

Revision of the Industry Participation Policy

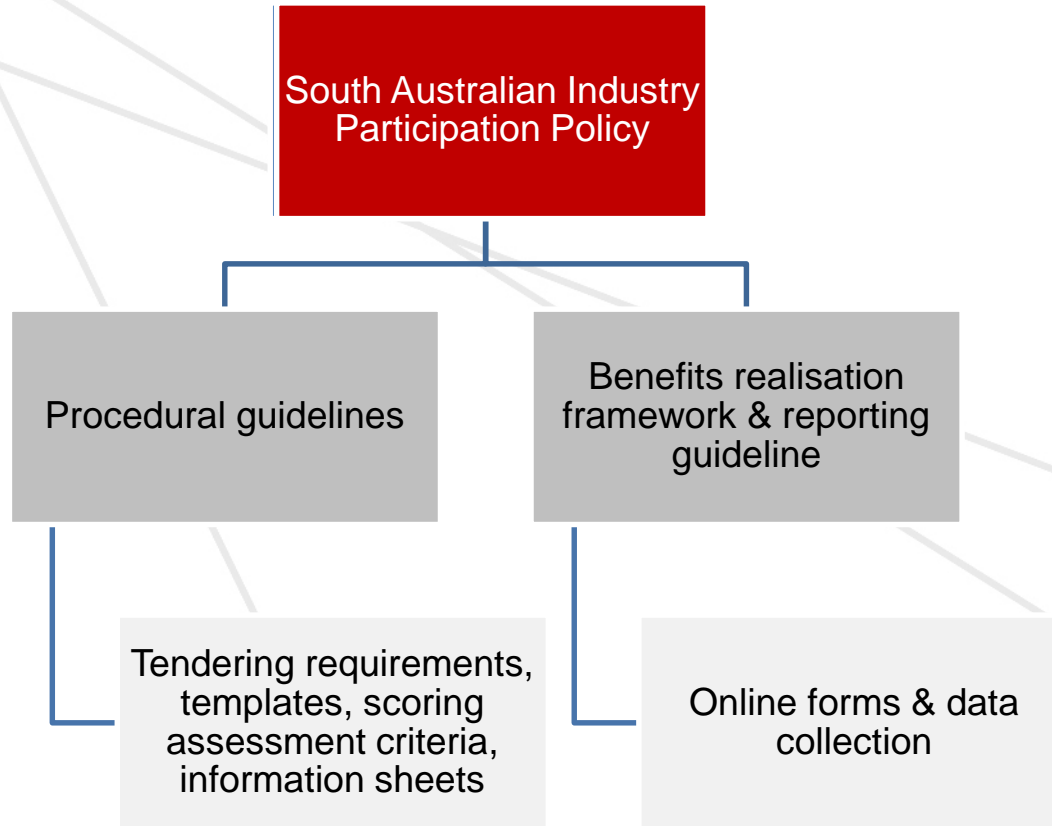
December 2016



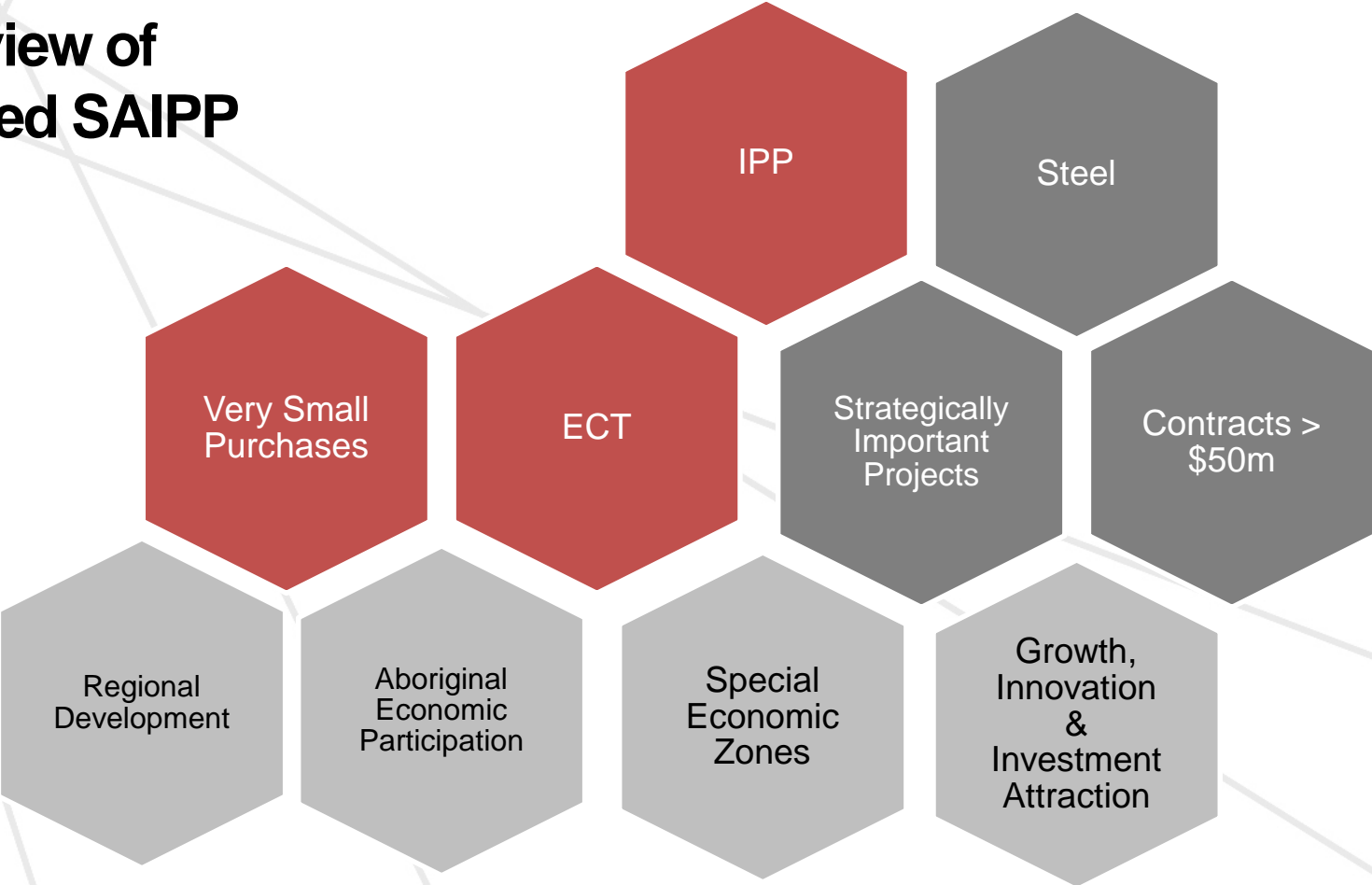
History

- SAIPP substantially revised in 2013 to measure economic benefit through labour, capital and supply inputs
- The Office of the Industry Advocate has been successful in increasing the number and diversity of businesses benefitting from government contracts
- The economic benefit from government contracts to local South Australian sub-contractors and suppliers is now consistently 80-90%
- The IPP has worked well in most areas
- Would benefit from some refinements
- Prescriptive, 'internal' policy and guidelines
- Other IPP/socio-economic procurement policies sit separately
- Reporting has been problematic

