



WELCOME



The WA Jobs Act and WAIPS

Andrew Griggs – Acting Manager
Industry Development

Department of Jobs Tourism, Science and Innovation

\$27 billion

spent annually on goods, services,
housing, works
and community services

Key Elements of the WA Jobs Act



Development of the
WA Industry
Participation
Strategy (WAIPS)



Requirement for
Participation Plans



Participation Plan
commitments
included in supply
contracts



Ability to declare
Strategic Projects

WA Industry Participation Strategy (WAIPS)

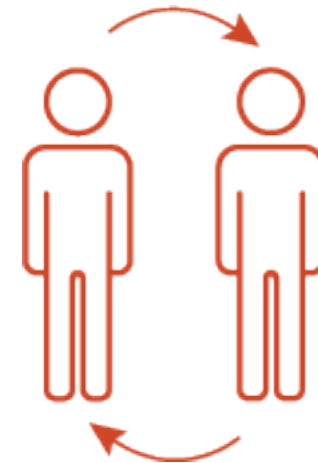
Details how to implement the requirements of the WA Jobs Act



Consultation and
flexibility



Templates and
Guidelines



Support from ILAS
and LCAs



WA
**INDUSTRY
LINK**

WAIPS

WA Industry
Participation Strategy

ILAS

Industry Link Advisory
Service

LCAs

Local Content Advisers

The Portal

Industrylink.wa.gov.au

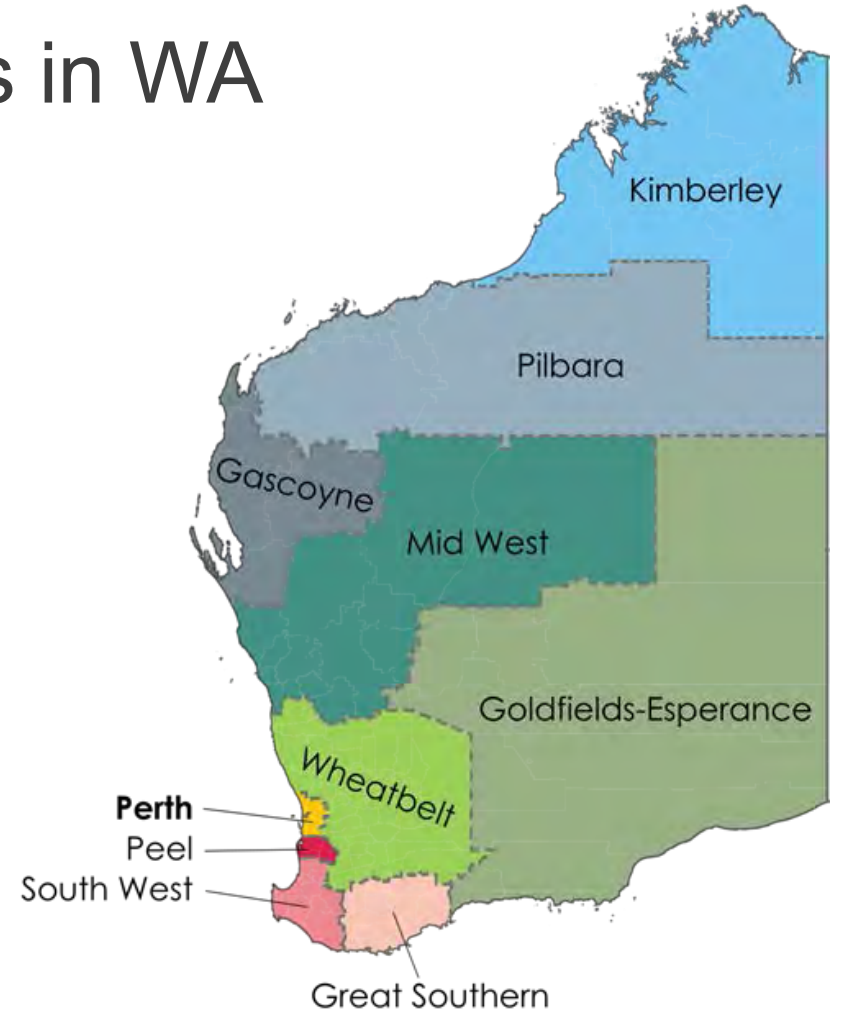
Supporting Agencies and Businesses in WA

