

**ALL
QUEENSLAND.
ALL IN.**

A photograph of two male athletes in mid-air, jumping over hurdles on a blue running track. The athlete in the foreground is wearing a light blue tank top and black shorts, with bright green shoes. The athlete in the background is wearing a red tank top and black shorts. The background shows a stadium with spectators under a blue sky with scattered clouds.

2032

**Procurement
Strategy**



**Queensland
Government**

Q2032 Procurement Strategy

This strategy is a procurement-related policy within the meaning of the Queensland Procurement Policy.

Interpreter statement



The Queensland Government is committed to providing accessible services to Queenslanders from all culturally and linguistically diverse backgrounds. If you have difficulty in understanding this document, you can contact us within Australia on 13QGOV (13 74 68) and we will arrange an interpreter to effectively communicate the document to you.

Q2032 Procurement Strategy
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Version 1.0, July 2023.



Brisbane cityscape

Premier's Foreword

Queensland will be centre stage alongside elite international athletes in nine years' time, hosting the Brisbane 2032 Olympic and Paralympic Games (Brisbane 2032).

However, hosting Brisbane 2032 has never been about just a few weeks of competition for Queenslanders. It is about the years of investment and development in our state in preparation for Brisbane 2032, and the years of celebration and lasting benefits afterwards.

Brisbane 2032 represents Queensland's

greatest single economic opportunity; an opportunity that puts the entire state on the global stage. We want to showcase our great state throughout the Games and support our regions through procurement opportunities and participation in supply chains. This government wants to ensure that we support local suppliers, using our successful *Buy Queensland* approach.

We are on a path to delivering Brisbane 2032, and we want as many Queensland businesses as possible to share in the economic benefits that will flow from Brisbane 2032.



The Honourable Annastacia Palaszczuk MP
Premier and Minister for the Olympic and Paralympic Games

Ministers' Foreword

In 2017, the Queensland Government launched the *Buy Queensland* approach to procurement.

This approach has changed the way Queensland Government buys goods and services and has shifted the emphasis in favour of Queenslanders to ensure that every dollar government invests supports as many local jobs and businesses as possible.

We have come a long way already with the *Buy Queensland* approach, and we want these successes to continue, with the economic benefits of hosting Brisbane 2032 maximised and shared among Queenslanders.

To help accelerate Queensland's progress towards its development goals, including transition to a low-carbon and circular economy, Brisbane 2032 will also be a sustainable and climate positive Games. The organising committee responsible for Brisbane 2032, along with other agencies, will ensure goods and services are procured in line with

the Queensland Government's sustainability focus, in accordance with our Queensland Procurement Policy. These procurement rules focus on getting value for money, including broader social and environmental value, as well as good economic outcomes for local Queensland businesses, suppliers and workers.

This strategy shows Queensland businesses our future game plan – helping them to get ready, set and go and be part of Team Queensland. Team Queensland is all of us getting behind the Games to maximise opportunities for all of Queensland. This could include becoming a supplier to agencies involved in the Games preparations, including the Brisbane 2032 Organising Committee, and to the yet bigger world of Queensland Government procurement.

We are well and truly on our way to delivering a historic Olympic and Paralympic Games in 2032.



The Honourable Mick de Brenni MP
Minister for Energy, Renewables and Hydrogen and Minister for Public Works and Procurement



The Honourable Di Farmer MP
Minister for Employment and Small Business, Minister for Training and Skills Development and Minister for Youth Justice

Executive Summary



VISION Queensland businesses grow through Brisbane 2032

MISSION Brisbane 2032 enables Queensland businesses to grow, win more work, and showcase the best that our state has to offer

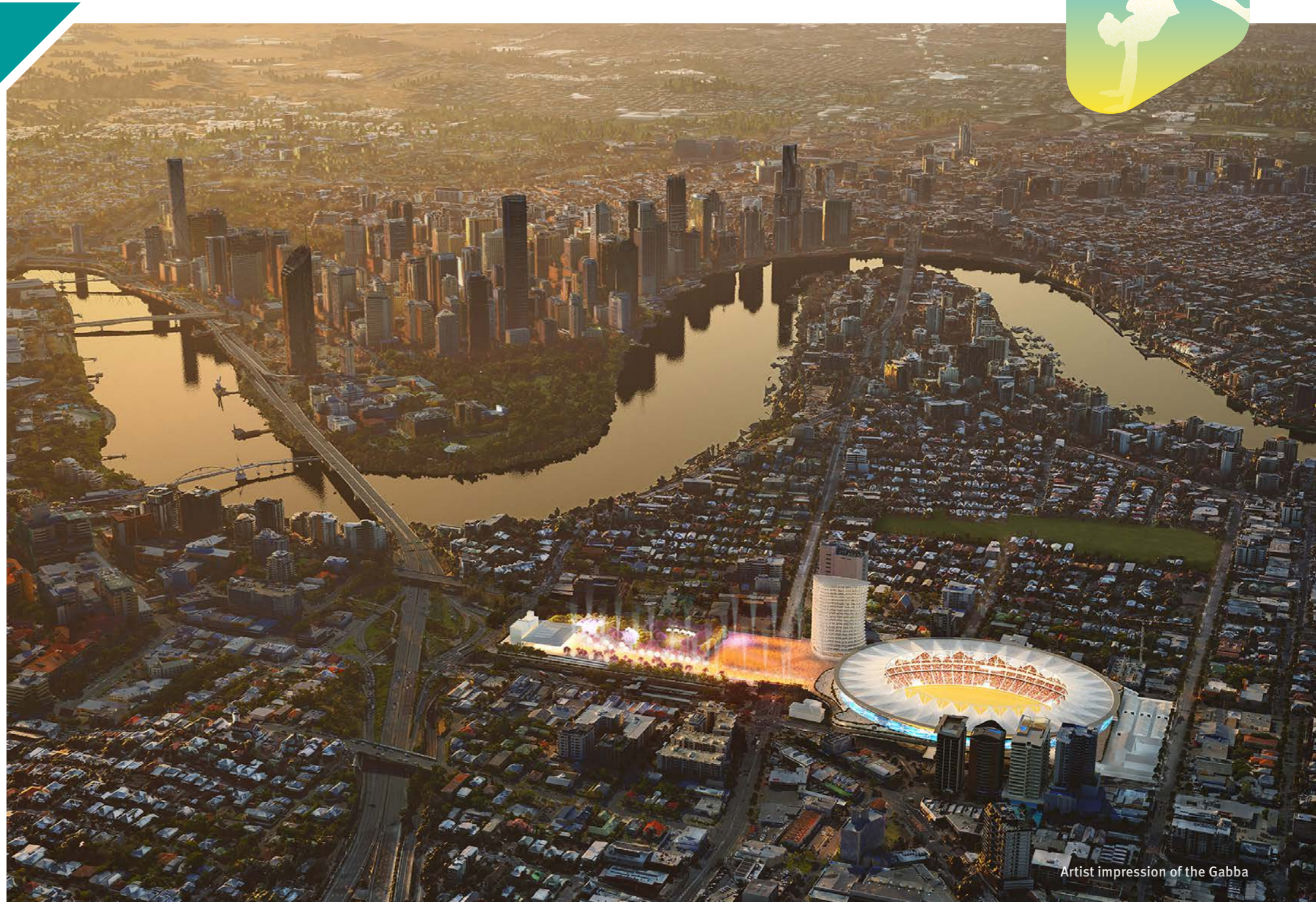
The Olympic and Paralympic Games in Brisbane in 2032 are a great opportunity for Queensland and Australia – and for local business across our state. *Buy Queensland* is the Queensland Government’s procurement approach which has seen over \$57 billion dollars of procurement invested in Queensland-registered businesses since the launch of the approach in 2017. And, by law, the Brisbane 2032 Organising Committee must procure in accordance with *Buy Queensland*.

