

Contact Details and Websites Referred to by Speakers

Accessing Government Contracts

Tip # 1

Register with the [Aboriginal Business Directory WA](#) or [Supply Nation's Indigenous Business Directory](#). Registration on these directories is free. Keep your listing accurate and up to date. These directories are one of the first places a WA government buyer looks for an Aboriginal business directly. The lists are also used to check the capability of Aboriginal businesses. Large contractors and corporations also look to these sites for contractors and subsidies.

Tip # 2

Have an up-to-date capability statement and have in mind a couple of clients who can confirm your capability. Government policy allows agencies to tender directly with Aboriginal businesses up to a set dollar value. However, they need to see you have the capacity and capability to fulfil the contract.

TIP # 3

Governments fund several organisations to help you grow your business, secure government contracts, and be introduced to larger firms as potential subcontractors. Try the different agencies. Find an adviser or mentor that understands you, and you are comfortable working with. The organisations are often contracted for several years. You might as well use their services.

Tip #4

Have an up-to-date business website. If your business relies on Facebook or another social media page, government agencies may not be able to access it due to IT restrictions.

Business Opportunities with Shire of Wyndham East Kimberley (SWEK)

Register with [Vendor Panel](#) and the [WA Aboriginal Business Directory](#). The Shire of Wyndham East Kimberley (SWEK) uses Vendor Panel to list business opportunities and to identify relevant suppliers. Keep your listing accurate and up to date. Listing as a supplier on Vendor Panel is free, but additional services may need a subscription to be paid.

Council Policies enable Aboriginal businesses that demonstrate their capability to secure contracts up to \$250,000 without tendering. Your business may also benefit from a local supplier cost margin: Telephone Council's Procurement and Contracts Officer.

Business Opportunities with Shire of Halls Creek

Register with [TenderLink](#). The Shire of Halls Creek uses Tender Link to advertise requests for Tenders and Expressions of Interest. Suppliers and subcontractors registered [with TenderLink](#) can receive email notifications of any Shire of Halls Creek tender opportunities. Registration is free.

(Yes, it would be great to have just one online tender system, but each Council has its own way of doing things).

Business Lists and Databases

Group or website	<u>How they help you</u>	<u>Contact details</u>
Supply Nation	Supply Nation provides a database of verified Indigenous businesses, the services and products they supply and the regions where they work. Listing is free, and it can help procurement teams and buyers find you.	1300 055 298 https://supplynation.org.au
Aboriginal Business Directory WA.	ABD WA. Free service within ICN Gateway. The ABD lists Aboriginal businesses so government buyers can identify them. Aboriginal Businesses register at no cost.	https://abdwa.icn.org.au/
ICN Gateway	A Business listing service can help identify new work opportunities and present your business to potential government clients. Fees may apply if you choose to use more than their Aboriginal Business Directory W.A.	https://gateway.icn.org.au/static/html?f=features&l=1
Vendor Panel	The Shire of Wyndham East Kimberley uses an online tendering panel called Vendor Panel to advertise tender opportunities. To see the Shire's open requests for tenders and expressions of interest, please visit Listing as a supplier on Vendor Panel is free, but additional services may need a subscription to be paid.	https://bit.ly/2Hg6HxB Kununurra 9168 4100 Wyndham 9161 1200 Ask to speak to the Procurement & Contract Officer
TenderLink	The Shire of Halls Creek uses an online tendering portal called TenderLink to advertise for tenders and expressions of interest. The website gives a listing of open business opportunities with the Shire.	https://bit.ly/3CwZaCg

	<p>Registered suppliers and subcontractors receive email notifications of Shire tender opportunities and must use the portal to download detailed information and upload their bids.</p> <p>Suppliers register on Tender Link for free.</p>	
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Business Support Services for Aboriginal Businesses

Morrgul	<p>Morrgul is a Kimberley based not for profit offering procurement support to Aboriginal people in regional Western Australia. Morrgul's support services and training are available at no cost to anyone with the capacity and motivation to tender for goods and services.</p>	<p>Email: info@morrgul.com.au Phone: (08) 9193 5570 www.morrgul.com.au</p>
Wirra Hub	<p>Wirra Hub is a WA wide Indigenous Business and Employment Hub based in Perth. It is funded by the NIAA to support Aboriginal people wanting to start, grow or sustain their business. It also introduces Aboriginal businesses to the wider business community to help achieve Aboriginal procurement & local supply targets.</p>	<p>wirrahub@wf.org.au Ph: 08 6250 7100</p>
WA Industry Link – Local content advisers	<p>Local Content Advisers (LCAs) provide an advisory and referral service to businesses in regional areas. They have 3 focal areas</p> <ul style="list-style-type: none"> • helping regional businesses compete for State Government supply opportunities; • helping achieve government local content targets; • helping regional Aboriginal businesses to secure government and industry contracts. <p>Information is available on the Kimberley Development Commission website.</p>	<p>(08) 9194 3000 In the Kimberley localcontent@kdc.wa.gov.au www.kdc.wa.gov.au Local Content - Kimberley Development Commission (kdc.wa.gov.au)</p>
Kimberley Small Business Support Service	<p>Delivers business advisory and support services to facilitate, encourage and enable the establishment, growth and ultimate success of new and small businesses.</p>	<p>1300 572 766 manager@ksbs.com.au</p>

Contacts in the Department of Finance

Department of Finance, Social Procurement Team	The Social Procurement Team manages the Aboriginal Procurement Policy and provides support and advice to Aboriginal businesses who are looking to contract with the WA government.	65512475 socialprocurement@finance.wa.gov.au
Department of Finance Community Services Procurement Team	The State Government's approach to the delivery of community services differs from their approach to general delivery of goods and services in several ways. Community services procurement focuses on the people in the community who will benefit, and government policy is to foster a partnership approach with service providers and the beneficiary community. Contact the community services procurement policy team for support.	cspp@finance.wa.gov.au