



Regional
Procurement®

**June
2018**

REGPRO NEWS

A regular insight into the world of procurement

Featured in this issue...

Way out West

Our North/West Key Account Manager Craig Wade recounts his recent trip to Western NSW catching up with our client Councils and giving an insight into life way out west. Take a read!

2018 Annual Surveys

We have recently opened our annual council and supplier satisfaction surveys. We appreciate all your feedback as it can help us to improve our service in so many ways! Scroll down for more.

What is Probity?

You may not know that along with contract management, Regional Procurement also offers Probity Auditing Services to multiple NSW councils. Keep reading to find out more!

Message from the Manager

I am pleased to advise that Regional Procurement is on target to deliver in excess of \$300K in rebates to our client Councils for the 2017/2018 financial year. Management fee rebates are paid directly to individual Councils based on their respective spend with our valued suppliers. Therefore, the greater the expenditure under eligible Regional Procurement contracts, the greater the rebates achieved!

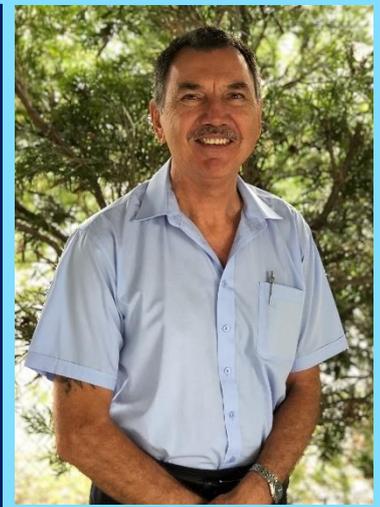
Our contracts require the suppliers to factor in the applicable management fee in their tendered rates. Whether a supplier wishes to pass on the management fee costs to the participating Council/s through their tendered rates or absorb some or all of it is totally up to our valued suppliers. It is our view that market forces will be the determining driver of this issue.

Given that the tendering process is open and transparent it really allows all tenderers to put their best possible offer forward with a view to winning the business of each participating Council.

Regional Procurement intends to maintain our presence in the Council sphere. Offering value added services to our client Councils such as Probity Auditing and Advice, Fee-For-Service tenders, Reverse Auctions for the procurement of Contestable Electricity (Large Sites and Street Lighting) and our standard Management Fee tender processes are the foundation stones of our corporate structure.

As with all aspirations of success there needs to be a partnership. We are proud of the ongoing and successful working relationships developed over the past 14 years with both suppliers and client Councils alike. My team are passionate about what they do and will go the 'extra mile' to get the job done.

So, whether you are a Council employee or one of our many suppliers I thank you for your continued support and use of Regional Procurement.



It is my intention to see the high standard of service we currently provide is maintained well into the future.

New tender for the Provision of Local Government Election Services:

Our client Councils may be interested to note that Regional Procurement will be going out to tender late August/early September 2018. We hope to have a result by late November/early December for consideration of the participating Councils. This will enable the Council reports to go up for resolution in either December 2018 or February 2019 which will allow for the required 18 months' notice to be given to the NSWEC should the recommendation be accepted. Should your Council wish to participate in this tender please contact the undersigned as opportunities will be closing soon.

Regards,

Peter Salafia

Manager

Ph: (02) 4978 4044

Tenders in the Works

Tender Number	Participating Councils	Tender Name	Status
T011819NEC	Walcha Shire Council	Supply and Delivery of Bulk Fuel	Tender closed, awaiting council resolution
SPT081819NIRC	Norfolk Island Regional Council	Tourism and Marketing Representation	SPT Complete as of
SPT541718NIRC	Norfolk Island Regional Council	3G/4G Mobile System Upgrade	SPT Complete as of 30 th May 2018
T041819CCC	Cessnock City Council	Electricity – Small Sites	Tender closed, evaluation stage
T111819CHCC	Coffs Harbour City Council	Electricity – Small Sites	Tender closed, evaluation stage
SPT091718OROC	OROC Region	Trade Services	Advertised 21 st -2 nd May 2018
SPT101819OROC	OROC Region	Rock Crushing	Advertised 29 th May 2018
T071819OROC	OROC Region	Aggregates and Raw Materials	Advertising 5 th June and 9 th June 2018

Council Login Portal

The Regional Procurement Council Login Portal gives Council access to relevant contract details.

The portal lists the current contracts council has accepted, along with the contract for each supplier, the specifications and the current pricing.

If you do not have a login but do require access to the documents mentioned, please register your interest at our website at <http://regionalprocurement.com.au/for-member-councils/member-councils-login/>

If you already have a login, click [here](#) to watch a demonstration on how to access the portal.

Way out West

Tender opportunities and purchasing arrangements is an important part of the Regional Procurement service offered to Regional Councils across NSW. As the North/West Key Account Manager, I am based in Thornton whilst looking after 21 councils from Tweed to Tamworth, Armidale to Bourke, Cobar and across to Wellington.

