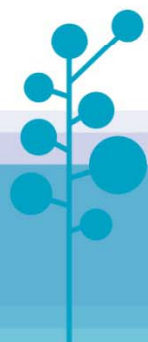
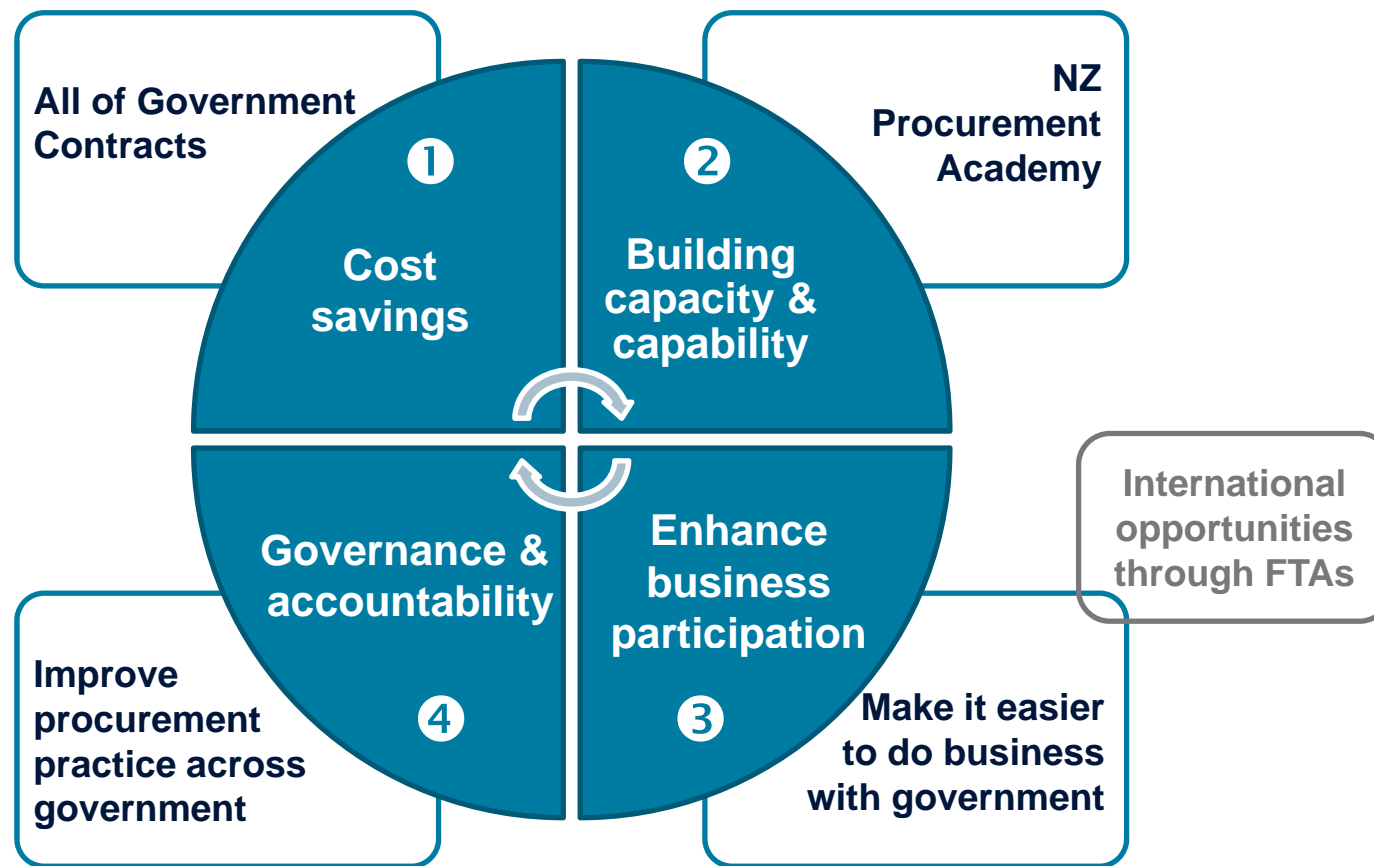


