

# NEWSLETTER

## OFFICE OF THE INDUSTRY ADVOCATE

### MESSAGE FROM THE ADVOCATE

The Malinauskas Government is delivering on its election commitments to prioritise local businesses and job creation. The Treasurer has announced changes to procurement rules, giving South Australian businesses a competitive advantage when bidding for government work.

Previously, businesses were defined as South Australian if they had an office in the state.

This new definition, which requires businesses to operate in South Australia and have over 50% of the workforce delivering the government contracts above \$55,000 are to be residents of South Australia. Any contracts worth more than \$55,000 awarded to interstate or overseas suppliers must be approved by the Chief Executive. The move aims to stimulate new local supply chains and investment and support the state's SME sector.

The Office of the Industry Advocate will monitor compliance, and total percentage of contracts being awarded to non-South Australian businesses.

The government has also committed to undertake a broad market assessment to identify South Australian businesses that can deliver projects, goods or services to government. The South Australian Product and Services Directory is a must for any business wanting to build their profile with government buyers.

Projects above \$10 million will have greater emphasis on local supplier input. Public authorities are required to engage local project managers, architects, designers, engineers, surveyors, and planners from South Australian businesses for government projects above \$55,000.

The Office of the Industry Advocate will communicate the policy to public authorities and provide guidance and assist with compliance. Industry-specific workshops will also be conducted to explain these new policy requirements to business and industry.

It is crucial to understand the guidelines outlined in the South Australian Industry Participation Policy Procedural Guidelines. These guidelines are readily available on the OIA website, and I strongly encourage you to take the time to read them thoroughly. By doing so, you can gain a deeper understanding of the policy and how it can benefit local businesses and the economy.



## MEET THE BUYER

On Tuesday 28 March we held our Meet the Buyer event at the Adelaide Entertainment Centre.

The event was officially opened by the Hon. Stephen Mullighan MP, Treasurer, and attendees had the opportunity to hear from the Hon. Andrea Michaels MP, Minister for Small and Family Business.

With fundamental changes to the government's procurement rules and a commitment to increasing opportunities for local businesses to participate in government contracts, the event provided an excellent opportunity to engage with senior representatives and discuss their agency's purchasing requirements and future procurement plans.

Our recent Meet the Buyer event was a resounding success, with a record-breaking attendance of over five hundred participants, representing more than three hundred businesses from South Australia.



Treasurer Stephen Mullighan MP and Ian Nightingale

The event showcased the presence of thirty-two government agencies who eagerly sought to gain a better understanding of the capabilities and expertise of attending businesses. Notably, the valuable contributions of four major contractors - Lendlease, Kelsian, Downer Group, and Ventia - who have all been involved in government-funded projects, were pivotal in providing first-hand experiences and insights into the complexities of working on large-scale projects.



*"I must rate this as the best Meet the Buyer I have attended thus far. Genuine engagement by all agencies approached, and pathways towards business and tender opportunities"*



Brandon Wilderspin, Nation Care Movers and Cliffy Wilson

*"Another great event by the Office of the Industry Advocate. Well attended and great to hear that this program has been revitalised and invigorated. It is clear that this event is crucial to the current environment"*

## WORKSHOPS

The Office of the Industry Advocate has a responsibility to implement another of government's election commitments. This commitment is to assist local businesses to become tender ready by holding regular industry-specific workshops, helping more local businesses win state government work.

The OIA will run two types of workshops - one being Supply to Government that cover topics such as:

- Knowing your customer
- Understanding the rules
- Understanding the process
- Finding opportunities
- Building relationships
- Tendering to Win

We will be following up with businesses to monitor their progress on securing contracts or partnerships as a result of the event. If you have a success story, please email [felicity.edwards@sa.gov.au](mailto:felicity.edwards@sa.gov.au) as we would love to highlight this on our social media channels.

We encourage all South Australian businesses that are interested in supplying to the State Government to ensure their business is registered on South Australian Product and Services Directory.

Our next Meet the Buyer event will be held on Tuesday 12 September, so make sure this is locked in your diary.

**Ready to Tender**



**Supply to Gov**

We recommend this type of workshop for South Australian businesses with minimal experience tendering for Government work or have some tendering experience but want to increase their "wins" and need assistance to navigate Government procurement.



The other type of workshop is Ready to Tender which is aimed at identifying South Australian businesses that can deliver projects, goods or services to government, understanding the government's procurement process and building positive relationships with head contractors.

Another of the government's initiatives is for OIA to undertake regular training for departmental procurement staff on the government's industry participation policies and to build awareness of local business and industry capability.



Our new General Manager, Damian Wood, runs online workshops on the changes to the South Australian Industry Participation Policy Procedural Guidelines.

Please email the office [ويا@sa.gov.au](mailto:ويا@sa.gov.au) for more information.



## KEY DATES

5 MAY

Ready to Tender workshop (as part of the Women in Civil Port Lincoln Regional Conference)  
Presenter: Sue Panagaris  
Location: The Lane & Label (Peter Teakle Winery)  
For more information and to register visit [www.ccfsa.com.au](http://www.ccfsa.com.au)

22 MAY

Supply to Government workshop on South Australian Public Housing  
Presenters: Phillip Dowsett, Deputy Industry Advocate and Joe Noone, Director Capital Projects, SAHA  
Location and Times: Star Room, Adelaide Entertainment Centre from 7.30am to 10.00am  
For more information and to register please visit [www.industryadvocate.sa.gov.au](http://www.industryadvocate.sa.gov.au)

JUNE

Supply to Government for Professional Services  
Presenter: Phillip Dowsett, Deputy Industry Advocate, Dario Salvatore, Director, Hodgkison and Simon Morony, Executive Director Infrastructure Delivery, DIT  
For more information please visit [www.industryadvocate.sa.gov.au](http://www.industryadvocate.sa.gov.au)

12 SEPT

Meet the Buyer  
Location: Theatre A & B, Adelaide Entertainment Centre from 8.30am  
Stay tuned from more information on speakers and exhibitors

## SMALL BUSINESS HIGHLIGHT

In each edition of my quarterly Newsletter, it is my intention to highlight a small business operating in the state with the potential to supply to the state government.

South Australia is an SME state with over 96% of all businesses are classified as small and medium enterprises, and a significant amount of these businesses want to access work from government. Government expenditure can provide a huge boost for small businesses and there are the flow-on benefits of jobs and additional economic activity.

Back Centre has supplied ergonomic office furniture to South Australian businesses for over 30 years, with the state government being a loyal customer over this time. Initially established on Anzac Highway, Glandore, they moved to a new home at Payneham Road, Stepney in 2019. Their philosophy is to find the right chair for each person to help improve their health and well-being. To this end, they have one of Australia's most extensive office seating ranges and hold stock to help service customers quickly. The Back Centre works with clients to find the right solution. The team have superior product knowledge, genuine care and no hard sell. The Back Centre even offers clients trials of office seating to ensure it is right for them.

**To register your business on the South Australian Product Register, head to [www.industryadvocate.sa.gov.au](http://www.industryadvocate.sa.gov.au) and enter your business details. Your business description needs to be clear and succinct, like the Back Centre "Retailer of ergonomic office furniture". If you have any questions, please contact Felicity Edwards on 0456 458 274.**



Minister Andrea Michaels MP, Minister for Small and Family Business and Kate Grey, Director, The Back Centre