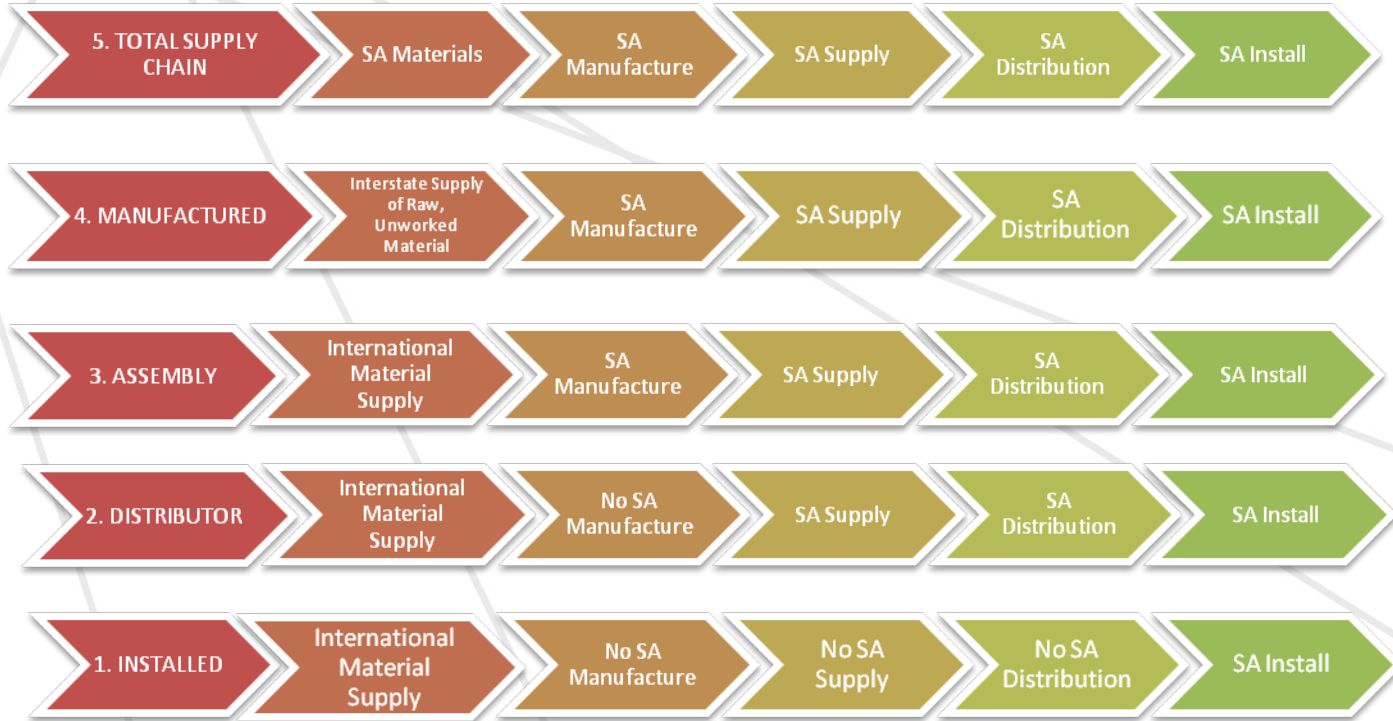
Proposed New SAIPP Policy Framework



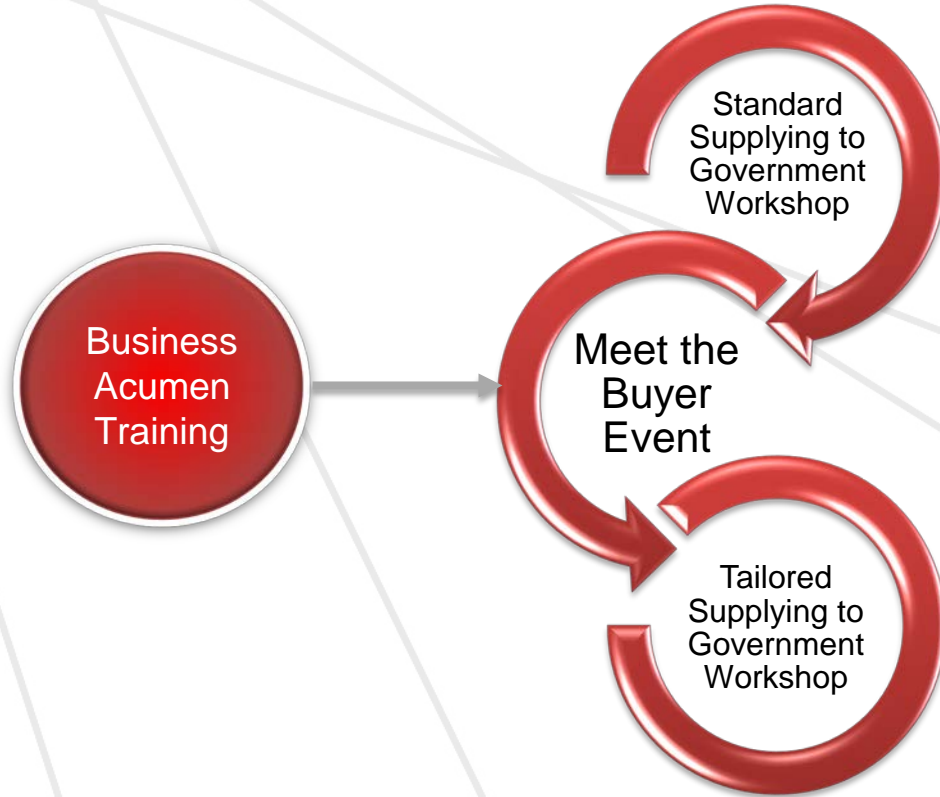
Overview of Revised SAIPP



Propose a new Economic Contribution Test approach for goods



Connecting with Business Programme - 2017



Connecting with Business Programme - 2017

2017 Target

We will revitalise our Connecting with Business Programme to target more local businesses to help them secure economic benefits from government contracts.

Policy

Regional Development

- At least one quote from a business based in the region (all procurements)
- Apply the Regional Economic Contribution Test (ECT) (\$33k- \$1m)
- Apply the Regional Industry Participation Plan (IPP) requirements (above \$1m)
- Employment, investment or supply inputs from the region will receive a higher weighting
- A tailored Industry Participation Plan will be developed if there are special socio-economic or regional objectives for the procurement

Special Economic Zones

- Can be declared for specific regions (e.g. Upper Spencer Gulf region)
- A tailored ECT rating
- Can include higher than standard ECT and IPP weightings
- Matching of industry capability with project requirements
- Can include other specific procurement incentives for lower value contracts

Metropolitan Connecting with Business Programme

Meet the Buyer

- **March** – tailored to the Goods and Services sector and related industries
- **May** – Aboriginal Business – to be held after the Reconciliation Breakfast
- **June** – tailored to the Building and Construction sector and related industries
- **October** – tailored to the ICT / Creative Industries / Professional Services and related industries
- Northern Adelaide – timing TBA
- Regional – Upper Spencer Gulf – timing TBA

Metropolitan Connecting with Business Programme

Meet the Buyer

- The new programme will be tailored to each themed event:
 - Research will be conducted with the agencies and local government regarding their forward procurement plan
 - From this information we will highlight up to 3 key purchasing areas or requirements for each agency – relevant to the event theme. Providing this information upfront should provide a hook for small businesses to attend
- Each event will be timed and aligned appropriately to ensure high attendance
 - The event will be a two hour programme with a 15 minute presentation and will be held in the morning from 8 – 10am
- Advocacy team to build relationships with the LGA, Council Solutions and Councils
 - Connecting with Business Coordinator to encourage attendance at Meet the Buyer Events
 - Category Managers to build relationships with procurement staff
 - Promote Business Acumen Training courses to relevant staff
 - Communications and Marketing Coordinator to meet with Communications staff to investigate promotional opportunities of our Connecting with Business programme

Metropolitan Connecting with Business Programme

Supplying to Government Workshop

Eight standard workshops ran throughout the year prior to our Meet the Buyer Events

- To be hosted by TAFE in our boardroom

Five tailored workshops to follow each Meet the Buyer, hosted by the Category Managers

- To be held approximately two weeks after each Meet the Buyer
- Attendees can be filtered by experience and knowledge and the programme can be adjusted to suit these requirements

Website Video

- A standard Supply to Government workshops to be filmed in chapters and placed on our website for those who wish to view them from their office
- A tailored Supply to Government workshop on the theme of the Meet the Buyer event to be filmed in chapters and placed on our website
- Webinar to be hosted by the Category Managers to reach more small to medium businesses

