimisation

- We can provide an independent review of your mine plan, which has the potential to identify inefficiencies and opportunities.
- Often those to close or in the business are not seeing the wood for the trees.

CASE STUDY



With a strong focus on resources and other heavy industries, our combined Siecap and Minset teams have worked for many organisations across Australia and internationally. Our experience means we understand how business size and context influence improvement work. We tailor our approach to best engage your people to design the right program and deliver the right outcomes.

COST REDUCTION FOR AUSTRALIAN OPEN CUT MINE

Lowering the cost / unit for the mine, processing and port operation into the lowest quartile of producers without destroying the underlying fabric of the business to capitalise when the commodity cycle shifts.

Background

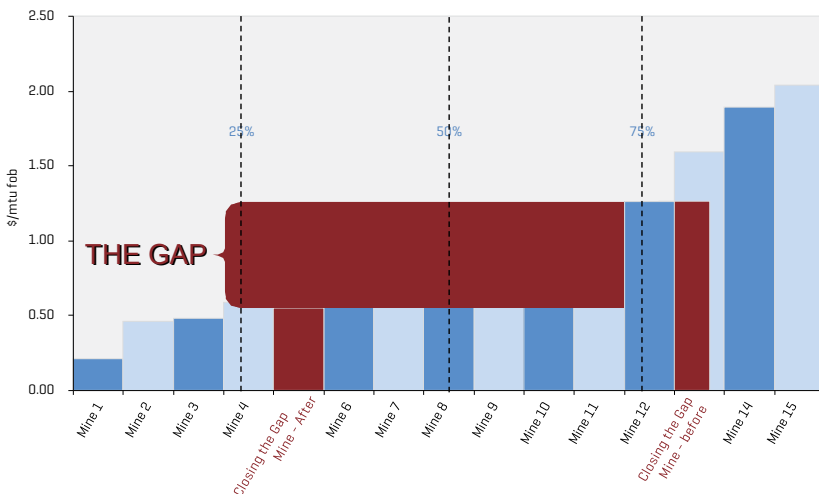
- Business had cost out programs performed with drastic changes to organization structure and people numbers
- Business viability pressured as positioned in third quartile for cost / unit during the bottom of the commodity cycle
- New leadership team recognized “consultant business review” fatigue in workforce
- Corporate pressure to make business viable during the bottom of the cycle, and positioned well to increase market share when cycle shifts upwards

Results

- Program delivered reduced cost of producing product by 50
- Production volumes nearly doubled through disciplined management of production bottleneck with no major capital investment required
- Capability of frontline leaders and area superintendents developed to better understand production and cost drivers, how to problems solve and implement solutions with teams
- Positive shift in workplace culture survey results; building capability and leadership from client personnel throughout the program was instrumental in achieving this.

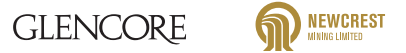
How our Team helped

- Stream leads were selected from pool of business high potential performers who would be the face of the program. Intense coaching on job for what it takes to lead and influence change.
- Disciplined and rigorous process in place to identify and evaluate opportunities
- Disciplined communication processes implemented through all levels of business, good and bad news shared equally
- Connected into large network of peers able to further challenge business “sacred cows”
- Identify and manage production bottleneck to improve volume



OUR CLIENTS

We have supported organisations in all sectors of the industry, from the world’s largest resources companies to junior listed explorers and private entities.



OUR TEAM



Common values, and our shared passion to deliver the best outcomes for clients, have brought Siecap and Minset together. Our complementary competencies offer an unmatched depth of services and capabilities to clients across a range of industries.



TIM CROSSLEY - Highly Experienced Mining Executive

Tim is the former President and Chief Operating Officer at BHP Billiton's West Australian Iron Ore business and previously held senior positions in BHP Billiton's manganese and metallurgical coal divisions. He was COO of Gloucester Coal, an ASX-listed diversified coal company producing around 5Mt pa of coal. Tim's most recent position was as Executive Chairman of Trans Tasman Resources, a development seabed mining and exploration company headquartered in Wellington, New Zealand.

KEY STRENGTHS

- Leadership Engagement
- Culture Change
- Cost reduction
- Volume improvement
- Rapid turnaround



ANTHONY TARSILLI - Performance Improvement Expert

Anthony has 25 years' experience in the resources industry, covering technical, operations, project and corporate roles in open cut and underground mining, processing and port facilities.

His experience provides a strong foundation for knowing where gains can be found and translating those into practical solutions. He has developed and implemented business-wide Lean and Six Sigma improvement programs up to global mining company scope and is a proven mentor for leaders applying improvement techniques in their workplaces.

- Leadership Engagement
- Culture Change
- Process Improvement
- Data Analysis
- Lean Six Sigma
- Benefits Analysis
- Bottleneck Management



TROY HARPER - Performance Improvement Specialist

Troy is an experienced Performance Improvement Consultant with over 15 years' experience working with clients, management teams and frontline leaders to minimise cost, improve output and increase efficiencies.

Troy has held business improvement and operational management roles in the manufacturing and distribution businesses.

He has previously worked with clients, where he has led the implementation of several improvement and transformation projects.

- Lean Six Sigma
- Rapid Improvement
- Data Analysis
- Change Management
- Volume Improvement
- Cost Reduction
- Benefits Analysis



ANDREW ATTRILL - Operations and Maintenance Improvement Specialist

Andrew has a career spanning 30 years in the resources and business improvement sectors. He has held maintenance and engineering management roles in owner-operator environments.

His operational experience covers mining, processing, port and rail facilities, focused on asset, maintenance and shutdown improvement. His depth of experience in applying Lean and Six Sigma principles to diverse mine operations provides a significant advantage to clients.

- Shutdown Planning & Execution
- Maintenance Improvement
- Asset Management
- Lean Six Sigma
- Data Analysis
- Frontline Engagement

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