

# Integrated Strategic Planning Seminar

(Formerly known as the Money Mining Seminar)

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, stockpiles, blend, 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. Harness Big Data
11. Identify bottlenecks and leverage points
12. Embrace complexity
13. Enable Business Improvement (BI)
14. Rescue distressed assets
15. Drive innovation

*“The Whittle course was a real eye-opener and essential for any senior execs serious about getting the most out of their assets.”* **Robert Smackman, CEO, Crusader Resources.**

*“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 15 years. A recognised thought leader on mining optimisation, Gerald has presented the Money Mining & Sustainability seminar to over 2,500 delegates worldwide. A qualified accountant and an experienced CFO, he has over 30 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 by 15%, 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 by at least 15% and often significantly more.

## Seminar Outline Day One

### 1. INTRODUCTION

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

### 2. OPTIMISATION STEPS 1 – 4

- 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

### 3. OPTIMISATION STEPS 5 – 6

5. Blending
6. Stockpiles

### 4. OPTIMISATION STEPS 7 – 10

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

### 5. UNDERGROUND CASE STUDY

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

## 2018 Seminar Dates

Johannesburg, South Africa	19 - 20 March
Brisbane, Australia	26 - 27 March
Perth, Australia	18 - 19 June
Melbourne, Australia	27 - 28 June
Toronto, Canada	4 - 5 July
Lima, Peru	9 - 10 July
Vancouver, Canada	26 - 27 July
Lima, Peru	3 - 4 September
Santiago, Chile	6 - 7 September
Toronto, Canada	13 - 14 September
Jakarta, Indonesia	24 - 25 September

## Seminar Partners

**Whittle**  
Consulting



## Seminar Outline Day Two

### RECAP DAY 1

### 6. ACTIVITY BASED COSTING

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

### 7. THEORY OF CONSTRAINTS

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

### 8. SUSTAINABILITY

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

### 9. RISK and UNCERTAINTY

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

### 10. 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?

## Seminar Registration

Seminar registration information available at  
[www.whittleconsulting.com.au/money-mining-seminar](http://www.whittleconsulting.com.au/money-mining-seminar)

**Enquiries:** Email [seminar@whittleconsulting.com.au](mailto:seminar@whittleconsulting.com.au)

**Phone:** +61 3 9898 1755