



MESSAGE FROM THE MANAGER



Regional
Procurement

A Division of Strategic Services Australia

Council Newsletter - June 2017 - Edition 19



It's that time of year (again!)

At this time of year anyone in local government that has budget responsibilities would traditionally think about the money they have left to spend by June 30 or vice-versa. As a business unit of Strategic Services Australia it is no surprise that Regional Procurement is subject to similar expectations. Our focus is on the total expenditure our client Councils will make on our contracts up to 30 June each financial year.

The two main reasons for this are 1/ the 30% management fee rebate paid to each client Council is calculated on the total \$ spend made by the respective Councils over the financial year and 2/ the ongoing viability of Regional Procurement depends on the total \$ spend made by our valued client Councils on our contracts as the management fee revenues generated from this spend directly funds the underwriting of our annual operational costs.

Given that some procurement aggregators are giving consideration to reducing the management fee rebate % that is to be paid to Councils (or may already have done so) it is with great pride that Regional Procurement can confirm we are retaining the current level of rebate at 30% for all eligible contracts.

The total rebate amount paid to our client Councils last financial year was \$314,000.00. This year we expect to rebate \$346,000.00 which represents an increase of almost 10%! The ongoing support given to Regional Procurement by our client Councils is greatly valued and as the manager of this business unit I wish to thank all of you for this support.

Regional Procurement is here for the 'long haul' and it is our intention to continue offering innovative contract solutions to Local Government for many years to come. Whilst we may not be the biggest player in the Local Government game we are committed to offering the best service possible to our valued client Councils.

Registration of Regional Procurement Puzzle Logo as a Trade Mark



We are pleased to advise that our puzzle logo Trade Mark application with IP Australia is now at the 'Acceptance' stage. The Trade Mark registration process is very intensive and can last up to 7.5 months! We will keep you posted of any further progress.

What lies ahead in the 2017-2018?

Regional Procurement is continually looking for additional opportunities to work with our client Councils to achieve economy of scale benefits. These opportunities include but are not limited to regional or one-off tendering solutions, probity auditing & advice and the unique Reverse Auction process used to secure competitive retail energy rates for Councils. Please contact your respective Account Executive or myself should you wish to discuss any of the aforementioned opportunities or something different.

As always, my team and I are here to meet, and hopefully exceed, your expectations.

Peter Salafia

Manager

Regional Procurement Initiative

Phone: (02) 4978 4044 | Email: peters@regpro.com.au



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

All feed back will be greatly appreciated. The more feed back 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!

If you have any questions regarding our annual survey, please do not hesitate to contact us on (02) 4978 4010.

Website update



There has been a recent update to our Regional Procurement website that we think you should know about!

Located under the "For Councils" tab at the top of our homepage, there is a new Level 2 Industry Partners page listing all current Level 2 Industry Partners, with a brief summary of their services, along with a link to their website attached to each logo. See a snapshot of the page below.

The screenshot shows the Regional Procurement website interface. At the top, there's a header with the logo and navigation links. The main content area is titled "Level 2 Industry Partners" and includes a description of the program and a list of suppliers. On the right, there's a "Contact Us" form.

Regional Procurement
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Solving the Procurement Puzzle

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Level 2 Industry Partners

Level 2 Industry Partners

In addition to our ongoing Tender processes, Regional Procurement offers councils a database of Level 2 Industry Partner suppliers.

These suppliers offer a range of goods and services that are considered beneficial to councils but not incorporated in established contractual agreements where spend exceeds \$150,000.

Prior to being accepted as a Level 2 Industry Partner, the suppliers shown below have provided evidence of their current trading status and level of insurance coverage as well as met the minimum feedback requirements from Referees.

Listed below are our current Level 2 Industry Partners with a brief description of their services, please click the suppliers logo to go to their website. Suppliers can be contacted directly for a further information or a quote.

AQUA 2020 ASSETS

Specialises in Vacuum Loading, High Pressure Water Blasting, Combination Jet-Vac Units, CCTV Inspection Surveys, Waterjet Cleaning, Pipeline Rehabilitation and Emergency Response.

catalystgraphics
YOUR IMAGE | OUR SOLUTION

Specialises in PVC & Mesh Banners, Fabric Printing – FabriX, Self-Adhesive Vinyl (SAV), Floor Graphics, Pop Up Banners and Displays, Point of Sale / Display and Rigid Sheet.

Bringing customers the very best in digital print and augmented technology year after year, making a difference. That's Catalyst Graphics.

EnergyAction

Energy Action is a leading provider of innovative Energy Procurement, Contract Management & Environmental Reporting, and Projects and Advisory Services.

Contact Us

Name:

Email:

Phone:

Message:

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Send

This page can be viewed by both councils and suppliers, head to our website regionalprocurement.com.au to check it out for yourself!

If you have any questions or would like to let us know what you think of our new page, please contact Jasmine on (02) 4978 4010 or jasminec@regpro.com.au



Regional Procurement offers a Probity Audit Service!

We understand the necessity for councils to conduct fair, impartial and transparent tendering processes that comply with relevant legislation and tendering guidelines as well as Council's own request for tender documentation.

You can obtain specialised and independent probity advice and audits on your own tendering processes through either or both of the following options:

- *Probity advice* will generally be provided before and during the course of tendering and tender evaluation. Our specialist officers will consult with you to monitor the processes and practices in place and check for potential bias or conflicts of interest. The Probity Advice service can be tailored to suit your individual needs.
- *Probity audits*, in which we will objectively review and report on potential probity issues associated with your tender process, are generally undertaken after the completion of a tender. The Probity Auditor will review your procedures, tendering documentation and evidence of tendering practices before providing a detailed and independent report on the audit outcomes and areas of potential non-compliance.

For further details please call Peter Salafia on (02) 4978 4044 or email peters@regpro.com.au

Interested in what's currently out in the market?

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



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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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