



**Government
of South Australia**

Department for Infrastructure
and Transport



Supply to Gov



Government
of South Australia

Advocate, Collaborate, Innovate

ACKNOWLEDGEMENT OF COUNTRY

I would like to acknowledge the Kaurana people as the traditional custodians of the Adelaide Plains and respect their spiritual relationship with country.



AGENDA

1. New Procurement Policies
2. Office of the Industry Advocate
3. DIT Overview
4. Hodgkison Overview
5. Robert Bird Group Overview
6. Interactive Panel Discussion

MEET THE PANEL



Phillip Dowsett
Deputy Industry Advocate
Office of the Industry Advocate



Simon Morony
Executive Director
Across Government Services
Dept of Infrastructure and Transport



Dario Salvatore
Director
Hodgkison



James Deane-Butcher
General Manager
Robert Bird Group

\$11B

Annual Expenditure



**Government of
South Australia**

Approximate Annual Expenditure of the State Government



KEY MESSAGING – NEW PROCUREMENT POLICIES

- Government procurement has a **powerful role in shaping South Australia’s economy, business opportunities and the labour market.**
- Public authorities will **analyse the supply market** to inform the development of an acquisition strategy.
- In addition to value for money consideration public authorities will consider the **economic benefit of the procurement to South Australian economy** in line with the SAIPP and SAIPP Procedural Guidelines.
- Where there is a South Australian business that could supply the required good or service but the recommended supplier is not a South Australian business, **approval must be obtained from the public authority’s Chief Executive.**

NEW DEFINITION OF A SOUTH AUSTRALIAN BUSINESS

- *A business is a South Australian business in relation to a procurement if the business operates in South Australia and more than 50% of the workforce delivering the contract resulting from the procurement on behalf of the business are residents of South Australia.*

REVISED SAIPP & GUIDELINES

Minimum Requirements for Industry Participation

4.2. Professional Services: Project Managers, Architects, Designers, Engineers, Surveyors and Planners

PAs will procure local project managers, architects, designers, engineers, surveyors and planners from South Australian businesses for government projects above \$55,000. An Industry Advocate Sourcing and Outcome checklist must be completed, and a copy provided to the Industry Advocate. The Industry Advocate will review and monitor compliance and report on progress.



