



Procurement: a gateway to economic participation



Strategic Purpose

Commonwealth Government

- Building a strong future for Aboriginal and Torres Strait Islander people by getting adults into work and making sure everyone has the opportunity to own their own home, run their own business, and provide for themselves and their families.
 - Closing the Gap in Indigenous Disadvantage
 - Indigenous Procurement Policy – 1 July 2015 target 3% new contracts by 2020

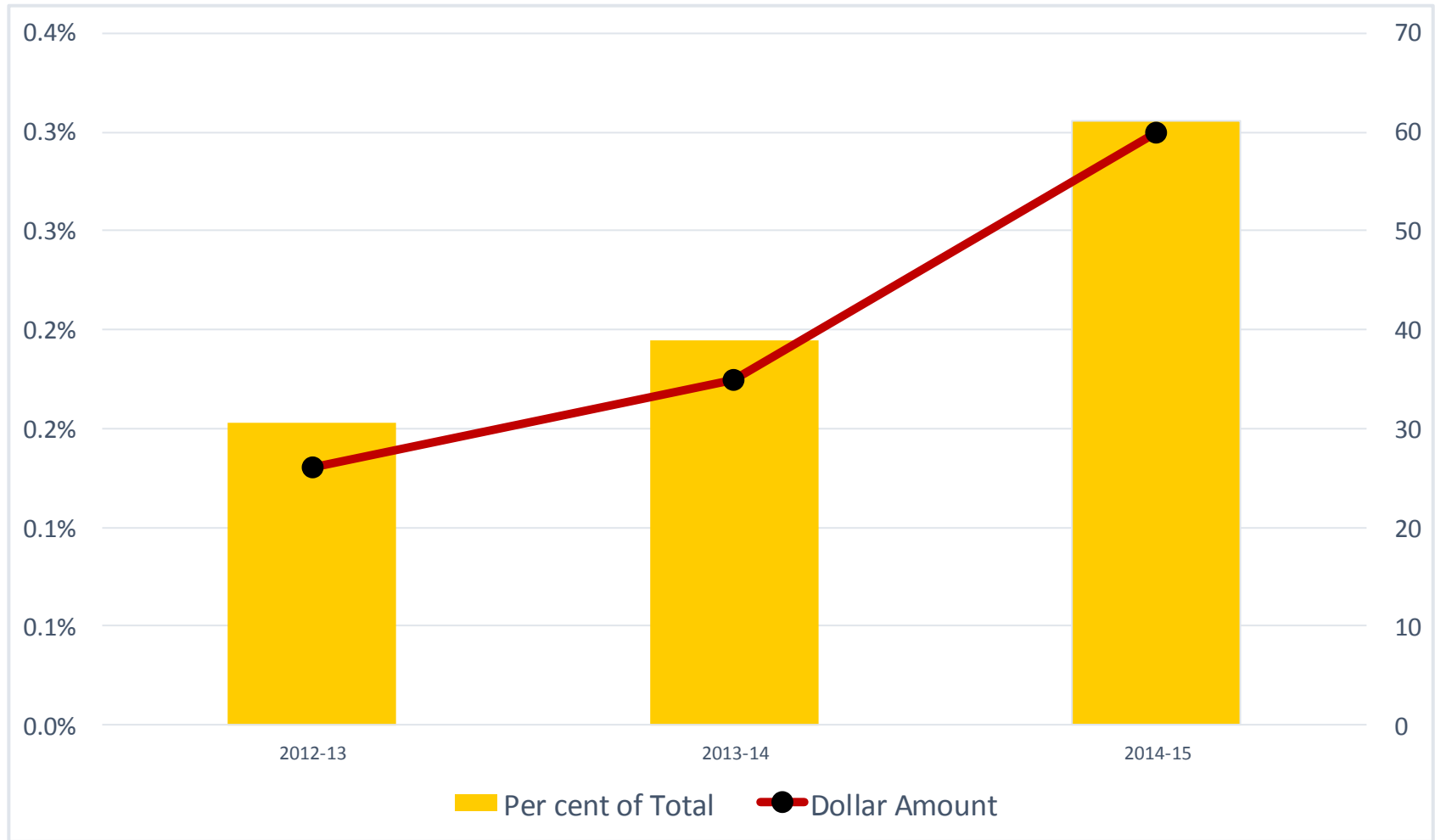
Queensland Government objectives for the community

