



File: T&F19/0233
A1161392

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Adelaide SA 5000
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ABN 19 040 349 865

5 July 2019

Hon. Stephen Mullighan
Member for Lee
62 Semaphore Road
SEMAPHORE SA 5019

Sent via email: lee@parliament.sa.gov.au

Dear Mr Mullighan

Freedom of Information Internal Review — Correspondence with Commissioner of the
South Australia Productivity Commission

I refer to your Freedom of Information application received by the Department of Treasury
and Finance on 26 April 2019 and your Internal Review application received on
29 May 2019.

Your applications specifically requested:

*"All documents and correspondence between the Department of Treasury and Finance and
Commissioners of the South Australia Productivity Commission [Date range: 16 August 2018
to 26 April 2019]."*

Determination under review

DTF did not make a determination on your initial application within the 30-day time period
required by the Freedom of Information Act 1991 (the Act). Accordingly, DTF was deemed to
have refused access in full to all documents relevant to your application.

Outcome of internal review

Under section 29(3) of the FOI Act, on an application for internal review, as principal officer I
may, confirm, vary or reverse the determination under review. In doing so, I am required to
give fresh consideration to the decision under the FOI Act

I have determined to **vary** the original deemed refusal determination.

A total of 9 documents were identified as answering the terms of your application and I have
determined as follows:

- I grant you access in full to 8 documents, copies of which are enclosed, and
- I grant you access in part to 1 document, a copy of which is enclosed.

Please refer to the attached schedule that describes each document and sets out my
determination and reasons in summary form.

Documents released in full

Documents 1 – 4 and 6 – 9.

Document released in part

Document 5 contains information about the State's intentions regarding the extension or otherwise of existing contracts which have not yet been communicated to the market. The information is commercially sensitive and would usually be communicated to contracted suppliers in accordance with the appropriate lead time prior to each contract's expiry date.

In applying the public interest test, I have considered the objects of the FOI Act, which favour release. I acknowledge there is a public interest in the public being able to scrutinise the government's procurement processes.

However, I have determined that this is outweighed by the public interest in ensuring that the government's ability to achieve value for money through appropriate contract management is not compromised by the release of sensitive information in advance of accepted procurement lead times. Release of this information could prejudice future negotiations and lead to an earlier decline in performance once a contractor becomes aware that their contract will not be extended.

In both instances, the potential outcome is a reduction in value for money achieved by the government. I have therefore determined to exempt this information from disclosure pursuant to clause 7(1)(c) of Schedule 1 of the FOI Act.

Exemptions

Clause 7 – Documents affecting business affairs

(1) *A document is an exempt document—*

...

(c) if it contains matter—

(i) consisting of information (other than trade secrets or information referred to in paragraph (b)) concerning the business, professional, commercial or financial affairs of any agency or any other person; and

(ii) the disclosure of which—

(A) could reasonably be expected to have an adverse effect on those affairs or to prejudice the future supply of such information to the Government or to an agency; and

(B) would, on balance, be contrary to the public interest.

Please note, in compliance with Premier and Cabinet Circular PC045 - *Disclosure Logs for Non-Personal Information Released through Freedom of Information* (PC045), DTF is now required to publish a log of all non-personal information released under the *Freedom of Information Act 1991*.

In accordance with this Circular, any non-personal information determined for release as part of this application, may be published on the DTF website. A copy of PC045 can be found at

the following address: <https://www.dpc.sa.gov.au/resources-and-publications/premier-and-cabinet-circulars> Please visit the website for further information.

External review

If you remain dissatisfied with this determination, you have the right to apply to the Ombudsman for external review under section 39 of the FOI Act. You have 30 days from the date on which you receive this letter to apply for an external review. If you have any questions about an application to the Ombudsman, please contact the office on (08) 8226 8699.

Yours sincerely

A handwritten signature in black ink, appearing to read 'D. Reynolds', written in a cursive style.

David Reynolds
PRINCIPAL FREEDOM OF INFORMATION OFFICER

Schedule of Documents

T&F19/0233 - APPLICANT - " All documents and correspondence between the Department of Treasury and Finance and Commissioners of the South Australia Productivity Commission, date range 16/08/2018 to 26/04/2019. "

Doc. No.	Date	Description of Document	# of pages	Determination	Exemption Clause
1	26/11/2018 3.23 pm	Email - Request for Speaker	2	Released in full	
2	20/12/2018 5.39 pm	Email - Consultation with State Procurement Board	2	Released in full	
3	15/01/2019 7.51 pm	Email to SAPC (inc Dr Butlin) regarding the Procurement Review	2	Released in full	
4	Nov 2015	Presentation (attached to document 3)	22	Released in full	
5	14/01/2019	Strategic Procurement Program Dashboard (attached to document 3)	7	Released in part	7(1)(c)(i)(ii)(A)(B) - Contains information concerning the business, professional, commercial or financial affairs of any agency or person & contrary to public interest
6	4/02/2019 9.25 am	Email - Procurement Forum May 2019	2	Released in full	
7	11/02/2019 1.57 pm	Meeting Request Acceptance Email	1	Released in full	
8	28/02/2019 9.08 am	Email - Procurement Forum May 2019	2	Released in full	
9	24/04/2019 2.19 pm	Meeting Request Acceptance Email	1	Released in full	

Horstmann, Roger (DTF)

From: Butlin, Matthew (OSAPC)
Sent: Monday, 26 November 2018 3:23 PM
To: Horstmann, Roger (DTF)
Cc: MacDonald, Gerard (OSAPC); Oruga, Giselle (OSAPC)
Subject: RE: Request for speaker

Hi Roger

I would be pleased to do it. The timing is good in the run up to releasing the Draft Report.

Cheers

Matthew

Dr Matthew Butlin

Chair | SA Productivity Commission
 Chief Executive | Office of the SA Productivity Commission

State Administration Centre, Level 6, 200 Victoria Square ADELAIDE SA 5000 | DX56201
 T 08 8226 6448 E matthew.butlin@sa.gov.au W www.sapc.sa.gov.au

From: Horstmann, Roger (DTF)
Sent: Monday, 26 November 2018 2:52 PM
To: Butlin, Matthew (OSAPC) <Matthew.Butlin@sa.gov.au>
Subject: FW: Request for speaker

Hi Matthew

Nicollé Rantanen has suggested you might be a timely match for this speaking engagement. Please confirm if you are interested and available.

