



Extract more value from every supplier relationship

Capability Statement - Mining

Trusted by:

**BHP**

GLENCORE

**NHG**  
NEW HOPE GROUP

 **NEWCREST**  
MINING LIMITED

 **HARMONY**

**THIESS**

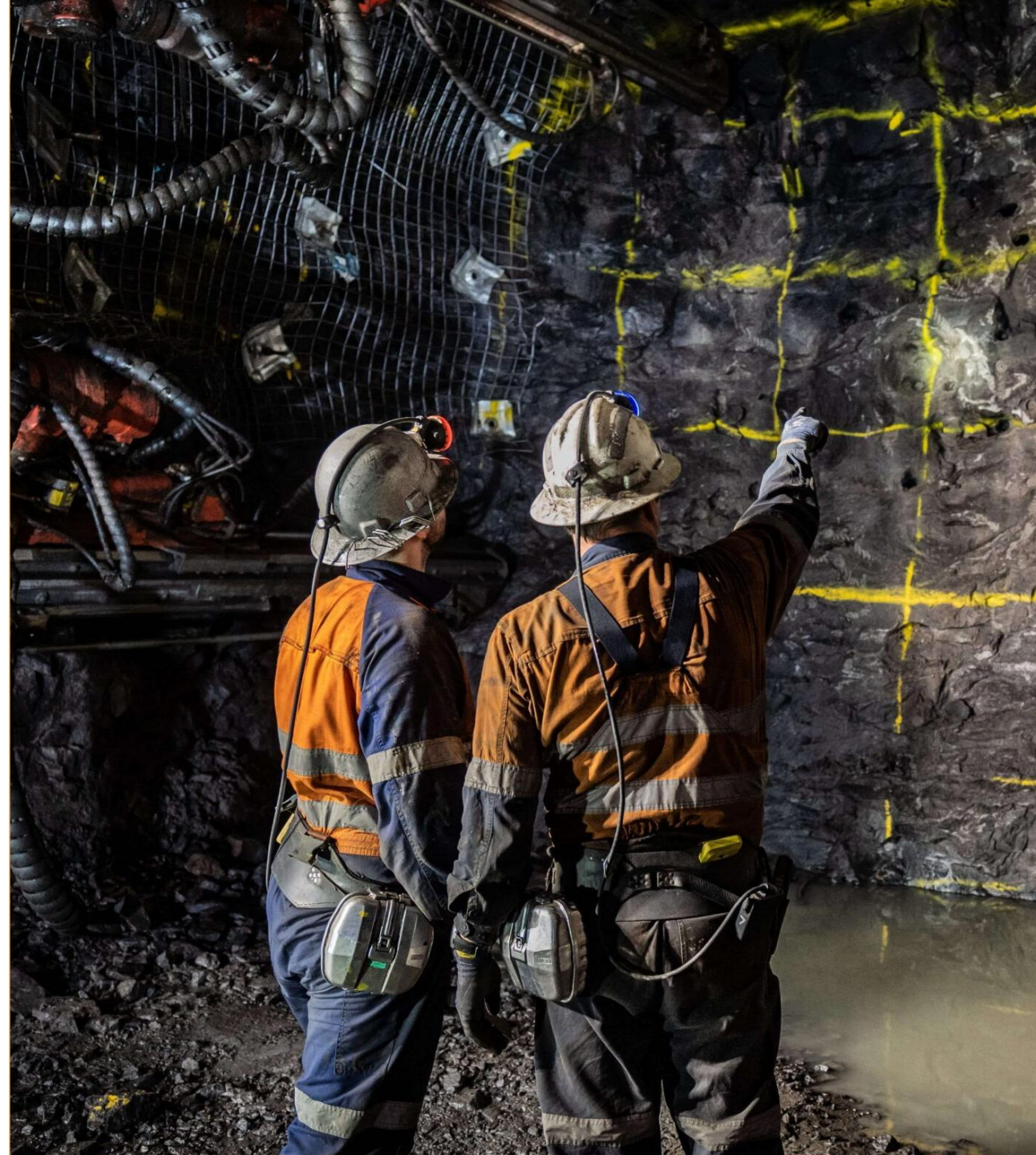




# About Us: Why We Exist

At **Acquire Insights**, we believe too many mining companies are leaving money on the table — not because they aren't working hard, but because their supplier arrangements aren't working hard enough.

In capital-intensive industries, every dollar saved drops straight to the bottom line. And in today's market, that kind of commercial advantage isn't optional — it's critical.







