



Industry Partner 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**

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 52 enquiries were received from suppliers generally asking about the tendering process and how they can access these tenders. My staff directed all suppliers to TenderLink where all Regional Procurement tenders are placed when we go out to tender. This is in addition to the mandatory requirement to advertise in a Sydney metropolitan and NSW regional newspaper in accordance with the Local Government (General) Regulation 2005 – Part 7 Tendering guidelines.



NEW PARENT ORGANISATION. Regional Procurement has had a change of parent organisation. We are now a trading name of Strategic Services Australia Ltd (formerly Hunter Councils Ltd). This change does not affect our operational processes in any way. Suppliers will note that our tender documentation has changed in line with our new branding:

CONTRACT SUPPORT. We will continue to provide our valued suppliers with as much support as we can to ensure that, once your organisation is on a Regional Procurement contract, you will receive the expected level of support from participating councils. It is our aim to improve the level of council participation in our contracts therefore providing our suppliers with a higher level of confidence in our tender process.

SUPPLIER FEEDBACK – ALWAYS WELCOME. At the completion of our tender process Regional Procurement will provide all tenderers with a comprehensive Tenderer Debrief document. We believe this to be the most comprehensive debrief provided to industry by any procurement service provider. Providing you, our valued suppliers, with an open, transparent and meaningful debrief is paramount to ensuring that our tender process is better than that provided by other players in this space. It also helps to ensure that our valued suppliers are better equipped to provide a better response next time we go to tender which will benefit all parties involved. We value your feedback on this matter and trust that you will contact our team to provide any feedback on our debriefing process.

My team and I thank you for your continued support. Our vision is to be the provider of choice to industry for local government tendering services within NSW. It is with your support that we will be able to achieve this very worthwhile goal.

**Peter Salafia**

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!



## Keep an eye out!

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

All feedback is appreciated. The more feedback 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.

**Our mailing address is:**

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Australia

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