Regards
 Roger Horstmann
 Manager, SPB Policy, Review & Support
 Policy, Standards & Governance | Government Services

Westpac House, Level 7, 91 King William Street ADELAIDE SA 5000
 t 822 65748 | e roger.horstmann@sa.gov.au | w spb.sa.gov.au

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From: Rantanen, Nicollé (PT) <Nicollé.Rantanen@sa.gov.au>
Sent: Monday, November 26, 2018 1:09 PM
To: Horstmann, Roger (DTF) <Roger.Horstmann@sa.gov.au>
Cc: Giannopoulos, Stefania (DTF) <Stefania.Giannopoulos@sa.gov.au>
Subject: Re: Request for speaker

Hi Roger

Have you considered Mathew Butlin as the Productivity Commissioner instead?

Cheers

Nicolle

On 26 Nov 2018, at 12:25 pm, Horstmann, Roger (DTF) <Roger.Horstmann@sa.gov.au> wrote:

Hi Nicolle

The Network of Procurement Professionals (local government councils) are looking for a speaker for its Forum on Thursday 28 February, to be held at the City of Playford.

The presentation requested is "a topic related to recent developments / thinking in the sphere of the State Procurement Board and how this might be transferrable to the local government sector".

Would you be interested / available to accept this invitation?

If not, would it be appropriate to canvas other members of the Board?

Regards

Roger Horstmann
Manager, SPB Policy, Review & Support
Policy, Standards & Governance | Government Services

Westpac House, Level 7, 91 King William Street ADELAIDE SA 5000
t 822 65748 | e roger.horstmann@sa.gov.au | w spb.sa.gov.au

<image001.png>

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Horstmann, Roger (DTF)

From: Butlin, Matthew (OSAPC)
Sent: Thursday, 20 December 2018 5:39 PM
To: Horstmann, Roger (DTF)
Cc: MacDonald, Gerard (OSAPC); Miller, Tyson (OSAPC); Giannopoulos, Stefania (DTF); Butlin, Matthew (OSAPC)
Subject: RE: Consultation with State Procurement Board

Hi Roger

This is to confirm that 2.30pm would suit Matt's schedule on 11 February 2019 to attend the Board Meeting for 30 minutes.

I've put a placeholder for this meeting on his calendar, and we look forward to receiving the meeting invite with all the details.

Thanks.

Kind regards

Giselle Oruga

Project Support Officer | Office of the SA Productivity Commission
 State Administration Centre, Level 6, 200 Victoria Square ADELAIDE SA 5000 | DX 56201
T 08 8226 7828 | **E** giselle.oruga@sa.gov.au | **W** www.sapc.sa.gov.au

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From: Horstmann, Roger (DTF)
Sent: Thursday, 20 December 2018 4:10 PM
To: Butlin, Matthew (OSAPC) <Matthew.Butlin@sa.gov.au>
Cc: MacDonald, Gerard (OSAPC) <Gerard.MacDonald@sa.gov.au>; Miller, Tyson (OSAPC) <Tyson.Miller@sa.gov.au>; Giannopoulos, Stefania (DTF) <Stefania.Giannopoulos@sa.gov.au>
Subject: RE: Consultation with State Procurement Board

Hi Matthew

Nicolle would like to know if you are available to attend the Board meeting on 11 February 2019, to present on the Inquiry and respond to any questions. I suspect a half hour timeslot can be scheduled from 2.30 pm, but this could be later if 2.30 doesn't suit you..

Regards

Roger Horstmann

Manager, SPB Policy, Review & Support

Policy, Standards & Governance | Government Services

Westpac House, Level 7, 91 King William Street ADELAIDE SA 5000
t 822 65748 | **e** roger.horstmann@sa.gov.au | **w** spb.sa.gov.au

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From: Butlin, Matthew (OSAPC) <Matthew.Butlin@sa.gov.au>

Sent: Wednesday, December 19, 2018 6:10 PM

To: Rantanen, Nicolle (PT) <Nicolle.Rantanen@sa.gov.au>

Cc: MacDonald, Gerard (OSAPC) <Gerard.MacDonald@sa.gov.au>; Miller, Tyson (OSAPC) <Tyson.Miller@sa.gov.au>;

Horstmann, Roger (DTF) <Roger.Horstmann@sa.gov.au>

Subject: Consultation with State Procurement Board

Dear Nicolle

As you are aware, the South Australian Productivity Commission's inquiry into government procurement is now well underway. The Commission has published an Issues Paper and is in the process of consulting with interested parties. I feel we have significantly increased our understanding of the issues following initial stakeholder discussions, and with the assistance of Roger Horstmann.

Accordingly, and in view of the State Procurement Board's role in procurement system, I believe the Commission's work is at a point where a discussion with the Board on matters pertinent to the inquiry's terms of reference would be very beneficial. In addition, I would also like to extend an invitation to individual Board members to meet separately with the Commission should they wish to do so. I would be grateful if you would convey that invitation to the Board members.

I attach a copy of the information request that has gone to the Board's Secretariat. The request sets out the key areas, information and evidence of interest to the Commission at this time.

The Board and/or individual members may find that request helpful to guide a discussion with the Commission. Not all questions need to be responded to if that is the preference; and it is quite likely there are other matters Board and/or members may wish to raise. In any case, the Commission is particularly interested in case studies and data to support any views given.

The Commission's Guideline: Use of Information – Public Sector Agencies sets out how the Commission handles agency information. Premier and Cabinet Circular 046 – the South Australian Productivity Commission is the Commission's primary governance document and will give you further background and context in terms of the Commission's objects, functions and how inquiries are conducted. You can see more about the inquiry, including our Terms of Reference on our website: <https://www.sapc.sa.gov.au/inquiries/inquiries/government-procurement-inquiry/initial-consultation>.

