

Does this direct market approach need approval from the Chief Executive or can it be approved by an authorised person?

Direct Market Approach

Is the procurement valued greater than \$55k?

Yes

No

Approval may be obtained from an authorised person in line with your public authority's Internal Procurement Framework

Is the preferred supplier a South Australian Business?

A business is a 'South Australian business' in relation to a procurement if the business:

- operates in South Australia, and
- more than 50% of the workforce delivering the contract resulting from the procurement on behalf of the business are residents of South Australia.

Yes

Not Sure

No

What is the justification for the direct market approach?

The Chief Executive of the public authority is satisfied that only a limited number of suppliers have the capability, experience and suitability to meet the public authority's needs and no alternative or substitute exists or for other reasons justified by the Chief Executive of the public authority

Other approved reason set out in the Procurement Planning Policy (including for Secondary Procurements)

Other reason outside of the approved circumstances set out in the Procurement Planning Policy

Further market research / stakeholder engagement is required to identify whether the preferred supplier will meet the definition of an SA Business before proceeding further.

Chief Executive approval must be obtained for the direct market approach to a non-SA Business

Note: Unless undertaking a secondary procurement process from an established panel of suppliers in accordance with the approved panel rules.

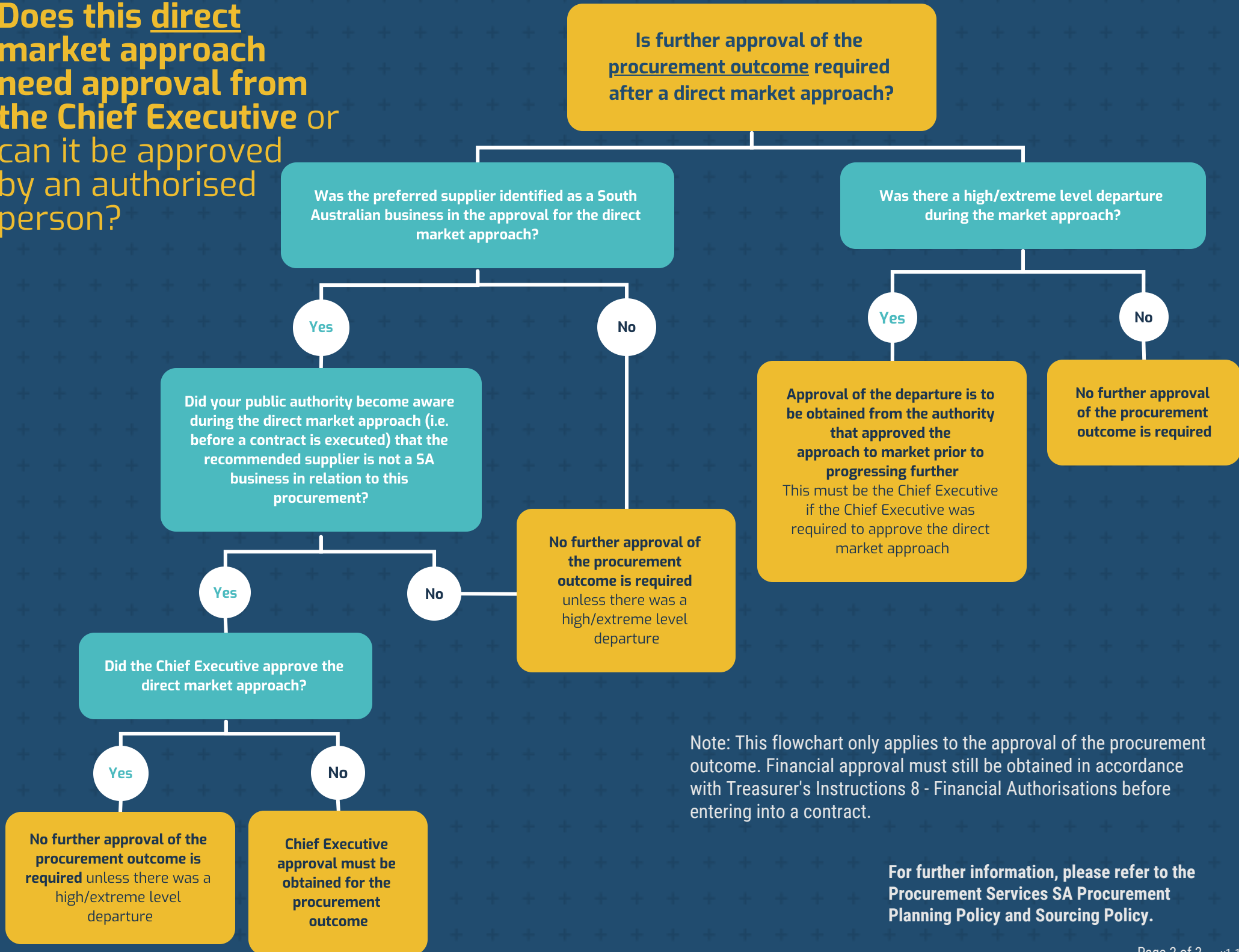
Where the panel rules are silent on the approval process for secondary procurement processes or there are no approved panel rules, the public authority will follow the approvals process for a standard direct market approach

Chief Executive approval must be obtained for the direct market approach using this justification

Approval may be obtained from an authorised person in line with your public authority's Internal Procurement Framework

This is a departure from policy and should not proceed
Approval should be obtained from an authorised person for an open market approach instead

Does this direct market approach need approval from the **Chief Executive or can it be approved by an authorised person?**



Note: This flowchart only applies to the approval of the procurement outcome. Financial approval must still be obtained in accordance with Treasurer's Instructions 8 - Financial Authorisations before entering into a contract.

For further information, please refer to the Procurement Services SA Procurement Planning Policy and Sourcing Policy.