# How We Deliver Impact

We use procurement as a lever to unlock commercial value — fast. Our edge lies in combining:

- **Proprietary spend analytics**  
(like SpendSphere™ & Traaci™)
- **Deep commercial expertise**
- **Execution-focused delivery**

We move beyond advice to deliver real outcomes: smarter contracts, leaner costs, and stronger supplier performance.

# What We Do

We support multi-site mining companies to:

- **Cut costs** through contract reviews, repricing, and supplier consolidation
- **Accelerate projects** by getting procurement ready and packages to market fast
- **Resolve contractor issues** that are holding back production by fixing delivery models and accountabilities
- **Reduce risk** by restructuring commercial models for greater resilience and operational control
- **Reveal value** through analytics that uncover cost leakage, risk exposure, and untapped savings





# Service Offerings

## CommercialRenew™

Make Your Next  
**Supply Contract** Renewal  
a Commercial Win.

Renew Smarter | Win Commercially.

## TenderFlow™

Full-service tender  
management,  
from planning through to  
award

Commercially Driven | Seamlessly Delivered

## FastTrack™ – Projects

Clear the roadblocks  
from scope to procurement  
and reach first ore faster.

Accelerate Setup | De-Risk Delivery

## LeakFinder™

Forensic analytics built  
to cut through messy  
spend data & surface  
hidden savings.

One-time scan | No system access | Fast

## ScopeAssist™

Don't start with a blank sheet:

Turn operational needs into  
robust, commercially sound  
scopes of work – Fast.

Fast | Commercial | Aligned

## CarbonWise™

Spend-Based Scope 3 Reporting

Rapid Scope 3 reporting  
powered by spend data and  
expert classification.

Fast | Compliant | No Models Needed

# Unlocking \$2M pcm (50%) in Hidden Value within a \$42M Quarrying & Haulage Contract

## The Challenge

BHP was under pressure to reduce costs and had initially set a target of achieving a 5% saving on a \$42 million per annum quarrying and haulage contract. The most obvious option was to run a competitive tender and replace the incumbent supplier.

## Our Approach

Rather than default to a supplier change, we helped BHP take a more strategic view of value.

Our team conducted a detailed **value chain mapping** exercise to understand the full commercial and operational contribution of the existing supplier. This process uncovered hidden efficiencies, bottlenecks, and areas for improvement that had not been visible through traditional cost-cutting lenses.

We then designed and facilitated an **agile market engagement process**, testing assumptions and benchmarking against alternative providers without triggering a full market reset. Finally, we led a **structured negotiation strategy** that aligned internal stakeholders and created the commercial tension needed to drive outcomes—with the existing supplier.

## The Outcome

By shifting the conversation from unit rates to total value delivered, we enabled BHP to retain their supplier and unlock significant cost improvements. The result was **approximately \$2 million in monthly savings**—well beyond the original 5% target—with no disruption to operations.



*"The approach the Acquire team took was nothing like I had seen before – a perfect combination of operational understanding and commercial intelligence"*

**Grant Aitchison GAICD**  
General Manager – Surface Operation & SSE

The BHP logo, consisting of the letters 'BHP' in a bold, orange, sans-serif font.





# Designing a Fit-for-Purpose \$500M Underground Mining Contract for Newcrest

## The Challenge

Newcrest was preparing to go to market for a multi-year lateral development contract worth approximately \$500 million, supporting their next major expansion project.

However, the executive team was divided on how to structure the commercial model—debating between a fully variable contract, or a blend of fixed and variable components.

Their hesitation was grounded in history. Past contracts had led to frequent disputes and underperformance by mining contractors, often escalating to legal action. The team knew the wrong model could cost them more than money—it could jeopardize production targets.

## Our Approach

Rather than choosing a model based on precedent or instinct, we worked with Newcrest to **model the operational and financial outcomes** of several commercial model options.

This included running detailed **multi-year scenario simulations**, calculating daily cost exposures under varying site conditions and contractor performance levels.