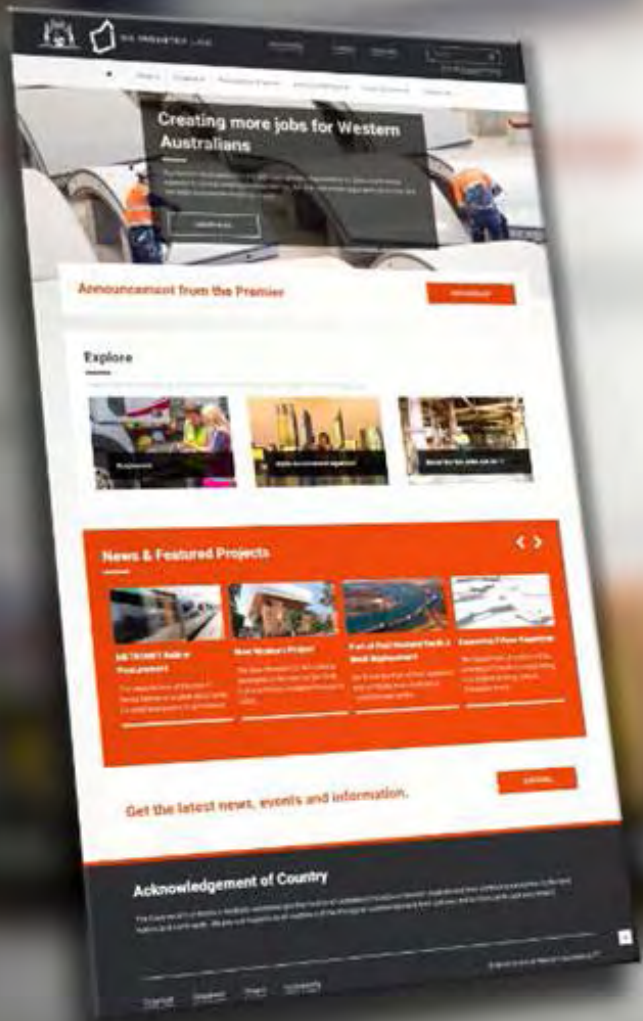
JTSI

Industry Link
Advisory
Service
(ILAS)

DPIRD

Local Content
Advisers
(LCAs)





WA Industry Link Portal

Industrylink.wa.gov.au

Section A: Sub-Contractor Workforce

The information you provide in the sub-contractor section will be used for reporting purposes and will not form part of the Participation Plan evaluation score, however, the **completeness** of this section will contribute to the overall evaluation score. Please insert additional rows where necessary.

3. Will your business use subcontractors to deliver part of this contract? If, yes, please identify the businesses and what they will be contracted to deliver?

Subcontractor name	Subcontractor location	Scope of subcontractor involvement	confirmed (c) potential (p)

4. If you answered yes to question 1, please provide the estimated sub-contractor workforce employed in delivering this contract.

Workforce	WA (metro)	WA (regional)	Other Australian States, Territories and New Zealand	Overseas
Totals				

5. If you answered yes to question 1, please provide the estimated sub-contractor apprentices and trainees directly employed in delivering this contract.

Apprentices Trainees	WA (metro)	WA (regional)	Other Australian States, Territories and New Zealand	Overseas
Totals				

Section A: Contract division

Important note: Providing this information is mandatory, all table cells need to be completed. Enter a percentage numerical value or NA for the elements that are Not Applicable. The sum of all jurisdictions need to equal 100%.

6. Please estimate the overall local content outcomes expected by jurisdiction for this contract:

WA (metro %)	WA (regional %)	Australian and New Zealand %	Overseas %

Participation Plans

- To be completed by head contractors as part of tender
- Will form part of tender evaluation with a weighting of up to 20%
- Commitments will be incorporated into supply contracts as will requirement to report on achievements



Participation Plans

Head contractors need to provide details on:

- Local industry participation commitments by head contractors
- Generation of jobs, apprenticeships and traineeships
- Local industry engagement activities
- Wider economic benefits

