

Preferred Suppliers - Public Meeting

Presentation to Contractors - 25 October 2017



What we will cover



- Local Buy
- Preferred Supplier Arrangements
- LG Tender Box
- Vendor Panel
- Extractive Industries



Why Local Buy?



- PREQUALIFIED SUPPLIER ARRANGEMENTS
- Owned by the Local Government Association of Queensland (LGAQ). Local Buy has also established more than 40 prequalified supplier arrangements for Councils since 2012. This effectively means that Councils can access a range of goods and services through a quotation, rather than tender process, saving time and money. These arrangements also provide suppliers an opportunity to partner and engage with Local Government entities through one centralised source.



Why the change?

- Council spends well over \$200,000 per annum with contractors for gravel/sand/loam AND trades – the arrangement will mean council complies with the Local Government Act
- Council previously had a preferred supplier arrangement in place and a number of systems and processes have changed over time
- Recent preferred supplier arrangement has been working well and we are looking to expand across other areas of our work

Sound contracting principles



The Local Government requires council to adhere to the following contracting principles—

- (a) value for money; and
- (b) open and effective competition; and
- (c) the development of competitive local business and industry; and
- (d) environmental protection; and
- (e) ethical behaviour and fair dealing.



Trades Tender covers:

- BUILDERS
- CARPENTERS
- ELECTRICIANS
- PLUMBERS
- FIXED FENCING CONTRACTORS
- PAINTERS AND DECORATORS
- PEST CONTROLLERS
- AIRCONDITIONING MAINTENANCE AND REPAIRS
- GENERAL HANDYMAN SERVICES
- MISCELLANEOUS
- Significant variables
- Requests for Quotation will be sought from suppliers on the Preferred Supplier Arrangement



Gravel Tender covers

- Supply of material eg.
 - Gravel
 - Loam
 - Sand
- Anything that can be defined as an extractive industry
- Components may include: Extract – Crushing – Haulage
- Are some overlaps with the wet and dry plant hire preferred supplier arrangement
- Significant variables eg. Rock size, soil type, location
- Requests for Quotation will be sought from suppliers on the Preferred Supplier Arrangement



LG Tender Box



- Electronic tendering site specific to Councils for advertising tenders and quotations
- Suppliers can register and receive tender notifications, download documents, participate in forums and lodge tender responses directly online
- No cost to Suppliers

**MAKE COUNCIL
YOUR BUSINESS**

[Click here to register your interest in Council's Local Procurement Program](#)



Queensland
Government

Free Service and Assistance



- Department of State Development – Sarah Holt
- Phone: 4624 1543
- Will be in St George on 1 and 8 November
- Don't leave it to the last minute – contact Sarah sooner rather than late to ensure you get your LG Tender Box submission in on time

LG Tender Box

QUEENSLAND LOCAL GOVERNMENT TENDERS

LG tender box

Home Tenders Help News Contact Us Admin Search Advanced Search

Test Account: Localbuy Pty Ltd Sign out August 04, 2011 15:20:16 EST

Dashboard
This page is where frequent tender management
[help](#)

Alerts ⓘ
⚠ [\\$alert.summary](#)

Tasks ⓘ
No Tasks
Tenders Waiting to Open: None

- Admin
 - Dashboard
 - Search Users
 - Register New Supplier
 - Tenders
 - Create New
 - Draft
 - Waiting To Open
 - Current
 - Closed
 - Templates
 - Awarded
 - Withdrawn
 - Statistics
 - Edit My Details
 - Edit My Business

www.localbuy.net.au

Independent Process



- All tenders will be assessed independent from council
- Department of State Development can assist with your set up in LGTender Box and Vendor Panel
- Contractors/tenderers must not direct requests for help or assistance from councillors or council officers – other than those specified in the tender



