



Council Newsletter - October 2015

Edition 12

Regional Procurement

A Division of Strategic Services Australia

Solving the Procurement Puzzle

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

'A New Deal for Councils'

The 2015/2016 financial year will see the implementation of our 'New Deal for Councils' program. Our Support Services team will be collating council spend data from our suppliers for the periods April/September, July/December, October/March and Jan/June to calculate the total \$ rebate amount due and payable to your council in late July each year. To ensure that our valued client councils receive the correct rebate amounts we will be distributing to each council an aggregated supplier spend report for verification. This report will be forwarded each council's pre-nominated contact who will be asked to verify the information provided by the suppliers. This is a critical part of this process as these reports will determine the amount of rebate that each council is to receive at year's end.

Rebates will be paid to each council by cheque posted to the attention of the General Manager. This is to ensure that the highest level of management is made aware of the benefits available to Council through use of Regional Procurement contracts.



Probity Services anyone?

Regional Procurement is able to offer these services to councils at a very cost effective rate. Our staff are well versed in the requirements of the Local Government (General) Regulation 2005 – Part 7 Tendering and can offer advice on all aspects of the tender process from conception to completion. Your council will be provided with a comprehensive report outlining areas for improvement where deemed necessary to ensure alignment to the Regulation requirements. Please contact our Quality Assurance Officer or Manager Regional Procurement for further information.

Provision of Tendering Services on a Fee-For-Service basis

Are you time poor? Do you need assistance putting out that RFT? Regional Procurement can provide your council with a cost effective alternative to expensive consultants! Our team of professionals have many years of local government experience in procurement and contract management. Please contact us to provide you with a cost competitive quote for your next tender process.

Electricity – Large (Contestable) and Street Lighting as well as Small (SME) sites

Our association with EnergyAction™ over the past 6 years has resulted in significant \$ savings to our client councils through the patented Reverse Auction process uses for large sites and our standard tender process used for small sites.

- Large (Contestable) and Street Lighting – Reverse Auction process

Client councils that have achieved beneficial outcomes from the Reverse Auction process include but are not limited to Newcastle Airport Limited, Port Stephens, City of Newcastle, Cessnock City, Maitland City, Singleton, Muswellbrook Shire, Upper Hunter Shire, Gloucester Shire, Great Lakes, Nambucca Shire, Bellingen Shire, Coffs Harbour City, Richmond Valley and Camden.

- Small (SME) sites – via a standard tender process that have achieved discounted rates exceeding 20% off retail rates.

Please contact the Manager at Regional Procurement for further information on our electricity contract processes.

Did you know?

Regional Procurement is just one Division of Strategic Services Australia Limited (formerly Hunter Councils Limited). Other Divisions within this company also include:

- Hunter Records Storage www.hunterrecords.com.au
- Local Government Training Institute www.lgti.com.au and
- Local Government Legal www.lglegal.com.au

For more information about the services that can be provided by each of these organisations please contact them directly. Contact details are available from their respective websites.

I look forward to bringing you all further updates in the months to come. Regional Procurement – Solving the Procurement Puzzle.

Peter Salafia

Manager

Regional Procurement

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Council Login Portal

Just a reminder to council about our online 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.

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https://twitter.com/RegPro_Au



Training Opportunities

Our neighbouring division, Local Government Training Institute, offers training that can be customised to suit your organisation's requirements. They have extensive experience in tailoring courses to the needs of local government, offering a range of nationally recognised qualifications. LGTI specialises in Business and Local Government, ranging from a Cert III to a Graduate Diploma.

If you are interested in studying or completing a training course through the Local Government Training Institute, please call **(02) 4922 2333**, or click [here](#) to visit their website.



A division of Strategic Services Australia, Local Government Legal offers cost-effective legal services to local councils in New South Wales. LGL specialises in a range of legal services such as:

- Planning and Environmental Law
- Local Government Law
- Administrative Law and Corporate Governance
- Property Law and Conveyancing
- Commercial and Contract Law

If you would like more information, please visit their website by clicking [here](#), or give them a call on **(02) 4922 2301**.



No strings attached

Regional Procurement has a new *no strings attached* deal in procurement management for its clients starting on 1 July 2015.

The new deal offers:

- the elimination of member council subscriptions and
 - a guaranteed minimum payment to client councils of 30% of any management fee income generated by that council.

For further details click here

Reduce your costs and benefit from an end of year bonus now!



DID YOU KNOW?

Jardine Lloyd Thompson is able to provide free advice on all of your Council's insurance needs. Simply contact your dedicated Account Manager at Jardine Lloyd Thompson –

Graham Hill | Account Manager

Public Sector - NSW | Jardine Lloyd Thompson Pty Ltd

Lv 11, 66 Clarence St | Sydney NSW | 2000

Tel: (0)2) 9320 2700 | DD: (02) 9320 2701 | Mob: 0447 671 479

Fax: (02) 9320 2799 | www.jlta.com.au

Interested in what's currently out in the market?

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



ISO: 9001:2008
Lic: QEC27783

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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:

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