



How to become a Local Buy Supplier

Since 1997 Local Buy has harnessed the collective purchasing power of Queensland councils to deliver value for money for its stakeholders.

Local Buy Arrangements enable councils and government authorities to purchase a broad range of products and services from prequalified/preferred suppliers, without needing to undertake a tender process or request multiple quotes.

Local Buy Arrangements are an exception under s.234 of the Local Government Regulations for purchases of any value, saving councils and suppliers time and money, whilst mitigating risk.

Local Buy helps develop local supplier competitiveness by making it easier for councils to engage with these chosen suppliers in a compliant way, whilst providing those local businesses with access to state-wide opportunities.

To become a Local Buy pre-qualified supplier, you need to be successful in responding to a Local Buy tender for an arrangement.

Our arrangements are Registers of Pre-Qualified Suppliers (RPQS) or Preferred Supplier Arrangements (PSA). Councils and other purchasers (eg Not for Profit Organisations; Government Owned Corporations; and State Government Departments) can go through a Local Buy arrangement to directly request quotes from our suppliers, rather than going to tender themselves. This is because we conduct an extensive and comprehensive tender under legislation (Local Government Act 2009) to appoint suppliers.

When Local Buy goes out to market with a tender, this is to invite suppliers to apply to be part of a new Register of Pre-Qualified Suppliers or, to refresh an existing one. Only a refresh tender allows new suppliers to be appointed to an existing arrangement under the legislation. All Local Buy tenders are advertised online at LG Tender box and all major Queensland papers when they are released.

We have approximately 35 current arrangements under five broad categories of Fleet, Civil Works, ICT, Consultancy and Commodities, if you would like to look at our website:

<http://www.localbuy.net.au/list-of-current-contracts>.

Being on a panel arrangement is no guarantee of work and all suppliers are encouraged to be competitive and proactive in their approach with councils.

If you are interested, I recommend you register your business on VendorPanel Marketplace

<https://www.vendorpanel.com.au/MarketPlace.aspx?emcc=205BDE2675B6>.

Whilst "Marketplace" is not a pre-qualified list of suppliers when Local Buy goes to market to Tender we do use this platform. VendorPanel Marketplace is essentially a "yellow pages" of suppliers where

anyone can be listed and no due diligence is applied. Using Marketplace is not an exception under the legislation.

It's important to note that responding to any tender issued by any council on LG Tender Box or Marketplace does not qualify you as a Local Buy pre-qualified supplier. You must respond to a Local Buy tender for an arrangement for this to occur.

The suppliers on our website are all pre-qualified suppliers that have been appointed to a Local Buy arrangement after successfully responding to a Local Buy tender. This is the only way to become a Local Buy pre-qualified supplier. You are not required to send us any information about your business.

Please also note that whilst Local Buy contracts have many benefits for councils and suppliers, it isn't mandatory for councils to use Local Buy arrangements. You can be engaged by councils through their own procurement methods.

Should you have further queries, please contact myself, *Liz Macfarlan, Client Relationship Manager – SQ & Tas*, on 0455 066 829 or emacfarlan@localbuy.net.au.