With kind regards

Dr Matthew Butlin

Chair | SA Productivity Commission

Chief Executive | Office of the SA Productivity Commission

State Administration Centre, Level 6, 200 Victoria Square ADELAIDE SA 5000 | DX56201

T 08 8226 6448 E matthew.butlin@sa.gov.au W www.sapc.sa.gov.au

Sara, Justin (DTF)

From: Sara, Justin (DTF)
Sent: Tuesday, 15 January 2019 7:51 PM
To: Butlin, Matthew (OSAPC)
Subject: Re: Procurement Review

Thanks Matthew

Justin Sara
Deputy Chief Procurement Officer
 Department of the Premier and Cabinet
Tel 08 8462 1506
 Mobile 0401 710 866
justin.sara@sa.gov.au
www.dpc.sa.gov.au
 GPO Box 11030, Adelaide SA 5001

From: Butlin, Matthew (OSAPC)
Sent: Tuesday, 15 January 2019 5:36 PM
To: Sara, Justin (DTF)
Cc: MacDonald, Gerard (OSAPC)
Subject: RE: Procurement Review

Hi Justin

I will read this email and the embedded documents (which I have printed) this evening – with much interest. Our discussion this morning was insightful and very helpful. Thank you. I anticipate more conversation.

Cheers

Matthew

Dr Matthew Butlin
 Chair | SA Productivity Commission
 Chief Executive | Office of the SA Productivity Commission
 State Administration Centre, Level 6, 200 Victoria Square ADELAIDE SA 5000 | DX56201
 T 08 8226 6448 E matthew.butlin@sa.gov.au W www.sapc.sa.gov.au

From: Sara, Justin (DTF)
Sent: Tuesday, 15 January 2019 5:08 PM
To: MacDonald, Gerard (OSAPC) ; Butlin, Matthew (OSAPC)
Subject: Procurement Review

Matthew/Gerard,

Thank you for the opportunity to meet today to discuss the review being undertaken by the SAPC.

In reflecting on our discussions today, I provide the following summary of the matters raised:

- Capability – quality outputs are generally derived from quality inputs. In the procurement context, the South Australian Government should look to retain commercially skilled and experienced procurement professionals (preferably holding professional qualifications such as MCIPS) in order to secure optimal value and public value from the dollars its spends on goods and services. This does not mean a procurement person allocated to every business unit across government (decentralised approach) but rather a supported and capable core procurement function to meet the needs of Government in an effective and efficient way. The SPB has increased its focus on capability development in recent years and done some excellent work in lifting capability but this process will take some time. Where capability cannot be sustained within an agency due to its scale and size, then a specialist procurement service should be available to them to use for their high complexity/high risk procurements (potentially on a fee for service basis).
- Value of Strategic Procurement – in financial terms, for every \$1 invested in Strategic Procurement, more than \$17 is returned to government through financial savings. We measure our input costs and outputs using the **ROSMA**

model developed by AT Kearney in association with CIPS – see <https://www.atkearney.com/procurement/rosma>). I have included a paper that summarises the performance of the Strategic Procurement Group against the ROSMA measures and benchmarks our resourcing to other jurisdictions –

<< File: GAIF_nov15.ppt >>

- Need for clear objectives (across all areas of Government Policy) – as discussed, there are several procurement policies in place that relate to secondary benefits but there is generally no objective setting in place for the financial benefits (ie savings) from procurement (as is often the case in the private sector). In the absence of balanced guidance on the benefits from procurement operations, stakeholders run the risk of being disappointed or surprised by the outcomes of procurement processes as procurement teams are forced to make their own determination about the relative importance of one policy versus another. Procurement teams would benefit greatly from a single overarching set of objectives for the procurements they deliver.
- Approvals – As highlighted, our Acquisition Plans go through 4 to 5 sequential approvals before we can release a tender to the market. This can easily take 8 to 12 weeks alone. All of these approvals are based on a single 'rule book' – the State Procurement Board Guidelines. The same approval process undertaken 5 times will not deliver 5 times the value. Streamlining approvals will result in significant reductions in the elapsed time for procurements.
- Managing compliance risk – Procurement teams undertaking procurements need to incorporate requirements from 65 SPB documents with a total of 583 pages of guidelines and 383 uses of the word 'Must', ie 383 mandatory or non-discretionary requirements. If they don't they are potentially subject to adverse Audit findings (which are published in the public domain) or potentially run the risk of committing maladministration (as defined by the ICAC Act). I would favour a principle based approach to procurement guidelines and minimising 'prescription without purpose' in guideline documents.
- Opportunities for streamlining processes – in short – reduce the number of required approvals for procurement projects, raise dollar thresholds placing more procurement processes into the simple category, streamline evaluation processes.
- More opportunities for business – I support the introduction of a procurement pipeline on the SA Tenders and Contracts site to provide advance notice of opportunities. I am also supportive of creating online 'playing fields' on the SA Tenders and Contracts site where low value procurements can be contested in the open market using simple evaluation processes.
- Regions – most of our whole of government contracts do not mandate regional sites to purchase from these contracts, allowing regional sites to tailor their sourcing to their own needs (noting that some agencies place their own requirements on regional sites outside of a formal mandate). My team assesses regional impacts and opportunities during the market research phase of our procurements.
- Single Business Identifier – our supplier (Morton Blacketer) has advised that following the go live of the new SA Tenders and Contracts site in late February 2019, they could provide the functionality for suppliers to Pre-Register when using the site and avoid the need to repeatedly enter information about their business each time they tender.

I also attach:

Copy of the presentation to the Government Accounting and Information Forum on savings opportunities from across government contracts:

<< File: Strategic Procurement_jan2019.docx >>

Copy of our Procurement Dashboard:

<< File: SP_Program Dashboard Interim Update 20190114 v1.0.xlsx >>

Should you require any additional information, please do not hesitate to contact me.