ROLE OF THE INDUSTRY ADVOCATE

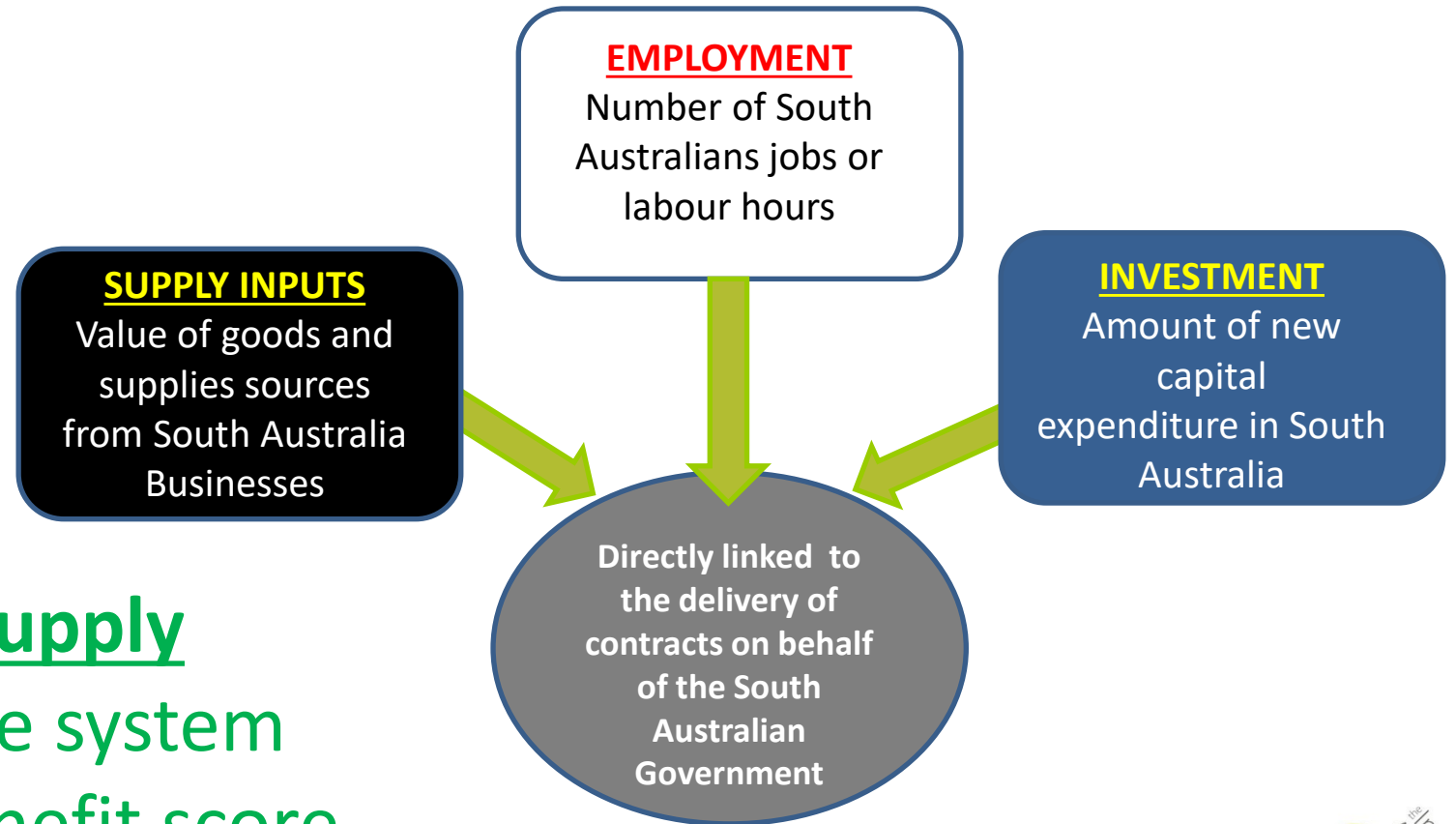
Independent Statutory Office established by
The Industry Advocate Act 2017

Ensure Economic Benefit assessments are part of all RGA tender evaluations

Build capability of locally based businesses winning State Govt. contracts (*direct and indirect*)

Ensure all parties meet their obligations under the SAIPP inc.
Industry Advocate Act 2017

