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A Fair Go When Spending Our Money

With a parliamentary inquiry into government procurement on hold, business in New South Wales need assurance that they will be treated fairly as the Government rolls out its ambitious infrastructure and investment programs.

A leading voice on best practice procurement, industry association Consult Australia is calling on the Government to commit to best practice as an informed buyer of professional services, with improved procurement practices able to save around \$239 million per annum across Australia.

State Manager, Matthew Trigg, says Government should act as a 'model client' at all times;

"Despite their considerable spending and bargaining power, governments are often not buying services with appropriate regard for value-for-money outcomes, appropriate risk management, or good project scoping."

"Adversarial contracting by Government is particularly evident when dealing with small businesses directly or when working through a secondary actor such as a head contractor."

"Maximum benefit for the people of New South Wales is only possible if the Government supports a healthy procurement and risk management culture."

What is a model client?

Practically being a model client means working collaboratively with industry on projects, and achieving mutually beneficial outcomes rather than seeking to 'beat' industry.

It is generally accepted that to be a 'model client' government agencies should:

- Operate in good faith and act ethically, fairly, and honestly in all dealings
- Never use status, power or authority to gain unfair benefit or advantage
- Undertake appropriate risk assessment, management and allocation
- Avoid use of non-standard contracts and explain why variations occur
- Be clear, consistent, and transparent in procurement and delivery methodology
- Maintain open and constructive communication between all necessary parties
- Foster productive and healthy working relationships throughout the supply chain
- Avoid making assumptions about industry capacity or capability
- Keep costs and documentation requirements to a minimum
- Deal with all potential suppliers and existing suppliers equally
- Provide clear, well structured, accurate briefs
- Allow reasonable review and response times
- Review lessons learned and foster a culture of continuous improvement

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MEDIA RELEASE



Driving Business Success for Consulting Firms in the Built and Natural Environment

For further information or to arrange an interview, please contact Consult Australia's NSW State Manager, Matthew Trigg on 02 8252 6708 or nsw@consultaaustralia.com.au

About Consult Australia

Consult Australia is the association that represents the business interests of consulting firms that design, engineer, assess and plan our built and natural environments.

We represent an industry comprising some 48,000 firms across Australia, ranging from sole practitioners through to some of Australia's top 500 firms. Collectively, our industry is estimated to employ over 240,000 people, and generate combined revenue exceeding \$40 billion a year.

Consult Australia has undertaken significant work to further the discussion, including on how major works are financed and procured. For more visit www.consultaaustralia.com.au