



MUNICIPAL ASSOCIATION OF VICTORIA

27 October 2021

This forum will begin at 11:03am

Collaborative Procurement Forum Victorian LG sector

ACKNOWLEDGEMENT OF COUNTRY



I begin today by acknowledging the Traditional Custodians of the land on which we meet today and pay my respects to their Elders past and present. I extend that respect to Aboriginal and Torres Strait Islander peoples here today.



AGENDA

1

Road Map to
Collaboration

Domenic Isola
MAV

2

Key elements to
getting started

Noel Irwin
ArcBlue

3

VAGO's perspective

Sanchu Chummar
VAGO

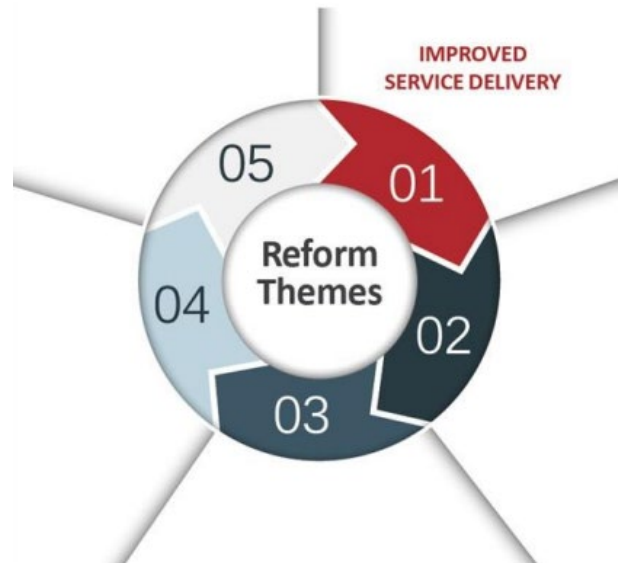
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Northern Metro
and ERG RPEN
examples

