



ems e-news

Australian Government Procurement Contracts

Selling to the Australian Government: a guide for business has been useful for a number of reasons:

- > aiding the understanding of the procurement process,
- > helping to identify opportunities, and
- > enabling companies to compete for government business

Small to Medium Enterprises (SMEs) Win Big Share of Australian Government Business in 2006-7



Understanding Government Procurement Processes can substantially increase your sales opportunities

Recently the Minister for Small Business and Tourism, Ms Fran Bailey announced that small to medium enterprises (SMEs) have won more than \$12 billion of Australian Government procurement contracts in 2006-7 financial year representing 41.6% of the total value of all contracts issued.

These figures show that SMEs are able to deliver value for money to the Australian Government through providing high quality goods and services. SMEs can compete and have been able to provide products and services that are highly competitive with big business in the market place.

It is in every SME's interest to understand how the Australian Government Procurement Processes operate and to arrange to register for Tenders. For further information you can visit the Department of Finance and Administration website. The website is www.finance.gov.au/procurement/suppliers.html.

Our team is experienced in Government tendering processes and will be able to assist you to become a Preferred Supplier to the Australian Government. If you are interested we are happy to give you more background information.

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