# Update on Government Procurement Reform

**Seminars by NZTE & ICN**  
Building Opportunities for NZ Suppliers  
in the Major Supply Chain Market

August 2011

# Government Procurement Reform

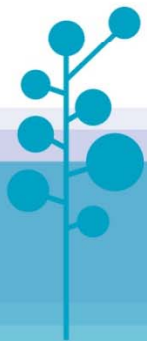
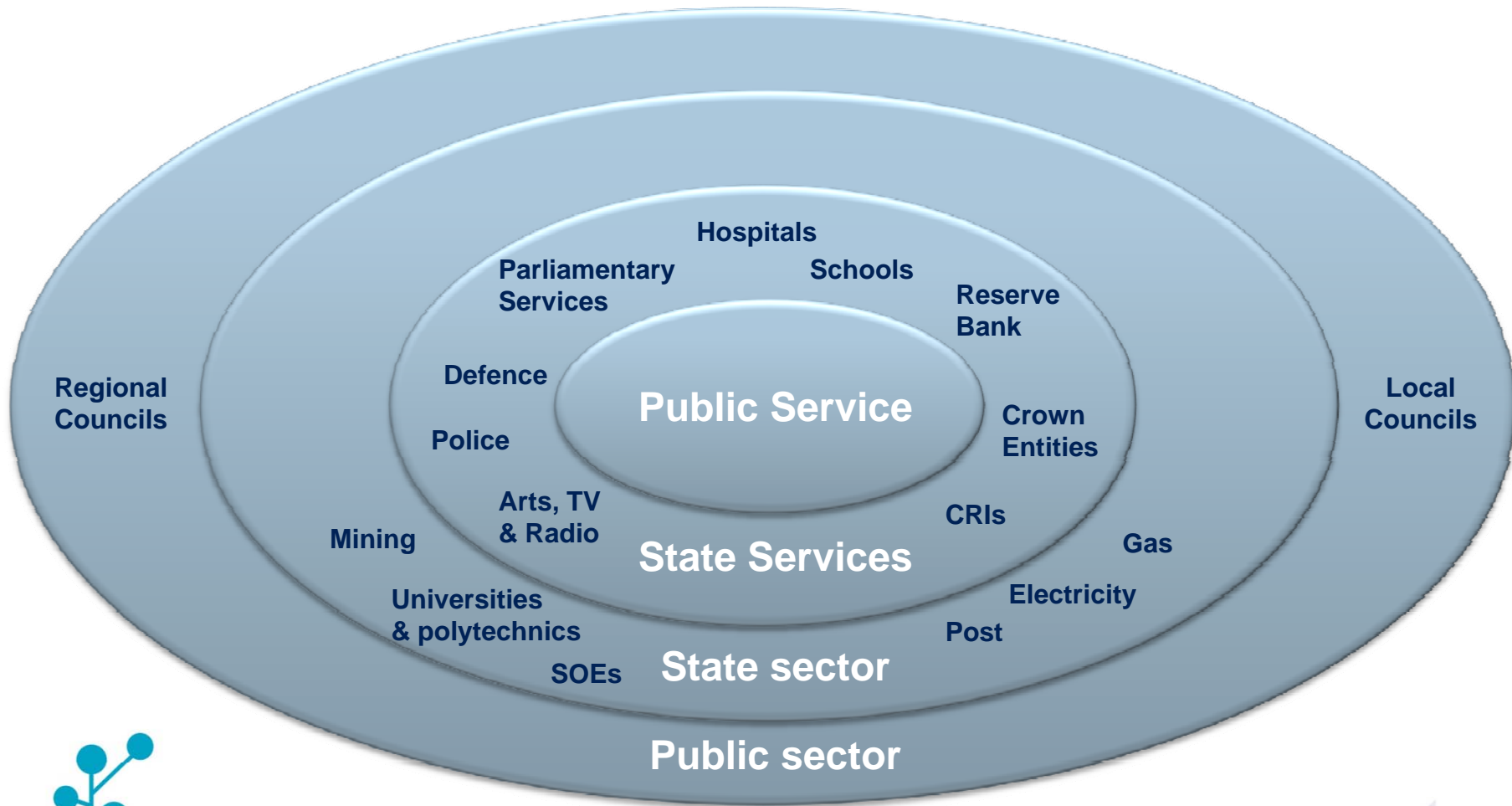


