



Newsletter

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Our Website

<http://www.regionalprocurement.com.au>

To our industry partners this is where we would like to link any website that you have specials on or would like us to link to, to show our member councils what discounts they can obtain from our industry partners. Please check below:

Industry Partner Specials

<http://repeatsigns.com.au>

Recycled quality plastic signs for a better environment for our future

Email: info@repeatsigns.com.au

When we get more deals from our partner's, we will place them here so that you can get quick access to their websites.

Contact Us

<http://www.regionalprocurement.com.au>

admin@regionalprocurement.com.au

Phone: (02) 4978 4010

Fax: (02) 4966 0588

Meet The Team

The team at Regional Procurement Initiative® consists of Manager Mr. Peter Salafia, Contracts/Administration Officer Mr. Paul Robinson, Account Representative Mr. Craig Wade, Administration Officer Miss Melissa Wild and Administrative Assistant Miss Kristy Seward. We welcome you to our new newsletter and we will endeavour to get the latest news out to you all as it comes in. We will start with a brief history and tell you all a little about us. We also will endeavour to keep you up to date on everything that is happening with the Initiative.

Our Goal

"Our goal is to increase market share to provide cost effective tendering and procurement solutions to our members. Consolidating our position and looking after our existing and new members is paramount to the success of this initiative."

How We Started

Regional Procurement Initiative® is a division of Hunter Councils Incorporated and commenced operations in 2004. Our focus was and still is on the service provision to our member councils and we acknowledge the strong support base which has existed for many years amongst our membership.

To this end our operation now spans nine (9) Regional Organisations of Councils (ROC's) (52 individual councils) from Byron Shire in the north, Bega Valley in the south and to Bourke in the west. Our objective is to provide a tendering procurement solution to our membership that exceeds our customer expectations.

Regional Procurement® has provided demonstrable efficiencies to our membership and an effective and transparent tender evaluation process. Savings to members are measured in monetary terms and increased productivity through implementation of user-friendly processes.

We have been able to go to tender with a firm commitment from our members and that has given us a great deal of leverage to use to gain the best deals that we can for our members.

Current Tenders:

Stationery & Ancillary Items
Industrial Hardware
Traffic & Safety Signage
Galvanised Posts & Caps
Passenger, Truck and Earthmover Tyres
Hygienic Services
Domestic Water Meters
Ready Mixed Concrete
Copper Tube
PVC & PE Pipes & Fittings
Insecticides
Herbicides
Bulk Fuel
Bulk Chemicals
Turf
Spray Bitumen Sealing
Bitumen Emulsion
Concrete Pipes and Fittings

Tenders in Progress:

Printing Services & Distribution
Reservoir Cleaning & Maintenance
Traffic Control Services
Road Resurfacing

Future Tenders:

Fire Testing Services
Alarm Monitoring
Cash Handling and Distribution

One Off Tenders:

Air Conditioning Upgrade
Geotextiles
Road Stabilisation
Electricity Services

Cross Region Tenders:

IT Hardware and Services
Small Plant

Where We Are Now!

We have over 92 contracts/agreements currently running over eight ROC's with a further 33 tenders in the process to start after 1 July 2009, this shows the potential growth that we have given to our Member Councils. By the 1st of January 2010 we will have up and running over 125 contracts/agreements which will be a great benchmark since we started just over five years ago. We are also involved in one off tenders that we call for individual councils, which we have three in the process. We are also working on running tenders across the whole region and at this stage we have two in the pipeline.

Member councils now have the advantage of competitive tender outcomes based on their committed volumes and aggregated spend. These outcomes are the result of decisions made at the local level by local people with the apparent benefits of competition from reputable suppliers vying for this business.

Our growth is attributed to the teamwork and the attitude of the procurement team which shows our members that we are committed to them for the long term. This also shows that our Member Councils have confidence in us and the way that we do business.

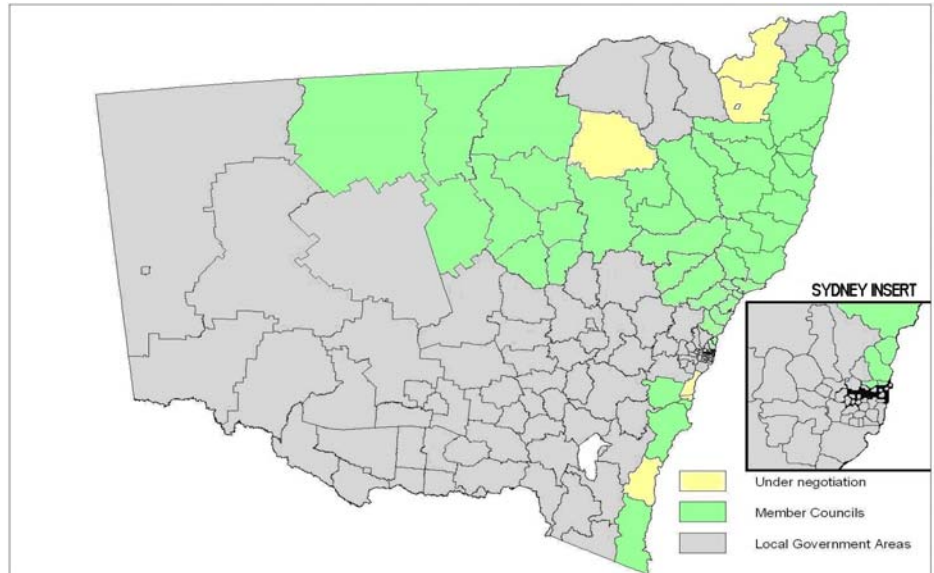
With the current input from our Member Councils we have been able to call tenders that they require in the regional sense. With our goals firmly set we are now endeavoring to work at improving our model of the way we do business to a higher standard. Our ranks here at Regional Procurement have grown and will have to increase again in the future to help manage the growth that we are currently experiencing.

We have increased our staff levels to allow us to grow with this initiative and be able to continue the maximum level of service that we give to our members. Our growth is the main result of the procurement model we are using and we have proven that it works with the results that we are getting.

We are now moving into a new area for Regional Procurement and that is starting tenders for all regions to use, calling cross-region tenders for IT, and Small Plant.

Current Membership

Our current membership is shaded in green on the map below showing the vast area that we now cover. The yellow shaded areas are currently under negotiations but this can grow at anytime just like our members can.



We will always look at more potential growth as we believe that we can get the best outcome for our member councils and we will strive to make this a reality. We always welcome any new members and we will strive to give them a good outcome for their money.

Our Vision

Our vision is to be the preferred provider of tendering services to our membership whilst offering industry a tangible and sustainable outcome as a result of that service. To offer value to both our council members and industry partners alike. To make sure that all our dealings to all involved are open and above reproach. To always look to the future and strive for excellence in all the business that we do.

As we grow we will still provide the same service to our members that deliver the same or better outcome like before. We still wish to cut down more of the administration costs for our members so that their resources can be allocated elsewhere where it is needed. We still believe that our tender outcomes offer member councils the security of knowing that their best interests have been taken into consideration.

Business/Industry Partners

Regional Procurement Initiative® returns significant savings and efficiencies for our Member Councils. The Initiative is able to offer the benefits of economies of scale savings through aggregated purchasing, streamlines tender procedures, access to new suppliers and more.

The Initiative is sustained by the support of our Business/Industry Partners who are committed to providing the highest quality products and services at the most competitive prices to all of our members that these suppliers are servicing.