Thresholds for Participation Plans

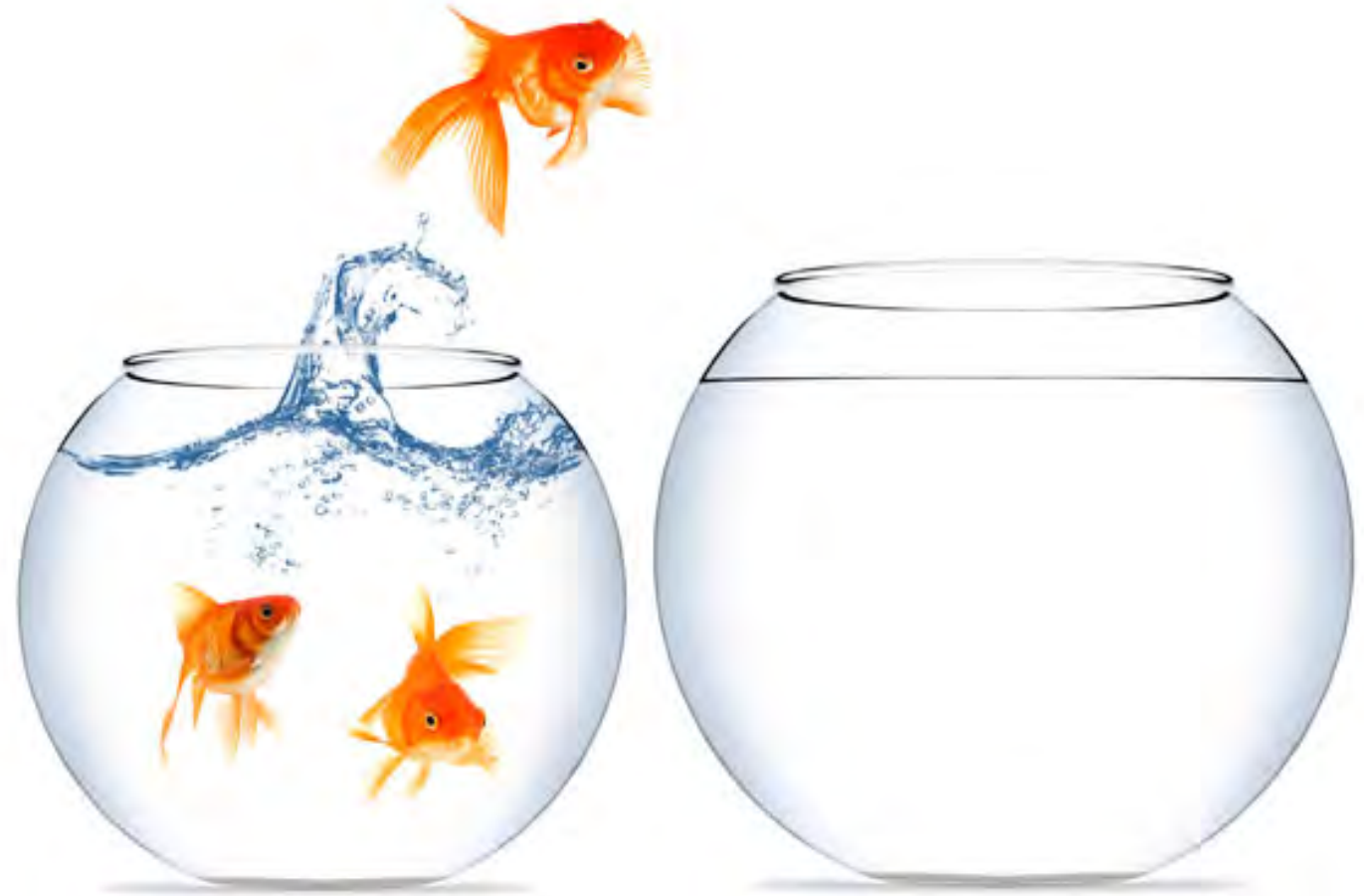
Types of Procurement	Location in WA	Contract Value
Goods and Services	Metropolitan area	\$1 million and above
Goods and Services	Regional areas	\$500,000 and above
Housing and Works	Metropolitan area	\$3 million and above
Housing and Works	Regional areas	\$500,000 and above

Projects that have a contract value of \$25 million or more may be declared a **Strategic Project** by the Minister for Jobs.



Exemptions

The WA Jobs Act allows for the Minister for Jobs to grant an exemption to an agency from requiring participation plans.



Reporting

Head Contractors

Procuring Agencies

Industry Link Advisory Service

Annual Report to Parliament

Thank you

For more information visit



industrylink.wa.gov.au

Or contact ILAS on



08 9222 0555



industrylink@jtsi.wa.gov.au



Government of **Western Australia**
Department of **Finance**

Western Australian Industry Participation Strategy

Implementation in BMW

Josephine Quealy
Assistant Director, Procurement Policy

27 February 2019



WAIPS in BMW tendering processes

- BMW is committed to the objectives of the Jobs Act WA 2017 and WAIPS
- You will notice some new clauses in our tenders
- Participation plan included in tender pack
- In single-stage tendering
 - ◉ Qualitative criterion: 20% weighting
- In two-stage tendering
 - ◉ EOI – Section B – 20% weighting
 - ◉ Post-RFT, successful contractor completes plan



Section A: Your Supplier and Subbie Workforce
- Not assessable at time of tender

Section A: Supplier/Contractor Workforce

Employment is defined by both the Australian Bureau of Statistics and the International Labour Organisation as a minimum of one hour's paid work per week.

