



Department of
**Jobs, Tourism, Science
and Innovation**

Western Australian Industry Participation Strategy 2024

August 2024





Message from the Minister for Emergency Services, Innovation and the Digital Economy, Science, Medical Research; Minister Assisting the Minister for State and Industry Development, Jobs and Trade

Deputy Leader of the Government in the Legislative Council

In 2017, the WA Labor Government introduced the Western Australian Jobs Act 2017 (WA Jobs Act).

The WA Jobs Act aims to maximise opportunities for local Western Australian businesses and workers when supplying to State Government.

As part of the WA Jobs Act, the Government established the Western Australian Industry Participation Strategy (WAIPS). WAIPS ensures that local small and medium enterprises (SME's) receive a greater share of the billions of dollars the State Government spends on goods and services each year.

Since its introduction in October 2018, WAIPS has delivered incredible results for local businesses and workers across Western Australia.

As of June 2024, WAIPS has resulted in;

- Awarding of over 2,350 contracts valued at \$49.0 billion.
- Retaining of 87% of the contract value – approximately \$42.9 billion – in Western Australia.
- Supporting 87,182 jobs with nearly 22,500 of those in regional areas.
- Supporting 6,791 apprenticeships and traineeships with 1,900 of those based in our regions

Recently, an independent review of both the WA Jobs Act and WAIPS found the initiatives have delivered “significant outcomes”. Key achievements identified by the review include greater assistance to develop local business capability; increased focus from government on purchasing from local sources, and; enhanced reporting and oversight of the employment and business aspects of procurement.

On the back of these incredible results, the Cook Government has retained the WA Jobs Act.

However, we recognise the need to adapt and evolve.

Unlike its predecessor, WAIPS 2024 will not be a static document. This updated strategy will be dynamic, allowing WAIPS 2024 to adapt and evolve to the ever-changing policy and economic environments, delivering greater results for workers and local businesses.

The Western Australian Industry Participation Strategy 2024 (WAIPS 2024) is designed to:

- Encourage local innovation through government procurement;
- Procure a larger share of health and medical supplies from WA businesses;





- Harness local business in digital technology;
- Address climate change challenges; and
- Place greater emphasis on training of agency staff.

As Minister Assisting the Minister for State and Industry Development, Jobs and Trade, I look forward to working with local industry to support the continued growth and success in this dynamic and rapidly changing economic landscape.

Our commitment remains steadfast: to ensure that Western Australian businesses and workers have the opportunities and resources they need to thrive in a competitive national and global market.

Hon Stephen Dawson MLC; The Minister Assisting the Minister for State and Industry Development, Jobs and Trade

August 2024



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1. Overview

The Western Australian Industry Participation Strategy (WAIPS) aims to maximise opportunities for local businesses to supply to the State Government. The Minister Assisting the Minister for State Development, Jobs and Trade (Minister Assisting) is responsible for developing and implementing the WAIPS.

The objectives of WAIPS as reflected in the Western Australian Jobs Act 2017 (WA Jobs Act) are:

- Promoting the diversification and growth of the Western Australian economy by targeting supply opportunities for local industry;
- Providing suppliers of goods or services with increased access to, and raised awareness of, local industry capability;
- Encouraging local industry to adopt, where appropriate, world's best practice in workplace innovation and the use of new technologies and materials;
- Promoting increased apprenticeship, training and job opportunities in Western Australia; and
- Promoting increased opportunities for local industry to develop import replacement capacity by giving local industry, in particular small and medium sized enterprises (SMEs), a full, fair and reasonable opportunity to compete against foreign suppliers of goods or services.

The principles of WAIPS contained in the WA Jobs Act include value for money, probity and provision for full, fair and reasonable opportunity for local suppliers.

The State Governments' aim is to promote a strong and positive relationship between purchasing and contracting decisions and economic and community benefits. This includes greater diversification, increased innovation and strengthening supply chain outcomes. The aims are achieved through State Agencies providing local industry with maximum access to opportunities through transparency and accountability in the procurement process.

