

# BUY Queensland

## Supporting the recovery of small and medium enterprises

*Buy Queensland* is about ensuring Queenslanders benefit from the government’s procurement investment.

This means supporting local jobs, local businesses, and better economic, environmental and social outcomes for long-term community wellbeing.

The Queensland Government recognises that small and medium enterprises (SMEs) — businesses employing less than 200 people — are vital to Queensland’s economy, regional prosperity and job creation during the recovery phase following COVID-19. Their size makes them particularly vulnerable to the disruption caused by COVID-19, which is why the State Government is introducing a range of activities to support their recovery and kickstart the Queensland economy.



### Procurement target for SMEs

From 1 July 2020, all agencies subject to the [Queensland Procurement Policy \(QPP\)](#) will be required to collectively meet a target of 25% of the State’s procurement spend by value from Queensland SMEs, increasing to 30% by 30 June 2022.

The target aims to increase government spending with SMEs, building confidence in the sector and creating more local jobs, business growth, innovation, competition and capability to access new markets.

The target delivers on the action in the [Queensland Small Business Procurement Commitment – Action Statement](#), to establish a measurable target to drive an increase in small business participation in procurement activities across government.

### Categories of spend

There are six major categories of procurement spend, with each managed by a lead agency and governed by a category council that oversees their respective category strategies. The categories are Building Construction and Maintenance, General Goods and Services, Information and Communication Technology, Medical Goods and Services, Social Services, and Transport Infrastructure and Services.

### Category strategies

All categories are working on measures to achieve the target, with a focus on Queensland SMEs, including manufacturing. Each category council strategy will outline measures to achieve the target by 1 October 2020, including a mix of:

- incorporating SME spend targets for their category and subcategories
- reserving certain government procurement contracts for SMEs only (‘set-asides’)
- inviting at least one SME to quote or tender for new procurement valued at \$250,000 or less
- delivering market development initiatives for SMEs to grow their capability and competitiveness.



**85%** of Queensland Government tenders awarded to businesses with a Queensland presence

(Reported figures: September 2017 to April 2020 (as per QTenders))



**45,000+** Queensland-registered businesses have supplied approximately **\$22 billion** in goods and services, including construction, to budget sector agencies and hospital and health services

Per the Procurement Spend Identification Guide. Queensland-registered businesses are those with their ABR registration in Queensland.



# Frequently Asked Questions

## 1. How is the Queensland Government creating more opportunities for SMEs to participate in procurement?

The Queensland Government's *Buy Queensland* approach puts Queensland jobs as the first priority and is increasing opportunities for Queensland SMEs to supply to government.

The government has introduced an SME procurement target of 25% of procurement by value being from Queensland SMEs from 1 July 2020, increasing to 30% by 30 June 2022. All Queensland Government agencies subject to the QPP, are required to contribute towards the target.

In addition, agencies are now designing and evaluating tenders to maximise opportunities for local small businesses, and are able to use measures like set-asides, where only SMEs are able to quote or tender for certain procurement, and inviting at least one SME to quote or tender for procurement below \$250,000.

## 2. Is the Queensland Government taking action to pay businesses promptly?

Yes, payment terms for all agencies, subject to the QPP, have been reduced to expedite supplier payment to help support businesses during COVID-19. This means correctly rendered, valid invoices from all suppliers regardless of business size, will be paid as soon as they are received and processed. Payment should be made within 20 calendar days from the time of receipt.

The **On-time Payment Policy**, which reduces payment terms for small businesses from 30 to 20 calendar days, will commence on 1 July 2020 and will support the COVID-19 expedited payment measure by ensuring small businesses that do not receive payment within the 20 calendar days, can access penalty interest for eligible invoices.

Small businesses are encouraged to enter their details on the Small Business Register to ensure they can be identified in payment systems.

Find out more and register your business at [business.qld.gov.au](https://business.qld.gov.au).

## 3. Can I see who the government is buying from and find out about open tenders?

Yes, you can find information on goods and services the Queensland Government buys on the Business Queensland website at [business.qld.gov.au](https://business.qld.gov.au).

Details about upcoming, open and awarded tenders and upcoming opportunities are available through the tendering sites, QTenders at [qtenders.hpw.qld.gov.au](https://qtenders.hpw.qld.gov.au) and eTender at [etender.hpw.qld.gov.au](https://etender.hpw.qld.gov.au).

You can also view the Queensland Contracts Directory (QCD) at [qcd.hpw.qld.gov.au](https://qcd.hpw.qld.gov.au) which lists current common-use supply arrangements, suppliers and the government agencies managing an arrangement and when it will be renewed.



## 4. What support is available to help businesses in response to the COVID-19 pandemic?

A range of support resources are available to help businesses to respond and recover from COVID-19:

- **COVID-19 Supplier Portal** matches buyers and suppliers. Suppliers can register their ability to supply, and both Queensland Government and private industry buyers can access their details to find what they need. Find out more at [covid19procurement.hpw.qld.gov.au](https://covid19procurement.hpw.qld.gov.au).
- **COVID-19 Procurement team** is dedicated to receiving enquiries and facilitates collaboration with government agencies to meet common COVID-19 procurement-related challenges. Contact the team for assistance or to make supply offers:  
Email: [Covid19Procurement@hpw.qld.gov.au](mailto:Covid19Procurement@hpw.qld.gov.au)  
Phone: 1300 FOR COVID (1300 367 268)  
(Monday to Friday 9am to 5pm)  
Find out more at [qld.gov.au/buyqueensland](https://qld.gov.au/buyqueensland).
- **The Business Queensland website** details the Queensland Government's commitment of more than \$6 billion to manage the health response and support Queensland businesses and families and protect local jobs. Find out more about support available for business and industry at [business.qld.gov.au](https://business.qld.gov.au).
- **The Australian Government's economic response to the coronavirus** includes support for businesses and individuals, and the small and medium businesses guarantee scheme. Find out more on the Australian Government website at [treasury.gov.au/coronavirus](https://treasury.gov.au/coronavirus).