



Regional  
Procurement®

A Division of Strategic Services Australia



 *Merry* 

*Christmas*



and a Happy New Year!

# Message from the Manager



Regional Procurement is proud to celebrate our 14th Christmas and we can thank our valued Councils and Industry Partners for helping us to achieve this milestone. Your continued support and loyalty is the key to our success. As we count the days down to Christmas 2017 I am reminded that support and loyalty is key to the success of many things in our lives.

Loyalty from family and friends is something we often take for granted yet can at times find difficult to offer ourselves. May I take this opportunity to say that if we are able to offer our loyalty and support without the need for reciprocation then it truly can be **considered a 'gift' that cannot be measured or valued in monetary terms.**

My team and I wish each and every one of you a very joyous Christmas and a Happy New Year. It is our hope that we will be able to offer you the same level of commitment and service throughout 2018.

Position Title Changes:

Please note that both Craig Wade and Mark Kentish (formally referred to as Account Executives) have now each taken on a different position title as follows:

- Craig Wade: Key Account Manager - North/West
- Mark Kentish: Key Account Manager - Central

Phone numbers and email addresses remain unchanged.

Tenderer Debrief:

Our business model has always been based on treating our clients with respect, fairness and impartiality. It is of the utmost importance to me as Manager that you – our valued Councils and Industry Partners – see value in our processes. Value should not be determined by obtaining the lowest cost outcome, or simply winning the tender and increasing business, it should also be viewed in the context of the quality of the process that was used to test the market in the first place. Regional Procurement prides itself in providing all of our clients with a service that is tailored to their requirements.

Whilst I cannot comment on the level of service offered by our competitors, I am certain that the service we offer is comprehensive and offers full transparency of process.

Any of our valued clients that have a question regarding the results of a tender they have been involved in are invited to respond directly to the Key Account Manager handling the tender.

Servicing Other Areas of NSW:

Regional Procurement is always looking out for new business opportunities. We currently provide our services to client Councils in the following areas:

- Hunter – Newcastle City, Lake Macquarie City, Port Stephens, Maitland City, Cessnock City, Singleton, Upper Hunter Shire, Muswellbrook Shire and Dungog Shire
- Mid-North Coast: Coffs Harbour City, Bellingen Shire, Nambucca Shire, Kempsey Shire, Port Macquarie-Hastings and Mid-Coast
- Northern Rivers: Clarence Valley, Richmond Valley and Rous Water
- New England: Armidale Regional
- NAMOI: Tamworth Regional, Gunnedah, Liverpool Plains and Walcha Shire
- OROC: Dubbo Regional (formally Dubbo City and Wellington), Narromine Shire, Bogan Shire, Cobar Shire, Bourke Shire, Brewarrina Shire, Gilgandra Shire, Walgett Shire, Coonamble Shire, Warren Shire and Warrumbungle Shire
- Central Coast: Wyong Branch
- Queanbeyan-Pelarang Regional

If you believe our business model is one that would benefit other councils in NSW where we are not yet established, please do us the courtesy of mentioning us to any of your council colleagues or customers in those regions.

Kind regards,

Peter Salafia

Manager

Regional Procurement Initiative

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# Christmas/New Year Closure Period

Please note Regional Procurement will be closed from Friday 22<sup>nd</sup> December 2017 and will reopen on Tuesday 9<sup>th</sup> January 2018.

We wish everyone a Merry Christmas and a happy & safe New Year!



## Level 2 Industry Partners Update

We are very pleased to welcome Manheim Auctions as our newest Level 2 Industry Partner. Manheim Auctions is an Australian owned business backed by Cox Automotive, providing automotive re-marketing services, with a large range of products, expert advice and customer service. Manheim's aim is to offer the best solutions from around the globe combined with local expertise gained from over 50 years of experience in the Australian market.



**MANHEIM**

If you would like to get in contact with Manheim Auctions, please visit their website [www.manheim.com.au](http://www.manheim.com.au). To view all of our other current Level 2 Industry Partners, please visit [www.regionalprocurement.com.au](http://www.regionalprocurement.com.au)

Click here to view all current Regional Procurement tender opportunities



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

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