Tom Masters &
Elizabeth Johnstone

MAV Procurement Sector Update

LOCAL GOVERNMENT ACT 2020

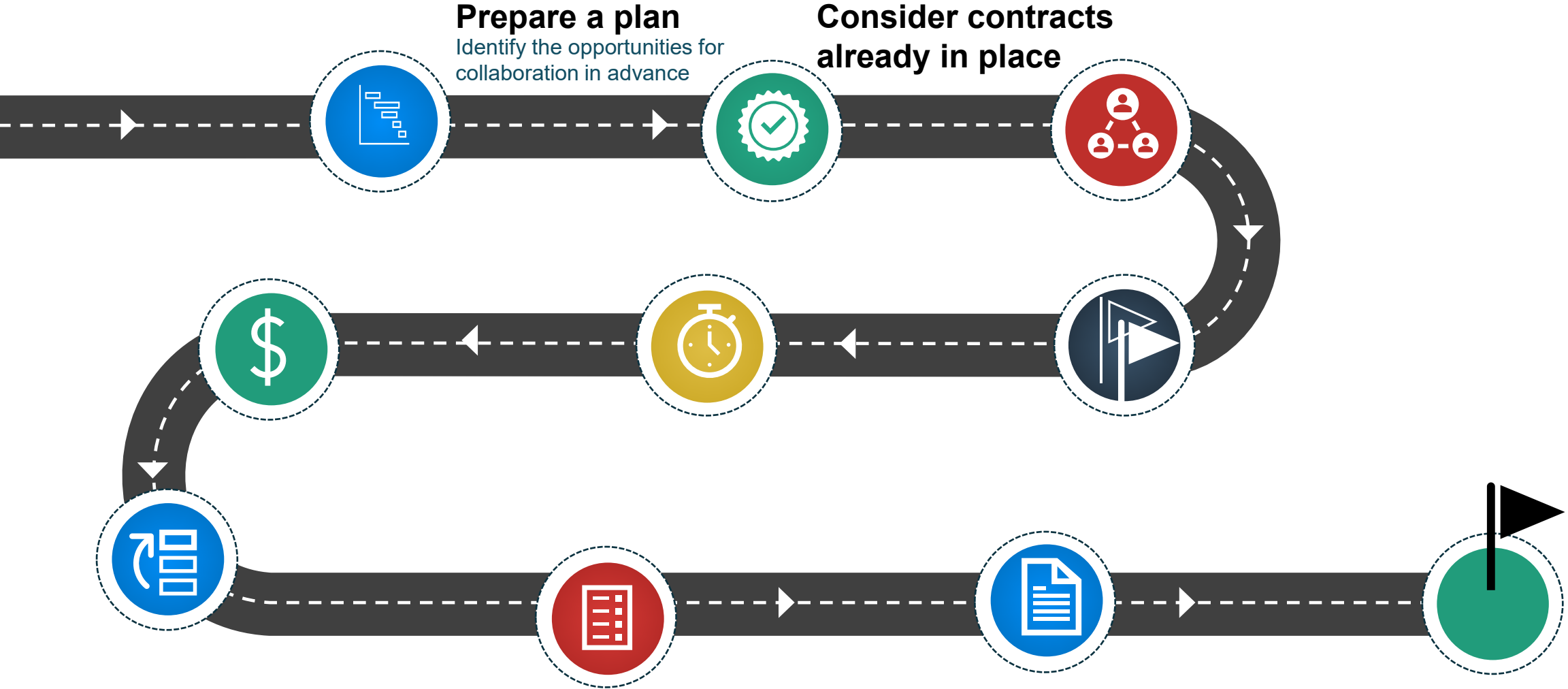


Implications for procurement

The Local Government Act 2020 now provides the responsibilities for procurement matters under Section 108 & 109 of the Act.

- > Councils set their own procurement thresholds and investment policies.
- > The CEO is required to demonstrate how opportunities for collaboration were identified in the procurement process.

ROADMAP TO COLLABORATION



TOP UTILISED MAV CONTRACTS



ELECTRICITY



NATURAL GAS



PLANT, MACHINERY &
EQUIPEMENT



RECRUITMENT SERVICES



TRUCKS



SPECIALISED TRUCK BODIES



FUEL & LUBRICANTS
(FUEL CARDS)



