

# SMART MINING AFRICA



Developing successful strategies towards 21st century Mining

**Training dates:** 6, 7 & 8 November 2019

**Venue:** The Park Inn, Radisson Hotel, Sandton, Johannesburg, South Africa

## Why you cannot miss this event?

This interactive course incorporates videos, expert insights, simulations, discussions and scenarios to deepen your current understanding of the sector, and to encourage you to develop your own ideas about possible future directions. This comprehensive three-day training course will focus on:

- ⇒ Resource selection
- ⇒ Production management
- ⇒ Project structuring
- ⇒ Logistics
- ⇒ Project financing
- ⇒ Selecting joint venture partners
- ⇒ Mine planning
- ⇒ Off-take agreements
- ⇒ Rehabilitation funding
- ⇒ Tax planning
- ⇒ Sustainability of community stakeholders
- ⇒ Capital raising
- ⇒ Risk management
- ⇒ Smart Mining Policy

## Your expert trainer



**Ted Blom**

Ted Blom is a senior mining, commodities strategist and tactician with a master's degree in business from Wits Business School, commercial and law degrees from the University of Port Elizabeth and a PMD from Harvard Business School, which he attended as a Gencor

employee (now BHP Billiton) in recognition of his contribution to the group.

Book before 16 October 2019 and get a 10% discount.  
Get a 15% discount for 3 and more delegates.

**Services SETA Accreditation No: 12169**

## What past delegates had to say?

"The trainer was excellent in unpacking and simplifying the guidelines" **Dwarsrivier Chrome Mine**

"Valuable information that I can start implementing "  
**Petra Diamonds**

"This training was very informative and clear"  
**Midmar Crushers**

All attendees will take home a Virtual Reality Headset suitable for Any smartphone with a screen size between 4 to 6 inches.



**We are a B-BBEE Level 1 service provider**

Arusha Dasrath  
Tel: 011 7023327 Fax: 086 5010472  
ad@provisionresearch.co.za



**PROFESSIONAL TRAINING**

**WWW.PROVISIONRESEARCH.CO.ZA**

## Day 1

### Module 1

#### Smart resource selection

- Attributes of a "smart resource"
- Criteria for selecting a smart resource
- Tips in selecting a smart resource
- Impact of smart mining on business objectives
- Practical exercises

### Module 2

#### Smart project structuring

- Attributes of a smart project
- Using smart project management tools
- Project integration vs. separation
- Building contingencies and dependencies into your project
- Knowledge of your value chain

### Module 3

#### Smart project financing

- Attributes of smart project financing
- Leveraging off suppliers
- Reducing risky outcomes
- Using 'soft' financing

### Module 4

#### Mine planning

- Planning the smart mine
- Site selection for shafts, admin, infrastructure and dumps
- Minimized LOM cost alternatives
- Selecting a smart mine method
- Costing of the various products/ byproducts
- Total life cycle costing (TLCC)
- Inventory and maintenance management
- Turnarounds and shutdowns
- Practical exercises

### Module 5

#### Off-take Agreements

- Selecting the basis of product sales
- Structuring your sales profile for sustainability

#### Q&A Sessions

After every interactive sessions attendees will have the opportunity to air their questions to the speakers who will help them come up with the best solutions.

## Training times

0800	Welcome and registration
0830	Morning session begins
1000 – 10:30	Morning refreshments and break
1200	Luncheon
1300	Afternoon session begins
1500 - 1530	Afternoon refreshments and break
1630	Course concludes

## Day 2

### Module 6

#### Lease vs purchase

- Deciding on a smart equipment philosophy
- Identifying limitations of the strategy
- Identifying the premise and basis for decision making
- Identifying triggers and alarms
- Buying availability versus redundant equipment
- Asset criticality ranking
- The maintenance factor
- Ultimate service level agreements

### Module 7

#### Tax planning

- Tax treaty shopping - general principles
- Identifying the optimum tax structure
- Double tax agreements
- Practical exercises

### Module 8

#### Capital raising

- Structuring capital raising
- Appointing advisors
- Structuring capital raising instruments for efficient results
- Practical exercises – review of examples

### Module 9

#### Risk management

- Risk management principles
- Management of change
- Risk-based inspections/triggers
- Potential deviation analysis
- Using a risk matrix
- Minimising risk