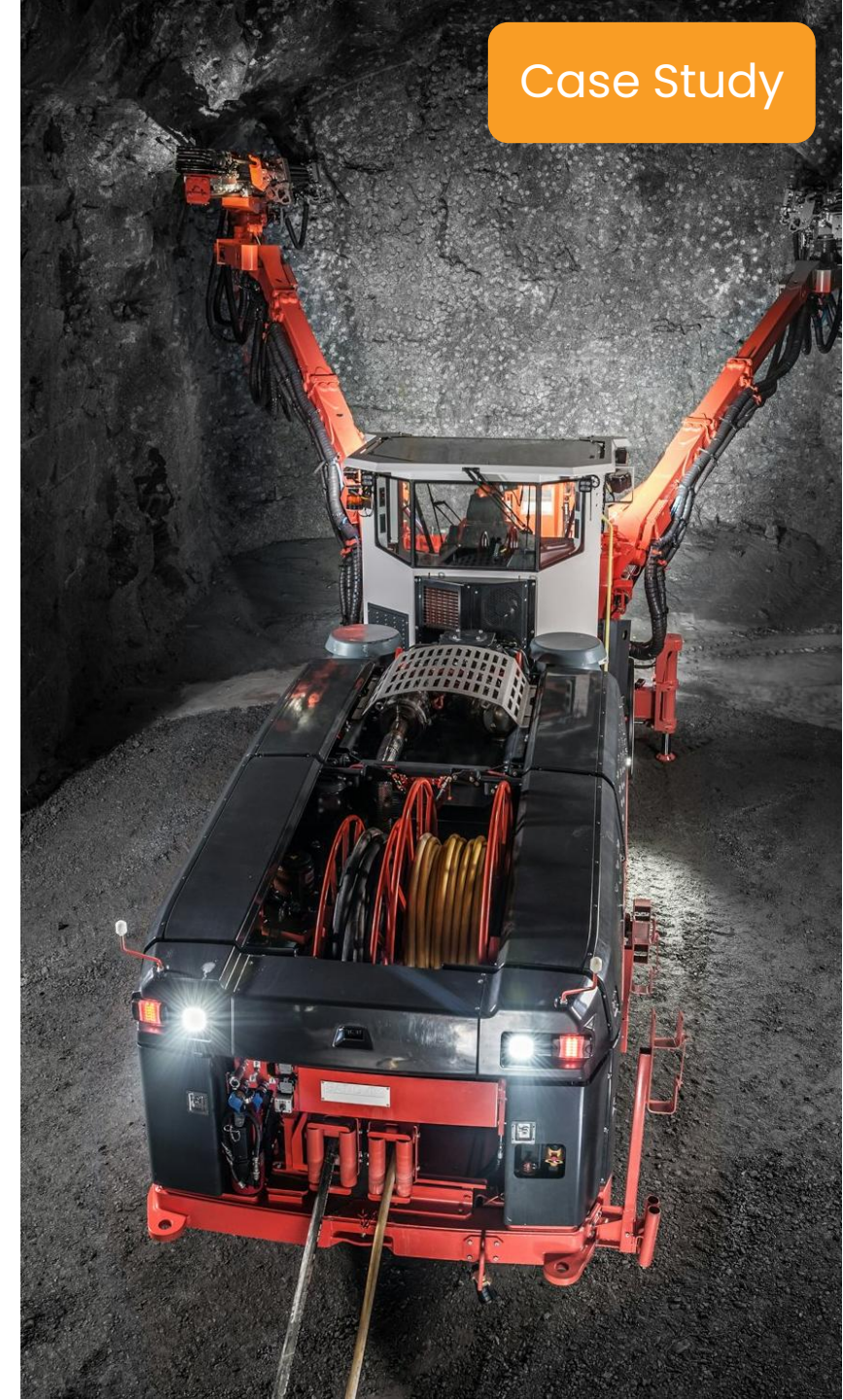
Our analysis uncovered a key insight: the performance of each commercial model was highly sensitive to the **variability in face access** (the number of available work fronts underground).

In scenarios with high variability, fixed-price models quickly became loss-making for contractors—who in turn would reduce effort to protect their margins, leaving the owner short of development metres and missing production targets.

There was a pivotal moment in the room when one executive said, *“This is why we’ve ended up in court so many times.”* The connection between the contract model and operational volatility was suddenly clear.

## The Outcome

We helped Newcrest design a **commercial model tailored to their operational realities**—one that de-risked production outcomes while still ensuring the lowest reasonable cost. By aligning incentives and setting the right commercial boundaries, the new structure provided clarity, accountability, and confidence ahead of mine engagement.





# Rapid Procurement Mobilisation for a \$6B Project

## The Challenge

The Wafi-Golpu project in Papua New Guinea—one of the region's most significant undeveloped gold-copper projects—was entering a critical phase.