The Queensland Government wants businesses across all of Queensland to grow through Brisbane 2032 and be part of Team Queensland. This is about maximising opportunities to supply to the Games from across the state and showing the world what we have to offer. It is also about businesses improving their performance, so they win contracts to supply the Queensland Government, other businesses and the world market. There is a win-win for businesses to be match-fit for the Games!



WIN-WIN

by getting your business match-fit for the Games, you can not only bid for Brisbane 2032 contracts, but also for broader Queensland Government and local, interstate, and overseas contracts



Artist impression of the Gabba

Match-fit

Under *Buy Queensland*, we already know that successful suppliers are local, sustainable, ethical and diverse. To successfully bid for Games contracts, businesses will need to demonstrate these attributes to an even higher standard. We know that Queensland businesses have what it takes to be match-fit, but just like athletes they need to train.

And, just like sports, some events are team events. The Queensland Government is committed to connecting Team Queensland businesses to trading opportunities through the Games.

Being match-fit means access to the Queensland Government’s \$20 billion investment in goods and services annually. Given that this will be boosted by the ‘Big Build’, our record-

breaking four-year \$89 billion capital program, this provides substantial existing opportunities for Queensland businesses, including in the regions. In 2023/24, a record 65.5 per cent (\$13.3 billion) of this capital investment will be made outside greater Brisbane. These existing procurement opportunities provide a huge playing field before, after and alongside the 2032 Games.

\$8.1B

in economic and social benefits to Queensland from the Games

\$180B

in Queensland Government procurement opportunities to 2032 – get involved



2023 QBuild apprentices



Marrawah Law, Cairns



Floodmap, Brisbane



Baidam Solutions, Brisbane



Artist impression of Brisbane 2032 athletes' village

How to supply to Queensland

We will help businesses get match-fit and win opportunities through Brisbane 2032.

1. **READY:** To help Queensland businesses understand Games opportunities and understand what they need to do to be Games suppliers, we will:

- develop a **MyGamesPlan** tool for Queensland businesses that enables them to test their preparedness and provide access to integrated support offered by all levels of government to get fit for the Games.

2. **SET:** To help Queensland businesses prepare for Games opportunities and support them in getting match-fit, we will:

- publish an annual procurement update and enhance the Queensland Government Forward Procurement Pipeline (qtenders.epw.qld.gov.au/fpp) to publish a separate list of Games-related procurement opportunities
- appoint a specialist Q2032 Small Business Procurement Advisor to facilitate small business procurement opportunities
- establish a Q2032 Industry Advisory Group to provide direct input from the business community leading up to 2032. This strategy will be updated in

2026 to reflect our experiences so far and with input from businesses and the Q2032 Industry Advisory Group

- give clear guidance about what standards businesses will need to meet, including certifications and accreditations suppliers can use to demonstrate their credentials
- implement the Q2032 Small Business Procurement Action Plan that will detail support, services and advice options for small business.

3. **GO:** To help businesses get into competition at a local, national and international level, we will:

- create a new, easier-to-use QTenders platform (qtenders.epw.qld.gov.au) to connect businesses with broader Queensland Government opportunities

- deliver regional Games procurement roadshows in key centres across Queensland to provide information and advice and link with local chambers of commerce and other business bodies
- take advantage of opportunities to profile local suppliers at international events.

Our commitment to suppliers: to maximise opportunities by working together and to harness the Queensland spirit, we will work with businesses, business groups, sporting groups, and governments at all levels, and we will:

- encourage businesses to sign up to Q2032 procurement updates to receive tailored information
- encourage collaboration across supply chains to build capacity to better supply Brisbane 2032.



Struddys, Loganholme

▶▶ Helping Queensland businesses become match-fit

The Games of the XXXV Olympiad represent a once-in-a-lifetime opportunity to bring supply chains together, foster growth precincts and power regional development in traditional and emerging sectors.

This means the opportunity for local and regional businesses is to be a part of Team Queensland as we prepare to host the 2032 Olympic and Paralympic Games.