Important: All table cells need to be completed. Enter a numerical value or NA for the elements that are Not Applicable.

1. Please provide the estimated workforce (excluding apprentices and trainees) directly employed in delivering this contract.

Workforce	WA (metro)	WA (regional)	Other Australian States, Territories and New Zealand	Overseas
Totals				

2. Please provide the estimated number of apprentices and trainees directly employed in delivering this contract?

Apprentices Trainees	WA (metro)	WA (regional)	Other Australian States, Territories and New Zealand	Overseas
Totals				

Section A: Contract division

Important: All table cells need to be completed. Enter a percentage numerical value or NA for the elements that are Not Applicable. The sum of all jurisdictions need to equal 100%.

6. Please estimate the overall spend expected by jurisdiction for this contract:

WA (metro %)	WA (regional %)	Australian and New Zealand %	Overseas %



How Section A is evaluated

- Our evaluation teams:
 - ◉ Recognise you won't know all your subcontracting and supply team at time of tender
 - ◉ Look for an indication you have already thought about the market and how you'll use resources to deliver the contract
 - ◉ May contact you where more information is required
- Things to avoid:
 - ◉ Minimal responses
 - ◉ Overcommitting! Don't make claims you aren't confident you can meet



**Section B: Your plans for industry engagement
- *Assessable at time of tender***

Section B: Industry Engagement

These questions are derived (in part) from Section 7 of the WA Jobs Act and represent the objectives of WAIPS.

Important: The information provided in this section is assessable and will contribute to the overall Participation Plan evaluation score. It will also be used for Contract commitments in the manner described.

Take care to ensure that Section B is fully completed. The Procurement Agency may in its sole and absolute discretion reject or refuse to evaluate an Offer which does not include, or have associated with it, a Participation Plan with both section A and section B completed.

1. Please provide details of how you will achieve the following:

- (i) Where a subcontract model is employed, ensure local Industry is given full, fair and reasonable opportunity to participate;
- (ii) promote the diversification and growth of the local economy by targeting supply opportunities for local industry;
- (iii) provide suppliers of goods or services with increased access to, and raised awareness of, local industry capability;
- (iv) encourage local industry to adopt, where appropriate, world's best practice in workplace innovation and the use of new technologies and materials;
- (v) promote increased apprenticeship, training and job opportunities; and
- (vi) promote increased opportunities for local industry to develop import replacement capacity by giving local industry, in particular small or medium enterprises, full, fair and reasonable opportunity to compete against foreign suppliers of goods or services.



How Section B is evaluated

- Our evaluation teams will:
 - ⊙ Consider the degree to which you have genuinely addressed the questions
 - ⊙ Demonstrated that you have access to and will use networks and information sources
 - ⊙ Demonstrate interest in moving beyond you established networks to encourage innovation and industry growth



Addressing a WAIPS Participation Plan

- Key messages:
 - ◉ Does not require you to overhaul existing business practices
 - ◉ Does encourage you to rethink what you know about local industry capability
 - ◉ Does encourage you to work with your networks and other information sources to understand local supply opportunities
 - ◉ Plans provided to JTSl



How WAIPS is monitored

- Reporting is a contractual obligation
 - ◉ Contracts <1 year: at contract conclusion
 - ◉ All other contracts: annually, and at conclusion
- The commitments you make in Section A and B will be monitored
- Performance in delivering on the participation plan will be reflected in CPRs
 - ◉ Will be factored into past performance considerations
- Reports provided to JTISI



Where to get more help

BMW Industry Liaison: 6551 1888

BMWindustryliasion@finance.wa.gov.au

Website www.finance.wa.gov.au/BuildingManagementandWorks

Contracting with BMW Seminar – 28 March 2019



Government of **Western Australia**
Department of **Finance**

Goods and services procurement: Supplying to Western Australian public authorities

Kat Abbott
Assistant Director, Government Procurement

27 February 2019



The framework: governance

- The State Supply Commission Act
- Each government department is accountable for their purchasing decision, however, they must:
 - involve the Department of Finance, Government Procurement, in all procurement activity above \$250,000*
 - comply with State Supply Commission policies
 - maintain contracting and delegation registers and implement internal procurement processes and procedures
 - conduct periodic audits of their procurement activities

The framework: pertinent policies

- State Supply Commission policies

- Value for Money
- Probity and Accountability
- Open and Effective Competition
- Common Use Arrangements
- Procurement Planning, Evaluation Reports and Contract Management
- Sustainable Procurement
- Disposal of Goods