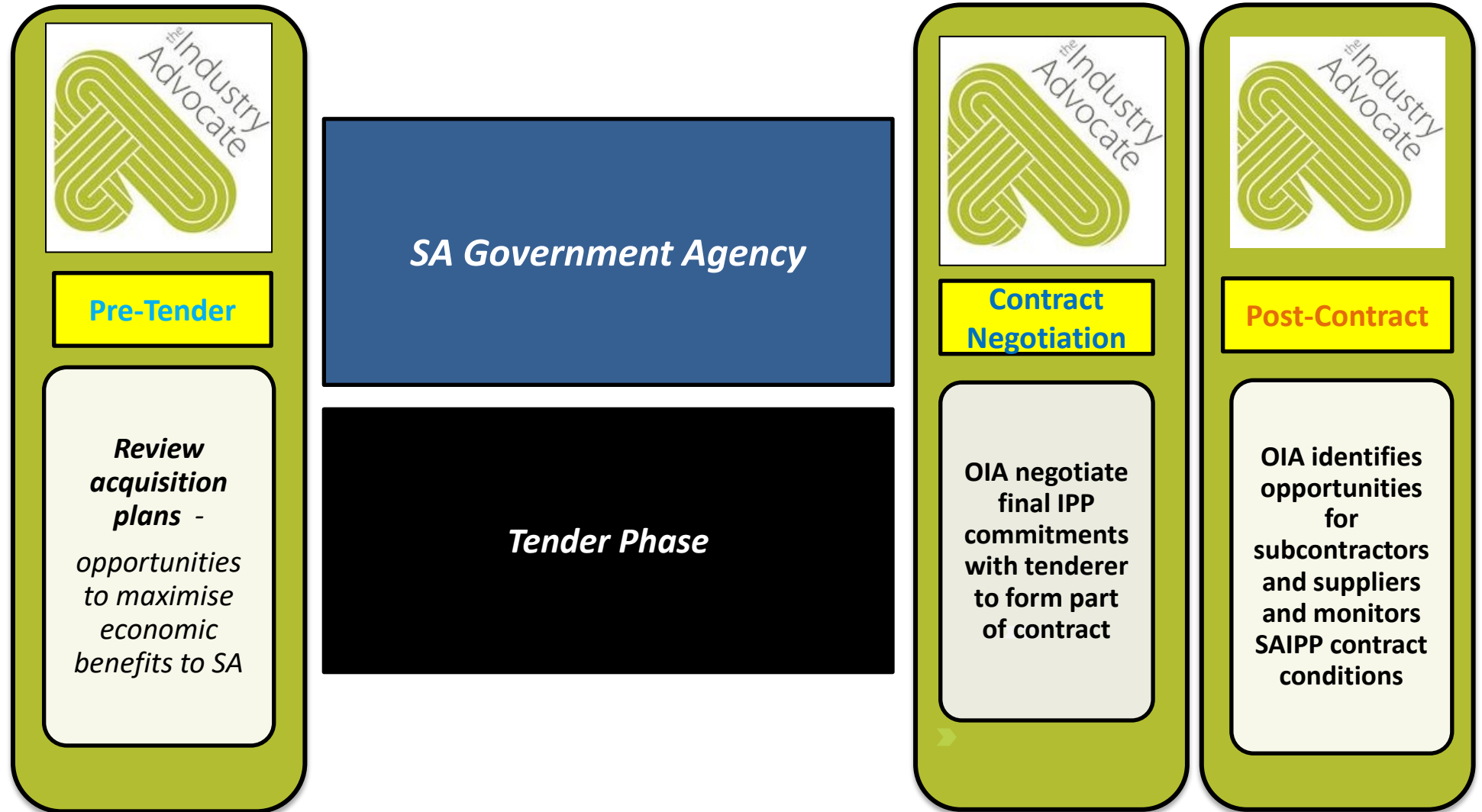
SOUTH AUSTRALIA INDUSTRY PARTICIPATION POLICY



measures SA jobs, local supply inputs and capital and the system provides an economic benefit score.



OIA ACROSS SA GOVT PROCUREMENT



SA ABORIGINAL ECONOMIC PARTICIPATION

As of January 1st 2023 Responsible Govt Agencies can directly engage an eligible SA Aboriginal Business up to \$550K.

In 2016, the Aboriginal Economic Participation Policy was embedded in the South Australian Industry Participation Policy (SAIPP) to ensure it became part of mainstream procurement policy in the State.

The Aboriginal economic participation elements of the SAIPP aim to increase the level of South Australian Aboriginal business engagement and participation through **employment and economic opportunities** arising out of State Government expenditure.



Aboriginal Supply Inputs

Sum of South Australian Aboriginal Business Supply Inputs

\$0

Inc GST

Value of products sourced from any South Australian Aboriginal Business

Inc GST

Labour / professional services by South Australian Aboriginal Business

Inc GST

Total Australian Employees. Full Time Equivalent (FTE)

Total South Australian resident employees. (FTE)

Total South Australian Aboriginal Employees. (FTE)



FINDING AN ABORIGINAL BUSINESS

- **Office of the Industry Advocate –
*Sue Panagaris***
- ***SA Product and Services Directory* – OIA website**
- **The Circle, First Nations Entrepreneur Hub**
- **Far North Aboriginal Economic Collective
(FNAEC)**
- **Supply Nation**



CONNECTING WITH BUSINESS PROGRAM

- Meet the Buyer – **SEPT 12th 2023**
- Supplying to Government Workshops
- SA Products and Services Directory
- Ready to Tender
- Industry Briefings

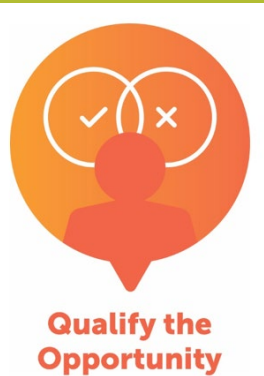


Supply to Gov

Themed Interactive Panel Discussion

Workshop Topics:

- How the Government market works
- Knowing the customer
- Understanding the procurement process
- Finding opportunities
- Building relationships
- Tendering to win



SA Product + Services Directory

Do you identify as a:

- South Australian Business
- Start up
- Aboriginal Business

www.industryadvocate.com.au



The screenshot shows the website interface for the SA Product and Services Directory. At the top, there are logos for the Government of South Australia and Industry Advocate, along with a search bar. The navigation menu includes links for About Us, Policy & Resources, Business Engagement, SA Product & Service Directory, Ready to Tender, and Contact. The main heading is "SA Product and Services Directory". Below the heading are two buttons: "Register your business" and "Search the directory". A section titled "What is the South Australian Product and Services Directory?" contains three paragraphs of text.

What is the South Australian Product and Services Directory?

A free online directory is available for all businesses in South Australia to showcase their products and services.

The directory highlights items that are produced, made, and distributed within the region, allowing for job measurement at various points in the supply chain.

The objective is to elevate the visibility of South Australian businesses among government project planners. State government agencies and prime contractors promote these businesses.



Ready Tender

Your Guide to Supplying to Government

An online resource that consolidates everything you need to know about supplying to Government

[Go to Modules](#)






A Valuable Resource for SA Businesses



Policy and Resources

State Government Agencies and private parties contracting to the Government of South Australia are required to comply with the South Australian Industry Participation Policy and the supporting Procedural and Reporting Guidelines.

<h3>SA Industry Participation Policy</h3> <p>Click here for a copy of the SAIPP</p> 	<h3>SA Industry Participation Policy Procedural Guidelines</h3> <p>Click here for a copy of the SA IPP Procedural Guidelines</p> 	<h3>Complete an Industry Participation Plan</h3> <p>Click here to be taken to the Industry Participation Plan template</p> 	<h3>IPP Process Map</h3> <p>Click here for a copy of the IPP Process Map</p> 
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Contact:

**The Office of the Industry Advocate
Level 17, 30 Wakefield Street**

Adelaide 5000

P: 08 8226 8956

E: ويا@sa.gov.au

W: industryadvocate.sa.gov.au

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Supply to Government Workshop - Professional Services

Thursday, 1 June 2023

Simon Morony
Executive Director, Infrastructure Delivery



Government of South Australia

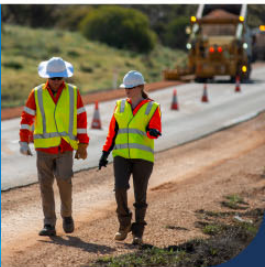
Department for Infrastructure
and Transport

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The Department for Infrastructure and Transport acknowledges the Traditional Custodians of the Country throughout South Australia and recognises their continuing connection to land and waters. We pay our respects to the diversity of cultures; significance of contributions and to Elders past, present and emerging.

- The State Government's budget delivered in June 2022, contained a record **\$18.6 billion** investment in infrastructure over four years.
- The Department is responsible for the delivery of **\$7.8 billion** investment in transport infrastructure and **\$5.5 billion** for social infrastructure projects, over four years.



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Industry interactions and forward planning

The Department holds regular briefings and provides information, via various channels including:

- Annual Construction Sector Industry Briefing
- Forward Work Plans
- DIT Projects website (listing key projects being delivered)
- Procurement SA website
- SA Companies Civil Construction Forum (Civil)
- Commercial Contractors Industry Forum (Buildings)

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Delivery Models & Contract Form

Building projects	Civil projects
<p>Construction</p> <ul style="list-style-type: none">• Construct only – AS2124-1992.• Early Contractor Involvement Design and Construct – AS4300-1995.• Managing Contractor – GC21 Terms and Conditions <p>Professional Services – AS4122-2000</p> <ul style="list-style-type: none">• Lead Professional Services Contractor<ul style="list-style-type: none">• Option to cascade subconsultants• Option to novate LPSC• Cost Manager• Project Management<ul style="list-style-type: none">• Seconded into office, or engaged to support DIT project manager.• Specialist consultants	<p>Construction - GC21 and Minor Works 21</p> <ul style="list-style-type: none">• Construct Only• Design & Construct• Alliance <p>Professional Services - AS4122-2010</p> <ul style="list-style-type: none">• Estimating, scheduling, contractibility• Project management & contract management• Professional and Technical Services, including:<ul style="list-style-type: none">• Engineering• Vegetation Services• Railway - Professional and Technical Services• Survey Services• Landscape & Urban Design Services• Environmental Services• Contamination Services

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DIT Prequalification

- Ensures that only appropriately skilled and experienced companies are permitted to submit tenders.
- Prequalification is categorised into levels relating to the complexity and value of the project.

