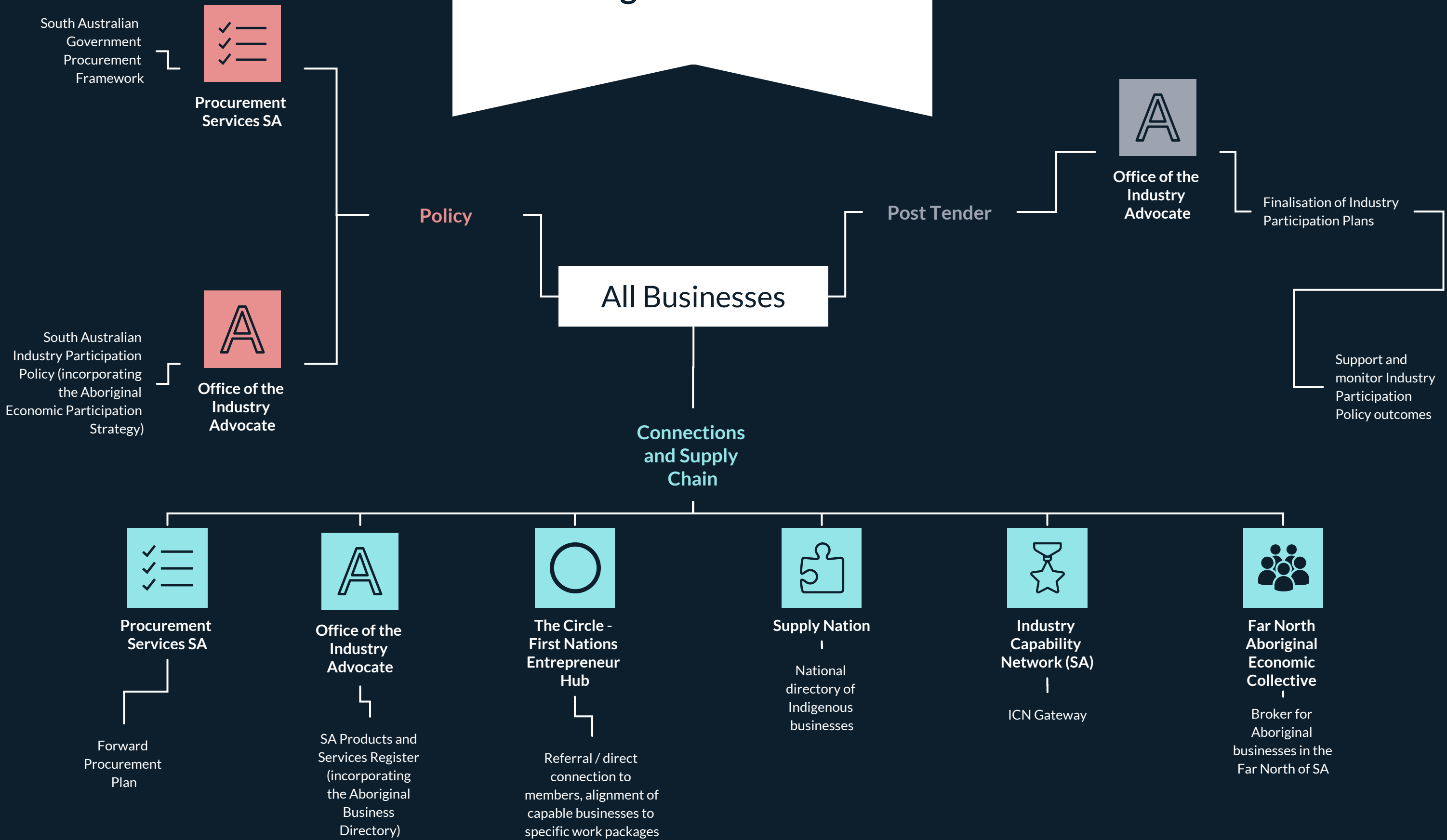


How to connect with local Aboriginal businesses





Procurement Services SA

www.procurement.sa.gov.au



Office of the Industry Advocate

www.industryadvocate.sa.gov.au



The Circle - First Nations Entrepreneur Hub

www.thecircle.sa.gov.au



Industry Capability Network (SA)

www.icn.org.au/regions/south-australia



Supply Nation

www.supplynation.org.au



Far North Aboriginal Economic Collective

www.fnaec.com

FAQ's

Q: How does the South Australian government define a local Aboriginal Business?

A: It is recognised that there is no one definition used to define an Aboriginal business. For the purpose of the South Australian Government's Industry Participation Policy, an 'eligible Aboriginal business' is one which is:

- 50% or more Aboriginal owned; and
- is operating as a business in South Australia, including companies, incorporated associations, sole traders, partnerships, trusts and social enterprises or registered charities if they are operating as a business; and
- can demonstrate that the Aboriginal and Torres Strait Islander people (owners and/or employees) are involved in the daily operation of the enterprise and have effective control at least equal to the degree of ownership; and
- provides economic benefit to South Australian Aboriginal people through ongoing employment in this State; and
- is registered with a recognised certifying authority or registered on the SA Product and Services Register.

In addition, this could include:

- An Aboriginal Joint Venture arrangement with at least 50% South Australian Aboriginal ownership and verification that management and financial decisions are made by the Aboriginal partner(s).

Q: Can a Public Funded entity assist a business to establish a partnership or consortia arrangement during an open tender process?

A: No. Maintaining probity and transparency is a key principle of government procurement and departments should ensure all potential suppliers are treated fairly. To mitigate risks and ensure probity is maintained throughout a procurement process, Procurement Services SA strongly recommends that public funded entities are not involved in establishing any consortium arrangements during a tender process unless this has been specifically detailed in the tender documentation prior to the tender closing.

Q: What information can Public Funded entities provide?

A: Public funded entities can provide information and referral services prior to an open tender and can provide support and assistance following the closure of a successful tender process.

Q: How does the South Australian Industry Participation Policy support Aboriginal Businesses?

A: All South Australian Government procurements will consider opportunities for small, start-up and Aboriginal businesses operating in South Australia with a view to involving South Australian business in the opportunity through provision of a quote or tender. When a procurement presents such an opportunity, Public Authorities can limit the number of suppliers in accordance with the SAIPP, including procuring directly from an eligible Aboriginal business for procurements valued below \$550,000.

Q: Why would I want to partner with another business?

A: Strategic business relationships can take a number of forms and can offer substantial benefits. For example, by forming a consortium to pool resources and capabilities and submit a joint bid, you can reduce your tender costs and participate in projects you could not bid for individually. The key is to build relationships with other businesses in your industry and related industries and make full use of your business networks. It is important to plan ahead—as it is much easier to develop your relationships before a tender is announced than during the bidding process.

Q: Where can I find out more about opportunities to supply to Government?

A: The new South Australian Government Procurement Framework centres on five key principles including maximising the opportunity for South Australian business participation and improving engagement with industry. Procurement Services SA publishes a Forward Procurement Plan on its website on behalf of all South Australian public authorities to inform prospective suppliers about future procurement opportunities (valued above \$55,000) available in the coming 24-months.

Q: Where can I go to find an Aboriginal Business?

A: The South Australian Aboriginal Business Directory is an online resource to find and connect with the Aboriginal business sector in South Australia and lists the Aboriginal businesses under the industry sectors most appropriate to the goods and / or services they can provide. Lists are also held by The Circle - First Nations Entrepreneurial Hub, the ICN Gateway and Supply Nation.