Regards,

Justin Sara MCIPS

Director, Strategic Procurement | Government Services

Westpac House, Level 7, 91 King William Street ADELAIDE SA 5000

t 0401 710 866 | e justin.sara@sa.gov.au | w treasury.sa.gov.au

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Show me the money – delivering value from procurement

Government Accounting Information Forum

13 November 2015

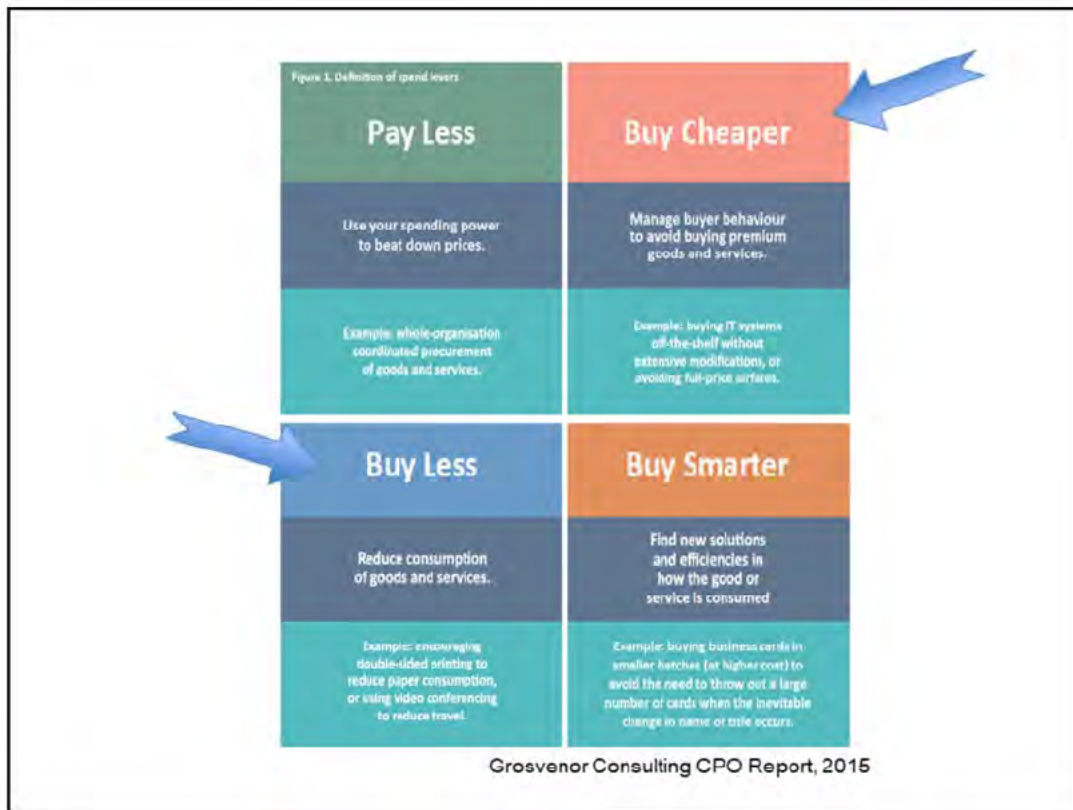
Justin Sara
Director, Strategic Procurement



Government of South Australia
Department of the Premier
and Cabinet



“Show me the money”



Based on a recent study across public sector organisations :

- In relation to buy cheaper (reducing nice to haves, add ons and bespoke items) generated the biggest returns as a savings initiative but only a quarter of public sector organisations use this tactic.
- The biggest savings did not come from using a large number of savings tactics but from those who implemented a targeted approach.
- Once public sector organisations understand which savings tactics work best for them and then focus on them, their savings increased from 10% to 27%
- Savings of between 16% and 26% were reported for categories including Office Supplies/Energy/Healthcare supplies and Contract Labour



The deal, what can procurement deliver:

- improved pricing and price certainty
- improved risk management outcomes
- detailed spend data
- commercial relationship with a supplier (that can be leveraged)
- enhanced competitive tension (for example panel contracts)



But remember...

The contract is just the start, value is not delivered at execution but over the **entire** life of the contract.

Value leakage also starts at the commencement of a contract



Buying *cheaper*

- Identifying the lower priced product or service is often straightforward – use price lists or online purchasing tools
- Buyer behaviour is the challenge – how do we get buyers across our agencies to choose the lower priced option? Why do they choose a higher price?



Buying *cheaper* – example from Agency A - Travel

- Travellers at Agency A in September 2015 bought higher priced airfares resulting in additional spend of **\$2252**
- Where a higher cost fare was booked, 50% of travellers declined the lowest cost fare due to their own personal preference (? Airline preference)
- Across all agencies, an additional \$73751 was spent on higher cost fares in September, annually more than **\$1 million** in missed savings is recorded.



Buying **cheaper** –Economy Flights to Melbourne (2015 YTD)

Airline Group	Average Ticket Price
A	\$243
B	\$351

On average, it costs 44% for the State's travellers to fly to Melbourne with B than A.

So we would expect that SA Government travellers would choose A over B...



Buying **cheaper** – Economy Flights to Melbourne (2015 YTD)

Airline Group	Number of flights (today)	Earliest departure/latest departure
A	12	0605 to 2035
B	11	0600 to 1950

Both airline groups offer food/beverage, modern aircraft, lounge facilities and two classes of travel.

So we would expect that SA Government travellers would choose A over B...