- Creating jobs and a diverse economy
 - Increasing workforce participation
 - Stimulating economic growth and innovation

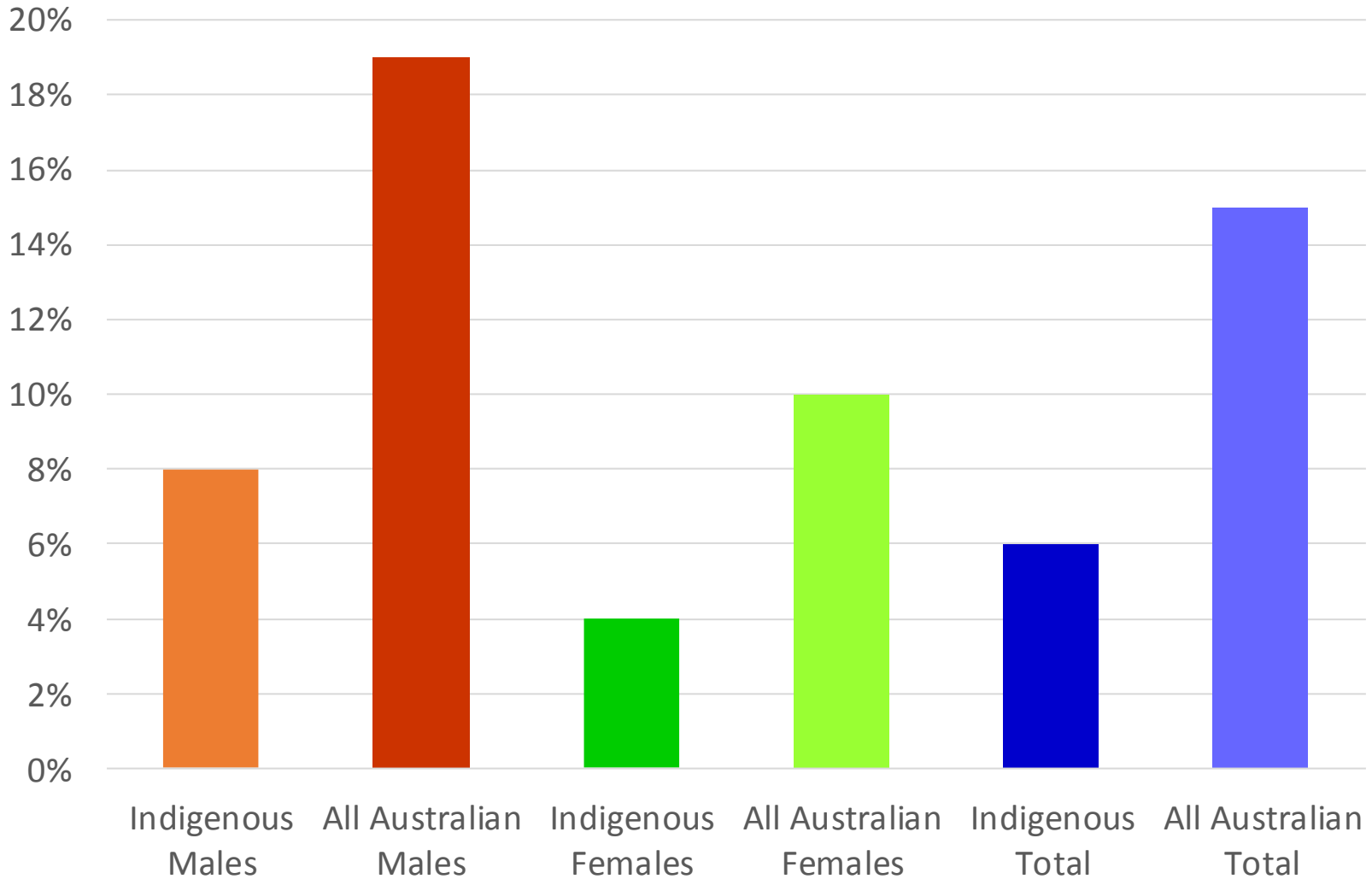
Department of Aboriginal and Torres Strait Islander Partnerships

