



Government of **Western Australia**  
Department of **Finance**



# Aboriginal Procurement Policy Overview



# Aboriginal Business Training

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**Working with the WA Government**

9.00am – 12.00am

The Shed

58 Sutton Street, Mandurah

# Policy Intentions

The Policy seeks to develop entrepreneurship and business opportunities for the Aboriginal community.



# Key Policy Details

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2018-2019 Financial Year

1% of the number of awarded contracts



2019-2020 Financial Year

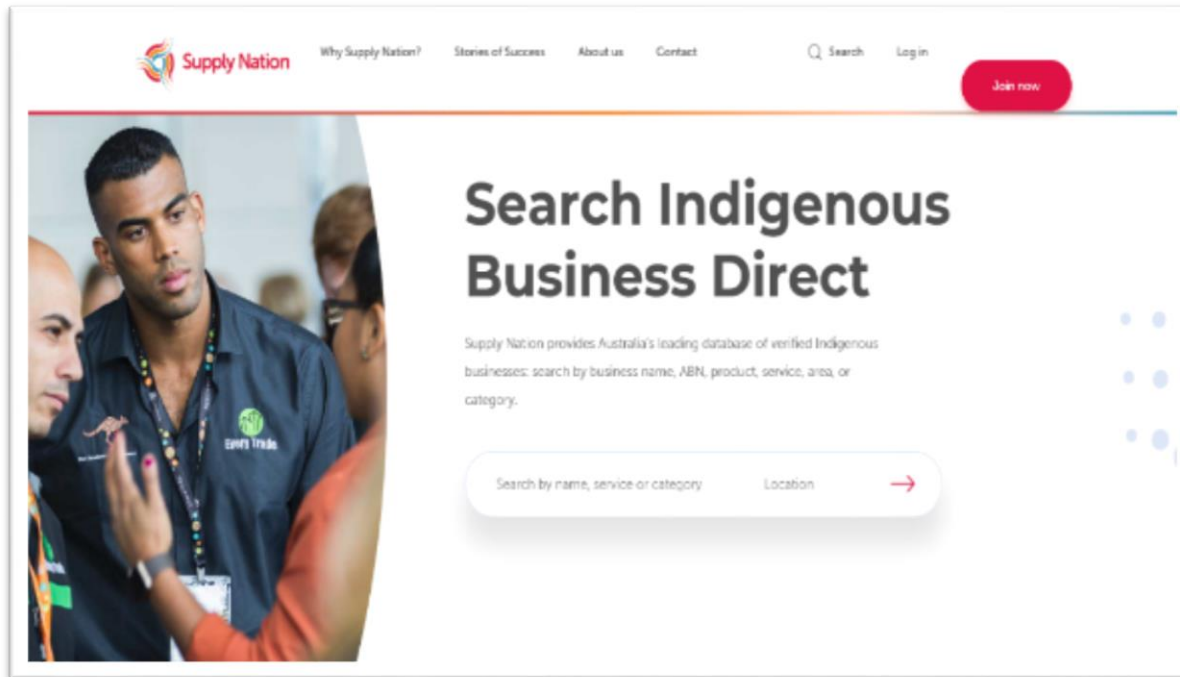
2% of the number of awarded contracts



2020-2021 Financial Year

3% of the number of awarded contracts

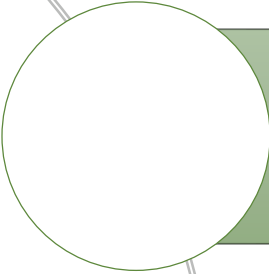
# Aboriginal Business Directories



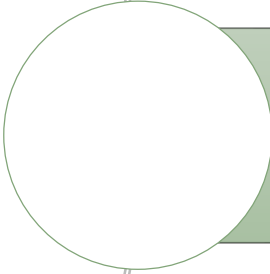


# Contracts Included in the Targets

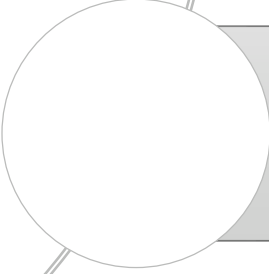
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Contracts with a registered Aboriginal business (that are published on Tenders WA) where the value is \$50,000 or more.



Collaborative arrangements that are a minimum of 50% owned by a registered Aboriginal business.



Panel arrangements that include a registered Aboriginal business.



# Contracts Excluded from the Targets

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Contracts valued below \$50,000.

Subcontracting arrangements.

Variations to awarded contracts.

Contracts awarded by a third party on behalf of government.



# Achievement of Targets

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Issued to the Minister for Finance.

Published on the Department of Finance website.

Publicly available to agencies and Aboriginal businesses.



# Applying the Policy

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# Aboriginal Business Initiatives

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Aboriginal Business Exemption  
(Goods & Services)

Agency-Specific Initiatives  
(Goods & Services, Works)



# Aboriginal Business Exemption – G&S

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## Directly Purchasing from an Aboriginal Business

- Agencies can choose to issue a Request directly to a registered Aboriginal business.
- Agencies can use this option instead of purchasing from a mandatory whole of government contract.
- Aboriginal businesses must be registered on ABDWA or Supply Nation for this option to apply.



# Agency-Specific Initiatives

## Aboriginal Business and Employment Tendering Preferences

- Building Management and Works (BMW) – Department of Finance
- Main Roads
- Department of Biodiversity, Conservation and Attractions (DBCA)
- Department of Communities

## Other Initiatives

- BMW – Aboriginal Business Specific Upgrade Program
- Department of Communities – Aboriginal Employment Targets

# Key Elements of Working with WA Government

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Registering on Aboriginal business directories

Being 'contract ready'

Responding to quotes and tenders

Demonstrating Value for Money

Delivering contractual commitments



# Support for Aboriginal Businesses

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Small Business Development Corporation

Indigenous Business Australia

Regional Development Commissions

Local Content Advisors

Local Capability Fund

Aboriginal Business Capability Building Service Providers

# Aboriginal Business Expo 2019

- **When:** 9.00am – 12.30pm, Friday 29<sup>th</sup> November 2019.
- **Where:** Perth Convention and Exhibition Centre
- **What:** A 'meet the buyer' event where over 30 government agencies and trading enterprises will be available to discuss their procurement profile and contracting requirements.





# Support from Government Procurement

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State wide education and training program

Aboriginal Procurement Policy Implementation Guide

Working with the WA Government: A Guide for Aboriginal Businesses

Relationship Building – Aboriginal Business Expo 2018 & 2019

Advice and Guidance – [spi@finance.wa.gov.au](mailto:spi@finance.wa.gov.au) or 6551 2475.

Department of Finance website: [www.finance.wa.gov.au](http://www.finance.wa.gov.au)





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Thank you for your time