

WORKING WITH THE SOUTH AUSTRALIAN GOVERNMENT

Opportunities to supply to government

The South Australian Government is a large potential market for businesses of all sizes. Agencies buy a wide variety of goods and services from cleaning services, office equipment, training, project management and research, as well as significant construction and civil engineering projects.

Each government agency has its own needs and makes its own purchases to meet its requirements.

TYPES OF OPPORTUNITIES

The SA Government Procurement Framework instructs South Australian public authorities how to buy goods, services and construction projects.

Open market approaches

Open market is the default approach for agencies procuring goods and services above \$550,000 or construction projects above \$9,762,000 (GST inclusive). Any supplier can respond to an open market approach.

3-quote minimum approaches

Government agencies procuring goods and services from \$55,000 to \$550,000, or construction projects from \$55,000 to \$9,762,000 (GST inclusive), should obtain at least 3 quotes from different suppliers.

Limited and direct market approaches

Depending on the value and context of a procurement an agency may be able to limit the number of suppliers it approaches but there are clear rules for when this can happen and the approvals that are needed.

Standing offers

Standing offers are contractual arrangements setting out the terms and conditions under which a supplier agrees to provide goods or services to an agency in a future procurement. A standing offer is not a request or instruction to provide goods or services but is converted to a request or instruction through a secondary procurement under the standing offer.

Pre-qualification lists

A prequalification list is a non-contractual register of suppliers that have demonstrated to an agency that they meet minimum criteria for the supply of particular categories of goods or services. The use of prequalification lists must comply with Australia's bilateral free trade agreements and with the World Trade Organisation Government Procurement Agreement.

FINDING OPPORTUNITIES

SA Forward Procurement Plan (FPP)

The [FPP](#) is an online portal that lets businesses know about upcoming opportunities to supply to government. Businesses can register their interest for these opportunities through the designated contact officer.

SA Tenders and Contracts (SATC)

SATC provides easy-to-use access to all publicly available bidding opportunities within the government. Electronic submissions can be made using the Electronic Lodgement Service. You can also view the details of all government-awarded contracts for goods, services and works.

CREATING OPPORTUNITIES

SA Products and Services Directory

Local businesses can register on the [free online directory](#) to showcase their goods and services. It is used by government staff to discover local businesses who are capable of supplying to government or becoming an integral component of the supply chain for major projects.

Industry Capability Network (IC)

In addition to the Forward Procurement Plan, government funded and private industry projects are listed on [ICN Gateway](#) for businesses to review and express their interest.

Creating your own connections

Building and maintaining relationships with government agencies is a key component of supplying to government. Consider:

- attending the annual Office of the Industry Advocate Meet the Buyer event
- attending events held by the Small Business Commissioner SA and the South Australian Business Chamber
- attending events held by industry and peak bodies relevant to your business
- participating in supplier debriefs.

FURTHER INFORMATION

www.buying4.sa.gov.au



Government of
South Australia

buying4SA