Much like preparing for an elite sporting event, to realise the extent of this opportunity

will require both local businesses and government to prepare and get match-fit.

Being match-fit means being more sustainable, just as our Games are the first to contractually commit to being climate positive. This shared commitment will drive long-lasting climate benefits for Queensland. More than 80 per cent of emissions associated with Brisbane 2032 relate to supply chains, so prioritising sustainable procurement is critical. Queensland businesses will be positioned strongly in national and international markets as

sustainability requirements increase across the economy.

Being match-fit also means taking advantage of the unique opportunity presented by the Games to improve the accessibility of communities, business and tourism in Queensland.

The planning runway to Brisbane 2032 provides its opportunities across significant streams of procurement supply. This includes both goods and services procured by the Brisbane 2032 Organising Committee, and opportunities associated with legacy infrastructure. This procurement gives Queensland the ability to maximise opportunities and benefits for suppliers in the lead up to, and beyond Brisbane 2032. It also provides us with the opportunity to learn from the Summer and Winter Olympic and Paralympic Games that will be held between now and Brisbane 2032.

OUR 9-YEAR
RUNWAY TO
BRISBANE
2032

PARIS
2024
Olympic and
Paralympic
Summer Games

MILANO
CORTINA
2026
Olympic and
Paralympic Winter
Games

LOS ANGELES
2028
Olympic and
Paralympic
Summer Games

HOST TBC
2030
Olympic and
Paralympic Winter
Games



Brisbane 2032
Olympic and Paralympic
Games Host
Queensland



Brisbane 2032 benefits¹

Brisbane 2032 is forecast to generate \$8.1 billion in benefits for Queensland and \$17.6 billion in benefits for Australia. These gains are anticipated to include:



▶ increased international tourism and trade, estimated at \$4.6 billion for Queensland and \$8.5 billion nationally



▶ approximately 91,600 jobs² in Queensland and 122,900 jobs² nationally per year



▶ \$3.5 billion in social benefits to Queensland and \$9.11 billion nationally, including improvements in health, community connectedness and civic pride



▶ a pipeline of construction, jobs, trade, investment opportunities and legacy projects that will benefit Queensland for decades to come

¹ KPMG (2021). Brisbane 2032 Olympic and Paralympic Games. Preliminary economic, environmental and social analysis: Summary Report. Commissioned by the Department of Tourism, Innovation and Sport.
² FTE job years



Knowing what's needed and growing your business to get on Team Queensland



Preparing and getting match-fit



Supplying to Brisbane 2032, Queensland, Australia and the world



1 READY

Knowing what you need to do to get on Team Queensland



Preparing the program

We will help businesses prepare for success by developing their own Games plan.

We will help Queensland businesses understand Olympic and Paralympic opportunities, understand what they need to do to be a Queensland Government supplier now and begin their training.

- Every athlete needs a game plan and so does every business and industry. We'll help you get Games-ready with a new tool, MyGamesPlan. The tool will test preparedness and provide integrated access to government programs. This means you will not only qualify but make Queensland home to the strongest, fittest businesses and economy in the world.
- We will prioritise suppliers that support local, sustainable, ethical and diverse outcomes and provide clear guidance on certifications and accreditations suppliers can use to demonstrate their credentials.



Food Connect, Salisbury



Buy Queensland

Being a Games-ready supplier means you're automatically meeting the requirements to supply to the Queensland Government.

The Queensland Government buys goods and services, including construction, in accordance with the *Buy Queensland* approach.

Introduced in 2017, *Buy Queensland* is about harnessing government's significant

procurement investment to deliver value for money. This is more than just picking the lowest price, and includes creating and supporting quality, secure jobs for Queenslanders, buying from local businesses, and building resilience and prosperity in the regions.

In 2023, the Queensland Government launched *Buy Queensland 2023*, which comprises the Queensland Procurement

Strategy 2023 – Jobs, Economy, Legacy, Confidence and the Queensland Procurement Policy 2023 (QPP). It sets the strategic direction of Queensland Government procurement, harnessing our significant procurement power to deliver:

- more quality, local jobs
- a thriving, resilient and decarbonised economy
- responsible intergenerational value for Queenslanders
- increased trust in procurement – better procurement data analytics, engagement, training, capability, collaboration, probity and accountability and enhancing confidence in our procurement delivery.

Buy Queensland commits the Queensland Government to:

- boost access for suppliers including for example small and medium enterprises, Aboriginal and/or Torres Strait Islander businesses, social enterprises, women-owned and/or women-led businesses, businesses owned or operated by people with disability, and culturally and linguistically diverse suppliers
- ensure everyone gets a fair day's pay for a fair day's work
- ensure that all our procurement complies with the *Disability Discrimination Act 1992 (Cth)* and disability standards.

Buy Queensland provides a strong foundation for driving the positive market transformation required to meet the procurement and responsible sourcing commitments made for Brisbane 2032.

We are serious about ensuring Queenslanders benefit from the government's procurement. To ensure the Queensland Procurement Policy remains integral to the Games, it is enshrined in the *Brisbane Olympic and Paralympic Games Arrangements Act 2021*.

Despite global economic uncertainty, *Buy Queensland* has ensured more procurement investment is won by Queensland businesses:



Awarded about **\$57.81 billion** in procurement investment to more than **70,480** Queensland-registered businesses in the period between 1 September 2017 and 31 December 2022



Of the more than **70,480** Queensland-registered businesses that supplied goods and services to the Queensland Government, approximately **44 per cent** (over **31,030**) were Queensland regional businesses



Delivered **28.96 per cent** (approximately **\$5.78 billion**) of procurement investment with Queensland small and medium enterprises for the period between 1 July 2021 and 30 June 2022



YOUR BUSINESS



Charlotte Taylor, BCQ/ecoBiz, 2022 Growing Queensland Business Roadshow, Logan

How to qualify for Team Queensland

The *Buy Queensland* approach means using public spending to drive economic, ethical, social, and environmental outcomes. This means that businesses wanting to become part of Team Queensland need to look at the key elements of *Buy Queensland* and get ready to ensure their business are supporting these outcomes.