MICROSOFT LICENSING



PARKS & PLAYGROUND
EQUIPEMENT



UNADDRESSSED MAIL
SERVICES

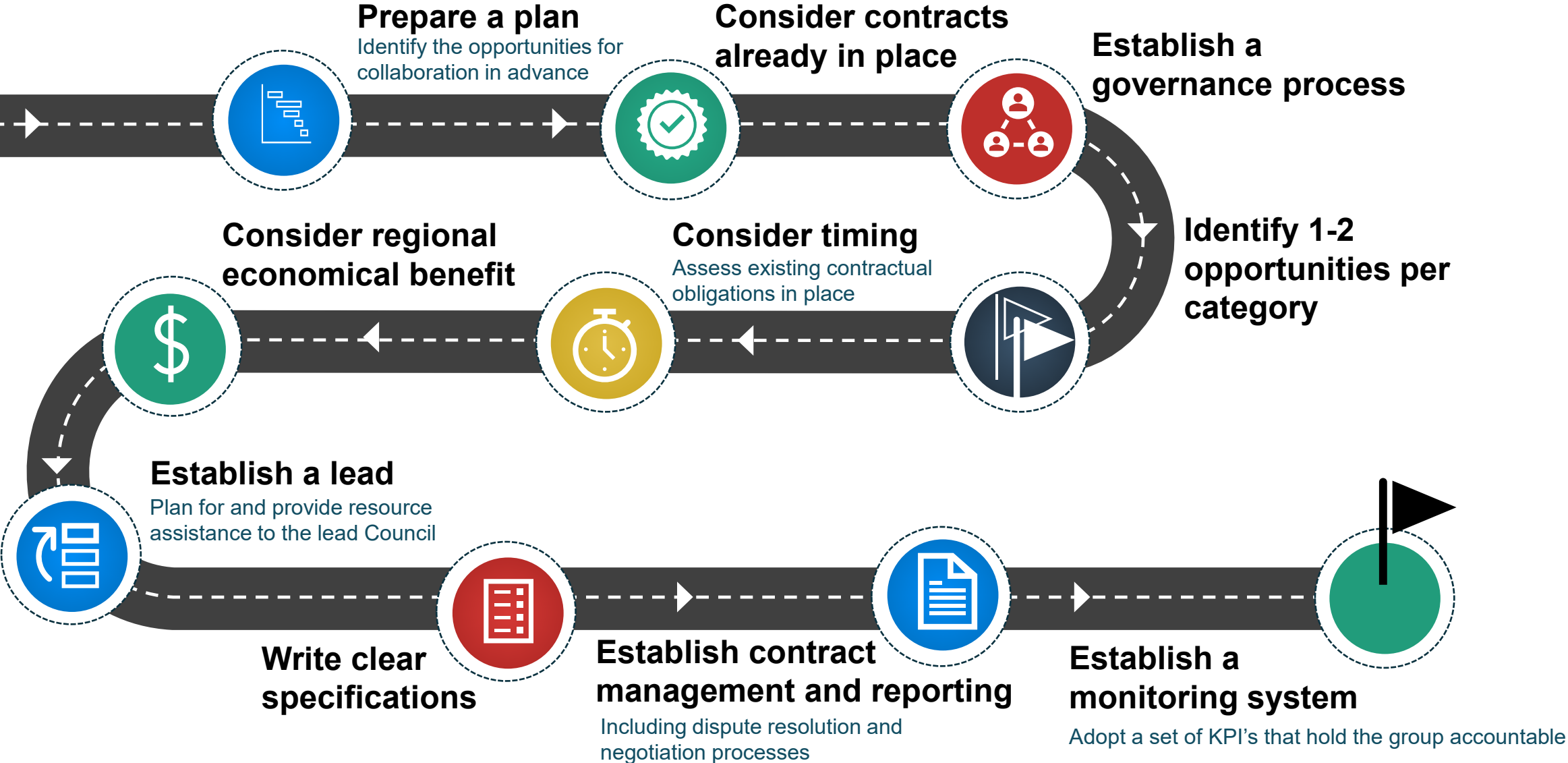


TELECOMMUNICATIONS

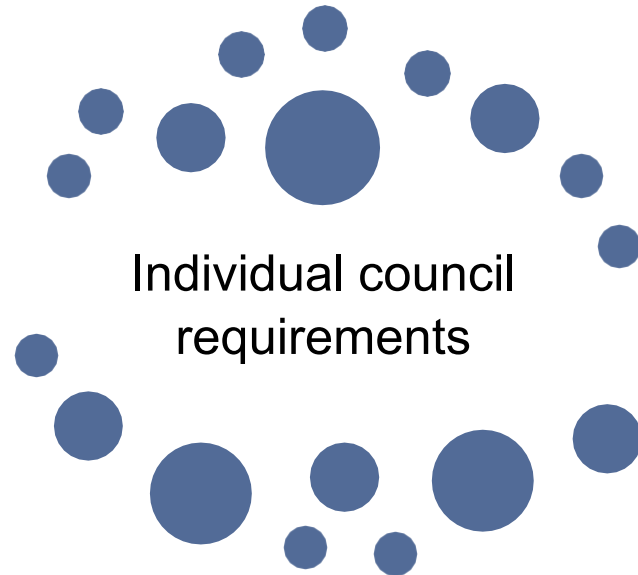


BILL PAYMENT SERVICES

ROADMAP TO COLLABORATION



Key elements to getting started



- × Different needs
- × Different documents
- × Different processes
- × Isolated decisions
- × Disparate suppliers



- ✓ Standard documents
- ✓ Standard questions and scoring
- ✓ Aligned contract
- ✓ Agreed dates
- ✓ Commitment

When does collaborative procurement fail?

- > Fear of change and losing control
- > Sheer size
- > Speed
- > Disparate return on effort
- > Compromise
- > Larger councils dominate



Possible exemptions



**EMERGENCY OR
DISASTER**



**NOVATED
CONTRACTS**



**PROVEN
MONOPOLY**



**PREQUALIFIED
REGISTERS**



**ESTABLISHED
PANEL CONTRACT**



OTHER SITUATIONS?

Collaborative procurement - myth or fact?

The ACCC won't allow us to go out to the market together.

