



Industry Partner Newsletter - August 2016

Edition 16

Regional Procurement

A Division of Strategic Services Australia

Solving the Procurement Puzzle

Message Message Message Message Message Message Message Message Message
FROM THE MANAGER



Latest Update on Council amalgamations

Regional Procurement has distributed the following [letter](#) to all of our Industry Partners several weeks ago. Please use the hyperlink provided to view this document if you have not already received it. I believe it will provide you with valuable information.

End of Financial Year 30% Rebate payments amount to a massive \$360,640.00 (including GST)

As the manager of Regional Procurement I am very proud to announce that our valued client councils will soon be receiving rebate cheques addressed to their respective General Managers.

It should be pointed out that this rebate is being provided to our client Councils by Regional Procurement which is a division of Strategic Services Australia (formerly Hunter Councils - HROC) and has nothing to do with LGP.

The rebate amount due to Councils is calculated at 30% of the total management fees derived by Regional Procurement under applicable contracts used by a Council when procuring goods and or services from our suppliers. When Council procures goods and or services from applicable Regional Procurement contracts the suppliers are required to remit to us a management fee. This fee can range from 0.75% to 1.75% of the total amount spent by Council depending on the contract which on average is the lowest of any procurement aggregator in NSW.

In May 2015, our CEO - Roger Stephan determined that 30% of all management fee income was to be rebated to our client councils at the end of each financial year. At this time our Council annual subscription fees were also abolished.

Based on the reporting provided to us by you, our suppliers, for the 2015/2016 financial year I can confirm that an impressive amount of approximately \$91,535,406.00 was spent on contracts for goods and services established by Regional Procurement. As a direct result of that expenditure Regional Procurement is providing rebate payments to our valued client councils in the amount of **\$360,640.40** (including GST).

All rebate cheques were finalised and posted to each council's appointed General Manager on the 23rd of August.

Without the ongoing support and continued response to our many RFT's by our valued Industry Partners the ability of Regional Procurement to provide a value added service to our client councils would be impossible. On behalf of my team I would like to extend my thanks to our many Industry Partners that have ensured they continually provide value for money outcomes to our client councils through the use of Regional Procurement contracts.







Contact details update

For your convenience please refer to the table below for current contact phone numbers and area responsibility:

Peter Salafia	Manager		02 4978 4044 / 0400 478 178
Craig Wade	Account Executive / ZIC	OROC, New England, NAMOI regions and fee for service work	02 4978 4038 / 0430 357 261
Mark Kentish	Account Executive	Hunter, Mid North Coast ROC and MidWaste. Fee for service work	02 4978 4038 / 0430 807 085
Michelle Partland	Advisor - Audit & Quality Management	Provision of Audit & Quality Management advice and services	02 4978 4039
Sarah Hurley	Support Services	Contract price variations, website uploads, database management,	02 4978 4046
Jasmine Collum	Support Services	Certificates of currency, bi-monthly newsletters, reference checks, etc	02 4978 4010

We are here to serve our valued Industry Partners so please call us to assist you.

Peter Salafia

Manager

Regional Procurement Initiative®

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

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 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.

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!

DID YOU KNOW?



***Council has purchased over 9.5 million litres of fuel through Regional Procurement contracts this past financial year.
That's enough to drive around the entire earth 3000 times!***

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.

Our mailing address is:

59 Bonville Avenue

PO Box 3137

Thornton, New South Wales 2322

Australia

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