

September 2020

# Selling to Government and Other Businesses

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General inquiries concerning this document should be initially directed to:  
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This publication can be accessed from the business website [www.business.nsw.gov.au/](http://www.business.nsw.gov.au/).

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# Supplying to the NSW Government

## NSW Government Procurement Policy Framework

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NSW Government agencies spent around \$34 billion on goods, services and construction in 2018/19, with spend increasing by an average \$2.7 billion per annum over the past five years. To ensure this money is spent fairly and efficiently, and for the long-term benefit of everyone in NSW, government buyers must comply with a range of legislative and policy requirements known as the [NSW Procurement Policy Framework](#).

### Panels and Schemes

The main way the NSW Government buys is through contracts and schemes. Suppliers can apply for both of these on [eTendering](#), where NSW agencies must publish their tenders.

There are special rules to make it easier to supply to the NSW Government if you run a small-to-medium-sized enterprise (SME), are regionally based or are an Aboriginal business.

### SME and Regional Procurement Policy

Where a NSW Government agency is permitted to directly purchase goods and/or services from a supplier, or directly negotiate with a supplier to provide goods and/or services, the agency must first consider purchasing from a regional supplier for procurement in a regional area. If the procurement is not in a regional area, then the agency must first consider purchasing from an SME.

This initiative applies to all direct procurements, including from prequalification schemes and panels, up to a maximum value of \$250,000 if authorised to buy directly.

1. NSW Government departments and agencies can buy directly from SMEs, especially if the contract is under \$10,000, or \$50,000 if you're a small business (fewer than 20 employees).
2. If the supplier has an innovative solution, agencies are able to negotiate a trial of up to a value of \$1 million.
3. For all procurements valued above \$3 million, agencies must include a non-price evaluation criteria of at least 15 per cent, which considers how potential suppliers will support the government's economic, ethical, environmental and social priorities of which a minimum of 10 per cent must be allocated to SME participation consistent with relevant exemptions in International Procurement Agreements.

Tenderers for contracts over \$3 million must identify and report to agencies during the delivery of the contract on work with SMEs with an online reporting tool.

More information on the program can be found at [buy.nsw.gov.au/policy-library/policies/sme-and-regional-procurement-policy](http://buy.nsw.gov.au/policy-library/policies/sme-and-regional-procurement-policy).

## Schemes

Schemes can be used by NSW Government agencies to seek proposals or quotes from a limited number of approved listed suppliers.

A scheme covers a wide range of goods and services from defined sectors. When a NSW Government agency needs to buy goods or services, it can approach these prequalified suppliers in various ways – including via a request for tender (RFT), request for quote (RFQ) or request for proposal (RFP). It can sometimes also negotiate directly with them, depending on the circumstances, such as the value of the contract.

There are 28 schemes listed on the [buy.nsw](https://buy.nsw.gov.au) website.

## Standing Offer Notice

A Standing Offer Notice is an offer from a potential supplier to provide goods or services under set terms and conditions, which may include an agreed price.

No contract exists until a NSW Government buyer issues an order or 'call-up' against the standing offer, and there is no obligation to purchase until that time.

## NSW Government Tenders

Upcoming or proposed tenders are published on the [buy.nsw](https://buy.nsw.gov.au) site along with the current tenders. Previous tenders can be accessed through the Closed (within 30 days) and Archived (post 30 days closed) functions on the website.

The [buy.nsw](https://buy.nsw.gov.au) website also provides access to a dedicated hub for NSW Government buyers and suppliers of digital products and services to connect.

## Aboriginal Procurement

NSW needs a diverse workforce with sustainable growth and employment opportunities and Aboriginal-owned businesses are very much a part of this. So, a priority of the NSW Government is to encourage Aboriginal employment and improving skills through direct engagement with NSW Government agencies or through the supply chain.

- The NSW Government's [Aboriginal Procurement Policy](#) aims for Aboriginal-owned businesses to be awarded at least 3 per cent of the total number of domestic contracts for goods and services issued by NSW Government agencies by 2021 and includes provisions for:
  - first consideration to Aboriginal-owned businesses on prequalification schemes before proceeding to market for procurements valued up to \$250,000
  - direct negotiation with suitably qualified Aboriginal-owned businesses for procurements not covered under existing prequalification schemes valued up to \$250,000
  - all agencies to include targets and evaluation criteria for Aboriginal employment in procurement activities, where appropriate, for all contracts over \$10 million in their tender response requirements.
- Under the [Aboriginal Participation in Construction Policy](#), a minimum of 1.5 per cent of project spend must be dedicated to Aboriginal participation.
- In 2015, the NSW Indigenous Chamber of Commerce partnered with the NSW Government to build the [NSW Aboriginal Business Portal](#) to provide a 'One Stop Shop' facility and resource to support Government and others seeking to purchase from Aboriginal Suppliers.