- Also

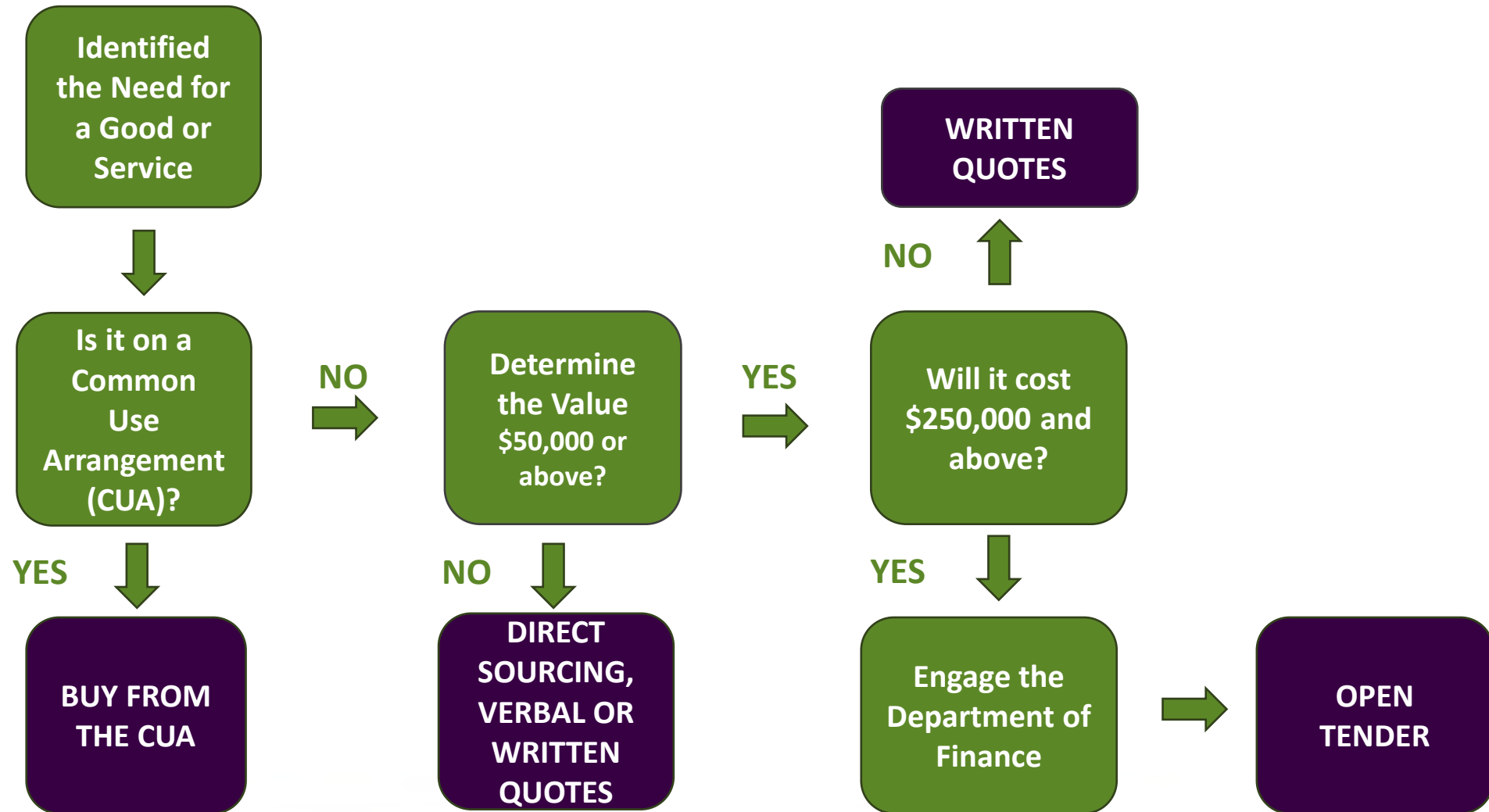
- Buy Local policy
- Aboriginal Procurement policy
- Delivering Community Services in Partnership policy
- Western Australian Industry Participation Strategy

- And

- Obligations under various free trade agreements under which Western Australia has obligations regarding conduct of government procurement.



An agency buyer's journey





As a supplier, how do I...

... get on a CUA?

- by responding to the open tender advertised on the TendersWA website, and having your offer accepted

How will I find out about upcoming CUA opportunities?

- Look on the Contracts WA website to see if there is an existing CUA.
- If yes, look at the contract term, keep an eye out for “refresh” tenders or talk to the identified contract manager
- If no, keep an eye on TendersWA in a case a new CUA is developed and market yourself directly to agencies



As a supplier, how do I...

... get invited to submit a quote?