What's next



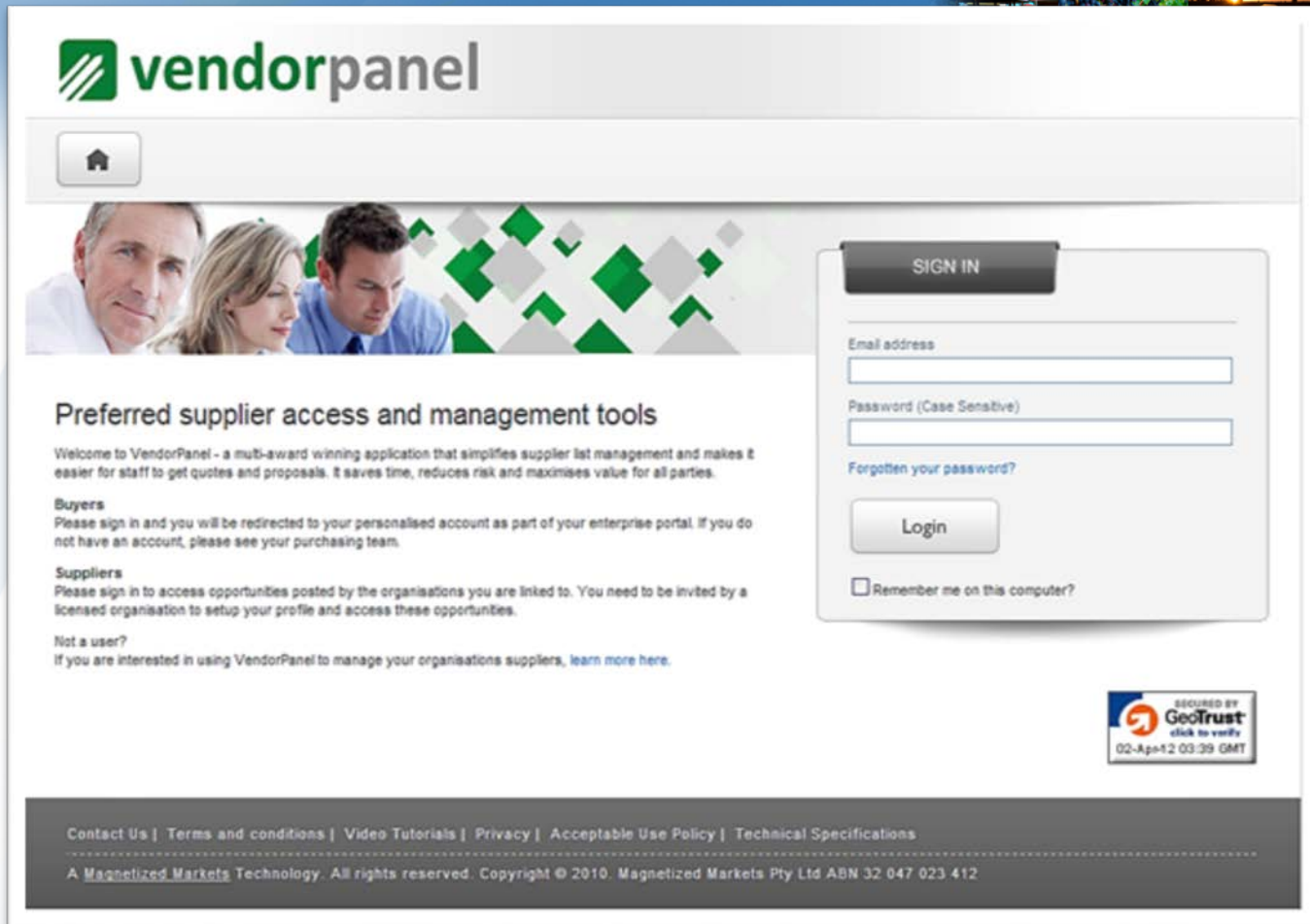
- Tenders close Friday 10 November at 2pm
- Preferred Supplier Arrangement put to council in December
- Ongoing monitoring by Chief Executive Officer and Senior Leadership Group

What is Vendor Panel?



- Vendor Panel allows council to post and manage its Request for Quotation (RFQ) from a Local Buy Register of Pre-Qualified Suppliers (RPQS) or its Preferred Supplier Arrangement/s (PSA).
- Contractors that tender for the Balonne Shire PSA do not have to pay Local Buy or anyone for the privilege of participating in this system.
- Registration is FREE