With pressure mounting to move quickly, the project team required a partner who could not only provide strategic procurement support but also hit the ground running with systems, people, and capability.

A competitive tender was issued to secure that support. Timeframes were tight, and expectations were high.

## Our Approach

We won the tender based on our proven track record of large-scale project mobilisation, deep procurement expertise in mining, and fit-for-purpose digital capability.

Within weeks, we had **deployed a dedicated procurement team**, implemented **specialist procurement technology**, and begun engaging the market.

Our approach was built around speed without compromising governance. Leveraging our proprietary tools and scalable frameworks, we were able to **accelerate onboarding, establish sourcing processes, and initiate early work packages**—well ahead of typical industry timelines.

## The Outcome

Procurement was up and running in record time. By providing an end-to-end solution—including people, process, and platforms—we enabled the Wafi-Golpu project team to focus on delivery while ensuring procurement was aligned, compliant, and commercially sound from day one.

Our ability to scale fast while maintaining discipline made a real difference in setting the tone for project success.





# Mobilising Over 100 Work Packages for New Hope's Acland Mine Restart

## The Challenge

After years of regulatory delays, New Hope's Acland mine finally secured approval to proceed.

The project was effectively starting from a standstill, but timelines were tight. More than 100 procurement work packages—many created years earlier just to secure approvals—now needed urgent attention.

One of the biggest challenges was that the original cost estimates were significantly outdated. Developed pre-COVID, they no longer reflected real market conditions, especially with rising costs and supply constraints.

In addition, many scopes had been over-specified ("gold plated") to meet approval requirements and weren't commercially or operationally practical in their current form.

## Our Approach

We deployed a procurement team to review, revalidate, and rework the full portfolio of work packages. Each scope was assessed for accuracy, commercial viability, and sequencing.

We revised and restructured packages to align with actual project needs, updated pricing based on current market data, and prepared documentation for selected high-priority engagements.

Throughout the process, we collaborated with internal stakeholders to ensure the packages were practical, fit-for-purpose, and ready for execution.

## The Outcome

With the structure in place and several key packages issued to market, we handed over a coordinated and commercially sound portfolio to New Hope's internal team for completion.

This accelerated their mobilisation and gave the project a solid foundation to proceed, despite the time lag and post-COVID cost volatility.





# Unlocking Hidden Savings at Glencore's Metals Australia Operations

## The Challenge

Glencore's newly formed *Metals Australia* business was under intense pressure to reduce costs.

Their Mt Isa operations had been running over budget for years, and the executive team was laser-focused on commercial turnaround. We were engaged to review six of their major contracts—where previous consultants had reported only marginal savings, often capped at 1%.

## Our Approach

We applied a different lens. Rather than focusing solely on rate card reductions, we examined how each contract fit within the broader value chain. Using our proprietary SpendSphere.ai software, we quickly identified and validated issues that were previously overlooked.

In live executive meetings, we pulled up supplier purchase orders and drilled into individual line items, providing real-time evidence when findings were challenged.

This transparency and depth of analysis shifted the conversation from surface-level rates to operational impact.

## The Outcome

Our review revealed savings opportunities of **15–30% across all six contracts**—far exceeding prior estimates. The difference came from our ability to connect procurement data with commercial context, exposing inefficiencies that were otherwise buried in complexity.

By focusing on the bigger picture, we helped Metals Australia take real steps toward restoring financial control.

GLENCORE





# Meet the Team

**We're the SME alternative to the Strategy Consultants and Big 4 for procurement advice and support.**

Our team is made up of senior, commercially minded professionals with deep operational experience and a laser focus on procurement.

We deliver tailored, practical solutions through smaller teams and shorter projects — driving bigger results and better returns. Since 2014, we've supported over \$10 billion in projects across mining, utilities, transport, and education.





# Contact Details

When performance, cost, or delivery is on the line — we make procurement deliver

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**Brisbane, Australia**

### Core Skills:

- Commercial Analysis
- Data Analysis
- Project Management
- Negotiation strategies

# Simon Thompson

## Director

Proven commercial advisor with deep mining sector experience, delivering high-impact procurement outcomes across \$10B+ in projects for clients like BHP, Newcrest, and Thiess.