Regional Connecting with Business Programme

Regional Meet the Buyer – Upper Spencer Gulf, Whyalla

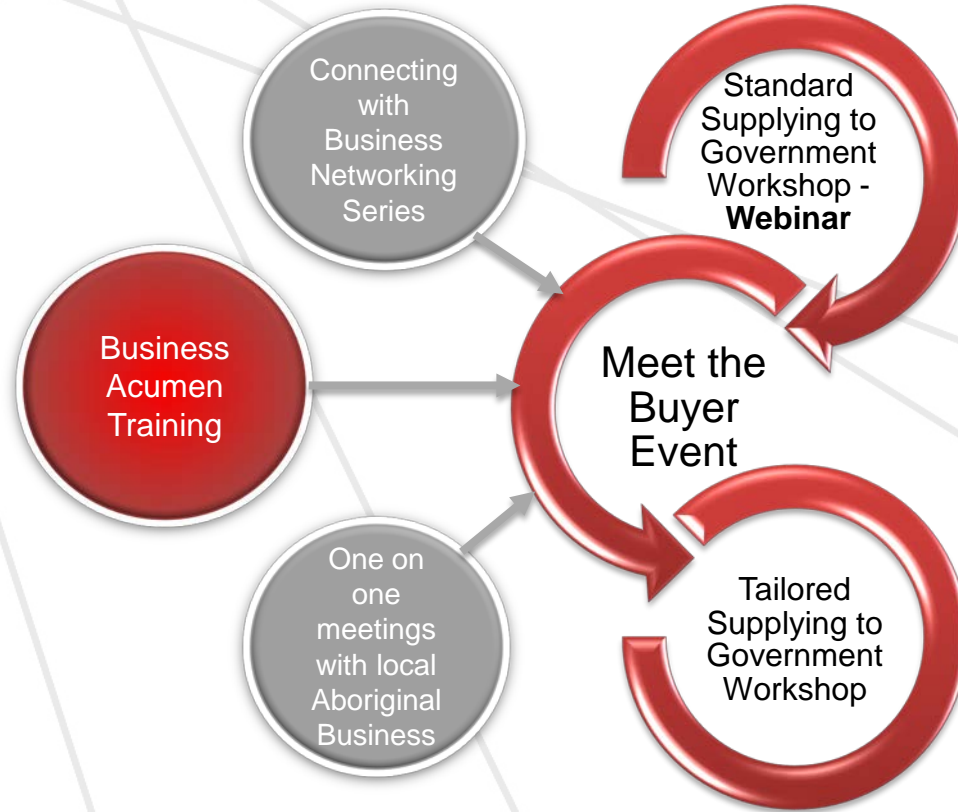
- This event will be tailored specifically to the region hosting the event
- We will conduct research with the local councils and government agencies on what procurement plans they have coming up and communicate this to the region before the event is being held

Supply to Government Workshops

Eyre Peninsula (Ceduna), Riverland (Renmark), Upper Spencer Gulf (Whyalla), South East (Mt Gambier), possible - Kangaroo Island (Kingscote)

- Investigate how we can collaborate with Business SA, the Small Business Centre and the regions Chamber of Commerce to create a road show event (networking series)
- Including a tailored Supply to Government workshop based around the procurement plans of the agencies
- Whilst in the region we will be conducting one-on-one meetings with local Aboriginal Businesses to continue our focus on Aboriginal participation
- One of the features of our regional Connecting with Business programme is we are planning webinars of our Supplying to Government workshops to be hosted on our website – which will enable regional businesses to participate in online from their offices

Connecting with Business Programme – Upper Spencer Gulf



Connecting with Business Programme – other Regions

Standard
Supplying to
Government
Workshops -
Webinar

Connecting with
Business
Networking Series

Tailored Supplying
to Government
Workshop - to be
held in the region

One-on-one
meetings with
local Aboriginal
Businesses

Regional Connecting with Business Programme

Relationship Management

- Continue working with local Regional Development Australia Offices, Economic Development Boards, Local Councils and DSD Regional Managers to strengthen the links to government agencies and opportunities available within those agencies.

Communications Strategy

- Create a Regional Focus Group online through LinkedIn Groups – this will enable succinct messaging direct to our Regions, allow for think tanks on new ways to drive local investment, and consider opportunities and impediments associated with State government projects and contracts.
- Category Managers, Industry Participation Consultants, Connecting with Business Coordinator and Communication and Marketing Coordinator to work towards establishing strong relationships with RDA, EDB, LGA, DSD Regional Managers, local business and local Chambers of Commerce organisations
- Communications and Marketing Coordinator to seek communication opportunities through RDA, EDV, LGA, Chambers of Commerce and DSD Regional Managers
- Promote our new digital communication strategy with the regions to ensure they stay up to date on opportunities, grants, events and news from our office.

Contact

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**Government
of South Australia**

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State Development