All Councils involved must appoint the same supplier

Everyone's specification requirements are different

Going out to market together will confuse suppliers

Contracts must all start at the same time

It takes more effort, more time and its more complex

The same scoring and weighting must be used across all Councils involved

Collaborative procurement damages small businesses

We all need to be tendering for the same thing

Appointed agents make the decision

The do's and don'ts

Don't

- × Just start working on it
- × Think timing, weighting, scoring and scope must be the same
- × Ignore stakeholder concerns
- × Think it will be easy or under resource it

Do – Follow the road map

- ✓ Prepare a plan
- ✓ Consider contracts already in place
- ✓ Establish a governance process
- ✓ Identify 1-2 opportunities per category
- ✓ Assess existing contractual obligations in place
- ✓ Consider regional economical benefit
- ✓ Establish a lead
- ✓ Write clear specifications
- ✓ Establish contract management and reporting
- ✓ Establish a monitoring system





Sanchu Chummar
Acting Director, Local Government Sector

VAGO

VAGO discussion points

- Brief introduction
- Financial audit considerations:
 - Procurement policy and procedures
 - Collaborative procurement activities

Sanchu Chummar

Acting Sector Director, Local Government

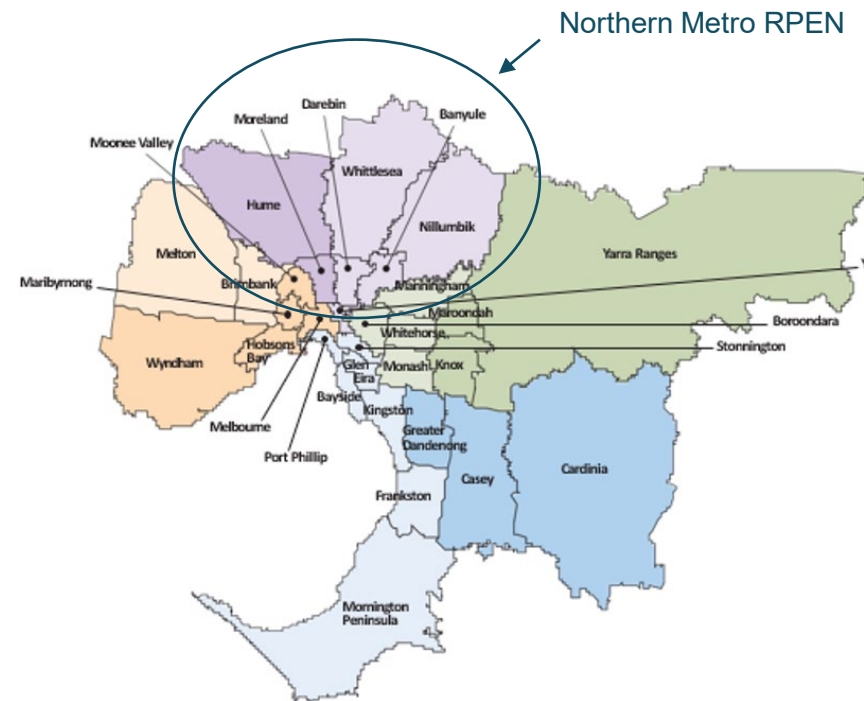
Victorian Auditor-General's Office

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Northern Metro RPEN

Tom Masters
Unit Manager, Procurement
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- City of Banyule
- City of Darebin
- City of Hume
- Mitchell Shire
- City of Moreland
- Nillumbik Shire
- City of Whittlesea
- City of Yarra



Eastern Region Group (ERG)

Liz Johnston
Executive Officer –
Eastern Region Group of Councils
Elizabeth.Johnstone@maroondah.vic.gov.au

- City of Boroondara
- City of Knox
- City of Manningham
- City of Maroondah
- City of Monash
- City of Whitehorse
- Yarra Ranges Shire



Panel Q&A



Use raise hand function

Road Map to Collaboration

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Key elements to getting started

Noel Irwin
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VAGO's Perspective

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RPENs in action

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COLLABORATIVE PROCUREMENT ESSENTIALS TRAINING

NOVEMBER

17

18

Collaborative Procurement Essentials

1 DAY PROGRAM (delivered as one full day face-to-face or two half days online)

\$450 per person plus GST



PROGRAM OUTLINE

Collaboration is a key focus of the State Government and Councils are required to consider collaboration in each procurement activity. This course equips participants with a set of tools and techniques to assess whether collaboration is suitable and then to navigate through the many issues to deliver a collaborative procurement event.

