

# Integrated Strategic Planning Seminar

Moscow, 23 & 24 September 2019 - Intercontinental Hotel - Tverskaya Ulitsa 22, Moscow, Russia  
Facilitated by Whittle Consulting. Proudly supported by CSA Global (an ERM Group Company)

The 2 – day Integrated Strategic Planning Seminar comprehensively explains the philosophy and methodology behind Whittle Integrated Strategic Planning.

## Seminar outline

Integrated Strategic Planning is now regarded as best practice in the mining industry. The 2 – day Seminar comprehensively explains the philosophy and methodology behind Whittle Integrated Strategic Planning. It includes an explanation of the processes involved and the benefits derived from developing a Whittle Enterprise Optimisation model.

The seminar explains the 10 distinct Steps in a Whittle Enterprise Optimisation model including: pit/underground, phases, mine schedule, cut-off, blend, stockpiles, processing, product mix and specification, logistics and capital. When applied simultaneously these mechanisms produce extraordinary results. Important new techniques and concepts for the mining industry are also explored. These theories include Activity Based Costing (ABC) and Theory of Constraints (TOC). The end result is a powerful analytical approach to decision making across all aspects of a mining operation or project.

## The 15 most common reasons for undertaking Whittle Integrated Strategic Planning

**Whittle Integrated Strategic Planning is frequently undertaken to:**

- 1 Improve cash flow
- 2 Increase Net Present Value (NPV)
- 3 Support Pre-feasibility Studies (PFS) or Feasibility Studies (FS)
- 4 Guide investment decisions
- 5 Raise finance
- 6 Achieve sustainable operations
- 7 Respond to market and contextual changes
- 8 Perform Due Diligence (DD) and/or validate current plans
- 9 Design management processes and systems
- 10 Focus Big Data
- 11 Identify bottlenecks and leverage points
- 12 Embrace complexity
- 13 Enable Business Improvement (BI)
- 14 Rescue distressed assets
- 15 Harness innovation

*“A unique approach to optimising project value and cash flow returns...this is well worth attendance & highly recommended.”* **John Meyer, SP Angel, London.**

## Seminar participants

The seminar is frequently attended by senior mining executives, geologists, mining engineers, process engineers, metallurgists, logistics managers, department, divisional and project managers, institutional mining fund investors, financial analysts and project financiers.

Ideally senior managers across all business disciplines from the one company should attend together, as the seminar presents the benefits of cross-functional collaboration. Attendance is often the final step in deciding whether to embark an Enterprise Optimisation study, or the first step in doing it. In house seminars can be arranged upon request.

## Seminar facilitator - Gerald Whittle, CEO, Whittle Consulting

As the CEO of Whittle Consulting, Gerald has worked in the mining industry for the past 20 years. A recognised thought leader on mining optimisation, Gerald has presented the Integrated Strategic Planning seminar to over 3,000 delegates worldwide. A qualified accountant and an experienced CFO, he has over 35 years in business planning, analysis and change management.



## Who are Whittle Consulting?

Whittle Consulting are the leaders in the field of Integrated Strategic Planning. Since 1999, Whittle Consulting has conducted over 150 Whittle Enterprise Optimisation studies for mining companies worldwide. These studies have repeatedly improved the economics of a mining project or operation from 5%-35%, and in many cases substantially more. These results are achieved even after conventional mining optimisation techniques have already been applied.

# Integrated Strategic Planning Seminar Seminar Program

Effective long term planning can enhance the value of a minerals business from 5%-35%, and often substantially more.