# Building opportunities for NZ Suppliers in the Major Supply Chain Market



Support needed	Reform actions
<ul style="list-style-type: none"> <li>• Internationalisation</li> </ul>	<ul style="list-style-type: none"> <li>• Trans Pacific Partnership FTA</li> </ul>
<ul style="list-style-type: none"> <li>• Better information on opportunities</li> </ul>	<ul style="list-style-type: none"> <li>• Annual Procurement Plans</li> <li>• International APPs</li> <li>• Early market engagement</li> </ul>
<ul style="list-style-type: none"> <li>• Don't know full range of suppliers</li> </ul>	<ul style="list-style-type: none"> <li>• Better market analysis</li> <li>• Proposed GETS linking facility</li> </ul>
<ul style="list-style-type: none"> <li>• Clarity of tendering process</li> </ul>	<ul style="list-style-type: none"> <li>• Standard conditions of tender</li> <li>• Supplier briefings</li> </ul>
<ul style="list-style-type: none"> <li>• Understanding performance expectation</li> </ul>	<ul style="list-style-type: none"> <li>• Training in developing specs</li> </ul>
<ul style="list-style-type: none"> <li>• Ability to assess own capability</li> <li>• Tendering skills</li> </ul>	<ul style="list-style-type: none"> <li>• Training Needs Analysis</li> <li>• Competency Framework</li> </ul>

# What is 'government'?





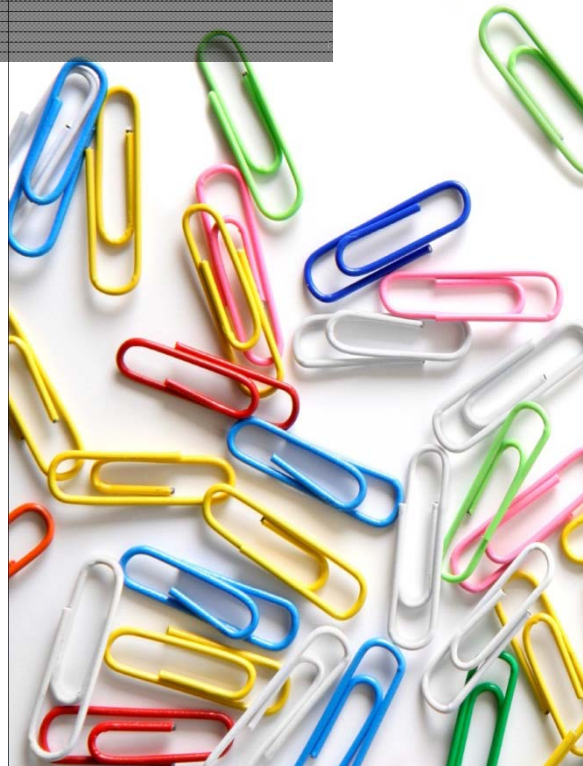
grow

Government Procurement Reform

# All of Government Contracts

# Office consumables

Choice 2 suppliers  
139 agencies signed up  
\$16.3m spend Year 1  
9% average savings



# Passenger vehicles

Choice of 10 suppliers  
102 agencies signed up  
2,000+ vehicles ordered  
\$40M spend Year 1  
11% average savings



# Desktops & laptops

Choice of 6 suppliers  
133 agencies signed up  
\$19M spend Year 1  
Average 15% savings



# Print devices

Choice of 5 suppliers  
97 agencies signed up  
33%-68% savings range (average 23%)



# New AoG Contract Opportunities

## External Legal Services

## Travel

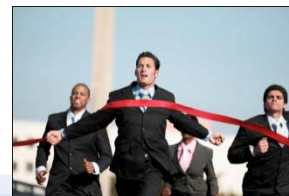
- Travel Management Services
- Air Travel
- Rental Vehicles
- Accommodation