- Identify your market
 - See the 'Who Buys What and How' report (Finance>Government Procurement website)
 - Search TendersWA for similar requirements to see which agencies are interested in your offerings
- Market yourself
 - State Supply Commission purchasing officer list (State Supply Commission website)
 - See if the agency has a procurement or similar contact or their website and get in touch with them
- Maintain contact
- Be competitive
- Seek feedback

As a supplier, how do I...

... find and respond to tenders?

- ***Where are tenders advertised?***

- www.tenders.wa.gov.au
- No longer standard practice to be advertised in The West Australian

- ***Who advertises tenders?***

- Agencies
- Department of Finance

- ***What do I need to submit in response to a tender?***

- Part A of the tender is for you to read and keep.
- Part B of the tender is the part that you must complete and return, including providing any necessary supporting material
- Typically, you must address:
 - Your identity
 - The pre-qualification requirements (if any)
 - The compliance and disclosure requirements
 - The qualitative requirements
 - The insurance requirements
 - The price requirements
 - Any other schedule requirements

- Please Note -
Optima Centre tenders
close at 2:30pm



- Home
- Tenders ▾
- Contracts ▾
- Help ▾
- News

Welcome to Tenders WA

This website contains a range of functions to make the tendering process for WA Government contracts transparent and efficient. It is the central source of information on Western Australian public sector requests and awarded contracts.

Western Australian government departments use this website to advertise their public requests and publish contractual awards, including sole source purchases.

For assistance using Tenders WA, refer to System Support in the [Frequently Asked Questions](#).

For information about the Western Australian Industry Participation Strategy and how it will affect future supply contracts, refer to the [WA Industry Link](#) portal.

To register as a supplier, click [Register Your Business](#) to enter your business details and select the products/services that relate to your industry.

Latest News

[New to Quotes and Tenders Seminar - 9 October 2018](#) 29 May, 2018

Government Procurement hosts the New to Quotes and Tenders seminar for businesses seeking information on the Government quote and tender process. The seminar will benefit businesses new to the provision of goods and services to Government, the quote and tender process and those wanting to update their knowledge.

[Read More](#) ▾

[New to Quotes and Tenders Seminar - 12 June 2018](#) 20 Feb, 2018

Government Procurement hosts the New to Quotes and Tenders seminar for businesses seeking information on the Government quote and tender process. The seminar will benefit businesses new to the provision of goods and services to Government, the quote and tender process and those wanting to update their knowledge.

[Read More](#) ▾

Current Time

11:47:08 AM
Thu 31 May 2018
Perth, Western
Australia

Login

Username

Password

[Forgot Password?](#)

Current Tender Search

Enter Keywords
or Tender Number

[Advanced Search](#)

Contract Search

Enter Keywords
or Contract Number

Information and further assistance

www.finance.wa.gov.au

The screenshot shows the Government Procurement website with the following elements circled in red:

- Navigation Menu:** "Not-for-Profit" and "Publications and Reports".
- Main Content Area:** "Contracts WA (ext)", "I'm a Supplier", and "Capability and training".
- Footer:** "Contact List".

Website Structure:

- Header:** Home, Building Management and Works, State Revenue, Government Procurement, State Supply Commission, Strategic Projects.
- Sub-Header:** Home > Government Procurement.
- Left Sidebar:** About Government Procurement, Procurement Initiatives, Aboriginal business procurement, Australian Disability Enterprises, Gateway, I'm a Buyer, I Manage a Contract, I'm a Supplier, **Not-for-Profit**, State Fleet, ServiceNet, Capability and training, Templates and Guides, Policies, **Publications and Reports**, News, Frequently Asked Questions, Contact Government Procurement.
- Quick Links:** Goods and Services, Templates, Guides and Conditions of Contract, Feedback.
- Main Content:**
 - Government Procurement:** Government Procurement (GP) is responsible for leading a whole of government approach to procurement that efficiently meets the business needs of agencies and manages risks. GP's aim is to ensure services are responsive to customers' needs and to provide value for money outcomes for government through goods, services and human services procurement.
 - Aboriginal Procurement Policy:** Raising the bar through Aboriginal Business Procurement. 2 May 2018. The Minister for Finance, the Hon Ben Wyatt opened Finance's Aboriginal Business Expo with a welcome address before formally launching the Aboriginal Procurement Policy (APP) on 29 March at the opulent Optus Stadium.
 - Contracts WA (ext):** For all Whole of Government contracts.
 - Tenders WA (ext):** Source for all WA Government public tenders.
 - I'm a Buyer:** General information for Government Buyers.
 - I'm a Supplier:** General information for Suppliers to Government.
 - Not-for-Profit:** Guides and information for Not-for-Profit organisations.
 - I Manage a Contract:** Guides and information for managing contracts.
 - Templates and Guides:** Procurement templates, guides and useful documents.
 - Capability and training:** Workshops, training, capability initiatives and resources.
 - State Fleet:** General information for State Fleet.
 - Gateway:** General information for the Gateway Project.
- Right Sidebar:**
 - Finance answers the music call:** 19 December 2016. In October, the Department of Finance of Western Australia asked staff to donate pre-loved musical instruments to help Desert Feet Inc. deliver opportunity through music. Soon after, instruments started popping up from across Finance.
 - Is Government paying too much for stationery?:** 24 August 2015. Some of Government Procurement's clients felt that the pricing on stationery items in the CUA was higher than they could achieve on their own. GP undertook a comparison to test this assumption. The three cheapest baskets were those of the CUA suppliers. We will continue to work with suppliers to
- Contact List:** Contact information for Government Procurement listed by topic.