Buying **cheaper** – Economy Flights to Melbourne (2015 YTD)

Airline Group	Share of SA Govt spend
A	28%
B	72%

3 out of every 4 bookings for SA Government travellers are made with a higher cost carrier

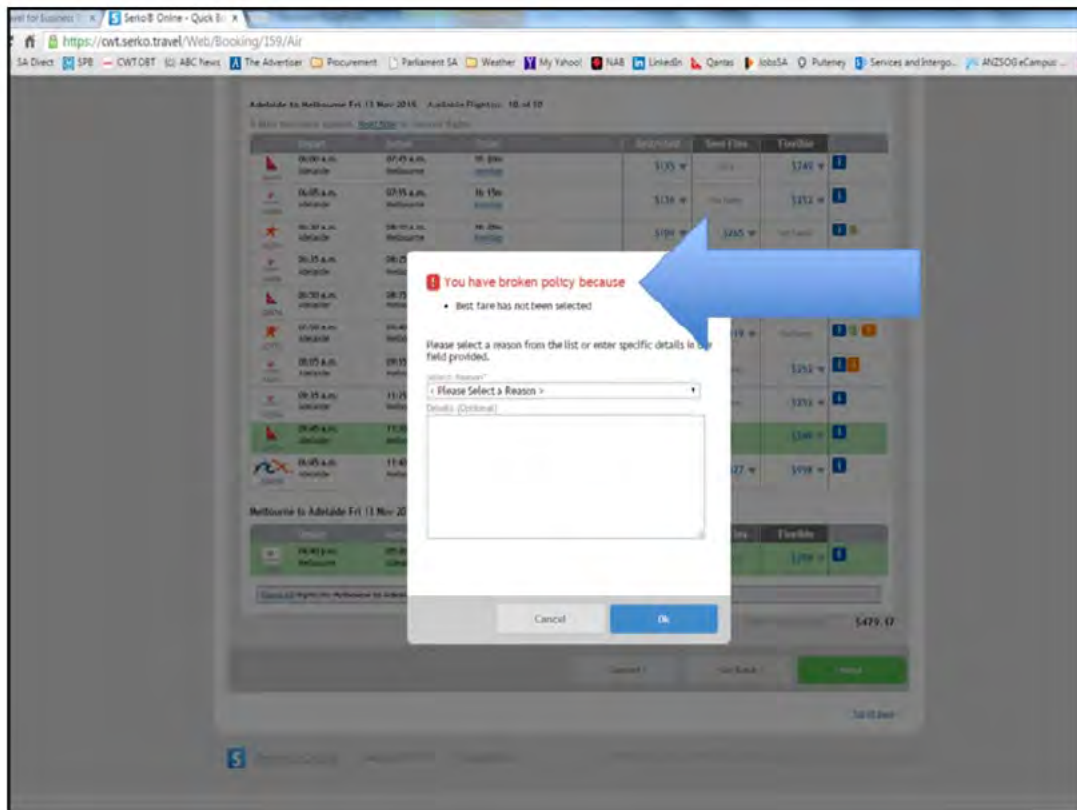


Buying **cheaper** – Economy Flights to Melbourne (2015 YTD)

Airline Group	Share of SA Govt spend
 australia	28%
 QANTAS  Jetstar	72%

Why are we paying more for an essentially identical service?

What can be done about modifying/monitoring buyer behaviour?





Buying ***cheaper*** – options

- Fuel: use a BP fuel card – bigger discount than other suppliers
- Energy: undertake a tariff review to ensure sites are on the best rate
- ICT: leverage competitive tension on the panel, secondary procurement processes
- Mobile phones: better voice and data plans under new contract
- Audit: look broader than the Big 4 and consider other firms
- Temp Labour: negotiate with panel suppliers (eg \$100k pa in DPC)
- Stationery: get both suppliers to bid for your business and/or implement hard substitutes (eg generic instead of branded with one phone call to a supplier)
- Travel: Book online, half the price. SA Government booking tool is the latest technology



Buying ***cheaper*** – options

- Example of hard substitution – A4 copy paper
- Used by all agencies
- Largely a generic product with defined standards
- SA Government buys more than 40 different kinds of White A4 paper
- By requiring suppliers to supply only their generic A4 paper (irrespective of what is ordered), nearly **\$400,000** would be saved each year
- Consider other opportunities for hard subs – pens, post it notes, folders, whiteboard markers, toner, toilet paper etc



What's better than buying cheaper?

Not buying at all (Buy less)!



Buying *less*

- ICT licensing – true up your licences to actual use
- ICT – consider service requirements – can your infrastructure be optimised
- Data – one SIM instead of two (ie tethering)
- Travel – smaller travel parties, videoconferencing, use unused ticket credits
- Energy – energy efficiency audits, more efficient technologies
- Temp staff – avoid ‘upselling’, active management of workforce, avoid long term engagements
- Postal – digital alternatives to traditional delivery



How can agencies buy **cheaper** and **less**?



DPC Strategic Procurement can assist...

- Monthly reports available for each agency for most contracts
- Savings Summary reports to CEs quarterly
- Category Managers available to offer specialist advice and identify cost savings
- Facilitate meetings with suppliers



Agencies can realise savings by:

- Setting clear policy guidelines for buyers (what to buy and what not)
- Using the detailed contract reports provided by Strategic Procurement to identify and deliver savings
- Actively managing buyers who consistently pay a price premium
- Undertake secondary procurements – use competitive tension
- Engage with contracted suppliers, build a relationship and leverage it
- Seek advice and assistance



Can we 'Show you the money'?





Yes, we can...more than \$5 million in buyer behaviour related savings are available across government now.

Contact:

DPC Strategic Procurement

Ph: 8462 1506

Email: justin.sara@sa.gov.au

PROGRAM DASHBOARD

5

CMDB Contract No.	Contract	Contract Phase	Lead	Contract Expiry Date / Establish End Date	Extension Options (Months)	Estimated Start Date for Next Contract Estab. Process	Current Activity			Key Milestones / Approvals										Post Establishment & Variation Activities			Comments / Issues	Total Contract Value (TCV) GST incl. # # - Amounts based on estimated TCV in Purch Rec (or Cab Sub); assumes all extensions options exercised.
							Activity Description	Planned End Date	Status	Acq Plan	Release to Market	Eval Plan	Eval Rpt	Neg Plan	Purch Rec	Cab Sub	Contract Signed	Variation Approved / Extension Approved	Variation Signed / Extension Signed	PC027 Disclosure (60 days)	Start-up Checklist / Variation Checklist (60 days)	Post Estab Review / Contract Closure Report / Acquittals		
	Mainframe Services	Estab	MD	31/01/19																				
1553	Travel Management Services - Carlson Wagonlit Aust Travel	Mgmt	DT	31/05/19		Nil																		
	Professional Services	Mgmt	DT	16/10/19		12 + 12																		
1513	Messaging & Business Communication Services (MBCS) - Dimension Data	Mgmt	MD	31/08/20		12																		\$44,940,148
1696	Travel Management Services - QBT	Mgmt	DT	31/01/22		12+12																		
1642	End User Computing - DXC	Mgmt	MD	07/02/24		12+12+12																		\$457,145,824
1686	Dept for Energy & Mining Electricity Retail Supply & Services - Zen Energy	Mgmt	ZT	31/10/25		60+60+60																		
1669	Dept for Energy & Mining Electricity Generation & Supply - SolarReserve	Mgmt	PH	31/10/40		Nil																		

