



# Regional Procurement®

A Division of Strategic Services Australia

**Company Newsletter – March 2018**



# Message from the Manager



Another Christmas has come and gone and it already seems 'so long ago' with Easter now almost upon us! You could easily believe that our lives are measured by the public holiday milestones we enjoy throughout the year. It is worth considering what we actually wish to achieve with our time as it appears to fly past us at an ever increasing rate. I am conscious of what needs to be achieved to ensure our ongoing viability and value to our clients, both councils and suppliers.

My team and I are excited about the future and how we can further assist our valued council and supplier clients in this space.

Our point of difference is that we can provide the solutions our client councils want without sacrificing the client suppliers to achieve that end. Regional Procurement understands the value of a fair, transparent and competitive tender process that offers the supplier a value outcome. Our Tenderer Debrief process is highly acclaimed by the suppliers that have responded to our annual feedback surveys. The ability to sit down and speak face-to-face with a supplier to answer their questions on the tender process is a cornerstone of how Regional Procurement operates.

Finding that balance is both challenging and enjoyable as it ensures my team focusses on the 'big' picture which is to remain a meaningful alternative to other procurement aggregators that play in the Local Government space.

**Peter Salafia**

**Manager**

**Regional Procurement Initiative**

**Phone: (02) 4978 4044 I Email: [peters@regpro.com.au](mailto:peters@regpro.com.au)**

# Welcome, Jack!

We would like to welcome our newest team member Jack, who is our Support Services Administration Trainee. Jack recently graduated Year 12 in 2017 and will be with us for the next 12 months while Sarah Hurley is on maternity leave.

**Email:** jackm@regpro.com.au

**Ph:** 02 4978 4046

**Duties:**

- Certificates of Currency
- 6 and 18 month Customer service reviews
- Tender supplier reference checks
- Part of the management fees process along with other Administrative duties

**Qualifications:**

- Currently undertaking a Certificate III in Business Administration



## Council Login Portal

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 common for suppliers to include referees within their submission that 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.

Thank you!

# Reminder!

Just a reminder to council about our council portal available via our website.

On the Portal you have access to all of your relevant contract details. The portal lists the current contracts council has accepted, along with the signed contracts for each supplier, the specifications and the current pricing in PDF format (if you require excel please contact us to request this).

If you do not have a login and wish to access the portal, please click [here](#).

Please do not hesitate to contact us if you have any questions.

[Click here to discover how to access all your council's current contracts through our Council Login Portal!](#)

Interested in what's currently out in the market?

Visit our [Tenderlink Portal](#) to view all advertised tenders.