Vendor Panel



The screenshot shows the VendorPanel website interface. At the top left is the logo, which consists of a green square with three white diagonal lines followed by the text "vendorpanel" in a green sans-serif font. Below the logo is a navigation bar with a home icon. A banner image shows three people (two men and one woman) looking at a screen. The main content area is divided into two columns. The left column contains text for "Preferred supplier access and management tools", including a welcome message and instructions for buyers and suppliers. The right column contains a "SIGN IN" form with fields for "Email address" and "Password (Case Sensitive)", a "Login" button, and a "Remember me on this computer?" checkbox. A "Forgotten your password?" link is also present. At the bottom right of the form area is a "SECURED BY GeoTrust" badge with a timestamp "02-Apr-12 03:39 GMT". The footer contains a list of links: "Contact Us | Terms and conditions | Video Tutorials | Privacy | Acceptable Use Policy | Technical Specifications", followed by copyright information: "A Magnetized Markets Technology. All rights reserved. Copyright © 2010. Magnetized Markets Pty Ltd ABN 32 047 023 412".

vendorpanel

Home

Preferred supplier access and management tools

Welcome to VendorPanel - a multi-award winning application that simplifies supplier list management and makes it easier for staff to get quotes and proposals. It saves time, reduces risk and maximises value for all parties.

Buyers
Please sign in and you will be redirected to your personalised account as part of your enterprise portal. If you do not have an account, please see your purchasing team.

Suppliers
Please sign in to access opportunities posted by the organisations you are linked to. You need to be invited by a licensed organisation to setup your profile and access these opportunities.

Not a user?
If you are interested in using VendorPanel to manage your organisations suppliers, [learn more here](#).

SIGN IN

Email address

Password (Case Sensitive)

[Forgotten your password?](#)

Login

Remember me on this computer?

SECURED BY
GeoTrust
click to verify
02-Apr-12 03:39 GMT

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Visibility, Governance, and Efficiency

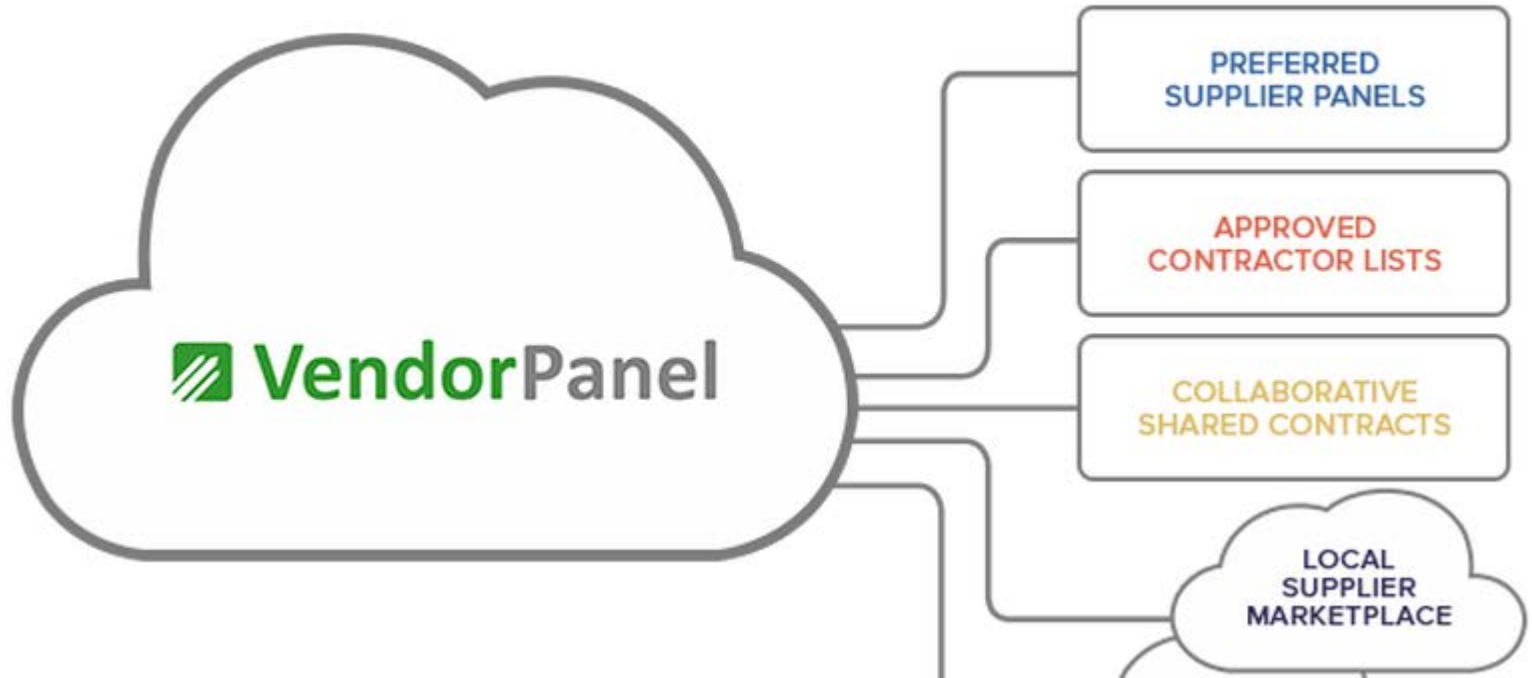
Benefits of Vendor Panel?