Clause 7(1)(b)

PROGRAM DASHBOARD

PROGRAM DASHBOARD						Current Activity			Key Milestones / Approvals										Post Establishment & Variation Activities						
						Red = Planned Completion Date (* = Estimate only) Black = Actual Completion Date																			
CMDB Contract No.	Contract	Contract Phase	Lead	Contract Expiry Date / Establish End Date	Extension Options (Months)	Estimated Start Date for Next Contract Estab. Process	Activity Description	Planned End Date	Status	Acq Plan	Release to Market	Eval Plan	Eval Rpt	Neg Plan	Purch Rec	Cab Sub	Contract Signed	Variation Approved / Extension Approved	Variation Signed / Extension Signed	PC027 Disclosure (60 days)	Start-up Checklist / Variation Checklist (60 days)	Post Estab Review / Contract Closure Report / Acquittals	Comments / Issues	Total Contract Value (TCV) GST incl. # # - Amounts based on estimated TCV in Purch Rec (or Cab Sub); assumes all extensions options exercised.	
	SA Tenders & Contracts Website Support and Maintenance - Morton Blacketer	Mgmt	GB	Pending 'Go live'			Clause 7(1)(b)																		
1675	Electricity - Small Market - Origin Energy	Mgmt	ZT	31/12/18	Nil																				
1674	Electricity - Unmetered Lighting - Simply Energy	Mgmt	ZT	31/12/18	Nil																				
	Electricity - Metering & Related Services	Estab	ZT	25/01/19																					
	Communications Services, DPC Master Media Services	Estab	BR	31/03/19																					

PROGRAM DASHBOARD

PROGRAM DASHBOARD							Current Activity			Key Milestones / Approvals										Post Establishment & Variation Activities				
CMDB Contract No.	Contract	Contract Phase	Lead	Contract Expiry Date / Establish End Date	Extension Options (Months)	Estimated Start Date for Next Contract Estab. Process	Activity Description	Planned End Date	Status	Acq Plan	Release to Market	Eval Plan	Eval Rpt	Neg Plan	Purch Rec	Cab Sub	Contract Signed	Variation Approved / Extension Approved	Variation Signed / Extension Signed	PC027 Disclosure (60 days)	Start-up Checklist / Variation Checklist (60 days)	Post Estab Review / Contract Closure Report / Acquittals	Comments / Issues	Total Contract Value (TCV) GST incl. # # - Amounts based on estimated TCV in Purch Rec (or Cab Sub); assumes all extensions options exercised.
	Department for Child Protection Agency (Residential) Care	Estab	DT	31/08/19																				
	Voice and Unified Communications Services	Estab	MD	21/10/19																				
1693	International Air Travel - Virgin Airlines	Mgmt	DT	30/04/20		Nil																		
1549	Courier & DX Services - Toll Transport	Mgmt	DT	30/11/18																				
1559	SA Tenders & Contracts Website Support and Maintenance - Morton Blacketer	Mgmt	GB	03/04/19		Nil																		
1335	McAfee MLA	Mgmt	BR	24/06/19		Nil																		No commitment. At Agency discretion.
1486	eProject Panels Appl. Support - NovaWorks Group	Mgmt	BR	30/06/19		Nil																		
1299	Mainframe Computing Services - Ent Services (DXC)	Mgmt	MD	23/08/19		Nil																		\$149,560,000
1447	Adobe Open Options CLP - Adobe Systems Software	Mgmt	BR	30/09/19		Subject to negs																		No commitment. At Agency discretion.
122	Network Devices Panel - Datacom, Data#3, Dimension Data, NEC, Optus	Mgmt	MD	30/09/19		48																		\$76,160,000
1504	Network Management Services - NEC	Mgmt	MD	30/09/19		48																		\$232,400,000
1213	Novell MLA	Mgmt	MD	30/09/19		n/a																		No commitment. At Agency discretion.
1523	Postal Services - Australia Post	Mgmt	DT	31/10/19		12																		
133	Procurement Services Panel - 67x Suppliers registered	Mgmt	DT	31/10/19		Nil																		

Clause 7(1)(b)

PROGRAM DASHBOARD

PROGRAM DASHBOARD						Current Activity			Key Milestones / Approvals										Post Establishment & Variation Activities					
						Red = Planned Completion Date (* = Estimate only) Black = Actual Completion Date																		
CMDB Contract No.	Contract	Contract Phase	Lead	Contract Expiry Date / Establish End Date	Extension Options (Months)	Estimated Start Date for Next Contract Estab. Process	Activity Description	Planned End Date	Status	Acq Plan	Release to Market	Eval Plan	Eval Rpt	Neg Plan	Purch Rec	Cab Sub	Contract Signed	Variation Approved / Extension Approved	Variation Signed / Extension Signed	PC027 Disclosure (60 days)	Start-up Checklist / Variation Checklist (60 days)	Post Estab Review / Contract Closure Report / Acquittals	Comments / Issues	Total Contract Value (TCV) GST incl. # # - Amounts based on estimated TCV in Purch Rec (or Cab Sub); assumes all extensions options exercised.
1466	PABX Equipment & Services - NEC	Mgmt	MD	19/11/19	12	Clause 7(1)(b)																		\$61,300,000
132	Employee Assistance Program Services Panel - Converge, Corporate Health	Mgmt	MD	22/11/19	12+12																			
131	Temporary Staff Services Panel - Careerlink Business Services, Chandler Macleod, Davies Stewart Consulting, DFP Recruitment, Excel Recruitment, Experis (Manpower), Extrastaff, Harrison McMillan, Hays Specialist Recruitment, Hoban Recruitment, Hudson Global Resources, Maxima, McArthur, Modis, Paxus Australia, Peoplebank, Programmed Skilled, Randstad, Rexco People, Talent International, Talent Options	Mgmt	DT	30/11/19	12+12																			
113	Fuel Card Panel - BP, Caltex, Viva	Mgmt	ZT	31/12/19	12+12																			
1685	Natural Gas - Origin Energy	Mgmt	ZT	01/02/20	12																			
135	Workplace & Related Services (WaRP) Panel - COS, KW Wholesale Stationers, OfficeMax, Winc, United Office	Mgmt	DT	31/03/20	12+12																			
1648 1649	Domestic Air Travel - Qantas, Virgin	Mgmt	DT	30/04/20	12+12																			
1571 1572 1574 1640 1665	International Air Travel - Cathay, Emirates, Qantas, Qatar, Singapore	Mgmt	DT	30/04/20	Nil																			
1658	MS Premier Support Services - Microsoft	Mgmt	BR	25/06/20	Nil																			\$3,388,033

