



Australian Government

Department of Innovation, Industry, Science and Research

AUSTRALIAN INDUSTRY PARTICIPATION

Dr Brett Yeomans / Manufacturing Division

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Contracts Reported by Top 10 FMA Agencies

	2009-10	
	Value \$m	% of Total Value
Defence Materiel Organisation	12 377.3	29.0
Department of Defence	8 238.6	19.3
Department of Education, Employment and Workplace Relations	5 487.1	12.9
Australian Taxation Office	3 577.4	8.4
National Blood Authority	2 500.1	5.9
Centrelink	823.5	1.9
Department of Immigration and Citizenship	745.0	1.7
Medicare Australia	725.0	1.7
AusAid	677.5	1.6
Department of Environment, Water, Heritage and the Arts	619.7	1.5
Total of Top 10 Agencies	35 772.2	83.8
Total of other Agencies	6 923.1	16.2
Total	42 694.3	100.0



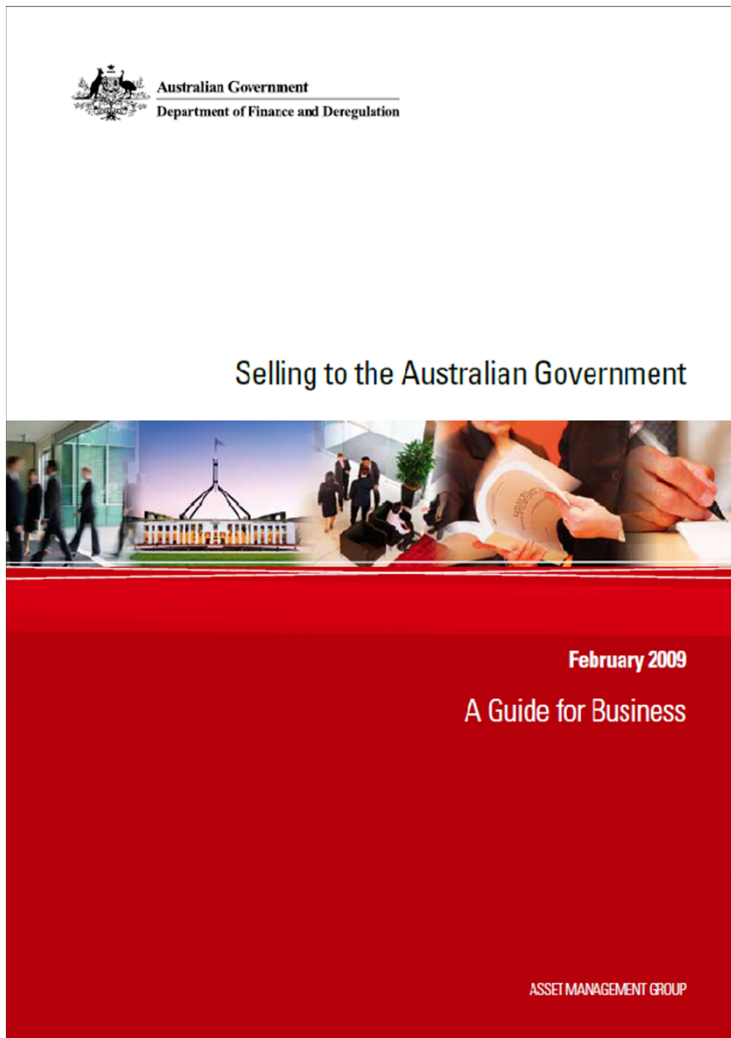
Procurement Contracts: SME Participation

		Total	SME	Other
2009-10	Value \$m	42 694.3	13 763.6	28 930.7
	%	100%	32.2%	67.8%
	Number	80 969	45 811	35 158
	%	100%	56.6%	43.4%

Source: Department of Finance and Deregulation: Statistics on Australian Government Procurement Contracts
(<http://www.finance.gov.au/publications/statistics-on-commonwealth-purchasing-contracts/index.html>)



Selling to the Australian Government



■ Some Key Messages

- To successfully sell to an Australian Government agency, you need to:
 - Identify the right customers
 - Understand what they want
 - Know how they operate
 - Offer them best value for money
- Value for money is the core principle underpinning Australian Government procurement.
- All open approaches to market are advertised online through AusTender. Some are also advertised in the Tender sections of major newspapers and on agency websites.
- Available at:
<http://www.finance.gov.au/procurement/procurement-policy-and-guidance/index.asp>