- To increase the economic participation and improve the community participation of Aboriginal and Torres Strait Islander Queenslanders

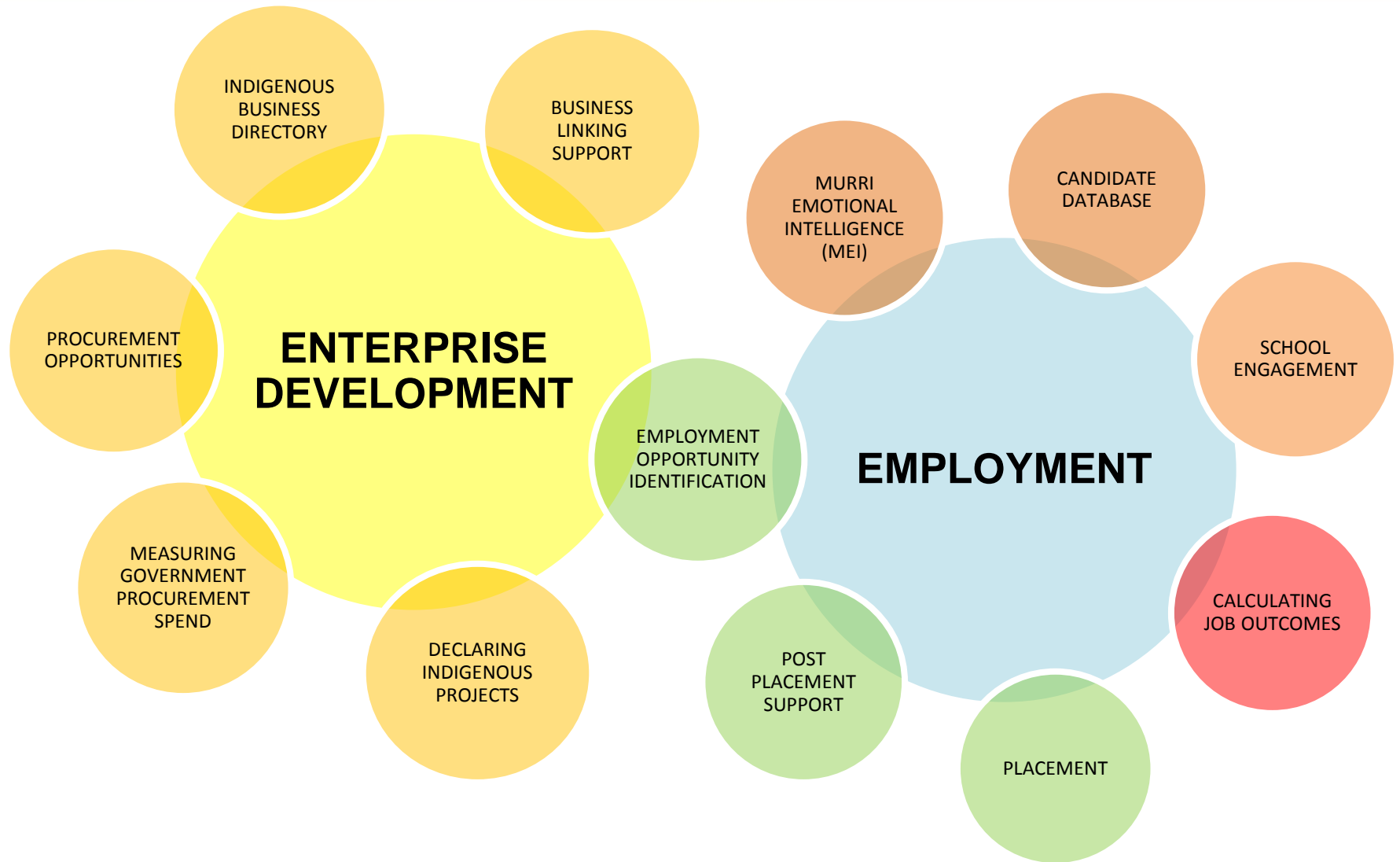
Qld Government spend with known Indigenous businesses



