



Procurement Process

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Procurement Objectives

- Delivery of projects on time and within budget
- Delivery of customer and stakeholders expectations, quality and value for money
- Improved visibility and management of external spend
- Improved staff capability
- Increased consistency of purchasing practice across TasPorts
- Proven purchasing/procurement cost savings
- Increased efficiency in conducting purchasing activity



“Better procurement means better value, less risk and subsequently better service delivery.”

Bidding for Work

- Sourcing strategy will vary between opportunities as appropriate
- List of registered firms expressing interest will be first port of call
- Contracts based on AS 4000 and AS 4902
- Baseline draft contracts will be issued with each opportunity – raise any proposed variations to basic terms when you respond (preference given to firms who facilitate/offer rapid progression to contract)

Bidding for Work

- Respond to the specifics of any invitation
- Use clear and simple language
- Detail any assumptions
- Seek clarification where necessary
- All communications to be in writing (e.g. email to contact officer)

What winning looks like:

- Value for money is the key
- Lowest price does not equal value for money
- Safety is critical
- Life Cycle Cost is important
- Technical compliance is important

What winning looks like (cont):

- Innovation is highly valued
- Environmental issues should be addressed
- Schedule and proven capacity to meet it are key considerations
- Opportunities and benefits for the local economy