### Relevant Experience:

- **Led procurement advisory and execution for major mining clients across Australia and Asia-Pacific**, supporting over \$10B in project value including greenfield developments, operational cost reviews, and contract restructuring.
- **Established the procurement function and coordinated work package execution for the \$6B Wafi-Golpu greenfield mine in PNG**, selected via competitive tender to fast-track delivery.
- **Advised BHP on the global renewal of a \$5B Caterpillar alliance**, delivering commercial frameworks and negotiation support for one of the world's largest mining equipment contracts.
- **Redesigned commercial models and KPI structures** for underperforming contracts at **Newcrest (Cadia)**, improving performance visibility and aligning pricing with cost-per-tonne outcomes.
- **Developed and deployed proprietary tender analysis software (Traaci™)** to accelerate sourcing timelines and increase depth of commercial evaluation for a \$500M mining services tender.
- **Delivered sourcing strategy and commercial analysis for Thiess' global LV tire program**, covering over 1,000 SKUs across multi-country operations.

### Previous Employment:

- Infosys Portland
- BHP Billiton
- Ariba
- Volvo Aero Corporation

### Education:

- Negotiation Masterclass, Harvard
- Bachelor Engineering , Mechanical & Space (Honors)
- Bachelor Business Management





**Brisbane, Australia**

#### Core Skills:

- Project Management
- Strategic Assessments
- Financial Modelling
- Commercial Analysis

# Greer Long

## Director

Commercial strategist and procurement professional with experience from strategy consulting to private equity

#### Relevant Experience:

- Project lead and support for various supply contracts at BHP (Base Metals)
- Project team member for sourcing >\$500M of supply contracts for BHP (Coal)
- Due diligence of supply contracts when purchasing companies whilst working in private equity
- Strategic assessments and cost savings projects at leading Australian organisations across a variety of sectors ranging from Mining, Education, Consumer Products and Retail (BHP, Southern Cross University, Woolworths, WHSmith, Masterfoods)

#### Previous Employment:

- Bain & Company
- Crescent Capital Partners
- Infosys Portland

#### Education:

- Bachelor Commerce
- Bachelor of Economics, Finance and Accounting





**Brisbane, Australia**

### Core Skills:

- Tender Management
- Stakeholder Management
- Mining Operational Understanding
- Commercial Insight
- Project Management

# Jason Burgess

## Procurement Consultant

Ex CPO with Over 20 years of procurement and supply chain experience, including mining sector expertise.

### Relevant Experience:

- Over five years of category management experience with Rio Tinto, managing high-value contracts and supplier negotiations.
- Former Chief Procurement Officer (CPO) of a mid-tier company, providing strategic procurement leadership.
- Recently led capital projects for a mining operation in Queensland, overseeing procurement, supplier engagement, and contract execution.
- Expertise in governance, contract management, and procurement frameworks, improving compliance and risk management.
- Led major tenders, supplier consolidation, and contract negotiations to optimise procurement outcomes.
- Extensive experience in labour hire, freight, chemicals, and mining services, aligning procurement with operational needs.
- Strong stakeholder engagement, supplier performance management, and ability to drive commercial value in procurement.

### Company Experience:

- Rio Tinto
- New Hope Group
- Wesfarmers
- Urban Utilities
- Suncorp
- Super Retail Group

### Education:

- Bachelor of Business (Argi Business)
- Diploma of Procurement & Supply (CIPS)





Brisbane, Australia

### Core Skills:

- Commercial model developer
- Data Analytics including statistical analysis
- Python analytics
- Bid sheet development

# Neil Shackel

## Senior Commercial Analyst

20 years of experience in commercial and supply chain analytics, overseeing procurement engagements valued at over \$7 billion across Australia and Asia.

### Relevant Experience:

- **Led commercial analytics for procurement tenders totaling \$7 billion**, enhancing decision-making and optimizing supplier selection.
- **Developed supply chain models for a \$1 billion new operation** utilizing advanced probability techniques to drive strategic insights.
- **Created advanced should-cost models and conducted scenario testing** through Monte Carlo analysis for rail supply projects exceeding \$250 million.
- **Utilized Acquire's SpendSphere.ai software for spend analytics** and Spend Cube analysis on an annual budget exceeding \$1.5 billion for Queensland Government-Owned Corporations
- **Executed sales and operations forecasting and planning (S&OP)** for a major Asia-Pacific manufacturing organization, improving operational efficiency.
- **Designed and analyzed bid sheets using Acquire's Traaci.com software** for various clients across multiple sectors, including tyres, electrical, cleaning, rail, and roads.

### Previous Employment:

- Queensland Urban Utilities (QUU)
- Knauf Insulation
- Caltex Australia
- Shell

### Education:

- Bachelor of Applied Science (BASc), Chemistry