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# Selling to Government and Other Businesses

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General inquiries concerning this document should be initially directed to:  
Business Connect, NSW Treasury; [connect@treasury.nsw.gov.au](mailto:connect@treasury.nsw.gov.au).

This publication can be accessed from the NSW Government's business website  
[www.business.nsw.gov.au](http://www.business.nsw.gov.au).

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## NSW Government Procurement Policies Benefit Everyone in NSW

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NSW Government agencies spent around \$38 billion on goods, services and construction in FY 2021. To ensure this money is spent fairly and efficiently, and for the long-term benefit of everyone in NSW, government buyers must comply with a range of legislative and policy requirements known as the [NSW Procurement Policy Framework](#).

### **The NSW Government encourages small and medium-sized and regional businesses to apply to provide it with the goods and services it needs.**

The NSW Government recognises that government procurement presents opportunities for small and medium enterprises (SMEs) to provide a diverse range of goods and services, while supporting local jobs and building skills. It is committed to improving access to government business opportunities.

**Innovation is also central to government procurement.** Innovation has the capacity to deliver more efficient outcomes and better value for money. The [NSW SME and Regional Procurement Policy](#) has been developed to enable a procurement environment where innovation helps develop the 'growth engines' of SMEs and regional businesses.

The policy:

- Applies to the procurement of all goods and services (excluding construction), by a NSW Government agency from 1 July 2021.
- Regional NSW includes all areas within NSW outside the Newcastle, Sydney and Wollongong metropolitan areas.
- NSW Government agencies may negotiate directly with and engage an SME or regional supplier, for goods and services up to \$150,000, including where there is a whole-of government arrangement in place.
- NSW Government agencies must first consider purchasing from an SME, for procurements up to \$3 million, where the agency is permitted to directly purchase goods and/or services from a supplier.
- For goods and services contracts valued at \$3 million or more, a NSW Government agency must include in the non-price evaluation criteria as a minimum:
  - 10 percent allocated to SME participation; and
  - 10 percent allocated to support for the NSW Government's economic, ethical, environmental and social priorities.

## The [buy.nsw](#) Website is the Gateway to NSW Government Procurement Resources and Services

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### The main way the NSW Government buys is through contracts and schemes

Suppliers can apply for [contracts and schemes](#) on [eTendering](#) where NSW agencies must publish their tenders. eTendering is Australia's largest provider of state government tenders.

**To supply to the NSW Government, you may need to be part of an appropriate prequalification scheme.** Schemes can be used by NSW Government agencies to seek proposals or quotes from a limited number of approved listed suppliers.

A scheme covers a wide range of goods and services from defined sectors. When a NSW Government agency needs to buy goods or services, it can approach these prequalified suppliers in various ways – including via a request for tender (RFT), request for quote (RFQ) or request for proposal (RFP). It can sometimes also negotiate directly with them, depending on the circumstances, such as the value of the contract.

For example, if you want to sell ICT products or services, you can join the [ICT Services Scheme](#). NSW Government agencies must use the scheme, unless other whole-of-government arrangements apply. The ICT Services Scheme aligns with the [NSW Government Beyond Digital Strategy](#), which provides a comprehensive approach to identifying, sourcing and procuring ICT-related goods and services to ensure government harnesses new, innovative and effective approaches.

There are over 20 schemes listed on the [buy.nsw](#) website. Each scheme has its own set of rules outlining the terms and conditions of using the scheme, for both buyers and suppliers, however price isn't included.

### The NSW Government helps buyers find suppliers

The [buy.nsw Supplier Hub](#) provides access to a dedicated hub for NSW Government buyers and suppliers of products and services, including digital products and services, to connect. Registration for suppliers is simple. Buyers (NSW Government agencies) looking for services will find registered supplier profiles in the supplier list. When you register on the Supplier Hub, you'll be able to opt-in for notifications of tenders that match your company's profile.

The [Industry Capability Network](#) (ICN), funded by the NSW Government, provides services that match suppliers with NSW Government projects and some large private sector projects. ICN disseminates information via an online marketplace known as the Gateway where business opportunities can be published, and suppliers can create free online profiles about the products and services they offer.

### Aboriginal Procurement

The [Aboriginal Procurement Policy](#) (APP) and the Aboriginal Participation in Construction Policy (APIC) have merged into a new policy, which commenced 1 January 2021. The new Aboriginal Procurement Policy (APP) will contribute to the NSW Government's strategic economic policy of Growing NSW's First Economy and includes provisions below as well as other administrative requirements.