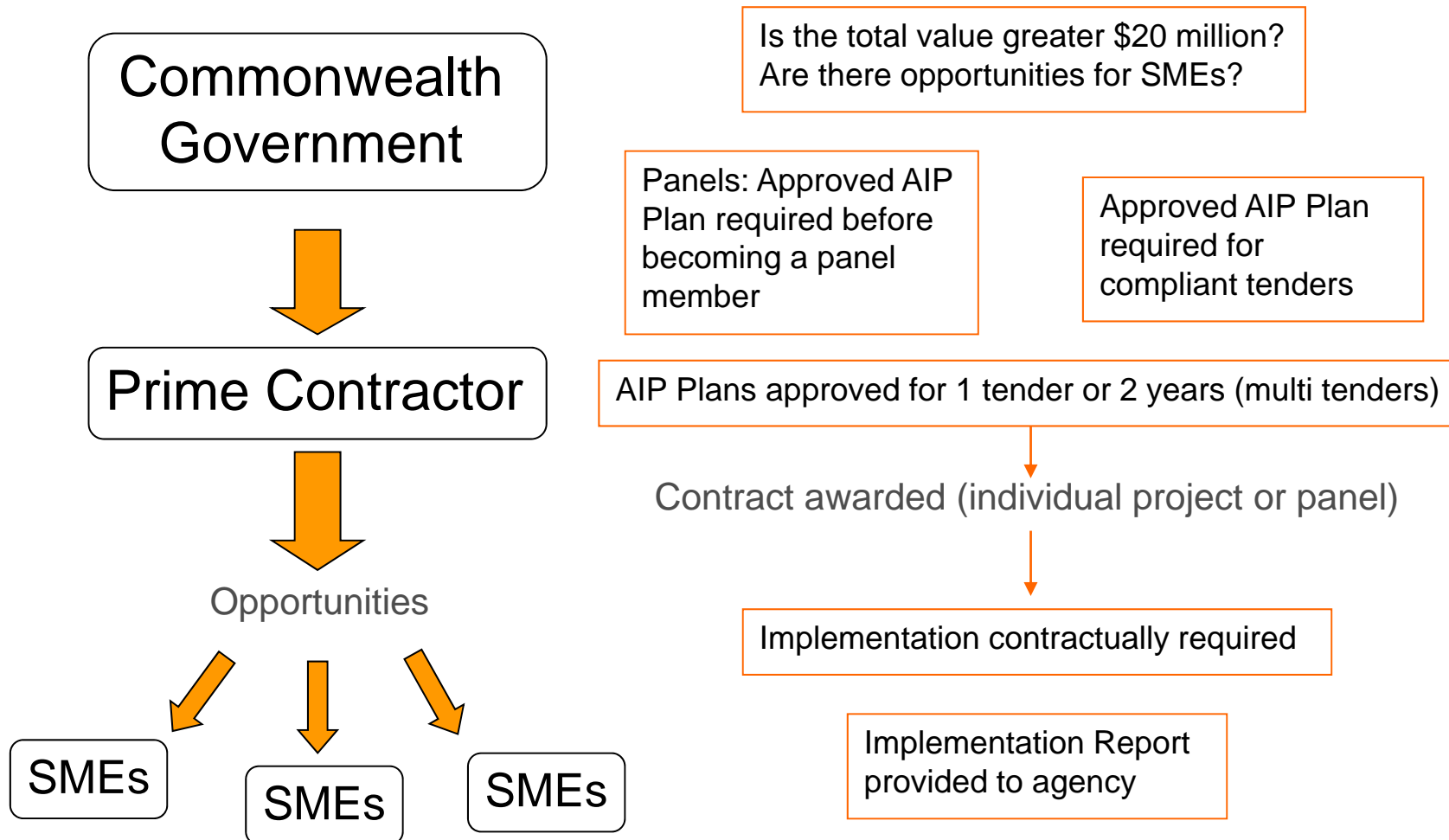


Australian Industry Participation (AIP) Plans

- Provide opportunities to Australian SMEs
- Used in private sector major projects
 - 70% of projects implementing an AIP Plan reported a positive impact for Australian industry & on own procurement practices
- Improve information flows



How does it work?





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| innovation.gov.au |

Further Information:

- AIP Plans in Commonwealth Government Procurement
 - Australian Industry Participation Section
 - 02 6213 6404
 - aip@innovation.gov.au
 - www.aip.gov.au



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Further Information:

- AusTender www.tenders.gov.au
- Department of Finance and Deregulation
www.finance.gov.au/procurement
- AusIndustry
 - Hotline 13 28 46
 - www.ausindustry.gov.au



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DEPARTMENT OF INNOVATION, INDUSTRY, SCIENCE AND RESEARCH

Industry House
10 Binara Street
Canberra City, ACT 2601, Australia
Telephone +61 2 6213 6000