Local

Games procurement will apply a local benefits approach. This is about supporting Team Queensland, our local businesses and the local workforce. It means that for:

- low-value and low-risk procurement, at least one local supplier will be invited wherever possible
- high-value and/or high-risk procurement,

the Local Benefits Test will be applied, with an evaluation weighting of between 10 to 30 per cent.

Sustainable

Our Games procurement will do its part in achieving the Queensland Government's economy-wide emissions reduction targets of:

- 30 per cent emissions reduction below 2005 levels by 2030
- net zero emissions by 2050.

To do this, priority procurement activities will aim to reduce emissions by at least 30 per cent from the baseline by 2030.

To supply to Brisbane 2032, your business must take action now to become more

sustainable, and in so doing increase your profitability, capitalise on future opportunities, and become more resilient. This means:

- signing up to ecoBiz, a free program for small and medium-sized businesses. The program provides personal coaching, site surveys, training and tools to help improve resource efficiency, environmental sustainability and lower operating costs
- assessing and managing the exposure of your business to climate change risks by using the climate change risk management tool for small businesses in Queensland
- investigating new business growth opportunities in a low carbon future
- setting your own emissions reduction target and developing an emissions reduction plan
- investigating renewable energy options.

Ethical

In our Games procurement, we only want to do business with suppliers that play by the rules. To help suppliers show us that they are ethical our invitation and contract documentation will set out our expectations. We will ask you to agree to the:

- Queensland Government Supplier Code of Conduct, including addressing modern slavery risks in vulnerable industries
- Ethical Supplier Mandate and Ethical Supplier Threshold, including requiring fair wages for people with disability
- animal care and protection legislation and related requirements as applicable to suppliers of food and beverages to government.

This will level the playing field for Team Queensland suppliers — those that comply with our ethical, social and environmental expectations.

Diverse

Team Queensland will include a diverse range of businesses, strengthening our skills and performance. To build this winning team, Games procurement will use flexible techniques where appropriate, such as 'set-asides', early market engagement, outcome-based specifications, and trials and/or pilots.

We will do this by identifying certain Games contracts where a competitive pool will be drawn from supplier groups like:

- small and medium enterprises
- Aboriginal and/or Torres Strait Islander businesses
- social enterprises
- women-owned and/or women-led businesses
- businesses owned or operated by people with disability
- culturally and linguistically diverse suppliers.

OUR CURRENT TARGETS

Net zero emissions and a climate positive Games

30%
reduction in emissions below 2005 levels by 2030

50%
renewable energy by 2030

70%
renewable energy by 2032

80%
renewable energy by 2035

Net zero
emissions by 2050

Contribution to whole-of-government targets for procurement

At least **30%** of procurement is sourced from Queensland small and medium enterprises.

3% of government's 'addressable spend' is procured with Aboriginal and/or Torres Strait Islander businesses. In the longer term, we will consider further targets.

Opportunities to supply to the Brisbane 2032 Olympic and Paralympic Games will progressively become available, with more opportunities becoming available as 2032 approaches.

Businesses interested in supplying should prepare and get match-fit, to make sure they are ready to supply when the time comes.

It's important to consider other opportunities to supply to government in the interim. Pursuing these opportunities may help better position your business for 2032, but it is also important to note that the Queensland Government spends approximately \$20 billion each year on goods and services – that's more than \$180 billion worth of government procurement over the next nine years, in addition to the Games spend. So, while keeping your eyes on the finishing line, think about these ongoing opportunities too.

As a starting point, businesses are strongly encouraged to review information on 'Supply to Queensland Government' available from the Business Queensland website. This provides access to a large range of resources to help get ready, along with the ability to register for *Buy Queensland* updates.

- Register for QTenders, the Queensland Government's single tendering website, at qtenders.epw.qld.gov.au. Here you can see current open tenders, and also set up your profile to receive notifications as relevant opportunities become available.
- View the Forward Procurement Pipeline for suppliers (qtenders.epw.qld.gov.au/fpp). This website provides details on Queensland Government's future procurement opportunities and allows you to search and filter opportunities by region, category,



2
SET
Preparing and getting match-fit

- Check for local government procurement opportunities at LocalBuy, and Australian Government opportunities at Austender.
- Participate in business information sessions for advice and assistance on tendering for government (search 'events' at business.qld.gov.au).
- Develop a business capability statement that describes your value proposition by outlining the technical skills, competencies and experience that positions

- your business above others.
- Strengthen your business networks by participating in industry networking events to promote your business and build new partnerships.
 - Take our 'Fit to supply' quiz to help you find out if your business is ready to develop and deliver tender contracts to the Queensland Government (business.qld.gov.au).
- As we move towards 2032, the Queensland Government will be introducing more initiatives to help businesses get set to make the most of the opportunity.

Suppliers, are you ready for Brisbane 2032?

- Significant opportunities for supply-ready businesses will be available to support Brisbane 2032 over the next decade.
- Staying up to date is a step towards becoming supply-ready for the Games.
- Business opportunities to participate in Brisbane 2032-related procurement will progressively increase.
- *Buy Queensland* will ensure Brisbane 2032 benefits flow to as many local businesses, workers and their communities as possible.
- Register your business for a Mentoring for Growth (M4G) session at business.qld.gov.au.

Other initiatives to get you Games ready – ecoBiz

ecoBiz is a free program to help Queensland small to medium enterprises find the best ways to reduce the cost of running their business, with the bonus of reducing impacts on the environment. It provides steps to improve sustainability and save money, by saving energy, saving water, reducing waste, and changing behaviours. ecoBiz helps your business to:

- demonstrate sustainability commitments that can assist you to meet requirements as a supplier to the Games

- embrace corporate social responsibility
- reduce fees for environmentally relevant activities
- calculate its carbon footprint and start the journey to net zero.