Where feasible, NSW Government agencies should give first consideration to Aboriginal businesses for procurements up to \$250,000.

NSW Government agencies must publish an annual Aboriginal Participation Strategy that describes how the agency will meet its obligations under the APP for procurements valued at \$7.5 million or above.

Agencies must include minimum requirements for 1.5 per cent Aboriginal participation in all contracts valued at \$7.5 million or above by requiring one or a combination of the following:

- at least 1.5 per cent of the contract value to be subcontracted to Aboriginal businesses
- at least 1.5 per cent of the contract's Australian-based workforce (FTE), that directly contribute to the contract to be Aboriginal or Torres Strait Islander peoples
- at least 1.5 per cent of the contract value to be applied to the cost of education, training or capability building for Aboriginal staff or businesses directly contributing to the contract.

## Construction

Construction industry procurement works differently to other procurements. The contract values are often higher, the margin for error lower and the number of suppliers on any one project often greater. For this reason, there are often different rules that apply to construction procurement. [Construction procurement](#) has its own accreditation scheme, which operates independently of the goods and services.

## Other Supplier Assistance from the NSW Government is available from Business Connect Advisers and Events

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The NSW Government's Business Connect program offers expert independent advice to help build your capability to win government business. Business Connect advisors are accredited professionals with first-hand experience running their own small business. Their advice is independent and completely confidential.

Business Connect procurement specialist advisors can help you:

- get ready to sell goods and services to government
- develop a capability statement
- find out about opportunities including supplier lists, schemes, tenders and exemptions
- understand how to submit a great response
- learn from an unsuccessful bid
- understand risks and satisfy government requirements
- work with a lead contractor or sub-contractor
- develop a plan to market to government customers.

Book an advisory session with a [specialist Business Connect procurement advisor](#) or attend a [webinar or event](#). You can also call **1300 134 359** to connect with your local Business Connect advisor.

## Need more information about selling to the NSW Government?

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For more information on NSW Government Procurement contact the NSW Procurement Concierge on 1800 679 289 or email [nswbuy@treasury.nsw.gov.au](mailto:nswbuy@treasury.nsw.gov.au).

To contact NSW Government Departments, Agencies or Offices directly, search the [NSW Government Directory](#).

To get free business guidance on NSW Government grants and applications contact [Service NSW](#).

## Other Government Tender Information

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### The Australian Government

- The Australian Government's *Centre of Procurement Excellence* website [Make Selling to Government Your Business](#) offers an extensive guide to selling to the Commonwealth Government. The extensive guidance can be applied to selling to other state and local government organisations.
- The Commonwealth Department of Defence has its own procurement centred website [Doing Business with Defence](#).

### Other States and Territories

- [Local Government Procurement](#) is a purchasing organisation set up to provide procurement services for Local Government.
- [AUS Tender](#) provides centralised publication of Australian Government business opportunities, annual procurement plans and contracts awarded. .
- [Buying for Victoria](#) is the Victorian Government's tender/ procurement portal. .
- [SA Tenders and Contracts](#) provides easy-to-use access to all publicly available bidding opportunities within the South Australian Government. .
- [Tenders WA](#) is the Western Australian Government's tender and procurement site.
- [Q tenders](#) is the Queensland Government's tendering and procurement website.
- [Quotations and Tenders Online](#) is the Northern Territory's tender site.

### Other Online Business Matching Services

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- The Advanced Manufacturing Growth Centre (AMGC) has developed a [Manufacturing Portal](#) to link buyers and suppliers within Australian manufacturing supply chains in response to COVID-19.
- [Cordell Connect](#) offers business matching in the Residential Building and Construction sector.
- [BMV Solutions](#) offers a free tender search page to attract business to their Tender Consultancy business.
- [Tender Search](#) offers a comprehensive tender notification service as well as a number of other tender support services.
- [Australian Tenders](#) offers a subscription based tender search and notification platform.

### Large Private Firms

Many commercial entities have their own online procurement platforms including:

- [Rio Tinto](#) business-partnering program.
- [Supplying to BHP](#)
- [IBM Global Procurement](#)

### Online Marketplaces

Increasingly, buyer and supplier connections are being initiated independently via dedicated online marketplaces and through search engine results and social media communication channels, especially for small jobs. This includes websites such as [Airtasker](#), [eBay](#) and [Amazon](#), but there are many more.