The Department of Jobs, Tourism, Science and Innovation's (JTISI) Local Industry Participation team provides assistance to State Government Agencies and businesses to implement and meet WAIPS requirements.

The changes to WAIPS from 2020 to 2024 are:

- The emphasis on digital technology, innovation, health and medical and environmental/climate change;
- Increased flexibility with provision for additions and addendums to the strategy;



- Increased emphasis on agency training and workshops;
- Commitment to auditing;
- Simplification of participation plans;
- Simplified reporting including no requirements for annual reporting;
- Introduction of the WAIPS Portal;
- Review of thresholds; and
- Review of Common Use Arrangements and Panel functionality.

2. Agencies and Suppliers Obligations under the Act

Agencies are required to ensure all procurement exceeding the designated thresholds, is conducted under the WA Jobs Act and WAIPS. This includes tendering in an open market, inclusion of participation plans as an evaluation criterion and reporting of outcomes. These reporting requirements should be built into a contract with a successful supplier.

Suppliers must fulfil reporting requirements using the WAIPS Portal.

3. Coverage

The WA Jobs Act applies to Government Departments, Agencies, Statutory Authorities and Government Trading Entities. For the purposes of WAIPS, the term “agency” encompasses all these entities.

WAIPS is applicable to a range of procurements (goods, services, works and community services) above designated values (Refer to Table. 1 Thresholds for WAIPS Supplies). These are known as WAIPS supplies.

WAIPS does not apply to:

- Universities;
- Local Government procurement;
- Proprietary software packages;
- Commercial leases (new for WAIPS 2024); and
- Commercial transactions between State Government agencies (new for WAIPS 2024).



4. Key Requirements of WAIPS

4.1. WAIPS Portal

The WAIPS Portal has been developed to manage and support the WAIPS process for agencies and suppliers. The online portal aims to streamline the business processes for the completion and submission of participation plans, participation plan reporting, exemption requests and exemption reporting. Access to the WAIPS Portal and instructions are available at industrylink.wa.gov.au.

The WAIPS Portal was launched in July 2024 and replaces the previous manual system. This streamlining will result in greater productivity and more accurate and timely reporting outcomes.

4.2. Participation Plans

A participation plan is a written statement that a tenderer uses to outline their commitments for aligning with the WA Jobs Act and involving local businesses in a supply opportunity. The requirement for a participation plan is incorporated in the prospective supplier's offer and will be evaluated by the agency.

The thresholds for participation plans are as follows:

Form of Procurement (WAIPS Supply)	Participation Plan
Goods and services –Regional contracts	\$500,000 and above
Goods and services – Metropolitan contracts	\$1 million and above
Works – Regional contracts	\$500,000 and above
Works – Metropolitan contracts	\$3 million and above

Table 1. Thresholds for WAIPS Supplies

The value of the WAIPS supply is based on the total value over the life of the contract and includes GST.

During assessment by the agency, the participation plan specifications are weighted by an agency at 10% or 20% of the qualitative evaluation.

Further information on participation plan requirements are available on the [WA Industry Link](#) website.



The front page of the participation plan includes that the Government may use information provided in the participation plans for the business of government. 'Commercial in Confidence' considerations remain relevant.

4.3. Participation Plan Reporting

Participation Plan reporting enables a greater appreciation of value, composition and impact of government procurement at both a state and regional level.

Agencies are required to ensure procurement contracts for a WAIPS supply contain an obligation for the successful supplier to report on the outcomes from the implementation of the participation plan during the contracted period.

The WAIPS strategy requires a Participation Plan Report to be submitted by the supplier to the agency at practical completion of the contract. Reporting requirements are a contractual obligation and further information on the participation plan reporting requirements are available on the [WA Industry Link](#) website.

Reporting covers the actual outcomes and will be compared to those proposed in a participation plan. These reports are a key indicator of the success of WAIPS and are presented annually, in aggregate, by the Minister Assisting. 'Commercial in Confidence' aspects of reports will be considered by agencies and the Minister Assisting in relation to public disclosure of information.

