

MEET THE BUYER

Advanced Technology

27 September 2016



Government
of South Australia

Office of the
Industry Advocate

When the role of the Industry Advocate was established, one of the objectives was to support the development of the advanced services sector, and importantly leverage opportunities for innovation. This objective closely aligns with the State Government's Economic Priority: *Growth through Innovation* which acknowledges the transformation of the South Australian Economy will be built upon our ability to adopt new ways of doing things.

A priority for Governments at all levels at moment is to grow the economy, create jobs and support the diversification of Australia's industry sectors. This is where the industry participation or economic participation policy can play a significant role. By virtue of its collective size, public procurement is recognised as an important means of implementing government policy in respect of industry development, innovation and the long-term well-being of the economy.

One of the most important things to drive innovation and growth is the 'ideas flow' and this where Government procurement can be so important; encouraging and incentivising the private sector to collaborate and co-invest with Government to deliver on the State's growth and innovation objectives.

The Government's expectation of me as the State's Industry Advocate is to look at new ways government expenditure can grow the economy creating opportunities for jobs and industry diversification.

There are few new priorities areas I will be concentrating on over the coming months:

- **How design can support economic and industry Participation**
- **Advocating for grow and innovation from procurement**
- **What assistance my office can give South Australian businesses looking at opportunities in other procurement markets.**

Government purchasing can provide an assured market for new products and processes and this can be extremely valuable when our businesses are looking to expand into export markets. However, this can require a fresh look at procurement procedures used to allow contractors to safely share their intellectual property information, but at the same time encouraging new entrants through the rapid diffusion of new technology

A recent CEDA report on *Australia's Economic Future: an agenda for growth* identified that an overwhelming focus on value for money considerations and concerns about risk minimisation in public sector procurement can stymie innovative solutions to public problems.

To address this concern it may require a review of current procurement practices with one option being to investigate how to foster innovation through an active technology procurement policy with an emphasis on using a more Outcomes Based Tendering approach.

Please don't hesitate to contact my office by email oiia@sa.gov.au or phone 08 8226 8956.

A handwritten signature in black ink, appearing to read 'Ian Nightingale', with a stylized flourish extending to the right.

Ian Nightingale
INDUSTRY ADVOCATE