



Council Newsletter - June 2015

Edition 10

Regional Procurement

A Division of Strategic Services Australia

Solving the Procurement Puzzle



**Dean Faranda of OPTRAFFIC Signs
Australia,**

Dean has chosen the Leukaemia
Foundation as the beneficiary of
his \$500 prize donation!
Congratulations Dean!

On the 20th and 21st of May 2015 Regional
Procurement exhibited at Civinex, Australia's
Premier infrastructure expo. As part of the event,
Regional Procurement ran a business card draw
competition to win a \$500 donation to a
community initiative or charity.



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FROM THE MANAGER

The past 3 months since our last newsletter has seen the implementation
of a new approach by Regional Procurement to how we engage with
councils effective 1 July 2015. We expect these changes to enhance our
business model as follows:

- *Change of parent organisation.* Regional Procurement is now a trading name of Strategic Services Australia Ltd (formerly Hunter Councils Ltd).
- *Abolition of annual membership subscriptions.* Previously, our services were provided to 'member' councils with the distinction between members and non-members based on the payment of an annual subscription fee. Now that this requirement has been removed we will be able to offer our services to many more councils over the coming months.
- *30% rebate of management fees.* Our board has approved this very generous rebate scheme which provides a 30% rebate of all



management fees derived by Regional Procurement from suppliers based on council spend under our contracts. For example, a Council currently using our contracts has spent \$3,335,748.00 on Regional Procurement contracts over the past 12 months from 1 April 2014 to 31 March 2015. The management fees remitted to Regional Procurement from suppliers for this amount of spend was \$53,266.00. If the same expenditure occurs for the 2015/2016 financial year then, based on our 30% 'No strings attached' rebate offer, this council will receive a cheque for \$15,980.00 in August 2016. It is estimated that Regional Procurement will rebate upwards of \$300K to councils currently using our services. This figure will only grow as the number of councils that see value in utilising our services grows.

- *No requirement to sign a MoU or 'lock in' to all contracts.* Regional Procurement understands that councils can exercise choice in the area of procurement services and the providers that offer these services. We respect and encourage exercising of this choice and, where our services meet the specific needs of your council, look forward to your council utilising our contracts. To ensure that industry and councils alike obtain true value from our contract processes we do however expect that a council resolution be passed (where expenditure is to exceed \$150K) to demonstrate a tangible commitment to the specific contract to be utilised. This will provide valuable confidence to industry knowing that each council has committed to the tender outcome therefore guaranteeing the optimum results for all parties concerned.

CIVENEX. Regional Procurement attended CIVENEX 2015 as an exhibitor for the first time. The two days were quite productive with many enquiries from councils and suppliers alike. Our records show that 58 enquiries were received from council staff which will all be followed up in due course.

My team and I are excited about the future role that Regional Procurement can play in the area of procurement service provider to councils across NSW. Our vision is to be the provider of choice for local government contract management services. It is with your support that we will be able to achieve this very worthwhile goal.

Manager

Regional Procurement

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No strings attached

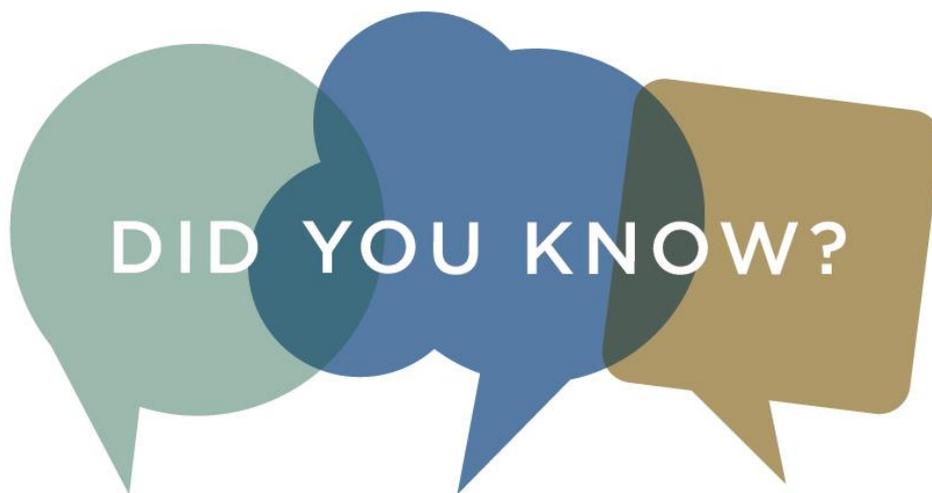
Regional Procurement has a new *no strings attached* deal in procurement management for its clients starting on 1 July 2015.

The new deal offers:

- the elimination of member council subscriptions and
 - a guaranteed minimum payment to client councils of 30% of any management fee income generated by that council.

For further details click [here](#)

Reduce your costs and benefit from an end of year bonus now!



Regional Procurement offers a Probity Audit Service!

We understand the necessity for councils to conduct fair, impartial and transparent tendering processes that comply with relevant legislation and tendering guidelines as well as Council's own

request for tender documentation.

You can obtain specialised and independent probity advice and audits on your own tendering processes through either or both of the following options:

- *Probity advice* will generally be provided before and during the course of tendering and tender evaluation. Our specialist officers will consult with you to monitor the processes and practices in place and check for potential bias or conflicts of interest. The Probity Advice service can be tailored to suit your individual needs.
- *Probity audits*, in which we will objectively review and report on potential probity issues associated with your tender process, are generally undertaken after the completion of a tender. The Probity Auditor will review your procedures, tendering documentation and evidence of tendering practices before providing a detailed and independent report on the audit outcomes and areas of potential non-compliance.

For further details please call Peter Salafia on 02 4978 4044 or email peters@regpro.com.au

Keep an eye out!



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

All feed back is 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!

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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