Another aspect of reporting is the gathering of information on supply chain capability gaps. This is achieved through JTSI making direct contact with agencies and suppliers, as well as analysis of the data contained within the participation plans and the participation plan reports.

4.4. Strategic Projects

Projects with a contract value of \$25 million or more that the Minister Assisting considers of significance to the Western Australian economy may be declared a strategic project. A participation plan with additional local commitments will be required for a strategic project together with consideration of a higher evaluation weight.

Within the overall concept of strategic projects, there is a category relating to regional contracts. A **regional strategic project** may be declared by the Minister Assisting on the basis of value, duration, location, diversification or other economic and community benefits. For such projects, variations on a case by case basis can occur in relation to the regional price preferences and the qualitative criteria with particular reference to external benefits. These projects can be below the \$25 million threshold.

For these projects (including regional strategic projects), an increase in the weighting assigned to the participation plan can be applied.



4.5. Exemptions

The WA Jobs Act allows for an exemption from the requirement to seek a participation plan and associated obligations when procuring a WAIPS supply. Exemptions may be granted by the Minister Assisting or their delegate, the Director General of JTSI, in two ways:

1. on a case by case basis; or
2. as a standing exemption in relation to a prescribed class or circumstance of a WAIPS supply.

Standing exemptions are available to agencies when repetitive and frequent procurement arrangements align with an exemption category. These types of exemptions are designed to improve efficiency and support more streamlined processes for agencies.

Available exemption categories are outlined at the [WA Industry Link](#) website.

Agencies should factor into their procurement planning schedule enough time to allow for JTSI to process their exemption application. The standard process timeframe is up to 15 working days. Exemptions must be approved before a tender is released and no retrospective applications will be granted.

The WAIPS exemption process does not apply to items procured during an emergency. An emergency would be the occurrence or imminent occurrence of a hazard which is of such a nature or magnitude that it requires a significant and coordinated response.

Exemption Reporting

Where the requirement for a participation plan has been exempted, reporting on workforce, apprenticeship training and sourcing outcomes at contract conclusion is still required.

Exemption Reporting is completed through the WAIPS Portal.

4.6. Regional Procurement

The regions of Western Australia are defined in the [Regional Development Commissions Act 1993](#).

Regional procurements (irrespective of location of purchase) should consider regional economic impact. This includes ensuring that regional industry is given full, fair and reasonable opportunity to participate in contracting and supply arrangements in competition with non-regional suppliers.

A further basic requirement for WAIPS supplies is the inclusion and application of regional price preferences in the tender request document and during the tender evaluation process. There is no provision within WAIPS for any exemption of the regional price preferences.

Increasing regional participation could include involving the Local Content Advisers (LCAs) who operate throughout regional Western Australia. The advisers operate from the nine



Regional Development Commissions supported by the Department of Primary Industries and Regional Development.

4.7. Grants

WAIPS applies to State agency grants exceeding \$5 million (including GST) that are for the purposes of the construction or refurbishment of capital infrastructure or facilities. Examples include buildings, community amenities, recreational structures and works such as minor roadworks and telecommunications upgrades. Agencies are able to consult with JTSI to seek clarification if this would apply.

These grant funds should be expended by the recipient based on the principle of full, fair and reasonable opportunity for local suppliers. At the conclusion of a grant funded project, a report is provided to JTSI using the WAIPS grants reporting template available on the [WA Industry Link](#) website.

Agencies should inform JTSI when such grants are formalised and provide reporting information within two months after the completion of the project. Appropriate clauses for inclusion in Financial Assistance Agreements are available on the [WA Industry Link](#) website.

4.8. Value for Money

The WA Jobs Act emphasises value for money as a primary consideration when making procurement decisions. Value for money includes both financial and non-financial costs and benefits and must be considered in achieving outcomes for the State.

The application of the value for money approach should support local sourcing when whole of life costs, risk management and economic and social outcomes are considered.

4.9. Agency Panel Contracts and Common Use Arrangements

WAIPS has applied to agency panel contracts and whole of government common use arrangements (CUAs) since 1 October 2018.