Information and further assistance

Further Assistance

- Systems:** Procurement Systems Support
(08) 6551 2020
procurementsystems@finance.wa.gov.au
- Specific Tender:** listed Contract Manager on Tenders WA
- Submitting your offer:** Tendering Services
(08) 6551 2345
tenderingservices@finance.wa.gov.au
- Australian Disability Enterprise
or Aboriginal Business:** Social Procurement Initiatives Team
(08) 6551 2475
spi@finance.wa.gov.au
- Community Services:** Funding and Contracting Services
(08) 6551 1515
fundingandcontracting@finance.wa.gov.au

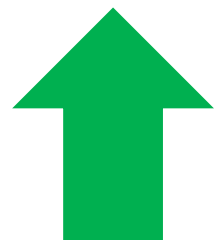
Local Government = Local Content

Western Australian Local Government Association (WALGA)

Local Government Regulations



- Governed by the *Local Government Act 1995* and associated Regulations
- Requirement to publicly invite tenders (state wide) if contract value is expected to be



\$150,000 exc GST
(unless exemption applies)



Exemptions



- Exemption to publicly invite Tenders exist when contracting with:
 - WALGA Preferred Suppliers and other exempt suppliers – no limit
 - Australian Disability Enterprises – No Limit
 - Suppliers pre-qualified under a panel established by the Local Government (if local policy permits)
 - Emergency provisions
 - Genuine sole supply (unique nature)



Purchasing Policy



- Each Local Government is required to have a purchasing policy which outlines how it procures:
 - Thresholds – under \$150,000 how many quotes does it need to get – and are they written or verbal? What form does the quote take?
- Should also cover:
 - What does it do about sustainable procurement
 - Social (Aboriginal and Disability)
 - Economic (local suppliers, Australian made)
 - Environmental
 - Ethical
 - Pre-qualified supplier panels

Tender Process



- Must satisfy selection criteria
- Due diligence
- Reach a Value for Money consensus decision
- Approved/Endorsed by CEO and/or Approved by Council

Value for Money



- Purchasing Decisions are based on 'Value for Money'
- Price is **only one contributing factor** to VFM
- No guarantee to local suppliers
- Must demonstrate fairness and equity
- Recommendation by panel of evaluators



Local Government Tendering



What Does Sustainable Procurement Mean to Local Government?

Section 1.3(3) of the *WA Local Government Act 1995*:

“In carrying out its functions a Local Government is to use its best endeavours to meet the needs of current and future generations through an integration of environmental protection, social advancement and economic prosperity”

Local Government Tendering



Local Economic Benefit

- Achieved through:
 - Regional Price Preference Policy
 - Local Panel
 - Local Economic Benefit Criteria
 - Preferred Supplier Arrangement: zone/local filter



Local Economic Benefit



Local Panels

- Particularly useful for those areas not covered by Preferred Supplier Arrangements e.g.
 - Trades
 - Automotive
 - Construction
- Very defined process by Act



