



Tender Management Services

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Some years ago, WALGA established the direct delivery of procurement services to complement the Preferred Supplier program. The delivery of Tender Management Services was aimed at enhancing procurement skills within the sector, providing contingency services for workflow smoothing, and to make resources available for Members with no procurement function within their structure.

WALGA has recently transitioned out of direct service delivery of Tender services and has set up a new Preferred Supplier panel of three procurement specialists to continue to deliver this service. The decision followed a functional review by WALGA, which determined greater benefit for the Association to focus on the core delivery of Preferred Supplier value, and to acknowledge that the initial objectives of the Tender Management Service have been achieved.

Moving forward, even with stringent probity controls and division of duty, it serves no purpose for WALGA to be engaged in any aspect of supplier selection for Members through tendering processes, even when commissioned to do so.

The WALGA Procurement Subscription service, inclusive of procurement governance support, training, reference resources and toolkit, and the Procurement network have transitioned to WALGA's Governance and Organisational Services team. The capacity enhancing elements of the procurement function are bolstered by additional policy and governance support and fully separated from the Associations activity to deliver commercial benefits through Preferred Supply.

Tender Management Services Panel

The new panel of providers has been contracted following a tender process. Each of the companies on the panel are operated by qualified procurement professionals and have a sole business focus on procurement. WALGA will work closely with these providers to support regulatory and policy compliance, use of WALGA best practice models and templates, and to ensure compatibility of Preferred Supplier service options.

The new panel can be accessed through the Products and Services Directory of the WALGA Website, and Contract details and tendered rate cards are accessible through eQuotes.

Tender Process

Tendering should never be process for the sake of process. There are many mediums of design and engagement for both a public Tender process and the associated exemptions. Where a competitive market and the dynamics of an attractive opportunity sit within a project then traditional tendering can be a very effective medium of sourcing. On other occasions, tendering may not derive the best market value without elements such as pre-tender engagement and project methodology design.

Local Governments should always bear in mind that the intention of competitive tendering is to extend an opportunity for the open market to bid for public sector business. Processes that are skewed or weighted towards particular intended outcomes can often have the effect of closing out opportunities to potential suppliers, including “challengers” of the status quo. Tenders must be both open to the market and compliant to regulation.

Each procurement process requires planning, market research, and scoping prior to the issuance of a Request. The more effort put into these phases the greater the quality of the tender and its outcome.

The new WALGA panel for Tender Management Services should be engaged at the commencement of procurement planning, and not at the point where the Tender phase begins. The design of the process and the options available can vary, and expertise is available from the panel to guide this activity.

The WALGA Preferred Supplier program will offer a streamlined quotation process and prequalified contract terms in lieu of a Tender in some activity areas. These include roads, waste, energy, temporary labour, ICT, parks and gardens amongst other areas. However, there are areas of supply that are not covered by the WALGA Preferred Supplier program that will most likely require public Tenders. These include infrastructure and civil construction, architectural and community services. Many of these activity areas have variant and specific requirements that require a full Tender process.

In these areas particularly, a Tender will be best received by the market based on the quality of its Scope of Works and where applicable, Technical Specifications. WALGA has a range of Professional Service panels in areas such as Engineering Consulting, Natural Area Management and Environment, Energy and Electrical Consulting, amongst others. These panels can be used in conjunction with the Tender Management Services Panel. Where drafting documents, design and other technical input is scoped this activity can be commissioned and provided to the Tender Management service provider for integration into the process.

The best Tenders are those that prescribe both requirements and terms, as opposed to collecting market proposals, which will vary and are difficult to evaluate in a like to like comparison. At the same time a contemporary knowledge and representation to the market that matches supplier capability is essential to remain relevant and reputable. A combination of the use of both professional services consultancy and tender management services can deliver the best of both attributes to Local Government tendering.

For further information regarding the new Tender Management Services panel please contact myself on ablitz@walga.asn.au or any member of the new WALGA Commercial and Communications team.
For information regarding WALGA Procurement Services, training and governance support please contact Ellinore Buchan on EBuchan@walga.asn.au.