



May 2011

Procurement Matters for Buyers

>> Welcome

Welcome to the May edition of Procurement Matters.

Government Procurement has had a busy few months including awarding the new VET procurement program. This will kick off later in the year but keep your eyes open for more details.

The State Theatre Centre is now open. Its development included a complicated procurement process. We've highlighted just a few aspects in an article in this newsletter.

A word of warning has been sent out to watch out for aggressive marketing tactics, which have unfortunately returned again.

The P-Card CUA's successful start has resulted in some significant savings for agencies as the financial incentive program is rolled out.

Government Procurement has settled into the Optima Centre in Osborne Park and all details are included in this edition.

>> News

Warning on aggressive marketing



Staff in agencies who buy goods and services need to be aware of a re-emergence of aggressive marketing strategies used by some organisations to sell to government. [Read more](#)

VET procurement program awarded



There is a new specially designed procurement vocational education training (VET) program coming to the WA public sector [Read more](#)

Early Involvement Matters....State Theatre Centre of Western Australia



From blueprint to bricks and mortar, the new State Theatre Centre in Northbridge has seen its share of complex procurement processes. [Read more](#)

Tenders WA upgrades

Better Buying Seminars

Ensure all your staff have a thorough understanding of all aspects of government buying. Better Buying is the perfect induction program on government purchasing policies, CUAs, P-Card's and more. The next course is scheduled for 24 May - [Register now.](#)

Don't forget Open Competition

Buyers are reminded of their obligations to comply with the State Supply Commission's Open and Effective Competition policy, which states that where the awarded contract price is



Tenders WA now includes a new reports facility following an upgrade to the system. The new functionality can be accessed by all agency users with a logon.

[Read more](#)

greater than \$20,000 a public authority must publish the contract details on Tenders WA. You don't need to do this if you are buying from Common Use Arrangements.

>> Re-development of CUAs

A number of current CUAs are undergoing redevelopment looking to further improve the benefits they provide.

These CUAs include:

- Furniture – The procurement plan is being drafted. A Request document will be out later this year.
- Printed Stationery and Photocopying Services –The business case for printed stationery is being finalised. It is likely the CUA will be out for tender in August and the new contract will commence on 1 March 2012.
- Document Transfer Services - The tender has now closed, with a new arrangement to commence on 2 September 2011.
- Uniforms – The Contract Manager is consulting with agencies via client reference groups. A Request is planned for release this month.
- The Audit Services and Financial Advice is undergoing a refresh and a new sub category Financial Assessment Services will be added. Requests and tenders are now closed. We thank you for your feedback and input and are sure this new service will be of great benefit.
- IT Servers and Data Storage - The IT Server category has just been awarded, DSD Category will be awarded by the end of this month.
- Audio Visual Devices - A request document is being prepared to go to market.
- ICT Equipment Disposal - A Request has been issued.
- ICT Services CUA Refresh #6 is under evaluation, anticipated award date is around mid June.
- IT Software – Microsoft - Whole of Government Large Account Reseller arrangement. The request is about to go to market.
- IT Software – Microsoft - Whole of Government enterprise head agreement currently under negotiation and anticipated award early June.

>> P-Card CUA

The P-Card CUA had a very successful first 12 months with increases in turnover, transactions and number of cardholders. The CUAs financial incentives, which are linked to the total throughput of agencies via a percentage of savings returned, have been calculated for the 2010 calendar year. Incentives of up to \$150,000 are now being deposited in some agency's accounts.

>> February/March Buying Behaviour

The first Buying Behaviour Report released for 2011 featured a review of the first 12 months of the P-Card CUA.

The P-Card analysis acknowledged the high turnover, increased transactions and an insight into money saving aspects of the CUA. The Financial Incentive Program offered has calculated savings and the returns have been distributed into agency accounts. "This program is a wonderful incentive and provides direct money savings for agencies," said Contract Manager John Lamb.

The Report's coverage of the Advertising Services CUA focussed on the benefits of attaining expert advice through campaign advertising and planning services. Contract Manager Deanne Spalding said, "Gaining expert planning advice on your campaign will maximise its effectiveness in reaching the target audience." Non campaign services focused on the high amount of savings available when purchasing online advertising through connect2.

The third CUA under review in this Report is Temporary Personnel Services. This section informs you about the wide range of contractors available offering you a greater choice, quality and variety of candidate.

A generic version of the report is available [here](#)

>> Government Procurement's Move to Optima

GP's new contact details are:

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>> Contact us:

If there's anything you'd like to see in future editions of Procurement Matters, or if you've got any questions [contact](#) the Business Development Team who'll be only too happy to help you out.