### Module 10

#### Production management

- Importance of benchmarking and auditing
- Best-in-class performance
- Auditing your maintenance process
- Identifying areas of improvements

## Who should attend?

- Mining executives
- Engineering managers
- Chief Engineers
- Mine managers
- Automation Managers
- Mine planning engineers
- Operations Managers Project Managers/Engineers
- Application Engineers
- Production Managers
- Consulting Engineers
- Mining Geologists
- Planning Engineers

## Day 3

### Module 11

#### Logistics

- Selecting smart logistics
- Who owns the 'chain'?
- Reducing logistics risk
- Smart logistical structures and strategies

### Module 12

#### Smart joint venture partners

- Structuring win-win relationships
- How to select smart joint ventures
- How to keep both parties interested
- Sharing smart benefits

### Module 13

#### Rehabilitation funding

- Smart rehab funding
- Isolating high risk areas
- Using your rehab to promote growth

### Module 14

#### Sustainability of community stakeholders

- Impact of smart mining on community
- The timeline in the life of a community
- Ensuring that expectations are met
- Leaving behind a legacy

### Module 15

#### Smart mining policies

- Targeting the lowest quartile
- Entrenching your advantage
- Smart personnel policies
- Shared focus on results

#### Q&A Sessions

After every interactive sessions attendees will have the opportunity to air their questions to the speakers who will help them come up with the best solutions.

#### In-House training solutions

If you have a number of delegates with similar training needs, then you may wish to consider having an In-House Training Solution delivered locally on-site at your company. Courses can be tailored to specific requirements.

**Contact:** Arusha Dasrath **Tel:** 011 7023327

**Email:** ad@provisionresearch.co.za

## About the trainer

Ted Blom is a senior mining, commodities strategist and tactician with a master's degree in business from Wits Business School, commercial and law degrees from the University of Port Elizabeth and a PMD from Harvard Business School, which he attended as a Gencor employee (now BHP Billiton) in recognition of his contribution to the group. In addition Ted completed his mineral economics qualification under the auspices of Professor Dennis Buchanan from Imperial College of Mining in London.

Ted has also been grounded in strategic procurement negotiations by Vantage Partners, an offspring of HBS in Boston. Finally, Ted has been tutored in actuarial risk assessment and reduction techniques by ART in Zurich, a specialist risk financing division of the world's largest insurer. Ted has over 27 years' experience in management, finance, mining, commodities and strategy execution. Ted has led numerous investigations and projects in both the mining and energy spheres and advises and consults worldwide to companies, sovereign funds, hedge funds, investment banks, government mining ministries and investors. Ted has also chaired various mining and energy summits and led teams in mining company turnarounds. One of the rare all-rounders in mining, Ted's hallmark is that he will leave each participant with fresh insight into the mining and minerals business garnered from his many interventions at blue chip companies, small miners and traders internationally.

## Training methodology

- The most up to date learning principles and methods are used.
- The role of the facilitator is to ensure that participants integrate facts, concepts, principles, techniques, strategies, actions, responses and all other elements into effective job performance.
- You will receive compliance documentation under the different legislations.
- Certificate upon completion of the course



# Registration Form

Smart Mining  
Code: MSL01

To register for the course please review the programme,  
complete this form immediately and fax or email back to our:

**Sales Department**

**Register Now Contact:** Arusha **Tel:** 011 7023327

**Fax:** +27 (0) 86 501 0472

**Email:** ad@provisionresearch.co.za

**Provision Research and Events**

**Reg no.** 2009/159390/23

409 Baobab Close, Carlswald  
North Estate, Carlswald  
Midrand, 1684,

## Authorisation:

Signatory must be authorised to sign on behalf of contracting organisation.



## Training fees

Full training per delegate @ R10 995

Register before 16 October 2019 and get a 10% discount  
Group bookings

Bring 3 delegates or more and get a 15% discount

## Payment:

An Invoice will be issued once the registration of the delegate/s is completed. Full payment is then required from receipt of invoice.

