

PlantMiner Information Pack



Who is PlantMiner

Founded in 2012 by civil engineer Michael Trusler and tech solutionist Mike Davis, PlantMiner was built to change how the construction and mining industry looked at procurement. We wanted to create a platform that took out the need to trawl through multiple avenues to find plant and equipment.

Launched in 2013, PlantMiner has gone on to shake up the procurement industry and changed decades of juggling quotes and miscommunication to become Australia's leading online construction marketplace.

Now connecting plant and equipment hire businesses with contractors is easier than ever. PlantMiner is the one-stop platform for hire companies to create new relationships with local contractors across Australia who require their plant and equipment to assist with their projects.



The PlantMiner platform

Here at PlantMiner, we provide you with more than just a lead generation and procurement platform. Not only do you receive all the tools you need to gain invaluable industry contacts and increase your chances of being awarded work; but the support to expand your online presence.



RFQs

Every RFQ (request for quotation) you receive is a serious lead generated to specifically target your business' capabilities within the area you service.

Each RFQ is sent in real-time directly to your account, with email and SMS notifications available so you can receive job opportunities as they happen.

Our platform settings ensure you are only receiving qualified leads for jobs related to your field, with the availability to price directly to the on-site decision maker.



Serious Industry Contacts

With every lead, you receive invaluable industry contacts to form long-lasting relationships through PlantMiner.

You have access to every decision makers contact information, allowing you to follow up your pricing and create important relationships.

We provide you access to every contact, allowing you the opportunity to speak to the decision maker after the RFQ process and lock in future works with each contractor.



The PlantMiner platform



Online Visibility

As Australia's leading online construction marketplace, PlantMiner's platform allows you to receive leads while advertising your business to new customers. From tier one contractors to mining and local construction companies; industry leaders are using PlantMiner to find and hire your equipment across Australia.

Benefit from your PlantMiner online profile; list your plant and equipment, target the areas you service and grow your visibility through Google search results for your business profile.



Industry Intel

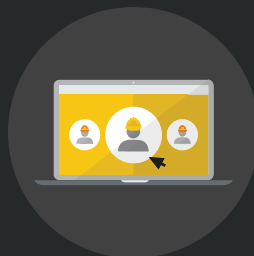
PlantMiner goes beyond providing you with a marketplace to gain leads and create industry relationships. We're here to help with all the industry information you need.

- Receive feedback on each RFQ informing you of who was awarded the project and why they were successful, helping you improve your chances of being awarded work in the future.
- Know of a project or company doing work in your area? We can help track down contacts on various projects across Australia, helping you to break into new areas and create new opportunities.



10,000+

searches
each week



33,000+

searchers ready
to hire



\$255,397,533

worth of work won
by our suppliers

How we ensure success

The PlantMiner platform ensures you are only delivered genuine opportunities that have been investigated on your behalf. Every subscriber receives access to our time-saving procurement platform, easy to use tools to quote projects and unrivalled support to expand your network.



Customer Success Managers

Our Customer Success Team are here to ensure you are getting the best results possible. Each PlantMiner supplier is assigned a dedicated Customer Success Manager, who works with you to maximise your success and experience using the platform.

From your account settings through to improving your response process and engagement with the platform; your Customer Success Manager champions you every step of the way.



Demos, Training and an Online Help Centre

Get the resources and support you need when setting up your PlantMiner account to hit the ground running. Benefit from your dedicated Customer Success Manager taking you through a comprehensive demonstration of the platform, and an easy to use Online Help Centre there to help when you need it.



Business Development Managers

Industry professionals with extensive knowledge on local, state and regional projects; our Business Development team are the best in the business to help you target opportunities.

PlantMiners' Business Development Managers investigate every RFQ and industry contacts on your behalf, working with you to get your business to the forefront of the industry.



Company Visits

Put a face to the PlantMiner name, with visit's from your assigned Manager no matter where you are in Australia.

Key account features

RFQ Centre








View all of your RFQs in one place on your PlantMiner Account Dashboard. Make it yours by filtering it by the information you find most important; whether it's job name, company, location or the open and close date.

Relevancy filters

Set your own filters to ensure you're receiving the most relevant leads on the jobs you want to work on.

RFQ Notifications & Reminders

You decide how often you are notified about new leads, and how you are reminded. With SMS and email notifications available, you can switch your reminders on and off as your business suits.

Relevancy filters		Plant and equipment hire
	Wet/dry hire	✓
	Minimum job period	✓
	Service location	✓
	Work type (general construction, mining, government/council, private)	✓
	Confirmed work	✓
	Tenders	✓
	Lump Sum (contract) capabilities	✓

Onboarding Process

Every PlantMiner supplier is taken through a comprehensive onboarding process, ensuring your business integrates smoothly and your assigned Manager can deliver your business' needs.



