



MEG Case Study: WorleyParsons

Client Type: Engineering, procurement, and construction management services

Customer Profile

WorleyParsons provides design, construction management, maintenance, and operational support services throughout the world—from small brownfield services contracts to greenfield mega projects. The company’s current growth strategy is focused on sector diversification and international expansion.

The need

To uncover opportunities many companies face a daunting task—to research and analyze a plethora of information, in multiple formats, from innumerable sources. After spending hours and hours gathering information from web sites and other sources, WorleyParsons’ business development team felt they might still be missing valuable information.

To develop a thorough understanding of prospective territories and projects and to fill the perceived information gap, the company needed access to a live database that could provide client and project information in a format that could be readily incorporated into discussions, reports, and presentations.

Solution

WorleyParsons effectively saves time and resources by providing employees across its international offices with access to the same database— MineSearch. Information is gathered from hundreds of sources, then carefully read, analyzed, and organized into easy-to-read profiles by MEG’s team of experienced and knowledgeable analysts—allowing WorleyParsons to focus on strategy, positioning, and managing risk rather than hunting for information.

Accuracy and timeliness are important factors. For WorleyParsons, MineSearch is seen as a trusted and objective source, containing information reviewed and updated every day using public information and ongoing contact with other industry professionals.

Information in MineSearch is used to identify targets early—by commodity or region. The database provides a useful history on both assets and companies to better position the WorleyParsons’ targeted business development efforts. Whether it be developing a country-level perspective or benchmarking capital and operating costs at specific projects, MineSearch provides comprehensive and relevant information.

“I find MineSearch extremely helpful, both for a single company, commodity, or resource search, through to researching prospects for a regional entry business plan.”

Stephen Beamond
Director Business Development,
WorleyParsons

Related MEG Service

▶ MineSearch



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MineSearch

MineSearch is a database of thousands of global mining projects and companies using the highest-quality, credible, and historically rich information in the industry. Based on more than 30 years of research and analysis, the service provides clients with the information needed for benchmarking, due diligence, identifying opportunities, tracking competitors, performing quick “what if” scenarios, and completing in-depth, detailed analysis.

“With MineSearch I have an objective source of information I can trust...within 5 minutes I can create a 10-15 page report including all the relevant information I need.”

Stephen Beamond
Director Business Development,
WorleyParsons

MEG is the most trusted source of global mining industry information and analysis.

To help our clients make better decisions more quickly, we supply raw data and sophisticated analysis based on unbiased research and reporting.

Clear, thorough, and reliable.

We draw on three decades of comprehensive information and analysis, with an unsurpassed level of experience and credibility.

From worldwide exploration, development, and production to strategic planning and acquisitions activity—our experienced and knowledgeable researchers and analysts provide essential services for all facets of the industry.

We draw knowledge directly from extensive industry contacts, carefully reviewing global news and information sources to deliver superior databases and research services.

Innovative approaches to information deliver exceptional services—offering you higher value and broader insights.

Relevant, accurate, and complete—our databases and studies help you make confident decisions that lead to improved results.



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