Prequalification for Building Projects	Prequalification for Civil
<ul style="list-style-type: none">• Professional Service Contractor, including:<ul style="list-style-type: none">• Lead Professional Services Contractor• Building Services Engineering• Civil/Structural Engineering• Landscape Architects• Cost Manager• General Builder	<ul style="list-style-type: none">• Roadworks and Bridgeworks• Professional and Technical Services• Bituminous Works• Pavement Materials• Repair or Upgrading of Marine Structures• Manufacture of Road Signs• Workzone Traffic Management• Directional Boring

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Preferred Supply Arrangements (PSA)

- PSAs allow the Department to issue works to a list of suppliers with the required qualifications and experience to perform routine, low risk projects
- PSA Members must pre-agree the terms and conditions for their particular category of work, enabling a faster contracting process.

The Department currently has the following Preferred Supply Arrangements in place:

PSAs for Building Projects	PSAs for Civil
<p>Nil (currently)</p> <p>Building Projects is currently looking to develop PSAs for professional services, which may include:</p> <ul style="list-style-type: none">• Building certifiers• Cost Managers• Programming/Scheduling	<p>Construction:</p> <ul style="list-style-type: none">• Civil & Bridges• Safety Barriers• Bituminous Works <p>Professional Services:</p> <ul style="list-style-type: none">• Project Management & Contract Management• Estimating, Scheduling & Constructability

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Thank you

dit.sa.gov.au



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est. 1989

Qntec



HODGKINSON

est. 1969

MATERIALITY







MEET OUR PEOPLE

hodgkison



Meet our highly skilled and experienced staff, committed to excellence through our passion for design. With our knowledge and expertise in Architecture and Interior Design, our people are passionate about making a difference and are available to provide you with the support you need.

[Our Services](#)[Our Projects](#)[Our People](#)[News](#)[Contact Us](#)[Careers](#)

Peter Goern

Director | SA



Dario Salvatore

Director | SA



George Apollonio

Principal Architect | SA



Jonathan Mau

Principal Architect | SA



Shanil Hameed

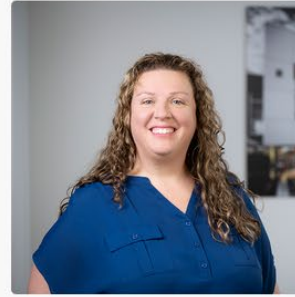
NT Regional Manager | NT



Terry Suey
Senior Architect | SA



Tina Murray
Senior Interior Designer | SA



Julie Zwar
Architectural Technician | SA



Joshua Paech
Architect | NT



Amanda Look
Architect | SA



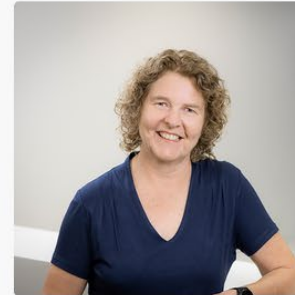
Geizl Bateup
Architectural Technician | NT



Rajaswee Shah
Graduate of Architecture |
NT



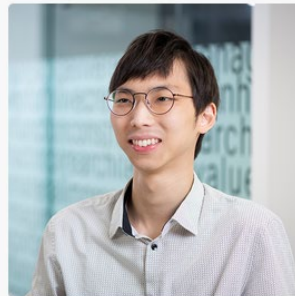
Deepa Edmond
Graduate of Architecture |
SA



