

## Buy Queensland 2023 Supplier webinar – questions and answers

### Question 1

Will Queensland government buyers pay more for products manufactured in Queensland compared to imported products?

### Response

In all procurement, buyers must ensure products they procure for the Queensland Government offer value for money regardless of where the product is manufactured. However, it is not just about the lowest price. Buyers should also consider other factors including economic, ethical, social, and environmental outcomes consistent with government's objectives.

For example, as defined in the Queensland Procurement Policy 2023, suppliers must not supply or sell 'dumped goods' to the Queensland Government and buyers must ensure that they do not procure 'dumped goods'.

### Question 2

What are the main ways for businesses, such as small and medium enterprises, Aboriginal and/or Torres Strait Islander businesses and social enterprises, to supply to the Queensland Government?

### Response

Businesses can do several things to increase their chances of winning future government contracts such as:

- accessing the [Buy Queensland 2023 website](#) to learn more about *Buy Queensland 2023* and download the *Buy Queensland 2023* Supplier quick reference guide
- getting ready to respond to future procurement opportunities by [improving your tendering approach](#), and contact the contact person named in the tender to discuss the agency's requirements
- learning more about how government does business by attending networking events such as supplier [roadshows and speak with government buyers](#)
- searching the [Queensland Government Forward Procurement Pipeline](#) and [Business Queensland website for upcoming procurement contracts](#)
- registering on [QTenders](#) to receive notifications of future tender opportunities
- signing up to the [supplier mailing list](#) to receive notifications of upcoming events and other information relevant to *Buy Queensland 2023*

### Question 3

Will all procurement opportunities across all categories be visible on QTenders?

### Response

It is a requirement of the Queensland Procurement Policy 2023 (Clause 22) to use the Queensland Government's QTenders website to publish all tenders where an 'open offer method' is used. QTenders may also be used to invite suppliers as part of tender processes where not all suppliers are invited to offer (limited or selective offer methods).

#### **Question 4**

Is *Buy Queensland 2023* and *Local Buy* the same?

#### **Response**

*Buy Queensland 2023* is the Queensland Government's approach to procurement. All state government agencies including departments, statutory bodies, government-owned corporations and special purpose vehicles must follow Queensland Procurement Policy 2023 requirements when procuring goods and services for the state government.

There are other initiatives which may use similar terms, in government and the private sector, but which are different to *Buy Queensland*. For example, 'Go Local, Grow Local' which aims to help Queensland businesses promote their products and services, and encourages Queenslanders to support small businesses in their community by shopping locally.

*Local Buy* was established by the Local Government Association of Queensland in 2001 to meet the needs of local government councils. It is distinct from *Buy Queensland*.

#### **Question 5**

How will *Buy Queensland 2023* be implemented through the supply chains?

#### **Response**

*Buy Queensland 2023* changes will be rolled out by agencies covered by the Queensland Procurement Policy 2023 (budget sector agencies including departments, statutory bodies, government-owned corporations and special purpose vehicles) over the next three years with most changes and enhancements occurring within the next 12 months. This includes agencies updating their procurement procedures, templates and practices.

#### **Question 6**

How will *Buy Queensland 2023* promote and encourage innovative supply solutions?

#### **Response**

The Queensland Procurement Policy 2023 supports the promotion of innovation through:

- requiring buyers to explore innovative supply solutions by using outcome-based specifications, trials and/or pilots
- requiring buyers to engage early with the market to determine how the market could deliver innovation and better outcomes
- encouraging buyers to use flexible procurement techniques such as 'set-asides'.

The Queensland Government will also develop a procurement-related policy to stimulate the economy through improved innovation in government procurement including access for innovative suppliers.

### **Question 7**

Will the local benefit approach only look at the location of the supplier?

### **Response**

The Local Benefits Test under *Buy Queensland 2023* focusses on the supplier's use of a local workforce rather than supplier location. The test applies to significant (high value and/or high risk) procurement. Suppliers should consider how they will use a local workforce to deliver the product and/or service when answering questions in 'quote' and 'tender' documentation. The Queensland Procurement Policy 2023 defines a local workforce as 'A workforce whose usual place of residency is located within 125-kilometre radius of where the good and/or service is to be supplied.'

For routine (low value and low risk) procurement, at least one local supplier should be invited to respond.