Since 2013, Business Chamber Queensland has delivered the ecoBiz program on behalf of the Queensland Government making a unique contribution to ecoBiz based on its extensive reach, industry connections and ability to provide practical and trusted solutions through a network of sustainability experts.

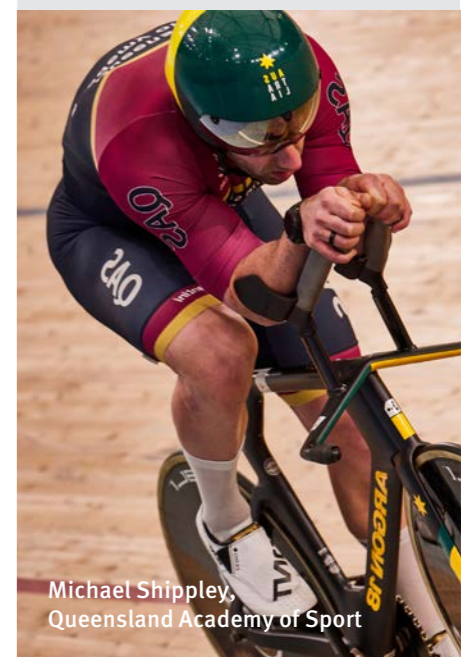
Register now at
ecobiz.businesschamberqld.com.au

Now is the time to get supply-ready!

To optimise your opportunities to supply to government now and for Brisbane 2032:

- take our quiz to help you find out if your business is ready to deliver tender contracts to the Queensland Government (and check out our tips to improve your tender approach)
- develop a business capability statement – outline the technical skills, competencies and experience that positions your business above others
- strengthen your business networks by participating in industry networking events to promote your business and build new partnerships

and finally...
register for business opportunity updates!



Michael Shippley, Queensland Academy of Sport



A sustainable future

How to get on the podium – today and tomorrow

Moffatt Farms, Tarome

As the approach to procurement for Brisbane 2032 matures, getting onto the podium will require more. We will continue to engage with relevant supplier and industry stakeholders as part of this process.

In line with our International Olympic Committee commitments related to procurement and supply chains, some of the things we will be looking at include:

- working with Games partners

to engage with supply chains early and work with sponsors, licensees, industry bodies and contractors to co-design innovative solutions (for example exploring ways to design out waste and achieve circular, low-carbon outcomes that maximise local benefits)

- assessing and managing sustainability risks and opportunities across Brisbane 2032 supply chains including carbon emissions, climate

risk, circular economy and waste, social procurement, local benefits and capacity building, human rights and labour practices, environmental compliance and fair operating practices

- applying product and service certifications and industry accreditations, as appropriate, for priority procurements and climate positive initiatives
- ensuring all goods or services

meet Brisbane 2032 minimum product-specific sustainability requirements (for example energy efficiency, embodied emissions, recycled content, responsible timber sourcing and textile manufacturing)

- strong procurement targets for small and medium-sized enterprises, Aboriginal and/or Torres Strait Islander businesses, local businesses and social enterprises.

[TEAM QUEENSLAND CASE STUDY] From readiness to business success

Snap Underwood Printing

Snap Printing Underwood is living the *Buy Queensland* approach through its support of local business supply chains.

Karen Seage, a Noonuccal woman from Minjerribah, Quandamooka Country, became the owner and manager of the business 11 years ago.

She credits becoming a major supplier for the Gold Coast 2018 Commonwealth Games as the reason for the expansion of her business.



Karen Seage, Snap Printing, Underwood

“After we proved ourselves with several printing contracts associated with the Games, I was able to grow my business,” Karen said.

“At the time, I was leasing machinery, but I was soon able to buy my own equipment and bring on more employees.”

Karen employs five permanent staff and has hired up to 18 short-term staff when a large print job arrives.

“Our main priority now is to support Queensland businesses by bringing them along with us, especially Indigenous businesses.

“The *Buy Queensland* approach really instilled in me the need to support local; going through COVID really brought it home when I watched a lot of businesses close.

“I thought to myself, ‘we need to

keep these businesses going’, so we need to support them as much as possible.”

Karen uses the Southeast Queensland Indigenous Chamber of Commerce and Supply Nation (a database of verified Indigenous businesses) to ensure the supply chain for her business is kept local.

“We can even buy my stationary from a local Indigenous supplier; we’ve all become allies for each other, and I know that *Buy Queensland* has really made a difference to us.”

Karen is looking forward to the Brisbane 2032 Olympic and Paralympic Games and the growth it will provide to her community.

“The more work I get, the more work I can pass on to other local Indigenous businesses.”

3

GO

Delivering for Brisbane 2032 and beyond



As we approach Brisbane 2032, more supply opportunities for the Games will become progressively available.

A procurement pipeline for Games-related procurement, including the activities of the Brisbane 2032 Organising Committee, will be published to inform the market of opportunities via the Queensland Government's Forward Procurement Pipeline (qtenders.epw.qld.gov.au/fpp).

Games-related procurement includes activities that:

- deliver on a requirement of the Olympic Host Contract
- have been accelerated or its scope expanded to ensure successful delivery of the Games
- deliver on outcomes sought by the Brisbane 2032 Legacy Strategy.

This table shows an indicative high-level overview of the procurement opportunities that will become available the closer we get to 2032. A definitive list of Games procurement will be made available online in the future.

