

REGIONAL PROCUREMENT  
WISHES YOU A...



Merry  
Christmas



AND A HAPPY  
NEW YEAR!



MESSAGE FROM  
THE MANAGER



The past 12 months has seen Regional Procurement continuing to work closely with our client Councils to achieve more efficient and meaningful tenders that meet expectations whilst delivering value outcomes. This relationship is built

upon an understanding that strong partnerships require commitment and transparency. Regional Procurement prides itself in that we have been able to deliver on these two key principles in our relationships with Council clients.

From conception to completion of each tender process our position is that our council client is just as important as the tenderer. The fact of the matter is that without the ongoing support of our Council clients, both new and existing, the overall tender process would fail to deliver tangible benefits. Regional Procurement has endeavoured to call tenders that engage industry through a competitive and open methodology. From consultation with Council to determine their requirements through to providing the evaluation report at the conclusion of the RFT process our system is both professional and simplified.

We have already begun the process of streamlining some of our more 'mainstream' RFTs. Over the coming months we will be issuing RFT documents for various commodities and services that will cover multiple council regions. These RFTs will enable tenderers to provide a response to councils they can readily service whilst not being penalised for not fitting into the One Size Fits All category.

Your ongoing feedback is greatly appreciated and is sought via our annual Customer Satisfaction surveys. All feedback is considered and, where it will help to improve our services to Council clients and Industry Partners, is implemented.

From the Regional Procurement team we wish each of you a very merry and safe Christmas and a happy and prosperous New Year.

*A point of reflection:* As we draw closer to another Christmas break I am reminded of how fortunate we all are who live in this country. None of us can ignore the tragic events that have occurred overseas and I am certain that our thoughts and prayers are with those affected wherever they may be, particularly at this time of year. Cherish your family and friends and value the moments shared with them all.

Regards,  
Peter Salafia  
Manager  
Regional Procurement Initiative®

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## COUNCIL REBATE UPDATE

As some of our readers may be aware, Regional Procurement recently announced a Council Rebate Scheme that will provide participating councils with a 30%, and up to 40%, rebate at the end of each financial year. This rebate will be based on management fee income derived by Regional Procurement on applicable contracts as a result of each Council's spend.

Client councils will receive a rebate payment at the end of each financial year regardless of whether the council is utilising one or multiple Regional Procurement contracts. In addition, where a council's individual expenditure for any given financial year generates management fees in excess of \$100K, a 40% rebate on the amount that exceeds \$100K will apply.

Throughout the year, Regional Procurement will provide nominated council officers with a summary of that council's spend on applicable contracts, as well as a summary of associated rebate amounts.

To ensure the accuracy of stated rebate amounts, we encourage councils to contact our Support Services staff where any discrepancies are identified between Regional Procurement reported spend amounts and council's data on the same.

**For further information on the Rebate Scheme, please contact Support Services on (02) 4978 4046 or [admin@regpro.com.au](mailto:admin@regpro.com.au).**



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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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