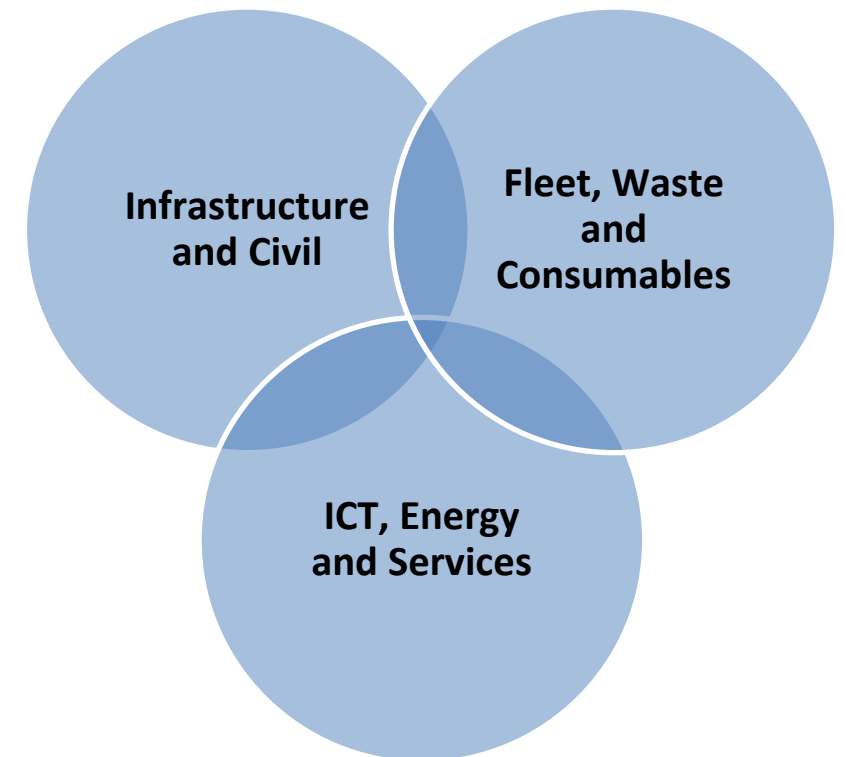
Preferred Supplier Arrangements



Benefits of being a Preferred Supplier



- Less Tenders to respond to
- Ease of Access - Tender Exemption status
- High visibility to all local governments
- Quality Stamp of Approval
- Market Analysis reports
- Simplified procurement

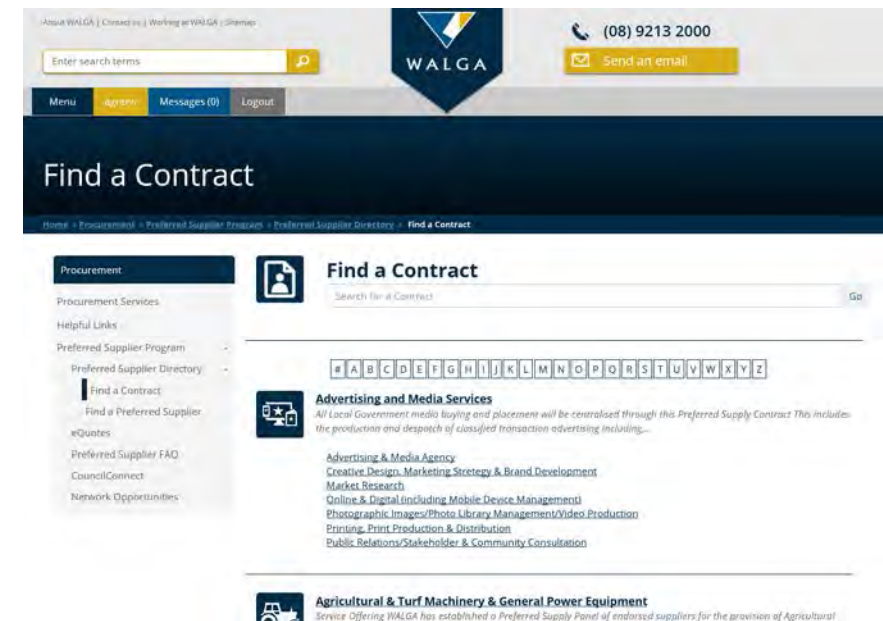


Local Economic Benefit



Preferred Supplier Arrangements

- Inclusive not exclusive
- Encouragement to Local Councils to nominate regional/local suppliers
- Zone/Local filter
- Supplier can cover one zone or more– doesn't have to be whole state
- 800+ suppliers across 39 panels
- eQuotes platform



WALGA Preferred Supplier Sustainability Rating System



Qualitative Criteria:



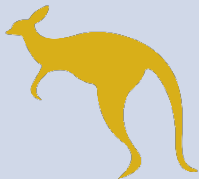
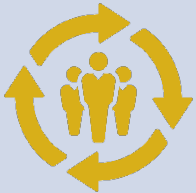

Assessment of four sub-criteria as part of an overall Corporate Social Responsibility score:

- Environmental Management
- Community Participation and Benefits
- Ethical Leadership and Supply Chain Practices
- Workforce Practices



WALGA Preferred Supplier Sustainability Rating System



Community Participation and Benefits				
				
Aboriginal Business	Local Trade Supporter	Australian Made/ Manufactured	Community Benefit Supplier	Disability Enterprise



MORE
INFO



General Information:

- Telephone: 08 9213 2514
- Email:
procurementservices@walga.asn.au



PANEL DISCUSSION