This form of contracting is subject to WAIPS if the total estimated value of the contract for the duration of the panel arrangement meets or exceeds the WAIPS thresholds (Refer to Table 1. Thresholds for WAIPS Supplies in Section 3.2 Participation Plans).

Agency panel contracts and CUAs represent a significant form of expenditure that requires the implementation of the following best practice parameters:

- Establishment of panels through an open tender process;
- Providing a clear definition of contract duration within the tender (generally, the duration is not to exceed five years including extensions);
- Description in the tender on the process for panel refreshment including supplier additions and removals;
- Use of buying rules from the panel and provision for exemptions from use;



- As appropriate, the inclusion of a statement in the tender on the approach to regional participation. This includes application of the regional price preferences and provision for regional purchases outside of the panel; and
- Making agency contact details for the panel contract publicly available.

A condition for exemptions is that panellists must report on the outcomes of supply provided under these arrangements.

These procurement arrangements will be further considered as part of the ongoing development and application of WAIPS 2024.

4.10. Import Content Impost

The Imported Content Impost available through the ANZGPA is not mandatory. When procuring goods, services, housing and works, agencies can elect to apply an Imported Content Impost. This is a 20% price impost that applies to the portion of a bid that comprises goods, services or items that the prospective supplier is proposing to directly import into Australia from another country (excluding New Zealand) as part of the contract delivery. Imported Content does not include items that the prospective supplier will purchase from ANZ-based suppliers that have or may have been imported.

If an agency chooses to apply the Imported Content Impost it must be clearly outlined in the tender request document.

5. Key Focus of WAIPS 2024

5.1. Innovation through Procurement

Innovation is an important driver of business productivity and has a strong positive effect on job creation and in diversifying the economy.

Many agencies encourage innovation through their procurement activities WAIPS will provide a greater profile to these measures through various public information activities.

WAIPS will offer a further option to agencies to provide innovative solutions for sought after improvements in the supply of goods or services, based on priority requirements. For example, agencies could issue requests for tender or proposals incorporating an ability for suppliers to formally present innovative solutions.

This approach will be tested through consultation with a possible future addendum to WAIPS 2024.



5.2. Health and Medical Services

Health and Medical Services is a priority market due to its high-value, sophistication, large volume and ongoing demand. This market is also currently characterised by a high level of importation. Using WAIPS, opportunities will be identified to increase the local sourcing of goods and/or services in this market.

The government will support health service providers to develop a priority list of goods and services where locally produced supply would be advantageous. Potential local suppliers would respond to an expression of interest process by outlining their aspirations, qualifications and ability to satisfy the relevant standards. These expressions of interest would be assessed by Health Service Providers with appropriate follow through in terms of tenders.

As with innovation, this concept will be tested through consultation and if positive an addendum to WAIPS 2024 will be issued later in 2024.

5.3. Digital Technology

Digital Technology is important to all WA industry and underpins the future of the WA economy. Benefits of a strong digital technology industry include diversifying the economy, improving services to Western Australians, and creating new types of jobs. Digital Technology includes social media, artificial intelligence, cyberspace, mobile phones and electronic tools, devices, systems and resources relating to data.

Local industry has demonstrated the capability and expertise to provide competitive products and services in the government marketplace. To expand on benefits from solutions offered by local sources, the WAIPS participation plan will be modified for digital technology, ensuring the benefits from this supply are captured and become part of the agency evaluation process.

Other actions under consideration in relation to digital technology besides a focused participation plan template, are a best practice approach based on possible adoption of policy from other jurisdictions, improved use of common use arrangements and panels, strengthening links between innovation and procurement and stimulation of a more representative industry organisation for the government to liaise with.

These initiatives will be tested with both suppliers and agencies prior to introduction during 2024.

5.4. Environmental/climate change

The scope of procurement policy and process will inevitably broaden to cover issues generated by the significant changes underway in relation to environmental/climate change. Emerging forms of procurement include stand-alone power systems, wind farms, batteries, virtual power plants for schools and solar panels. Strategic project designation is being used in some cases to promote local involvement in these emerging markets. Additionally, the



rise of the circular economy is presenting new challenges in terms of, for example, standards for recycling within contract delivery of materials such iron and steel.