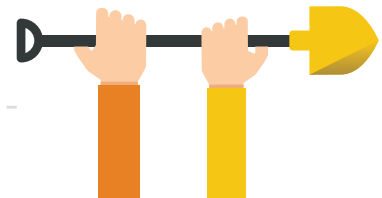
Handover

Once you are assigned your Customer Success Manager, you'll receive a kick-off call to understand what you want to gain from the PlantMiner platform, and ensure we can provide you the best value possible.



Onboarding

Every PlantMiner account receives 4-6 weeks of onboarding to ease you into the platform. Our aim is for you to enjoy autonomous use of PlantMiner, from receiving relevant leads to quoting easily and effectively.



Not quite ready to head out on your own?

If you find you're still getting the hang of things, we will extend your onboarding process in 2 week increments until you're familiar with the platform.

Once you're settled, rest assured your business' success is in safe hands, with quarterly reviews with your Customer Success Manager to make sure you're getting the most out of your PlantMiner subscription.

Who Uses PlantMiner

Hire companies all across Australia have found success working with new contractors; from tier 1 to residential builders, all through the PlantMiner network.

Made up of plant and equipment hire companies of all sizes, from owner operators to some of the largest hire companies in the country, PlantMiners' hire categories include:



Wet hire plant & equipment



Dry hire plant & equipment



Ancillary equipment including generators, pumps & compressors



Fill supply, spoil removal, haul & disposal



Access and materials handling equipment



Site set up including fencing & offices



Demolition



Excavation & earthworks



Formwork

Case Study

Eather Group moves into niche projects, and connects with new contractors and builders through PlantMiner.

Company overview

Eather Group, located in Sydney, New South Wales, specialises in the bulk excavation, waste and mining work sector, operating a mid-size fleet to service job opportunities.

Challenges

Owner Peter Eather knew that he needed to expand into niche markets to distinguish Eather Group from its competitors, and build a steady pipeline of projects.

"It's important to follow the market as it changes to see where you can change with it. I was interested to see how an online platform could complement my existing business development."

Eather Group's challenge was how to move into niche projects, connect with new contractors and builders, and work alongside a team that recognises the importance of growing business relationships that last.

Solution & results

Partnering with an online company doesn't mean it has to be impersonal. Eather Group worked closely with their Client Manager to establish an online presence, set what type of projects they wanted to see, and learn how to best respond to offers.

"I can tell PlantMiner if a machine is coming off a job or is sitting in my yard and they can tailor the RFQ's I receive to get that machine moving again."

"The opportunities that PlantMiner throw at me are great. I'm now speaking with a new generation of contract administrators, plant managers and site supervisors who are rising the ranks of big construction companies across my state. To get in on those big projects can be tricky so it's a great change to grow with them as they navigate the industry and gain contacts."

"We rib each other a lot about State of Origin but this relationship with Michael (Eather Group's Customer Success Manager) works well for both of us. I like to help out with contacts where I can, and he helps with leads whenever he can."

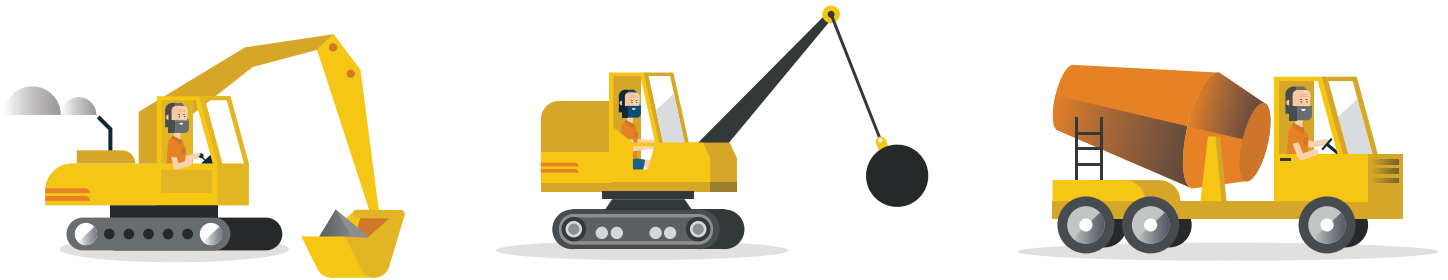
Eather Group has been awarded work in Bankstown, Baulkham Hills, Ulladulla, Badgerys Creek, Kellyville Ridge, Bringelly, Edmonson Park and Parramatta through PlantMiner generated RFQs.



See how easy it is to connect with the best local contractors on PlantMiner

PlantMiner's procurement platform makes creating relationships and hiring out your plant and equipment easier than ever.

Whether you stock a tipper truck, scissor lift or 100 tonne excavator, PlantMiner helps connect you with local, relevant and serious contractors and builders looking to hire your equipment.



Stay Connected



Get in touch

PlantMiner Australia:

➤ www.plantminer.com.au

☎ 1300 550 434