## Seminar Outline Day One

### 1. INTRODUCTION

- Introductions/Objectives/Participation/Workbooks
- Creating Value
- What is Optimisation?
- Integrated Strategic Planning

### 2. OPTIMISATION STEPS 1 – 6

- Open Pit Case Study: Introduction
  0. Base Case life of mine plan
  1. Pit optimisation: Lerchs-Grossman
  2. Phase/pushback selection
  3. Mine schedule
  4. Cut-off grade: Ken Lane
  5. Blending
  6. Stockpiles

### 3. OPTIMISATION STEPS 7 – 10

7. Process plant calibration (grind/throughput/recovery)
8. Product specification
9. Logistics
10. Capital scaling implications

### 4. UNDERGROUND CASE STUDY

- Grade tonnage curves
- Stope design criteria
- Mine scheduling
- Variable cut-off strategies
- Maximising value

## Seminar Outline Day Two

### RECAP DAY 1

### 5. ACTIVITY BASED COSTING (ABC)

- Types of cost accounting
- Traditional fixed/variable/capital costs
- Activity Based Costing
- Identifying attributable, period, capital costs
- Frontline, support, backline activities
- Examples

### 6. THEORY OF CONSTRAINTS (TOC)

- The production line, impact of bottlenecks
- Theory of Constraints (TOC): Eli Goldratt
- Mining case study
- Recommendation 1: Defining constraints
- Recommendation 2: Treatment of period costs
- Recommendation 3: Grade control methodology/Grade Bins

### 7. SUSTAINABILITY

- The "Five Capitals" – Sustainable Development Balance Sheet
- SUSOP – Sustainable Operations
- Integrating EO/SUSOP

### 8. RISK & UNCERTAINTY

- Sources of uncertainty
- Modelling uncertainty
- Measuring the impact of uncertainty
- Monte Carlo and Optimisation
- Real Options
- Hedging

### 9. IMPLEMENTATION & CONCLUSION

- Technical barriers – data, software
- Organisational/human barriers – "It's a Minefield"
- Strategic to Tactical operational considerations
- The ideal planning process – when and how?
- Where to next?

Presented by

**Whittle**  
Consulting

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# Integrated Strategic Planning Seminar (formerly known as the Money Mining seminar)

Moscow, 23 & 24 September 2019

Intercontinental Hotel - Tverskaya Ulitsa 22, Moscow, Russia

2019  
Special Discount  
**25% OFF**  
the standard  
registration price

## Registration

**Online Registration (payment by credit card only):** <http://www.cvent.com/d/myqctw>

**Email/Form Registration (payment by credit card or tax invoice):** Complete the registration form below and email your form to [seminar@whittleconsulting.com.au](mailto:seminar@whittleconsulting.com.au)

### Personal Details

Title:	Given Name:	Surname:
Position Title:		
Organisation / Company:		
Address:	City/Suburb:	
State/Province:	Zip/Postal Code:	
Country:	Business Phone:	Mobile Phone:
Email:		
Dietary requirements:	Other special requirements (i.e. mobility):	

Russian onsite simultaneous translation will be available to participants at the seminar.  
Please indicate below a preference for your printed seminar manual:  
 English       Russian

### Registration Fees

**Standard Registration:** The standard registration fee for the seminar is USD \$1600, however we are extending our offer of 25% discount off all standard registration fees, this reduces the cost to USD \$1200. If you complete your registration online, use the discount code "25% Discount" when you reach the payments page.

**Group Registration Discount:** Companies that register three or more people are entitled to a 50% discount for all participants. PLEASE NOTE: if you plan to register online, you will need to register all the participants part of your group registration at the one time, the group discount will automatically be applied when you reach the payments page.

**Standard Registration**

– (USD \$1600) with the 25% discount - USD \$1200

**Group Discount Registration**

– USD \$800

### Payment Details

This document is a TAX INVOICE once payment has been received. All registration fees must be fully paid prior to commencement of seminar. Please indicate method of payment.

**INVOICE / BANK TRANSFER:** for payment by bank transfer/direct deposit.

**CREDIT CARD:**  VISA     MASTERCARD    (American Express not accepted)

Card Number: \_\_\_\_\_ CCV code (3 digit code on back of card): \_\_\_\_\_

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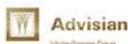
All cancellations must be received in writing to Whittle Consulting. Cancellations received 14 days before the seminar start date will incur a USD \$200 administration fee. Participants who cancel their registration within 14 days of the seminar or who are "no-shows" on the day, will not qualify for a refund. In lieu of cancelling a registration, a registrant may send a substitute in his or her place.

A final confirmation letter confirming your registration with important seminar & parking information will be emailed to you approximately 1 week before the seminar.

# Whittle Consulting



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