



Regional Procurement

A Division of Strategic Services Australia

Industry Partner Newsletter - June 2017 - Edition 19

MESSAGE FROM THE MANAGER



It's that time of year (again!)

At this time of year anyone in business that has budget responsibilities would traditionally think about the money they have left to spend by June 30 or vice-versa. As a business unit of Strategic Services Australia it is no surprise that Regional Procurement is subject to similar expectations. Our focus is on the total expenditure our client Councils will make on our contracts up to 30 June each financial year.

The two main reasons for this are 1/ the 30% management fee rebate paid to each client Council is calculated on the total \$ spend made by the respective Councils over the financial year and 2/ the ongoing viability of Regional Procurement depends on the total \$ spend made by our valued client Councils on our contracts as the management fee revenues generated from this spend directly funds the underwriting of our annual operational costs.

Given that some procurement aggregators are giving consideration to reducing the management fee rebate % that is to be paid to Councils (or may already have done so) it is with great pride that Regional Procurement can confirm we are retaining the current level of rebate at 30% for all eligible contracts.

The total rebate amount paid to our client Councils last financial year was \$314,000.00. This year we expect to rebate \$346,000.00 which represents an increase of almost 10%! The service and value offered by our Industry Partners to our client Councils is greatly appreciated and as the manager of this business unit I wish to thank all of you for this support.

Regional Procurement is here for the 'long haul' and it is our intention to continue offering innovative contract solutions to Local Government for many years to come. Whilst we may not be the biggest player in the Local Government game we are committed to offering the best service possible to our valued Industry Partners.

Registration of Regional Procurement Puzzle Logo as a Trade Mark



We are pleased to advise that our puzzle logo Trade Mark application with IP Australia is now at the 'Acceptance' stage. The Trade Mark registration process is very intensive and can last up to 7.5 months! We will keep you posted of any further progress.

What lies ahead in the 2017-2018?

Regional Procurement is continually looking for additional opportunities to work with our Industry Partners to achieve economy of scale benefits to Councils. These opportunities include but are not limited to regional or one-off tendering solutions, probity auditing & advice and the unique Reverse Auction process used to secure competitive retail energy rates for Councils. Please contact any team member of Regional Procurement should you wish to discuss any of the aforementioned opportunities or something different.

As always, my team and I are here to meet, and hopefully exceed, your expectations.

Peter Salafia

Manager

Regional Procurement Initiative

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Our annual customer service surveys will be hitting your inbox this month!

All feed back will be greatly appreciated. The more feed back we receive the better we can tailor our service to both Councils and Suppliers.

So don't be shy, tell us what you think!

We want to know how we can do business better with you!

If you have any questions regarding our annual survey, please do not hesitate to contact us on (02) 4978 4010.

Reminder

Just a friendly reminder to all our Industry Partners submitting for tenders, please remember to contact your nominated referees prior to this, as it is common for suppliers to include referees within their submission that may be on annual/long service leave or they no longer work for the company.

If all referees are contacted prior to submission, this will eliminate the possibility of delaying the tender process as reference checks will be completed as planned.

Thank you!

Website update



There has been a recent update to our Regional Procurement website that we think you should know about!

Located under the "For Councils" tab at the top of our homepage, there is a new Level 2 Industry Partners page listing all current Level 2 Industry Partners, with a brief summary of their services, along with a link to their website attached to each logo. See an snapshot of the page below.

The screenshot shows the Regional Procurement website interface. At the top, there's a navigation bar with links: Home, About Us, Councils, For Councils, For Suppliers, Latest News, Links, and Contact Us. A search bar is also present. The main heading is "Level 2 Industry Partners". Below this, there's a section titled "Level 2 Industry Partners" with a brief description: "In addition to our ongoing Tender processes, Regional Procurement offers councils a database of Level 2 Industry Partner suppliers." It then lists criteria for suppliers, such as offering goods and services that are considered beneficial to councils but not incorporated in established contractual agreements where spend exceeds \$150,000. It also mentions that suppliers must provide evidence of their current trading status and level of insurance coverage, as well as meet minimum feedback requirements from Referees. A list of current Level 2 Industry Partners is shown, each with a logo and a brief description of their services. The partners listed are: AQUA 2020 ASSETS (Specialists in Vacuum Loading, High Pressure Water Blasting, Combination Jet-Vac Units, CCTV Inspection Surveys, Waterjet Cleaning, Pipeline Rehabilitation and Emergency Response), catalystgraphics (Specialises in FPO & Mesh Banner & Fabric Printing - Fabric Self Adhesive Vinyl (SAV), Floor Graphics, Roll Up Banners and Displays, Point of Sale / Display and Riggs Stands), and EnergyAction (EnergyAction is a leading provider of innovative Energy Procurement, Contract Management & Environmental Reporting, and Projects and Advisory Services). On the right side of the page, there's a "Contact Us" form with fields for Name, Email, Phone, and Message, and a "Send" button.

This page can be viewed by both councils and suppliers, head to our website regionalprocurement.com.au to check it out for yourself!

If you have any questions or would like to let us know what you think of our new page, please contact Jasmine on (02) 4978 4010 or jasminec@regpro.com.au

Interested in what's currently out in the market?

Visit our [Tenderlink Portal](#) to view all advertised tenders.



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As a Member of Regional Procurement, we would love to keep you informed of the work we are currently undertaking.

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