- Vendor Panel will provide transparency and management of council's preferred supplier arrangement and requests for quotation.
- Reports will be available to council on who has responded to a request and how the work has been distributed over time.
- Contractors receive a traceable email and respond to central 'locked' location that opens once the RFQ due date expires



Vendor Panel



Visibility, Governance, and Efficiency

Council Priorities



- Work allocation will be based on:
 - Location
 - Performance
 - Experience
 - Compliance (eg. Builders license where applicable OR development approval for extractive industry – gravel pit where applicable)
 - Suitable operator/availability
 - Price
- Weightings will be supplied in tender information

Difference for our contractors

- One off tender process
 - Locked in for 2 years
 - Option to revise price once per year (where applicable)
 - Will be called on to quote for specific jobs as required
 - Work will be allocated based on the criteria on previous page

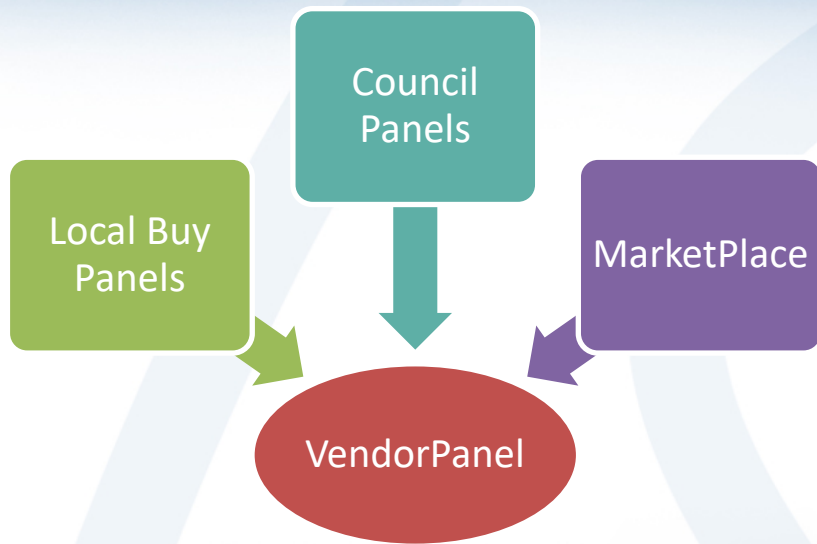
Difference for our contractors



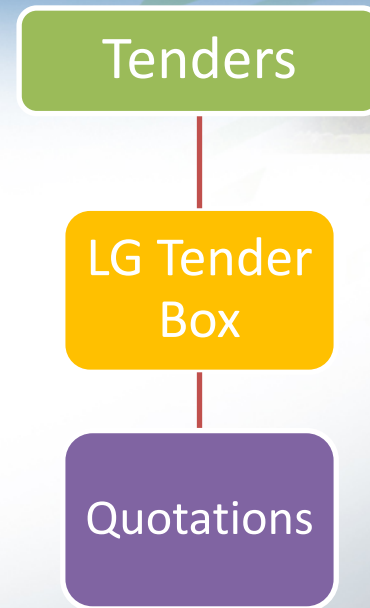
- Two way feedback at the end of each job
 - Contractor to supply feedback to council
 - Council to supply feedback to contractor
- Standard terms and conditions for all jobs (exceptions may apply for special projects)



Vendor Panel –V- LG Tender Box



Prequalified List of Suppliers



Open Market



Extractive Industry Requirements – refer to our fact sheet on the website

