



# Regional Procurement



## *A message from the Manager*

**PETER SALAFIA**

### **Assistance for suppliers with 'Management Fee' payment options:**

Regional Procurement is acutely aware of the difficulties facing every other small business across NSW during the Covid-19 pandemic. To assist our valued suppliers, Regional Procurement is extending our credit terms to assist small businesses that deal with us. Should any small business be experiencing difficulties in meeting their Management Fee payment commitments please send an email to [admin@regpro.com.au](mailto:admin@regpro.com.au) simply requesting a payment plan be entered into. I will personally contact each supplier that has requested a payment plan option to ensure their specific needs are addressed.

### **Provision of Probity Auditing and Advice Services:**

Many of our client councils have the need to conduct tenders where the outcome may be have the potential to be challenged and always subject to public scrutiny. Regional Procurement has been providing Probity Auditing and Advice services for several years now with a marked increase in client councils seeking assistance with the provision for this type of service. We are well placed to provide this type of service and have assisted several councils this year with work ongoing on two large infrastructure projects. Should your council require such services please email [probity@regpro.com.au](mailto:probity@regpro.com.au) to arrange a confidential and obligation-free discussion to determine your specific requirements.

### **In general:**

The team at Regional Procurement continue to deliver value outcomes for our client councils and suppliers. Our ability to 'hear' and understand the requirements of our client councils is a key result area in our tender processes. Feedback received from suppliers is listened to and, where appropriate, fed back into our tender document templates to deliver a better outcome overall for all parties.

Our key objectives for this financial year are to better engage with our existing client councils and suppliers whilst fostering opportunities for new business growth.

### **New positions:**

I am pleased to advise that Regional Procurement will be seeking to increase our service offering by engaging a new Key Account Manager and an administration trainee with both positions to commence 1 February 2021. Advertising for both positions will begin shortly so 'watch this space'.

Thanks for reading and stay safe.



## Supplier Tip:

The requirement for tenderers to send a hard copy of their submission has now been removed.

Please make sure that you submit your tender through our electronic tender box before the close time and date stated for that tender.

If you have any questions please do not hesitate to contact us on 02 4978 4010 or [admin@regpro.com.au](mailto:admin@regpro.com.au)

Our Tenderlink portal URL has changed, to view our current tender opportunities please go to:

[portal.tenderlink.com/regionalprocurement](http://portal.tenderlink.com/regionalprocurement)

## WE ARE UPDATING OUR WEBSITE!

We are currently working on updating our website portal, usability and over all look thanks to some helpful feedback through our annual surveys. Please get in touch if there are any areas you believe we can update to make the site more user friendly for your organisation.

## 2020 ANNUAL CUSTOMER SERVICE SURVEY

Thanks to feedback we received through our annual surveys, we have:

- Enhanced our Supplier Performance Review survey questions and layout. This will help to gain quality feedback regarding supplier performance at the 6 and 18 month intervals of a contract.
- Streamlined the Referee questionnaires to make it quick and easy for nominated referees to provide feedback during each Tender evaluation.
- Identified areas within our supplier/council portal that will be improved.



# sala4D

WELCOME TO OUR NEW LEVEL 2

INDUSTRY PARTNER

SALA4D

With diverse local government experience, we understand the specific requirements of the public sector when planning for, designing and managing the public domain. We can help you deliver positive results for your community: from strategic planning, management plans and policies, to infrastructure plans and grant applications. We also offer Landscape Architecture, Urban Design and Graphic Design.

## BECOME A KEY ACCOUNT MANAGER AT REGIONAL PROCUREMENT

Follow the below link to see what the role involves: [seek.com.au/job/50702265](http://seek.com.au/job/50702265)