To remain fully relevant an ongoing responsibility within WAIPS will be to ensure that such issues are addressed within policy in a timely and effective manner.

6. Related Procurement Requirements and Policies

6.1. Related Procurement Rules and the Western Australian Buy Local Policy

WAIPS must be consistent with the [Procurement Act 2020](#) (Act) and procurement rules under the Act. The Western Australian Procurement Rules provide the framework for goods, services and works procurement by State Agencies as defined in section 5 of the Act. Agencies outside the coverage of the Procurement Act are encouraged to incorporate this approach into their policies and practices. The Procurement Rules of particular relevance to WAIPS are:

- Rule A: Value for Money;
- Rule B: Act Ethically – With Integrity and Accountability;
- Rule C: Procurement Planning;
- Rule C4.1: Use the Appropriate Procurement Method;
- Rules D5, D6 and D7: Evaluation Process; and
- Rule E: Contract management.

WAIPS must also be consistent with the Western Australian Buy Local Policy 2022 (WABLP). WAIPS and WABLP work together to achieve Government objectives across the entire range of procurement transactional values. Both policies have the same intent and a common objective but apply at different values.

1. The WABLP is applied to all State Government procurements regardless of value.
2. WAIPS is applied to State Government procurements that meet the value thresholds outlined in Table 1.

For procurements under the WAIPS value thresholds, WABLP must be applied. For procurements above the WAIPS thresholds, both WABLP and WAIPS must be applied together.

The WABLP can be downloaded from the [WA Industry Link](#) Portal.



6.2. Aboriginal Procurement Policy

This policy seeks to support business and employment opportunities for the Aboriginal community and should also be aligned with WAIPS and the WABLP.

6.3. Engagement of Businesses employing people with a disability

This policy requires agencies to consider giving priority to local businesses that employ people with disability. Agencies must give full consideration to this contracting approach, particularly in regional WA.

The WA Procurement Rules permits the direct engagement of a registered Australian Disability Enterprise (ADE) for procurements of any value in conjunction with establishing value for money.

7. Implementing WAIPS across the Procurement Cycle

7.1. Early Tender Advice and Look Ahead Lists

Consultation with perspective suppliers has shown that a significant requirement exists for advance notice of agency tenders and projects. Consequently, agencies should adopt a consistent regime of providing this information to prospective suppliers for appropriate forms of procurement.

Agencies should consider the following qualitative aspects in terms of listing: value, location, duration, complexity and innovation. Specific examples to be followed include:

- Listing forecast purchases/contracts on Department of Finance, Strategic Forward Procurement Plan/Pipeline of Work an agency's public website;
- Publication of early tender advice with a minimum of one month's notice, prior to issue;
- Conducting pre-tender briefings in an open and equitable fashion i.e. accessible to all;
- Participation in JTSl's Regional Business Engagement Forums which are conducted annually; and
- Detailing progress of major long-term projects through the various project phases of sub contractual activity.

Details should include prequalification information as appropriate and an agency contact.

Agencies should also ensure that their appointed head contractors give subcontractors full, fair and reasonable opportunity to participate in supply opportunities. This is achieved by the head contractor advertising upcoming opportunities on their public website and by



subcontractors and suppliers using TendersWA to identify potential subcontracting opportunities.

To assist Government agencies and prospective suppliers to understand requirements under WAIPS within the procurement cycle, an overview of the steps entailed are shown below:

7.2. Tender Planning

- Agency procurement plan developed with consideration of other procurement guidance including Aboriginal Procurement Policy, Australian Disability Enterprise Guidelines and WABLP.
- Approval by the agency's delegated authority (for contracts above \$5 million).
- Agency utilises early tender advice or look ahead list on website, as appropriate (refer to Section 7.1 Early Tender Advice and Look Ahead Lists).
- Agency chooses to include participation plan or seek exemption.
- Agency considers whether an exemption to the requirement for a participation plan is warranted and if so, submits a WAIPS Exemption Application to JTSI.