CATEGORY	EXAMPLE	INDICATIVE PERIOD		CATEGORY	EXAMPLE	INDICATIVE PERIOD
Corporate	Professional services	2024	<p>PARIS 2024 Olympic and Paralympic Summer Games</p> <p>MILANO CORTINA 2026 Olympic and Paralympic Winter Games</p> <p>LOS ANGELES 2028 Olympic and Paralympic Summer Games</p> <p>HOST TBC 2030 Olympic and Paralympic Winter Games</p> <p>Brisbane 2032 Olympic and Paralympic Games Host Queensland</p>	Technology	Radio systems	2030
Venues	Construction services	2024		Technology	IT outsourcing	2030
Corporate	Professional services	2025		Operations	Catering	2030
Venues	Construction services	2025		Corporate	Printing material and services	2030
Corporate	Professional services	2026		Operations	Housekeeping services	2030
Venues	Construction services	2026		Operations	Security services for the Games	2030
Corporate	Professional services	2027		Corporate	Cleaning and maintenance services	2030
Venues	Construction services	2027		Operations	Laundry services	2030
Corporate	Professional services	2028		Furniture, Fixtures and Equipment	Air conditioning	2030
Venues	Construction services	2028		Corporate	Personalised/custom gifts	2030
Corporate	Professional services	2029		Operations	PPE and safety equipment	2030
Venues	Construction services	2029		Sports and Ceremonies	General fitness equipment	2030
Corporate	Ticketing system and call center	2029		Operations	Restaurant equipment for IBC, MPC and Media Villages	2030
Corporate	Professional services	2030		Furniture, Fixtures and Equipment	Furniture, fixtures, and equipment (2nd wave)	2030
Venues	Construction services	2030		Operations	Catering	2030
Furniture, Fixtures and Equipment	Towels and bed linen	2030		Operations	Signage for transport services	2030
Corporate	Planning and management of look of the Games and signage program	2030		Corporate	Functional signs/signage and wayfinding	2030
Operations	Corporate bus rental	2030		Venues	Water and waste temporary system	2030
Technology	Computers and tablets	2030		Corporate	Professional services	2031
Facilities	Temporary power	2030		Venues	Construction services	2031
Sports and Ceremonies	Gymnastic and trampoline equipment	2030	Technology	Audio and video cabling for venues/facilities	2031	
Furniture, Fixtures and Equipment	Furniture, fixtures, and equipment (1st wave)	2030	Facilities	Temporary floor cover	2031	
Operations	Catering	2030	Operations	Waste collection/services	2031	
Sports and Ceremonies	Sports flooring	2030	Operations	Power services	2031	
Sports and Ceremonies	Podium for sports competitions	2030	Corporate	Look of the Games production and installation	2031	
Operations	Bus rental operations	2030	Facilities	Emergency signaling/Statutory signage	2031	
Venues	Stands and seats	2030	Facilities	Exhibition equipment	2031	
Corporate	Brisbane 2032 flags	2030	Corporate	Athlete participation medals and diplomas	2031	
Venues	Barriers and fences	2030	Facilities	Construction and carpentry work	2031	
Sports and Ceremonies	Eco-friendly transport	2030	Operations	Signage	2031	
Operations	Logistics	2030	Corporate	Professional services	2032	
Venues	Portable buildings	2030	Corporate	Flowers	2032	
Venues	Management and implementation of overlay	2030				



Small Business: Talent and teamwork across the state

Small businesses form more than 97 per cent of all businesses in Queensland, and as such, are a significant part of the Queensland economy. Small businesses complement the economic activity of larger organisations through the provision of goods and services and make up the backbone of supply chains of larger projects. With a vast array of construction, goods and services needed at every stage of delivery, small businesses across the state have been, and will continue to be, critical to the successful delivery of Brisbane 2032. That means they are well positioned to benefit – through both direct procurement and supply chain opportunities.

Q2032 Small Business Procurement Action Plan

To help business owners seize these opportunities, the Queensland Government will deliver a new Q2032 Small Business Procurement Action Plan which will set out a range of new priority actions to provide greater access to procurement opportunities and make it easier to supply. These include:

- establishment of a dedicated small business web platform which will provide small businesses with information, support and advice in one

location. This includes being able to access training, mentoring and procurement information, and connect to events, webinars and local business networks

- appointment of a specialist Q2032 Small Business Procurement Advisor to work across government agencies to identify and facilitate small business Games-related procurement opportunities through the dedicated Queensland 2032 Small Business web platform
- development of a MyGamesPlan application to enable small businesses to test their preparedness for procurement opportunities and provide access to integrated support offered by all levels of government
- continuing to champion the growth and development of Indigenous small businesses by expanding assistance and support to increase opportunities for Aboriginal and/or Torres Strait Islander entrepreneurs recognising our unique cultural heritage
- continuing to champion the growth and development of small social enterprises and support increased supply chain access for social entrepreneurs.



Iscariot Media, Stafford

Teamwork and collaboration

We recognise the strength of place-based approaches, driven by the teamwork of small business with their local communities, supporting and building the value of small businesses across Queensland. Backing these approaches, government will work closely with economic development bodies, local councils, chambers of commerce and the Queensland Small Business Commissioner in the development and delivery of the action plan. The action plan will form part of a new Queensland Government Small Business Strategy to be released in late 2023.

Our track record

The Queensland Government is already backing small business by helping them to start, grow and thrive through a range of assistance and support programs such as grants, mentoring, training and business networking.

As part of this work, a key focus of government continues to be enabling small business participation in procurement – recognising the flexibility and responsiveness of sourcing from local small businesses, as well as the broader economic benefits to their community and the state.

The Queensland Small Business Commissioner plays a key role in enhancing the operating environment for small business by providing advocacy, dispute resolution, and practical information, support and assistance for business owners and operators. As part of this work, the Commissioner is continuing to roll out the successful Small Business Friendly Program which has seen 43 Queensland local councils sign on to improve the regulatory and operating environment for small businesses in their region.

The online Business Launchpad is saving small businesses time and

effort by making it easier for them to discover licences, permits and regulatory information tailored to individual business needs. Since its launch in 2021, the Business Launchpad has assisted more than 70,000 business users with licencing and regulatory requirements across all three levels of government, and now covers every industry sector and all 78 Queensland local governments and town authorities.

