Office of the Industry Advocate

Build awareness, create opportunities, initiate change

Ian Nightingale
Industry Participation Advocate

Government of South Australia
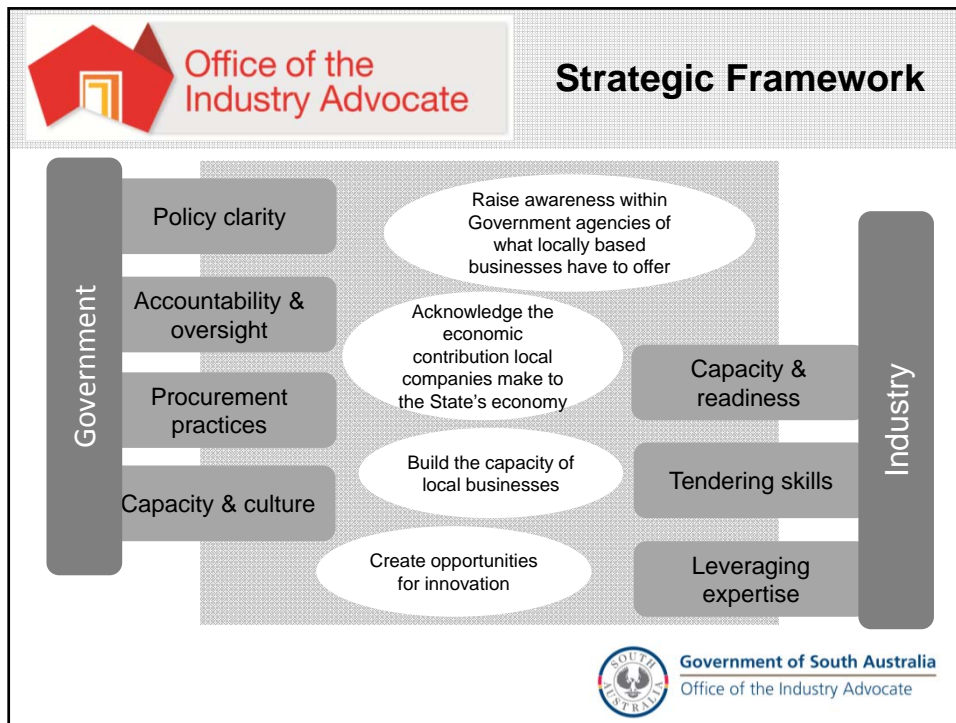Office of the Industry Advocate

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Objectives

- Increase the number and diversity of locally based companies winning Government contracts

- Remove unnecessary barriers and costs associated with Government tenders

- Implement the nine Industry Participation Principles

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Strategic Framework

Government

- Policy clarity
- Accountability & oversight
- Procurement practices
- Capacity & culture

Raise awareness within Government agencies of what locally based businesses have to offer

Acknowledge the economic contribution local companies make to the State's economy

Build the capacity of local businesses

Create opportunities for innovation

Industry

- Capacity & readiness
- Tendering skills
- Leveraging expertise

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Price versus Value – there is a difference

"Price is what you pay. Value is what you get."
Warren Buffett

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The importance of supplier relationships

"*Supplier relationships are key to the next phase of innovation in procurement and should be treated like customers because building a better relationship with them can reduce risk in the supply chain…*

Procurement has moved from the left, more cost centric approach to the right which is relationship and value-driven."

Dr Remko van Hoek
Global Procurement Director, PwC

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Our Role

Advocate on behalf of industry to remove impediments to local businesses accessing benefits from government contracts

Independent advice and recommendations to the Government regarding industry participation in government contracts

Increase local participation in government contracts

Encourage local businesses and industry associations to build and maintain capabilities needed to successfully compete for government contracts

Lead projects to demonstrate strategies and tools for improving local industry participation in government contracts and leveraging opportunities for innovation

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Procurement Processes

Office of the Industry Advocate involvement in procurement processes:

Stage 1: Acquisition Initiation
- Early discussions with the agency where a tender <u>may</u> trigger the IPP

Stage 2: Acquisition Planning
- Provide advice on local supplier capability
- Review proposed market approach
- Advise on IPP related clauses for tender documents

Stage 3: Supplier Selection
- Evaluate IPP Plans

Stage 4: Contract Finalisation
- Confirmation IPP requirements are included in the contract

Stage 5: Contract Management
- IPA to meet with businesses to review implementation of IPP Plan
- Review periodic IPP Plan reports

Stage 6: Contract Completion
- Review final IPP Plan reports
- Assessment of overall performance against IPP

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Procurement to become an economic lever for the State

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For further information see

www.dpc.sa.gov.au/office-industry-advocate

Or contact

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