7.3. Tender Drafting

- Agency drafts tender request on appropriate template.
- Agency ensures principles of openness, equity, transparency and value-for-money are incorporated.
- Agency considers procurement policies relating to Aboriginal Business, Australian Disability Enterprise or WABLP.
- Agency includes request clauses for WAIPS requirements, indicating whether a participation plan response is required, with either 10% or 20% weighting, or strategic project clause, as appropriate.
- Agency uses Australian standards, as appropriate, in specifications.
- Agency advises prospective suppliers that JTSI and/or LCAs can assist in identifying local SMEs for inclusion in offer to supply.
- Agency incorporates within the tender, where appropriate, contract management requirements that cover the relationships between the agency and head contractor, and head contractor and subcontractors.

7.4. Tender Advertisement

- Agency advertises the tender following full, fair and reasonable principles.
- Specific enquiries from prospective suppliers require agency response.
- Agency undertakes supplier briefings as appropriate, in conjunction with the JTSI and LCAs if required.



7.5. Tender Assessment

- Agency assesses offers to supply for compliance.
- Agency assesses offers to supply against qualitative criteria.
- Agency seeks JTSI input on participation plan as required.
- Agency applies regional price preferences as appropriate.
- Agency employs value for money methodology to measure price against qualitative criteria.
- Price is scrutinised for sustainability.
- Any clarification sought and preferred respondent identified.
- Agency evaluation report prepared.
- Due diligence on contract conducted as necessary by agency.
- Negotiations conducted if necessary.

7.6. Tender Award

- Agency delegated authority signs off on decision.
- Contract finalised, including participation plan commitments to JTSI by agency.
- Participation plan provided to JTSI.

7.7. Contract Management

- Contract management plan prepared by agency.
- Participation Plan Report provided to procuring agency at practical completion of the contract.
- Participation Plan Report provided by agency to JTSI as the lead agency, through the WAIPS Portal.

8. Compliance and Audit

Adherence to WAIPS will be monitored by JTSI. Audits will be systematically carried out by an independent auditor to confirm that an agency is implementing the WAIPS appropriately and that successful suppliers have addressed obligations.

9. Assistance

JTSI and/or LCAs can provide assistance in the following areas:

- Guiding and supporting prospective suppliers in addressing participation plan and reporting requirements;
- Enhancing the understanding of local SMEs on how to sell to Government either directly or as sub-contractors;



- Advising agencies on meeting WAIPS obligations and on assessment of participation plans.
- Providing model tender and contract clauses;
- Maintaining of the WAIPS Portal providing information on WAIPS, forthcoming supply opportunities and a range of issues around supplying to the government market; and
- Promoting various assistance programs aimed at enhancing the capability of SMEs as suppliers to the government market. This includes the Local Capability Fund which is administered by JTISI.

To support the implementation of WAIPS 2024, training is being developed and will be provided to agencies on how to support its objectives.

Additionally, further information associated with the implementation of WAIPS can be accessed from the [WA Industry Link](#) website.

10. Trade Agreements and Section 92 of the Australian Constitution

The State Government has obligations under the relevant Government Procurement chapters within a number of bilateral Trade Agreements, the Australia and New Zealand Government Procurement Agreement (ANZGPA) and the Constitution. The WAIPS meets these obligations in its implementation.

Advice on the need for WAIPS to conform to Section 92 of the Australian Constitution has been provided by the Solicitor General. This means that restrictions on interstate trade must be avoided. The WAIPS approach to Trade Agreements mirrors that of other states and territories in exercising the allowed exception within such agreements for support (both direct and indirect) of SMEs which represent approximately 97% of businesses in Western Australia in terms of government procurement.

11. Feedback

The State Government is committed to ongoing consultation on WAIPS and welcomes feedback. Please provide any feedback to JTISI using the contact information in Section 12 below.