## Payment Method:

Please indicate your choice of payment method

### ■ Cheque

Made payable to **Provision Research and Events -**

This should be a bank guaranteed cheque

or

### ■ Bank Transfer

<b>Name:</b>	
<b>Company:</b>	
<b>Job Title:</b>	
<b>No of delegates:</b>	
<b>Contact no:</b>	
<b>Email address :</b>	
<b>Date:</b>	
<b>Company VAT no:</b>	
<b>Signature:</b>	
<b>Billing address</b>	

<b>1. Delegate name:</b>	
<b>Job Title:</b>	
<b>Contact no:</b>	
<b>Email address :</b>	

<b>2. Delegate name:</b>	
<b>Job Title:</b>	
<b>Contact no:</b>	
<b>Email address :</b>	

<b>3. Delegate name:</b>	
<b>Job Title:</b>	
<b>Contact no:</b>	
<b>Email address :</b>	

<b>4. Delegate name:</b>	
<b>Job Title:</b>	
<b>Contact no:</b>	
<b>Email address :</b>	

<b>5. Delegate name:</b>	
<b>Job Title:</b>	
<b>Contact no:</b>	
<b>Email address :</b>	

## Terms & Conditions:

1. Fees are inclusive of programme materials, refreshments, lunch and gifts and NOT accommodation.
2. Payment Terms: Following completion and return of the registration form, full payment is required within 5 days from receipt of invoice. After signing this registration form this becomes a legal and binding contract between your organisation and Provision Research and Events. A receipt will be issued on payment. Due to limited conference space, we advise early registration to avoid disappointment. A 50% cancellation fee will be charged under the terms outlined below. We reserve the right to refuse admission if payment is not received on time.
3. Cancellation/Substitution: Provided the total fee has been paid, substitutions at no extra charge up to 14 days before the event are allowed. Substitutions between 14 days and the date of the event will be allowed subject to an administration fee of equal to 10% of the total fee that is to be transferred. Otherwise all bookings carry a 50% cancellation liability immediately after a signed sales contract has been received by **Provision Research and Events** (as defined above). Cancellations must be received in writing by mail or fax four (4) weeks before the conference/training is to be held in order to obtain a full credit for any future **Provision Research and Events**. Thereafter, the full training fee is payable and is non-refundable. The service charge is completely non-refundable and non-creditable. Payment terms are five days and payment must be made prior to the start of the conference. Non payment or non-attendance does not constitute cancellation. By signing this contract, the client agrees that in case of dispute or cancellation of this contract that **Provision Research and Events** will not be able to mitigate its losses for any less than that of the total contract value. If, for any reason, **Provision Research and Events** decides to cancel or postpone this training, **Provision Research and Events** is not responsible for covering airfare, hotel, or other travel costs incurred by clients. The training fee will not be refunded, but can be credited to a future training. Event program content is subject to change without notice.
4. Copyright etc: All intellectual property rights in all materials produced or distributed by **Provision Research and Events** in connection with this event is expressly reserved and any unauthorized duplication, publication or distribution is prohibited.
5. Data Protection: Client confirms that it has requested and consented to **Provision Research and Events** retaining client information on **Provision Research and Events** database to be used by **Provision Research and Events** and passed to selected third parties, to assist in communicating products and services which may be of interest to the client.
6. Important note: While every reasonable effort will be made to adhere to the advertised package, **Provision Research and Events** reserves the right to change event dates, speakers, sites or location or omit event features, or merge the event with another event, as it deems necessary without penalty and in such situations no refunds, part refunds or alternative offers shall be made. In the event that **Provision Research and Events** permanently cancels the event for any reason whatsoever, (including, but not limited to any force majeure occurrence) and provided that the event is not postponed to a later date nor is merged with another event, the Client shall receive a credit note for the amount that the Client has paid to such permanently cancelled event, valid for up to 12 months to be used at another **Provision event**. No refunds, part refunds or alternative offers shall be made.
7. Governing law: This Agreement shall be governed and construed in accordance with the law of Gauteng and the parties submit to the exclusive jurisdiction of the South African Courts in Gauteng. However, **Provision Research and Events** only is entitled to waive this right and submit to the jurisdiction of the courts in which the Client's office is located.

Arusha Dasrath  
Tel: 011 7023327 Fax: 086 5010472  
ad@provisionresearch.co.za



**PROFESSIONAL TRAINING**

**WWW.PROVISIONRESEARCH.CO.ZA**