Business Ownership



Economic Participation



Enterprise Development

Objectives:

- develop strong collaborative partnerships
- build business capability
- create awareness of support mechanisms available for Aboriginal and Torres Strait Islander enterprises
- connect Aboriginal and Torres Strait Islander enterprises to available support mechanisms
- increase Aboriginal and Torres Strait Islander enterprises in the supply chain
- increase opportunities for Aboriginal and Torres Strait Islander enterprises to leverage government procurement

**ENTERPRISE
DEVELOPMENT**

What is DATSIP doing

Outcomes

- increasing the awareness across government and the private sector of Aboriginal and Torres Strait Islander enterprises
- assisting Aboriginal and Torres Strait Islander enterprises build capability and increasing the numbers that bid for government and private sector tenders and contracts
- linking Aboriginal and Torres Strait Islander businesses to government tender opportunities
- Using government projects to increase employment and supply chain opportunities
- measuring our progress

LEVERAGING
PROCUREMENT
OPPORTUNITIES

BUSINESS LINKING
SUPPORT

INDIGENOUS
BUSINESS DIRECTORY

DECLARING
INDIGENOUS
PROJECTS

MEASURING
GOVERNMENT
PROCUREMENT
SPEND

RILIPO – Remote Indigenous Land and Infrastructure Program Office

- Coordination of the government civil and capital works and maintenance works in discrete communities
- Identify the government projects, timelines (forward procurement) and delivery requirements
- Scheduling and sequencing of multi-agency implementation of projects for sustainable employment, training and supply chain opportunities for Aboriginal and Torres Strait Islander people
- Indigenous employment opportunity plans prepared as part of the tender process and reviewed by DATSIP lead by the Technical Working Groups (Community, Agency and Contractor)
- Manage and report on contract performance

- Benefits:
 - Local resources are utilised
 - Continuity of employment
 - Small business development
 - Skilled and accredited workers

Tips for going forward

- For government agencies and private organisations
 - Procurement plans
 - Build awareness of how to find business
 - Be prepared to seek suppliers outside of your current suppliers
 - Engage early
- For Aboriginal and Torres Strait Islander enterprises
 - Make yourself known
 - Register on business lists
 - Learn as much as you can
 - Match your capabilities to tender opportunities
 - Get feedback from unsuccessful tender submissions
 - Build capability to be or maintain competitiveness

Our key messages

- Aboriginal and Torres Strait Islander enterprises are an underutilised resource
- Aboriginal and Torres Strait Islander enterprises offer:
 - Value for money
 - local solutions
 - high quality/wide range of goods and services
 - culturally appropriate services
 - Capacity to meet broader Government commitments and policy objectives
- Most Aboriginal and Torres Strait Islander enterprises are SME's
- DATSIP is supporting Aboriginal and Torres Strait Islander enterprises to grow through access to new enterprise opportunities - This is not going to happen overnight
- Government purchasers are asked to consider and reconsider the use of Aboriginal and Torres Strait Islander enterprises as they evolve