For more information on small business support, to get small businesses supply ready, visit the Business Queensland website at business.qld.gov.au



Climate positive: Government and suppliers as collaborators in our climate future



Kidston Solar Farm, Kidston

Brisbane 2032 will deliver a climate positive Olympic and Paralympic Games, creating lasting climate benefits and accelerating the transition to net emissions.

This will be achieved by:

- minimising emissions in line with the Paris Agreement and what science says is required to limit global warming to 1.5°C
- offsetting more than 100 per cent of remaining emissions
- focussing on the delivery of a zero-waste event
- influencing to create change and deliver lasting climate benefits for Queensland and beyond.

Importantly, the convening power of a climate positive Brisbane 2032 will accelerate our state's transition to a low-carbon economy. That transition that has already seen Queensland driving rapid climate action through greenhouse gas emissions reduction targets for procurement.

Specifically, *Buy Queensland 2023* includes targets to:

- reduce emissions in our supply chains by 30 per cent below 2005 levels by 2030
- achieve net zero emissions by 2050.

Government can't achieve these climate goals – either for the Games or its entire supply chain – without partnership with Team Queensland suppliers. In fact,

we are committed to new levels of collaboration with suppliers, and that means to be on Team Queensland, suppliers need to share our ambitions and aim to meet and exceed those ambitions in practice. We're asking existing suppliers to adopt their own emission reduction and circular economy targets. We're prioritising partnerships with new suppliers who are already taking action to reduce emissions and/or bring innovative solutions to address our zero-carbon/zero-waste vision.

To support our Team Queensland partners, we will:

- provide timely signals to the market about our procurement expectations and timeframes
- build industry confidence by providing clear guidance for climate positive supply
- drive new jobs and economic opportunities in new or developing clean/sustainable industries
- guide whole-of-government procurement planning, processes, and decision-making
- deliver Brisbane 2032 as a certified Climate Active Carbon Neutral Event.

To meet the need for targeted information, guidance, agreed standards, and tools to support sustainable procurement outcomes, the Queensland Government, through the Department of Environment and Science, will work with the Q2032 Industry Advisory Group, other industry partners, key organisations, departments, and the scientific community.



A world of opportunity: Performing on the global stage

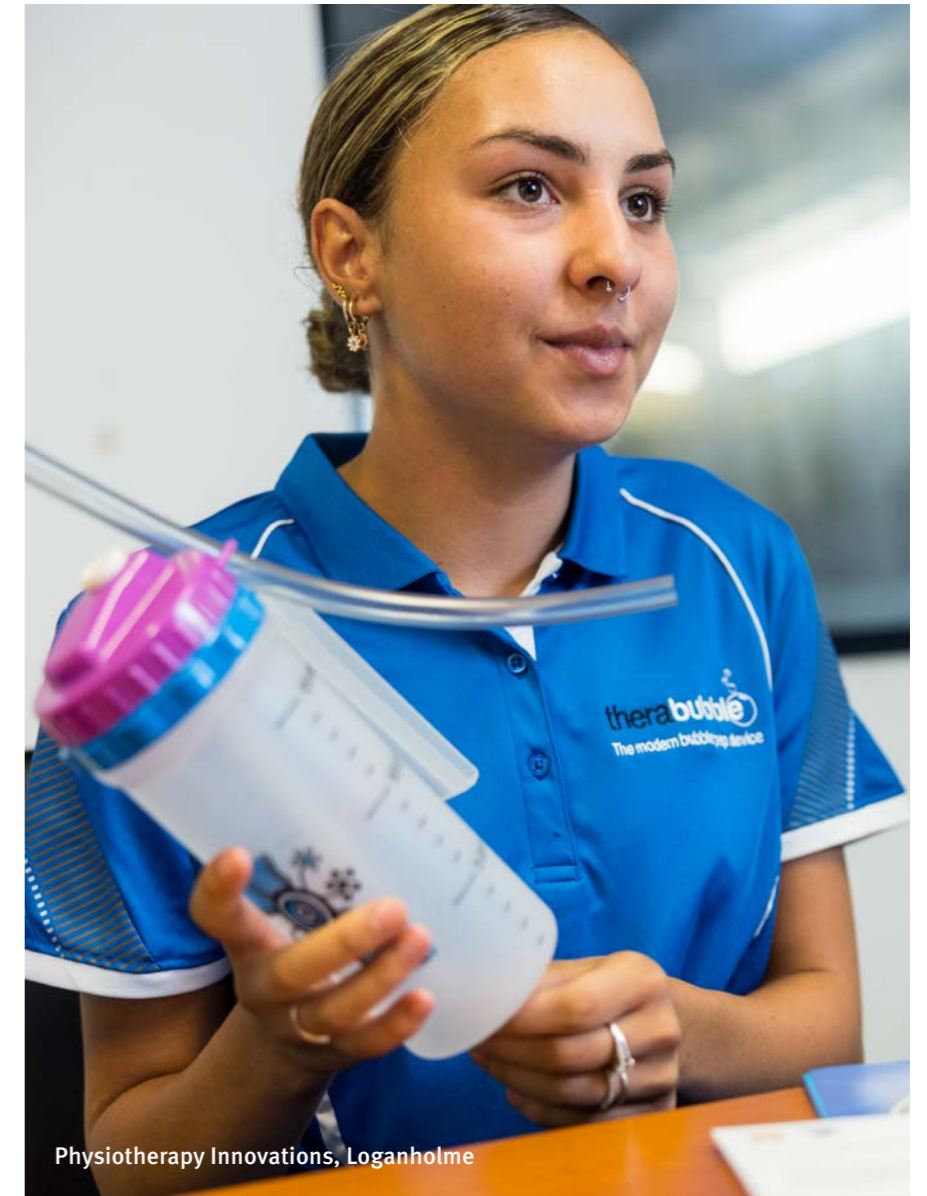
The global sports events market was valued at \$277 billion in 2021 and could approach \$1 trillion by 2032 – and the supply chain opportunities from these events are many times greater. This includes events such as the Olympic and Paralympic Games, the Women's World Cup, the ICC Cricket World Cup, and cycling Grand Tours. Being export-ready and Brisbane 2032 Games-ready means that Queensland businesses will be among the best placed in the world to access the supply opportunities these events offer.