- A concierge service was launched in March 2019 to help Aboriginal businesses to understand and gain greater access to NSW Government procurement opportunities. The concierge team is contacting Aboriginal businesses and offering specialist advice when it comes to applying for NSW Government procurement opportunities such as schemes. The concierge team has contacted over 500 Aboriginal-owned businesses across NSW. For more information contact NSW Procurement at [sourcing@treasury.nsw.gov.au](mailto:sourcing@treasury.nsw.gov.au) or call 1800 679 289.

## Building and Construction

Construction industry procurement works differently to other procurements. The contract values are often higher, the margin for error lower and the number of suppliers on any one project often greater. For this reason, there are often different rules that apply to construction procurement. [Construction procurement](#) has its own accreditation scheme, which operates independently of the goods and services.

## PPE

NSW Government agencies source [Personal Protective Equipment](#) (PPE) via a separate procurement program developed in response to the COVID-19 crisis.

## Post Bushfire and Emergency Procurement

NSW Government agencies must use local businesses within the communities impacted by bushfires and floods wherever possible for clean-up, repair, rebuilding, remediation and enhancement works arising out of, in relation to or following the bushfires in calendar years 2019 and 2020 and floods occurring from January 2020 to March 2020. State Owned Corporations are also encouraged to comply with this direction. More information is available at [buy.nsw.gov.au/news/2020/bushfire-rebuild-services](http://buy.nsw.gov.au/news/2020/bushfire-rebuild-services).

## Tech

The NSW Government, via its buy.nsw website, has recently created a supplier hub. The [buy.nsw.supplier hub](#) is an online place for NSW Government buyers to connect with suppliers of digital products and services.

The new Supplier Hub is being piloted for ICT products and services and is planned to expand to other products and services. Organisations who are members of the ICT Services Scheme have been, where agreeable, listed in the new supplier hub. The new supplier hub is open to registration from new suppliers.

## Other Supplier Assistance from the NSW Government

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### Industry Capability Network

The [Industry Capability Network](#) (ICN), funded by the NSW Government, provides services that match suppliers with NSW Government projects and some large private sector projects.

ICN disseminates information via an online marketplace known as the Gateway where business opportunities can be published, and suppliers can create free online profiles about the products and services they offer.

The ICN works with NSW project owners to help publish projects and their associated work packages on the Gateway, increasing market awareness of business opportunities. The ICN then provides advice to project owners about suppliers qualified to deliver work or supply to those projects, increasing supplier market information.

### Business Connect Advisers and Events

The NSW Government's Business Connect program offers expert independent advice to help build your capability to win government business. Business Connect advisers are accredited professionals with first-hand experience running their own small business. Their advice is independent and completely confidential.

Business Connect procurement specialist advisers can help you:

- get ready to sell goods and services to government
- develop a capability statement
- find out about opportunities, including supplier lists, schemes, tenders and exemptions
- understand how to submit a great response
- learn from an unsuccessful bid
- understand risks and satisfy government requirements
- work with a lead contractor or sub-contractor
- develop a plan to market to government customers.

Book an advisory session with a [specialist Business Connect procurement adviser](#) or attend a [webinar or event](#). You can also call **1300 134 359** to connect with your local Business Connect adviser.

## Other Government Tender Information

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### The Australian Government

- The Australian Government's *Centre of Procurement Excellence* website [Make Selling to Government Your Business](#) offers an extensive guide to selling to the Commonwealth Government. The extensive guidance can be applied to selling to other state and local government organisations.
- The Commonwealth Department of Defence has its own procurement centred website [Doing Business with Defence](#).

### Other States and Territories

- [Local Government Procurement](#) is a purchasing organisation set up to provide procurement services for Local Government.
- [AUS Tender](#) provides centralised publication of Australian Government business opportunities, annual procurement plans and contracts awarded.
- [Buying for Victoria](#) is the Victorian Government's tender/procurement portal.
- [SA Tenders and Contracts](#) provides easy-to-use access to all publicly available bidding opportunities within the South Australian Government.
- [Tenders WA](#) is the Western Australian Government's tender and procurement site.
- [Q tenders](#) is the Queensland Government's tendering and procurement website.
- [Quotations and Tenders Online](#) is the Northern Territory's tender site.



## Other Online Business Matching Services

- The Advanced Manufacturing Growth Centre (AMGC) has recently developed a [Manufacturing Portal](#) to link buyers and suppliers within Australian manufacturing supply chains in response to COVID-19
- [Cordell Connect](#) offers business matching in the Residential Building and Construction sector.
- [BMV Solutions](#) offers a free tender search page to attract business to their Tender Consultancy business.
- [Tender Search](#) offers a comprehensive tender notification service as well as a number of other tender support services.
- [Australian Tenders](#) offers a subscription-based tender search and notification platform.

### Large Private Firms

Many commercial entities have their own online procurement platforms including:

- [Rio Tinto](#) business-partnering program.
- [Supplying to BHP](#)
- [IBM Global Procurement](#)

### Online Marketplaces

Increasingly, buyer and supplier connections are being initiated independently via dedicated online marketplaces and through search engine results and social media communication channels, especially for small jobs. This includes websites such as [Airtasker](#), [eBay](#) and [Amazon](#), but there are many more.