PROGRAM DASHBOARD

							Current Activity			Key Milestones / Approvals										Post Establishment & Variation Activities				
CMDB Contract No.	Contract	Contract Phase	Lead	Contract Expiry Date / Establish End Date	Extension Options (Months)	Estimated Start Date for Next Contract Estab. Process	Activity Description	Planned End Date	Status	Acq Plan	Release to Market	Eval Plan	Eval Rpt	Neg Plan	Purch Rec	Cab Sub	Contract Signed	Variation Approved / Extension Approved	Variation Signed / Extension Signed	PC027 Disclosure (60 days)	Start-up Checklist / Variation Checklist (60 days)	Post Estab Review / Contract Closure Report / Acquittals	Comments / Issues	Total Contract Value (TCV)
																								GST incl. # # - Amounts based on estimated TCV in Purch Rec (or Cab Sub); assumes all extensions options exercised.
106	Distributed Computing Support Services (DCSS) Panel - DXC, NEC	Mgmt	BR	30/06/20	Nil																			\$267,500,000
1663	Microsoft Software & Services	Mgmt	BR	30/06/20	Nil																			\$71,490,000
115	Mail House Services Panel - Fuji Xerox, Lane Laser Printers	Mgmt	DT	30/09/20	12+12																			
1261	Network Access Agreement - Agile	Mgmt	BR	31/10/20	36																			\$0
121	Network Carriage Services Panel - AAPT, Amcom, Internode, Nextgen, Optus, Telstra	Mgmt	MD	31/10/20	36																			\$577,200,000
1512	Network Internet Services - Internode	Mgmt	BR	31/10/20	36																			\$27,440,000
104	Client Computing & Server Equipment (CCSE) Panel - Acer, Dell, HP, HP PPS, Lenovo, Lenovo Global, Toshiba	Mgmt	MD	31/12/20	Nil																			\$532,500,000
1676	Communication Services Panel - 72x Suppliers Registered	Mgmt	BR	31/12/20	As req'd.																			
1597	Cash Management Services - Linfox Armaguard	Mgmt	DT	12/03/21	Nil																			
1469	Entco Trim MLA	Mgmt	MD	14/03/21	Nil																			No commitment. At Agency discretion.
107	Document Output Devices Panel - Canon, Fuji Xerox, Konica Minolta, Kyocera, Ricoh	Mgmt	MD	30/06/21	Nil																			\$174,700,000

Clause 7(1)(b)

PROGRAM DASHBOARD

PROGRAM DASHBOARD							Current Activity			Key Milestones / Approvals										Post Establishment & Variation Activities						
CMDB Contract No.	Contract	Contract Phase	Lead	Contract Expiry Date / Establish End Date	Extension Options (Months)	Estimated Start Date for Next Contract Estab. Process	Activity Description	Planned End Date	Status	Acq Plan	Release to Market	Eval Plan	Eval Rpt	Neg Plan	Purch Rec	Cab Sub	Contract Signed	Variation Approved / Extension Approved	Variation Signed / Extension Signed	PC027 Disclosure (60 days)	Start-up Checklist / Variation Checklist (60 days)	Post Estab Review / Contract Closure Report / Acquittals	Comments / Issues	Total Contract Value (TCV) GST incl. # # - Amounts based on estimated TCV in Purch Rec (or Cab Sub); assumes all extensions options exercised.		
1691	Microsoft Licensing Solution Provider - Data#3	Mgmt	BR	30/06/21	36	Clause 7(1)(b)																			\$2,200,000	
104	Hosting Services Panel - AC3, Adam, Blue Crystal, DXC, Datacom, Ent Services, Hostworks, Interhost Pacific, Internode, Iocane, NEC, NineZero, Optus, Telstra, YourDC	Mgmt	BR	08/10/21	Nil																				\$65,000,000	
1321	Oracle License & Service Agreement	Mgmt	MD	20/12/21	Nil																				No commitment. At Agency discretion.	
112	Bulk Fuels & Lubricants Panel - Caltex, LH Perry, Mogas, United Petroleum	Mgmt	ZT	01/06/22	24+24																					
102	Audit & Financial Advisory Services Panel - BDO, Bentleys, Deloitte, E&Y, Galpins, Hood Sweeney, KPMG, PKF, PWC	Mgmt	DT	26/11/22	Nil																					
	DPC Simple Procurement Online	Policy	GB	n/a	n/a																					
	Managed Cloud Services Provider (Azure, AWS, Google)	Pending	ICT																							
	Bridging Electricity	Pending	ZT																							
	Energy Data Management System	Pending	ZT																							

Status (Priority):

H

High

M

Medium

L

Low

O

On Hold

P

Placeholder / Not started

C

Complete

\$2,742,924,005

Drop down lists for Program Dashboard

Contract Phase
Close
Mgmt
Estab
Pending
Policy

Current Activity
Description
Acq. Plan
Annual Review
Assessment
BAU
Closure
Completed
Contract Handover
Dispute Resolution
Evaluation
Extension
Final Approvals
Management
Market Call
Market Docs
Mkt Research
Negotiation
Novation
On Hold
Placeholder
Post Estab.
Post Expiry
Post Extension
Pre-Negs
Signing
Strategy
Trans-In
Trans-Out
UAT
Variation