Getting export-ready

If your ambition is to achieve long-term success in international event markets, the team at Trade and Investment Queensland is ready to provide local assistance and a direct link to their services and overseas network. That means they connect Queensland to the world and the world to Queensland.

As the Queensland Government's dedicated agency for global trade and investment, Trade and Investment Queensland's prime objective is to assist small and medium-sized exporters by providing:

- export development advice and support
- support to develop market entry strategies



Physiotherapy Innovations, Loganholme

- introductions to industry and service providers
- market intelligence
- arrangements for inbound and outbound missions, international introductions and site visits.

How to Go Global

The Go Global Export Program provides Queensland's export-ready small and medium-sized enterprises with funding to finalise an export deal in a new market. Through matched funding, the program helps Queensland businesses overcome specific challenges they are facing

with a planned export transaction. The program aims to boost export capability, equip businesses for ongoing export success and create jobs and prosperity for Queensland.

Accessing new markets

Need to get on the front foot in new markets overseas? The New Markets Program provides matched funding to cover costs associated with entering a new export market, including market research, promotional materials, in-market representatives, and trade show attendance.

Information on these programs and more can be found at tiq.qld.gov.au

[TEAM QUEENSLAND CASE STUDY]

Businesses benefiting from the *Buy Queensland* approach

Skybury Farms

Skybury Farms is a family business that is excited about the prospects the Brisbane 2032 Olympic and Paralympic Games will bring to their business.

Established in 1987, Skybury is Australia’s oldest commercial coffee plantation with more than 120 staff. They grow, roast and package 40 tonnes of coffee annually and operate an on-site café.

Skybury is also the largest producer of red papaya in Australia producing 6.5 million kilograms annually.

It is the red papaya that is offering the most opportunity for business growth according to Skybury’s General Manager Candy McLaughlin.

“We grow a commodity that is not a mainstream product with only 20 per cent of Australians consuming red papaya,” Candy said.

This offers huge growth potential in terms of educating consumers and expanding Skybury’s reach.

“I have a joint business venture with a company in Brisbane to ensure that our product is marketed well, and we have transparency through that transaction.”

Candy believes the benefits of Brisbane 2032 for the business will be enormous.

“We are investigating ways to create an Australian vodka that’s made from the waste product of the papaya.

“The Olympics is the opportunity to get that product in front of the international community and possibly export it across the globe.

“The growth of business is about collaboration and we are looking to partner with other business as we move forward.

“It’s too hard for every business to try and get their product on a shelf but if you do it as a collaborative approach then you have more success, and more people will benefit from it.”



Candy MacLaughlin,
Skyury Farms

Candy also believes the environmental aspect of a business is important.

“We all need to be responsible and aware of the heaviness that our footprint leaves behind,” Candy said.

“Our family strives to be leaders and innovators in sustainable agricultural management principles.

“For us, it is not just about farming for today, it’s about farming for tomorrow, practising agriculture that is both environmentally sound and economically dynamic.”

Skybury’s on-farm practices include water conservation, renewable power, erosion control, integrated pest management and dual cropping.

Sustainability doesn’t end at the environment, either. By employing more than 120 locals, purchasing goods and services from the region’s suppliers and sponsoring community events, Skybury Farms continues to sustain – and play a major role in – the local community of the Atherton Tablelands.



Implementation Plan

Initiative	Lead Agency	2023-24	2024-25	2025-26	2026-27
Ready					
Develop the MyGamesPlan tool	DYJESBT	✓	✓		
Set					
Publish and commence implementation of the Q2032 Small Business Procurement Action Plan	DYJESBT	✓			
Appoint a Q2032 Small Business Procurement Advisor	DYJESBT	✓			
Publish the Queensland Government Forward Procurement Pipeline incorporating Games-related opportunities	DEPW	✓	✓	✓	✓
Build on the Small Business Friendly Program	DYJESBT	✓	✓	✓	✓
Publish guidance on certifications and qualifications supporting climate positive supply	DES	✓	✓	✓	✓
Through the <i>Buy Queensland</i> approach and the Queensland Indigenous Procurement Policy Review, establish settings to prioritise procurement with Aboriginal and/or Torres Strait Islander businesses	DTATSIPCA		✓		
Publish an annual Q2032 procurement update	DEPW		✓	✓	✓
Go					
Establish the Q2032 Industry Advisory Group	DPC/DEPW/DSDILGP/DYJESBT	✓			
Deliver Regional Q2032 Roadshows	DEPW/Growing Queensland Business Partner Agencies	✓	✓	✓	✓
Build collaboration across supply chains	DEPW/DSDILGP/DRDMW (Supply Chains of State Significance Strategic Partnership)	✓	✓	✓	✓
Publish Games-related open tenders on a new QTenders platform	DEPW	✓	✓	✓	✓
Profile local suppliers at international events	TIQ	✓	✓	✓	✓
Deliver the Go Global Export Program	TIQ	✓	✓	✓	✓
Deliver the New Markets Program	TIQ	✓	✓	✓	✓

DEPW – Department of Energy and Public Works
 DES – Department of Environment and Science
 DSDILGP – Department of State Development, Infrastructure, Local Government and Planning
 DPC – Department of the Premier and Cabinet
 DRDMW – Department of Regional Development, Manufacturing and Water
 DTATSIPCA – Department of Treaty, Aboriginal and Torres Strait Islander Partnerships, Communities and the Arts
 DYJESBT – Department of Youth Justice, Employment, Small Business and Training
 TIQ – Trade and Investment Queensland

2032

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