

**2024 Commonwealth Procurement**

**and Contract Management**

**Awards for Excellence**

**Nomination Template**

## **Generating Broader Benefits to the Australian Economy through Procurement**

CRITERIA AND GUIDANCE

Commonwealth procurement is a major economic lever, and the Government recognises the importance of considering the economic benefit of procurements to the Australian economy where appropriate. The Buy Australian Plan aims to improve the way government contracts work and builds domestic industry capability through the Australian Government’s purchasing power.

The *Generating Broader Benefits to the Australian Economy through Procurement* category recognises strategies or approaches to a procurement which generate outcomes and value to the Australian economy above and beyond the value of the goods and services being procured, supporting the development and sustainment of domestic industry capability.

In 2024, the category has been expanded to include procurements that generate benefits to the Australian economy through both the use of rule 4.7 of the Commonwealth Procurement Rules (CPRs), as well as those that use the broader flexibility of the CPRs (such as exemptions 15, 16 or 17 of Appendix A).

Exemptions must not be used solely to avoid undertaking a competitive open tender process. Any nominations focused on a procurement utilising an Appendix A exemption must describe why the exemption was the best method for conducting the procurement in the specific circumstances and how it enabled value for money to be achieved.

For the purposes of this category, benefits could include economic considerations such as employing people experiencing unemployment, providing traineeships or apprenticeships in areas of skill shortage, the transfer of technology to Australian businesses such as through licencing arrangements for Intellectual Property or using/encouraging the use of SMEs or First Nations businesses in delivering the goods or services or in supply chains.

Further guidance on identifying economic benefits to the Australian economy, and examples of how a supplier could provide a benefit to the Australian economy, can be found on the [Finance website](https://www.finance.gov.au/sites/default/files/2022-06/consideration-of-broader-economic-benefits-in-procurement.pdf).

This category does not seek to capture environmental sustainability due to the *Encouraging Environmental Sustainability through Procurement* category.

Entities are reminded that the Commonwealth Procurement Framework is non-discriminatory, and all proponents, regardless of their size, location, or ownership, can deliver economic benefits to Australia. Benefits to the Australian economy, required to be assessed as part of the rule 4.7 of the CPRs, do not require the procurement to be delivered by an Australian business. There are many ways that foreign suppliers can generate broader benefits to the Australian economy.

The nominating entity should outline how they consider their procurement delivered a broader benefit to the Australian economy in the overview of their nomination.

*Criterion 1 - Opportunity*

The Opportunity criterion should describe how the entity incorporated consideration of broader benefits to the Australian economy into the procurement planning processes, and how this factored into the development of any value for money considerations.

Nominees should focus on the initial stages of procurement in this criterion including identifying the need for the procurement, how benefits for the Australian economy beyond the procured goods and/or services was considered during the procurement planning process, including in the value for money assessment, and any initial research the entity undertook to better refine their approach and methodology.

Where entities have used a relevant Appendix A exemption (such as 15-17), entities should describe why the use of the exemption was determined to be the preferred method, and how competition and value for money outcomes were ensured.

Examples on meeting this criterion could include (but are not limited to):

* a description of your entity’s procurement and how the economic benefit of the procurement to the Australian economy was considered during the procurement planning process,
* how economic benefits identified by suppliers could be considered as part of the overall value for money assessment,
* how the business community was engaged to ensure the market had capacity and the capability to participate in the procurement,
* any risks identified and mitigation strategies for them,
* any market research conducted to determine viable options for benefits to the Australian economy given the nature of the procurement, including where an exemption or flexibility in the CPRs was utilised.

*Criterion 2 - Approach*

The Approach criterion should describe the strategy or approach to the procurement that maximised the opportunity for potential suppliers to demonstrate how positive outcomes for the Australian economy and capability could be achieved. This category is not limited to the direct engagement with a specific supplier.

Nominees could include:

* how the CPRs were leveraged to support the delivery of a benefit to the Australian economy through the procurement, including where an exemption was used,
* how the Approach to Market or entity engagement sought to encourage a respondent’s inclusion of benefits to the Australian economy as part of their offering,
* how early market involvement on approaches were utilised to incorporate economic benefit considerations and deliver value for money outcomes. For example, co‑design of process, proof of concept, etc.,
* how suppliers were encouraged to partner with businesses to develop or deliver social outcomes,
* how the entity influenced mainstream suppliers to prioritise creating value to the Australian economy,
* how the diversifying of supply chains was encouraged to, among other things, drive competition, promote innovation and provide all suppliers with a full and fair opportunity to compete.

*Criterion 3 - Outcome*

The Outcome criterion should describe the result of the procurement and how this led to the generation of broader benefits to the Australian economy. Nominees should detail how the benefits were measured and monitored throughout the life of the contract. Nominees are encouraged to highlight first round economic effects that resulted from the procurement.

Nominees could include:

* how the successful tenderer’s proposed economic benefit was incorporated into the contract,
* how contract management activities were successfully used for the implementation and ongoing monitoring of the required benefits,
* whether the benefits were realised and the extent to which they were achieved.

**Response Form**

**Entity:** Click here to enter text.

**Contact Officer:** Click here to enter text.

**Position Title:** Click here to enter text.

**Telephone:** Click here to enter text.

**Email:** Click here to enter text.

**Supplementary material\*:** Click here to enter text.

*\*(links to social media, program or project websites, video, images)*

**Entity size:** 250 or less FTE [ ]

251 or more FTE [ ]

BRIEF OVERVIEW OF YOUR NOMINATION *(max 500 words)*

Please provide a brief overview, in a few paragraphs or less, (which could be used as the media grab) outlining the key points of the nomination. Write the overview in a compelling way which makes your submission memorable and easy to read.

You are not required to use this template, however all criteria including the headings and endorsement are mandatory.

Criterion 1 – Opportunity *(max 500 words)*

Click here to enter text.

Criterion 2 – Approach *(max 500 words)*

Click here to enter text.

Criterion 3 – Outcome *(max 500 words)*

Click here to enter text.

ENDORSEMENT (Senior Executive Service or equivalent officer)

In submitting this nomination form I agree that in the event my entity receives an award, that as part of the promotion of good practice, the Department of Finance may include my entity’s details in any promotional material or case studies using information contained in this entry.

**Name:** Click here to enter text.

**Position Title:** Click here to enter text.

**Signature:** Click here to enter text.

**Date:**  Click here to enter text.

*PLEASE NOTE: Endorsement must be* ***signed*** *and attached to your nomination.*

Nominations should be lodged via email by **31 July 2024** to procurementexcellence@finance.gov.au

You will receive an email confirming receipt of your nomination by COB the next business day.

If you have any questions or would like to discuss your nomination, please **contact us** at procurementexcellence@finance.gov.au.