I recently headed out away from the big cities for a trip to visit some of these areas and let me tell you, servicing that amount of territory requires a lot of time of the road, adding a fair amount of Ks to the car. The contrast of the land couldn't be any more different as Northern NSW has had a lot of recent rain, and the whole area was noticeably green, compared to normal conditions.



But out west was clearly showing the signs of drought with the wildlife searching near the road for food and water to refresh themselves from the terribly dry conditions. It's always good to come across

roadworks in the bush as you stop at traffic control point, wash the windscreen and suddenly the windscreen is gone again as the bush flies replenish themselves from the windscreen wash (must remember keep the windows up!).

Catch up meetings were held at Quirindi (LPSC), Gunnedah, Coonabarabran (Warrumbungle), Coonamble, Walgett, Brewarrina, Nyngan (Bogan Shire), Warren, Gilgandra, Narromine and Dubbo. It is always a pleasure to meet with many old faces and a few new ones in the council fraternity and the enthusiasm for their area, as well as hospitality provided is awesome to see.

I had the opportunity to discuss aggregate tenders, stabilising tenders, fuel tenders, special opportunity tenders and the list goes on. If you are interested in our complete list of all types of tenders, please let us know and we can send it over to you. Our newly appointed trainee Jack McLennan is working on a catalogue to showcase what we can offer to assist you in your operations. This will be updated and distributed at regular intervals.

A week on the road travelling the distance, experiencing the fauna (unexpected meetings, emus, snakes roos and the eagles) and yep, it's out there across the great land. Makes one appreciate the end of the day, a comfy bed and hot coffee, as the reward for effort and opportunity to catch up with our regional clients. There is so much more to these regional towns than you would every know simply by passing through. The isolation brings challenges but also offers great experiences, especially for people from coastal areas.

I recommend you stop to smell the roses, visit the local café and shops, and stay overnight if you can. Every visitor can help these communities in their own way. And by the way, the stars and the people are fantastic out there. Thanks to the Western region for their great hospitality on my recent visit, see you again soon.

Craig Wade

North/West Key Account Manager

Ph: (02) 4978 4038

What is Probity?

While Council officers understand the necessity for conducting tendering processes in a fair, impartial and transparent manner it can be challenging to ensure an independent internal review of the processes undertaken.

Having specialised in Local Government tendering since 2004, Regional Procurement is well placed to offer specialised and independent Probity Services such as the following:

- Formal reviews of council's own tender documentation for compliance with relevant legislation and principles of probity,
- Guidance on potential probity issues and advice on how council could address these issues,
- Quality-checks at key milestones *throughout* a tender process, or
- A comprehensive review of a complete tender process.

To discuss how Regional Procurement can tailor these Services to meet your council's requirements, please call Peter Salafia, Manager - Regional Procurement, on (02) 4978 4044 or email peters@regpro.com.au.

Annual Customer Satisfaction Surveys

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

All feedback will be greatly appreciated. The more feedback 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 or admin@regpro.com.au.

Ministers' Awards for Women in Local Government



The Ministers' Awards for Women in Local Government celebrate the contribution of women to local government in NSW. In addition to recognising the significant contribution of Award winners, the Awards aim to encourage more women to take on leadership roles in local government in NSW.

In 2018 there are five categories of awards:

- ❖ Elected Representative.
- ❖ General Manager/Senior Staff Member – General Manager or senior staff positions as defined by councils in the Local Government Directory
- ❖ Non-Senior Staff Member - aimed at women who may not have worked in local government for long, or at a senior level, but who have demonstrated significant achievement and leadership
- ❖ Women in non-traditional roles – a role that is traditionally held by men where the nominee is the first to enter into that role at their council or is breaking down gender stereotype barriers and conventions to perform the functions of any given role
- ❖ Women in traineeships or apprenticeships – the traineeships/apprentices category is a new category for 2018 and will recognise the achievements of outstanding individuals who have undertaken traineeships in the local government sector

Awards are made to a metropolitan council and a rural/regional council for each of the four categories.

The winners of the 2018 Ministers' Awards for Women in Local Government

The winners of the 2018 Awards were presented by the Minister for Local Government, the Hon. Gabrielle Upton MP, at a function held at Parliament House on 7 March 2018. The awards are delivered in partnership with the Minister for Women, the Hon. Tanya Davies MP.

Special mention to some of the winners from our participating councils -

Elected Representative from a Rural or Regional Council

- ❖ Winner: Cllr Tegan Swan (Coffs Harbour City Council)

General Manager/Senior Staff Member – Rural or Regional Council

- ❖ Highly commended: Fiona Plesman (Muswellbrook Shire Council)

Non-Senior Staff Member – Metropolitan Council

- ❖ Highly commended: Emily Raymond (Newcastle City Council)

Non-Senior Staff Member – Rural or Regional Council

- ❖ Winner: Maree Edwards (Lake Macquarie City Council)

Women in traineeships or apprenticeships – Rural or Regional Council

- ❖ Winner: Breanna Green (Gunnedah Shire Council)

Interested in what's currently out in the market?

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