Jenni Goern
Business Services
Administrator | SA



Zaigham Lilani
Human Resources
Administrator | SA



Brian Fung
Finance & Administration
Officer | SA



**Matthew
Thomson**
Marketing &
Communications Officer | SA

hodgkison

hodgkison

hodgkison



hodgkinson

Architecture | Interiors

Founded 1989

Expanded to NT 2008

DIT Prequalified Level 3

Full JASANZ Certification

18-20 staff

Typically projects up to \$50M

Health | Seniors Living | Education | Industrial | Retail | Commercial | Corporate

Australia | Timor Leste | Malaysia | Vietnam















НОДҚИСОП

est. 1989

Qntec

The relentless pursuit of engineering excellence

Robert Bird Group

James Deane-Butcher



 **Robert Bird Group**
Member of the Surbana Jurong Group

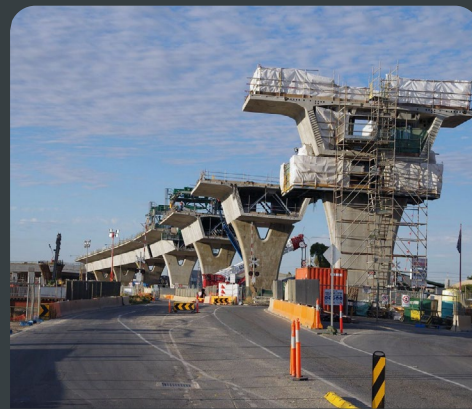
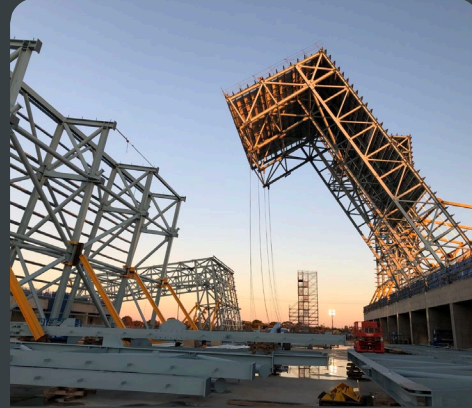
www.robertbird.com

Our Services

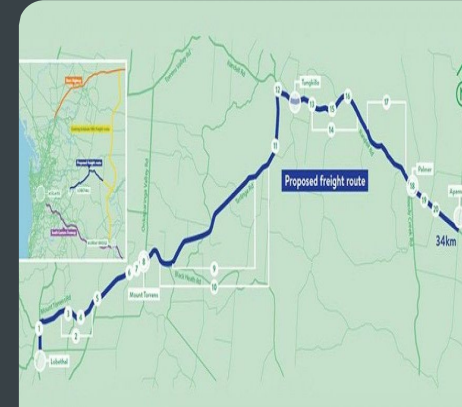
Buildings



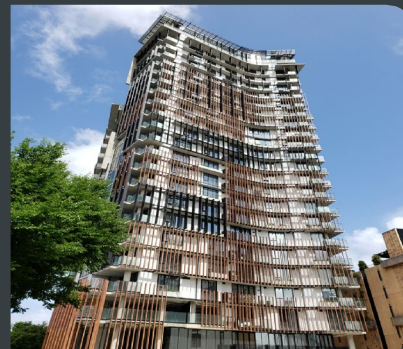
Construction Engineering



Infrastructure



Our Projects



Our Projects (with DIT)



- Kingscote Jetty and Wharf
- Lincoln Cove Marina
- SABFAC Guidelines
- DIT Buildings - Structural Engineering Client Side Design Reviewer
- North Arm Commercial Jetty
- Old Rapid Bay Jetty WSCAM & Option Study
- Point Lowly and Whyalla Marinas
- Angas & Allan Campbell Buildings
- Woodend Primary School
- Ayers House Upgrade
- Wirrina Cove Condition Report
- Northern Crisis Stabilisation Centre
- FMC Endoscopy Suite
- FMC Medical Imaging Reception Upgrade
- FMC CT Suite Upgrade
- State Admin Centre

DIT Prequalifications

Infrastructure

- Structural design,
- Structural drafting and
- Bridge inspection and safety audits

Buildings

- Lead PSC (Engineering) Level 3
- DPSC Structural Engineering, Level 3
- DPSC Civil Engineering, Level 3