This course will demystify collaborative procurement, clarify many of the issues and myths that exist, and provide a structured approach to managing collaborative opportunity identification and competing council requirements.

By the end of the program, attendees will be able to participate in, or coordinate collaborative procurement activities. More advanced staff will be able to review spend opportunities and identify and prioritise these opportunities.

This course is suitable for staff at all levels that may be involved in a collaborative procurement event as a procurement or technical stakeholder.



KEY COURSE CONTENT

- ▶ Identifying collaborative procurement opportunities
- ▶ Governance considerations
- ▶ How to approach the opportunity
- ▶ Management Options



LEARNING OUTCOMES

By the end of the workshop, participants will be able to analyse collaborative procurement opportunities, identify a shared objective, participate in a collaborative event, and ensure their council's outcomes are met.



ORGANISATIONAL BENEFITS

The organisation will have a consistent approach and in-depth understanding of collaborative procurement. It will be able to justify decisions to participate in or reject opportunities, and confidently meet State Government requirements.



E-LEARNING

e-learning modules are not available for this topic.



REGISTER OR MAKE AN ENQUIRY

Visit [Procurement Training and e-learning](#) to view the next scheduled workshop [Contact us](#) to enquire about an inhouse training session at your Council.

TRAINING DELIVERY MODES


	Inhouse hosted workshop	MAV hosted workshop
People	✓ Upskill 10 or more people	✓ Upskill up to 10 people
Scheduling	✓ Choose your date and time	✓ Select from our events calendar
Pricing	✓ Invite up to 20 people capped at the price of 10	✓ Flat fee per person



FACILITATOR LED TRAINING


Probity in Procurement Training

 1 half day

 \$200* pp


Specification to Evaluation Training

 2 half days

 \$350* pp


Negotiation in Local Government

 2 half days

 \$450* pp


Contract Management Training

 2 half days

 \$350* pp

AS 4000 Contract Management

 2 half days

 \$450* pp


Collaborative Procurement Essentials

 2 half days

 \$450* pp

Social and Sustainable Procurement

 2 half days

 \$450* pp


E-LEARNING MODULES

Procurement essentials

 90 minutes

 \$200* pp


Probity for purchasing and procurement

 25 minutes

 \$200* pp

Evaluation panel responsibilities

 40 minutes

 \$200* pp

Contract management essentials

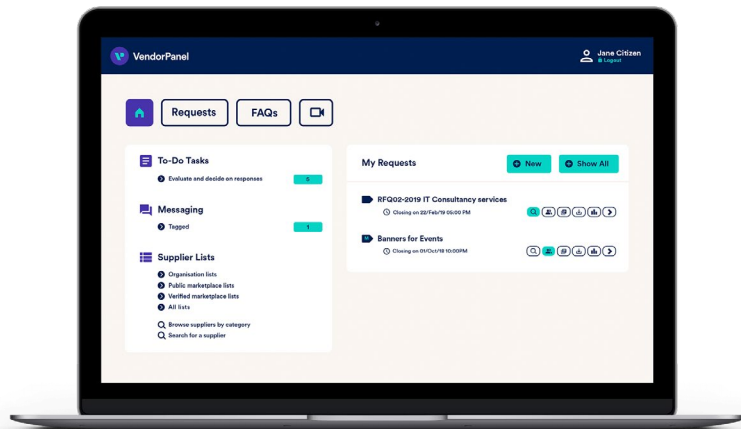
 40 minutes

 \$200* pp

*Plus GST

Bundle packages available

MAV CONTRACTS, TENDERS AND AUDIT UPDATES



New contracts

- Park & Playground tender closed
- ICT contract



Upcoming tenders

- Web content
- Emergency Services



Upcoming supplier reporting audit

- Previous ICT contract





MUNICIPAL ASSOCIATION OF VICTORIA

PROCUREMENT

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THE TEAM



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Rachael Rodger
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Coordinator



Hugh Williamson
Administrative Officer



Bowen Wu
Senior Contracts Manager



Under Offer
Contracts Manager



Grace Hamilton
Contracts Manager



Kim Dowling
Contract Manager