

Buy Queensland 2023 Supplier Quick Reference Guide



Buy Queensland Supplier Awards recognise businesses that supply to the Queensland Government and are contributing to a stronger and better Queensland

Queensland Government procurement has evolved

Buy Queensland 2023 starts on 1 June 2023.

It is the latest evolution of the Queensland Government's *Buy Queensland* procurement approach and continues to support quality, local jobs and businesses. This helps to boost the local economy and leaves a lasting positive legacy for current and future generations of Queenslanders.

While building on *Buy Queensland 2017*, there are some new features which you should familiarise yourself with:

- the key changes
- the benefits of the key changes
- how to prepare for *Buy Queensland 2023*.

It is important to note this guide is not intended to cover all changes in *Buy Queensland 2023*. For further detail, please refer to our [website at epw.qld.gov.au/about/strategy/buy-qld](https://www.epw.qld.gov.au/about/strategy/buy-qld).

Key changes

Focusing on local workforces

The Queensland Government will apply a local benefits approach to all procurement. This is about supporting local businesses and the local workforce for:

- low value and low risk procurement: at least one local supplier will be invited wherever possible
- high value and/or high risk procurement: Local Benefits Test will be applied, with a local benefits evaluation weighting of between 10 to 30 per cent.

What is a 'local workforce'?

A workforce whose usual place of residency is located within a 125 kilometre radius of where the good and/or service is to be supplied.

Tip

Make sure you answer 'quote' or 'tender' questions regarding local benefits and be sure to include your use of local workforce.

Be prepared to show a government buyer that you use a local workforce (for example, employee records).

Doing business with ethical suppliers

We only want to do business with suppliers that do the right thing. To help suppliers show us that they are ethical, our invitation and contract documentation sets 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 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 also levels the playing field for those suppliers that comply with our ethical, social and environmental expectations.

Establishing and growing new industries

We are adding Supply Chains of State Significance to our tools for establishing and growing new industries. Alongside our local benefits approach and encouraging innovation, we will declare Supply Chains of State Significance for critical products and services, whereby activity within these supply chains will centre on building a capable and competitive Queensland manufacturing sector, boosting Queensland content, encouraging innovation and creating resilient critical supply chains.

This is about backing Queensland manufacturers and content, and establishing and growing new industries for the benefit of Queenslanders.

Tip

Queensland suppliers and manufacturers are encouraged to take up opportunities to supply into the Supply Chains of State Significance as they are declared.

Supporting greater diversity and innovation

We will encourage buyers to use flexible procurement techniques where appropriate, such as 'set-asides', early market engagement, outcome-based specifications, and trials and/or pilots. This is about supporting more diverse and innovative businesses, driving greater accessibility and competition in our supply chains, and delivering better outcomes.

We will do this by identifying certain government contracts where a competitive pool is drawn from supplier types like:

- small and medium enterprises (SMEs)
- 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.

Tip

Consider demonstrating how you can innovate when responding to a procurement opportunity.

Improving your chances of winning future tenders

We will offer a debriefing to all suppliers who have submitted a tender in response to a tender process. This will help you

understand what you did well and how to improve your next tender.

A debriefing is a great way to discuss your tender submission one-on-one with a buyer and improve your next tender – so it is important to ask for a debriefing if it is not offered.

Tip

Regardless of whether you are successful or unsuccessful in a tender process, ask for a debriefing and prepare well for these sessions to get the most value from them.

Better visibility of future opportunities

We will improve the quality and timeliness of information posted on the Queensland Government Forward Procurement Pipeline. This provides advance notice of future opportunities by procurement category, region, agency, project value and timing, and it helps you to plan.

Tip

Access the [Queensland Government Forward Procurement Pipeline](https://qtenders.epw.qld.gov.au/fpp/) at qtenders.epw.qld.gov.au/fpp/ to view and search for future opportunities to tender direct to government, or form part of a supply chain for the head or principal contractor.

Simpler invitation and contract documentation

We will review our invitation and contract documentation, to make sure they are written in plain language, and only ask for relevant information so it does not limit opportunities for local industry and workforces.

Next steps

- Read about [Buy Queensland](https://epw.qld.gov.au/about/strategy/buy-qld) at epw.qld.gov.au/about/strategy/buy-qld so you understand more about procurement priorities and government buyers when they engage with you.
- Register with [QTenders](https://qtenders.epw.qld.gov.au/qtenders/) at qtenders.epw.qld.gov.au/qtenders/ to receive notification of tender opportunities.
- Register with the [supplier mailing list](https://epw.qld.gov.au/about/strategy/buy-qld/engage) at epw.qld.gov.au/about/strategy/buy-qld/engage to receive the supplier e-News publication.
- Visit the [Business Queensland website](https://business.qld.gov.au/running-business/marketing-sales/tendering/supply-queensland-government) at business.qld.gov.au/running-business/marketing-sales/tendering/supply-queensland-government to:
 - » read information on how to improve your tender approach
 - » check out resources for suppliers to the Queensland Government
 - » engage with a business mentor.
- Call 13 QGOV (13 74 68) for any questions on *Buy Queensland 2023*.

