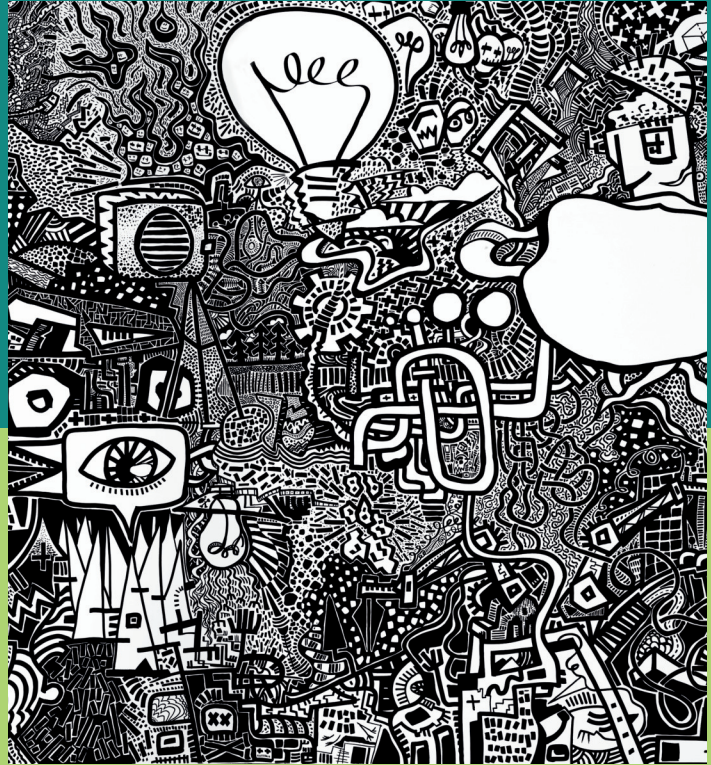


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Differently**  
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**GreenSpace Tech**  
by Deloitte

 **Unearthed**



# COLLABORATE TO INNOVATE

# MAXIMISING SHARED VALUE THROUGH INNOVATION PROCUREMENT

Think & Act Differently (TAD), Powered by BHP and BHP Innovation Procurement recently hosted an event at MinExpo, in collaboration with our ecosystem partners GreenSpace Tech by Deloitte and Uearthed, aimed at highlighting the importance BHP places on maximising shared value through partnerships.

With over 80 attendees the event served multiple purposes. We sought to deepen our understanding of the procurement and partnership challenges, innovators and vendors typically face when engaging with large mining companies. We also used this platform to connect with stakeholders who are pivotal in shaping the future of industry partnerships.

The event allowed us to explore how we can create an open environment for cross-sector collaboration, tapping into collective intelligence and generating new ideas.



## Key questions the panel explored from multiple perspectives included:

- What is driving the need to work more closely with the innovation ecosystem now versus when you first started?
- What does an ideal partnership look like?
- How does BHP define and structure partnerships to foster innovation?
- What should organisations think about when trying to partner with innovators? What works well? What are the challenges to consider?



## The event highlight included a panel session featuring:

- Katie Hulmes, Head of Innovation Ecosystems at Think & Act Differently, Powered by BHP
- Holly Bridgwater, Cofounder, Uearthed
- Jane Castles, Head of Technology, Enterprise, and Innovation Procurement at BHP; and
- Maarten van Koppen, Vice President, Product Management at MacLean Engineering

# FIVE KEY TIPS TO MAXIMISE SHARED VALUE THROUGH PARTNERSHIPS

## 1. Invite Procurement to take a seat at the table

To accelerate the pace of innovation, we cannot continue to rely on old models of procurement. It is a challenge that often gets passed over due to more exciting or pressing matters, yet involving your Procurement function early on in an open dialogue will lead to better success down the line.

## 2. Emphasise cross-functional collaboration

Devising new approaches to procurement requires different organisational functions and ecosystem stakeholders to come together. Take the time up front to establish a structured way of working where each member is clear on the perspective they bring, and what their blind spots are.

## 3. Develop a clear set of choice criteria

Procurement is there to facilitate the process of partnership selection. The better a mining company defines and communicates its choice criteria to potential partners, the easier to determine whether there is a logical fit.

## 4. Focus on maximising the size of the 'pie' rather than who should get more / less

Partnerships thrive on shared risk and reward. The earlier the needs and wants of everyone involved are laid out on the table, the faster the conversation can move towards mutual value creation.

## 5. Look to empower innovators as they progress on their commercial journey

Incorporating tailored support systems within partnership arrangements, built on transparency and trust, will help small innovators turn their big ideas into market-ready solutions.



Above is the full panel conversation captured by live scribe





# THINK & ACT DIFFERENTLY

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Learn more about Think & Act  
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