



Industry Partner Newsletter - March 2017

Edition 18

Regional Procurement

A Division of Strategic Services Australia

Solving the Procurement Puzzle

MESSAGE FROM THE MANAGER



As we continue our march forward into 2017 we can understand that time is relentless and surely it cannot be revisited once it has passed. Therefore, making the best use of our time is paramount not only to our own sense of worth it is also intrinsically linked to productivity.

The time invested to respond to multiple RFT requests can be an inefficient use of company resources when compared to responding to a regional contract. The opportunity to source business from multiple Council customers through a single contract response does seem to make a lot of sense in our time dependent work environment.

Regional Procurement provides industry with the opportunity to respond to a single contract that provides access to multiple council clients.

Risk Management in Contracting:

Regional Procurement is raising awareness on the important subject of risk management in contracting. This issue has arisen due to our recent experience with a well known supplier that would not execute a contract unless Regional Procurement agreed to their request for a \$265,000 (originally \$65,000) cap on liability for uninsured events.

After consultation with Jardine Lloyd Thompson (NSW Local Government insurance Underwriters) we were strongly advised not to accept any such condition. The reason being that agreeing to such a cap would then expose Regional Procurement and in turn our valued client councils to a situation where we are all in fact re-insuring this supplier for their risk!

Following a prolonged negotiation period of well over 3 months it was determined to abandon any hope of securing an executed contract with this particular supplier. As a result of this impasse I have now formally written to the Councils affected advising them to now accept the second placed tenderer for the supply of the products covered by this contract.

Needless to say that Regional Procurement will never accept a request from a supplier that compromises the financial position of our client councils or this organisation.

Annual Council Rebate Program:

Regional Procurement is proud to advise that we are on track to again deliver a significant amount of rebates to our valued client Councils. For the 16/17 financial year, we rebated \$314,000 to Councils that procured goods and services under our various contracts. I am pleased to advise that our forecast for the 17/18 financial year is tipped to exceed \$340,000! These rebates are paid directly to the client Councils for expenditure they have made under our contracts. It is very important to us that the loyalty of our valued client Councils is rewarded as we continue to provide value-added services to them.

The continued support of Regional Procurement contracts by our valued Industry Partners is what keeps our doors open and for that I say a profound 'Thank you'. The fact that we are still in operation after opening our doors over 13 years ago gives me a great sense of satisfaction in the knowledge that the tenders that we go to market with and the subsequent contracts we offer to the successful tenderers offer a meaningful outcome.

Peter Salafia

Manager

Regional Procurement Initiative

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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 sometimes the case that nominated referees in their submission 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.

The diagram below illustrates the average times to upload a file using various internet speeds. Upload time depends on two things:

- The size of your file
- Your internet upload speeds

| | 10MB | 100MB |
|---------|------------|------------------------|
| 56Kb | 25 minutes | 4 hours and 10 minutes |
| 64Kb | 21 minutes | 3 hours and 40 minutes |
| 128Kb | 10 minutes | 1 hour and 43 minutes |
| 256Kb | 5 minutes | 52 minutes |
| 1.5Mbps | 1 minute | 10 minutes |

Thank you!

Happy Easter!

From the team here at Regional Procurement we hope everyone has a great Easter and relaxing long weekend filled with laughter, family and lots of chocolate!

Thank 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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