## Energy

- Energy Management Services
- Electricity
- Gas

## Voice communication (mobile telephony)

## Recruitment





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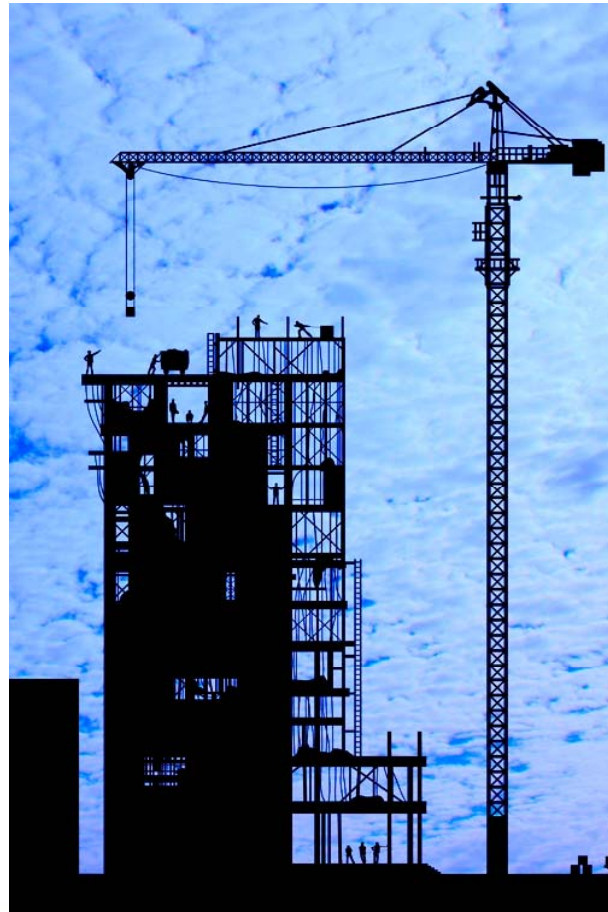
# Government Procurement Reform

# Policy & development



# Building capacity & capability

Short term skills shortage  
Agency Capability Reviews  
Competency framework  
Training Needs Analysis  
IZ Procurement Academy  
CIPS qualification  
Training



# Clear policy & guidance

Strategic approach to procurement

Ensure policy & guidance reflects good procurement practice

Refresh policy principles

Develop single *Statement of Good Practice*

Refresh Mandatory Rules for Procurement



# Consistent practice

Annual procurement planning

Body of practical guides, tools & templates

Standardise documentation:

- Government Model Contracts
- Government Model RFx

Guidance for suppliers on how to feedback and complain

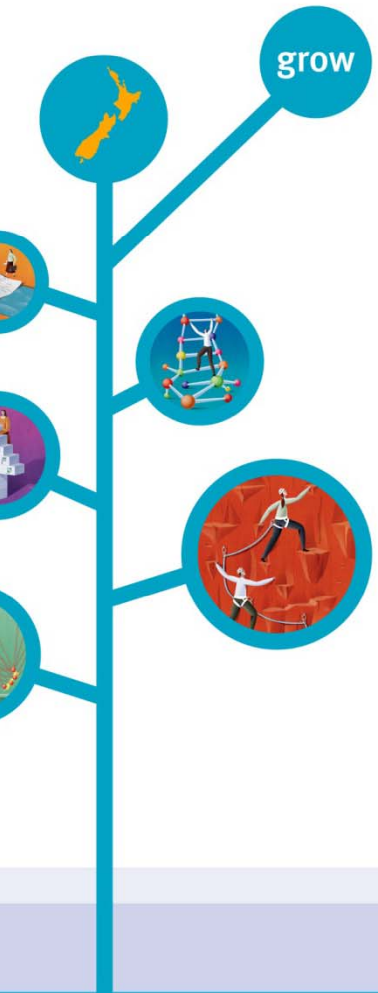


# International opportunities

- Reciprocal market access creates overseas opportunities for NZ suppliers
- Potential US prizes:
  - Access to US\$500b government contracts
  - Access to General Service Administration (GSA) List
- Possible supply chain opportunities
- Let us know areas of export interest or specific agencies you want to deal with

## Trans Pacific Partnership (TPP)





# Government procurement reform

*driving better value*



# More information



Enquiries: [procurement@med.govt.nz](mailto:procurement@med.govt.nz)



Q&A