12. Contact Information

JTISI, Local Industry Participation

Email: industrylink@jtsi.wa.gov.au

Telephone: (08) 6277 2999

Postal Address: Level 11, 1 William Street, Perth, WA 6000

Local Content Advisers – refer to [Local Advisor Network](#) Portal.



13. Terms Used

Agency: - an agency as defined in the *Western Australian Jobs Act 2017*.

Agency Panel: - a form of procurement where an agency establishes standing offers for the supply of goods, services or works from one of more suppliers. Panels operate for a defined period with a set of pre-determined buying rules. There is generally no set overall value (only an estimate) or guarantee of work for suppliers. Panels are established by agencies as an efficient and cost effective alternative to a series of smaller, single procurements. They enable agencies to focus procurement expertise rather than disperse responsibilities across various sites.

ANZGPA: - the Australia and New Zealand Government Procurement Agreement is a commitment to a single competitive procurement market between Australia and New Zealand. The agreement allows for suppliers to tender for government contracts in either country, regardless of their physical location.

Contract: - a legal agreement established through a procurement process for the provision of a good, service or work against designated specifications for an agreed upon sum.

Full, fair and reasonable opportunity

Full: Australian and New Zealand industry is afforded the same opportunity as other global supply chain partners to participate in all aspects of a project. (e.g. design, engineering, project management, professional services, IT and architecture).

Fair: Australian and New Zealand industry is provided the same opportunity as global suppliers to compete on projects on an equal and transparent basis, including being given reasonable time to tender.

Reasonable: tenders are free from non-market burdens that might rule out Australian and New Zealand industry and are structured in such a way as to provide Australian and New Zealand industries the opportunity to participate in projects.

Grant: - grants exceeding \$5 million (including GST) and sourced from State agencies as defined in section 3 of the *Western Australian Jobs Act 2017* that are for or in connection with:

- a) a public work as defined in the Public Works Act 1902 section 2; or
- b) construction or improvements to private works including capital infrastructure.

Local Industry Participation Team: - a team within JTSI that increases the capability and capacity of WA businesses to understand the requirements of WAIPS.

JTSI (Department of Jobs, Tourism, Science and Innovation): - the lead agency for the WA Jobs Act and WAIPS.

Local Content Advisers (LCAs): - provide advisory services to businesses in regional Western Australia.



Local industry: - suppliers of goods produced, or services provided, in Western Australia, another state or territory or New Zealand.

Local Sourcing: - proportion of contract value sourced from within Western Australia, or for regional contracts, within the prescribed distance specified.

Metro / Metropolitan: - all areas which are located outside of 'Regional'. Refer to definition of 'Regional' below.

Prospective Supplier: - in relation to a WAIPS supply, means a person or body that makes an offer to supply in the course of the procurement process for the WAIPS supply.

Regional: - as prescribed in the [Regional Development Commissions Act 1993](#), Schedule 1 – Regions defined by reference to districts.

Regional Price Preference: - a reduction that is applied to a prospective supplier's tender price, for evaluation purposes only.

Request: - any form in which a supplier is requested to provide information on supply. This includes a Request for Tender, a Request for Quotation, a Request for Proposal or an Expression of Interest.

Small and Medium Sized Enterprises (SMEs): - a business with less than 200 full time equivalent employees.

Tender: - refers to an offer to supply goods, services, housing or works. May also be referred to as a 'bid', request for quotation (RFQ) or request for proposal (RFP).

WA Industry Link Website: - a website that provides information in relation to the implementation of WA Jobs Act, WAIPS and the WA Buy Local Policy 2020 <https://www.wa.gov.au/organisation/departments-of-jobs-tourism-science-and-innovation/wa-industry-link-western-australian-industry-participation-strategy>

WAIPS Supply: - a goods, services (inc. community services) or works requirement within state government procurement that has a tender value which is above designated values. Refer to Section 3.2, Table. 1 Thresholds for WAIPS Supplies and 2. Coverage for exclusions.

WAIPS Portal – an online portal used for the collection and submission of WAIPS related reporting documents.



Department of
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WA Industry Link

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