Status Key

L	Low
M	Medium
H	High
O	On Hold
P	Placeholder / Not started
C	Complete

Horstmann, Roger (DTF)

From: Horstmann, Roger (DTF)
Sent: Wednesday, 6 February 2019 9:25 AM
To: Butlin, Matthew (OSAPC)
Cc: MacDonald, Gerard (OSAPC); Oruga, Giselle (OSAPC); Cottell, Melanie (DTF)
Subject: RE: Procurement Forum May 2019

Thanks Matthew
 Melanie Cottell will be in touch with your office as planning progresses.
 Regards
 Roger Horstmann
 Manager, Procurement Policy & Governance
 Policy, Standards & Governance | Government Services

Westpac House, Level 7, 91 King William Street ADELAIDE SA 5000
 t 822 65748 | e roger.horstmann@sa.gov.au | w spb.sa.gov.au

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From: Butlin, Matthew (OSAPC) <Matthew.Butlin@sa.gov.au>
Sent: Tuesday, February 5, 2019 9:52 PM
To: Horstmann, Roger (DTF) <Roger.Horstmann@sa.gov.au>
Cc: MacDonald, Gerard (OSAPC) <Gerard.MacDonald@sa.gov.au>; Oruga, Giselle (OSAPC) <Giselle.Oruga@sa.gov.au>; Cottell, Melanie (DTF) <Melanie.Cottell@sa.gov.au>
Subject: RE: Procurement Forum May 2019

Hi Roger

Wednesday 8 May is the only date that works at this point. Happy to do it, noting it must be based on the draft report and the final report will be submitted to the government on 15 May.

Cheers

Dr Matthew Butlin

Chair | SA Productivity Commission
 Chief Executive | Office of the SA Productivity Commission

State Administration Centre, Level 6, 200 Victoria Square ADELAIDE SA 5000 | DX56201
 T 08 8226 6448 E matthew.butlin@sa.gov.au W www.sapc.sa.gov.au

From: Horstmann, Roger (DTF)
Sent: Monday, 4 February 2019 3:20 PM
To: Butlin, Matthew (OSAPC) <Matthew.Butlin@sa.gov.au>
Cc: MacDonald, Gerard (OSAPC) <Gerard.MacDonald@sa.gov.au>; Oruga, Giselle (OSAPC) <Giselle.Oruga@sa.gov.au>; Cottell, Melanie (DTF) <Melanie.Cottell@sa.gov.au>
Subject: Procurement Forum May 2019

Hi Matthew

The State Procurement Board Capability team will be holding the next procurement forum for SA government procurement staff in early May. The procurement forums are an integral part of the Board's capability development strategy. These events provide a valuable opportunity for procurement and contract management personnel across the South Australian government to hear the latest thinking on procurement 'hot topics', gain insights from other sectors and facilitate networking. The forums are sponsored by the State Procurement Board and free for SA govt procurement staff to attend.

The theme for the Autumn procurement forum will be "*The future is now: AI and blockchain – how technologies can drive productivity*". The forum will be a half-day morning session at the Mayfair hotel Adelaide and will include morning tea and an optional light lunch for networking. We are in the early stages of planning and liaising with potential speakers and expect to finalize the date shortly. However, the forum will either be held on 2nd, 8th or 9th May (these are the dates the Board Chair is free).

The speakers will include a speaker on blockchain, a speaker on AI and a SA government agency speaker to showcase our work here (this will be DPTI talking about using AI on the driverless bus trial at Glenelg).

Given that the interim report on the *Government Procurement Inquiry* will be reporting around this time and that productivity ties in with the technologies theme we would like to invite you to attend.

- Can you please advise if you would like to attend the forum, and if so, which of the following dates you are free in the morning (2nd, 8th, 9th May).
- Could you also advise whether you would like to present at the forum – to give a brief 10 minute update on the emerging *Government Procurement Inquiry* findings and the relevance of the forum to procurement productivity.

If you would like to attend/present, it would be helpful if you could hold multiple dates in your diary at this stage, as that will provide us flexibility in coordinating dates with potential speakers.

The Capability team will continue to progress this event. They will liaise with your office in due course once the event date is confirmed and when more detailed information is available.

Regards

Roger Horstmann
Manager, Procurement Policy & Governance
Policy, Standards & Governance | Government Services

Westpac House, Level 7, 91 King William Street ADELAIDE SA 5000
t 822 65748 | e roger.horstmann@sa.gov.au | w spb.sa.gov.au

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Sara, Justin (DTF)

From: Sara, Justin (DTF)
Sent: Monday, 11 February 2019 1:57 PM
To: Butlin, Matthew (OSAPC)
Subject: Accepted: FW: SAPC Round Table meetings

Horstmann, Roger (DTF)

From: Cottell, Melanie (DTF)
Sent: Thursday, 28 February 2019 9:08 AM
To: Butlin, Matthew (OSAPC)
Cc: MacDonald, Gerard (OSAPC); Oruga, Giselle (OSAPC); Horstmann, Roger (DTF); Hannagan, Lisa (DPC)
Subject: RE: Procurement Forum May 2019

Good morning Matthew,

Thank you for your response to our request to attend the State procurement Board's Autumn Procurement Forum.

We have now finalised our speakers for the day. Unfortunately our key note speaker from NSW is only available on Thursday 9th May 2019.

The Autumn Procurement Forum will therefore be held on 9th May. FYI the forum will be held at the Adelaide Oval in the Ian McLachlan Room East from 9:15 to 12 noon, with an opportunity to stay on for a light lunch and networking to 12:45. In the event that your diary changes and you have some availability to attend the event, you would be welcome to attend all or part of the session. (If this occurs please let us know and we can reserve a place for you).

The procurement forums are held bi-annually. The next forum will likely be held in October 2019 and we will be in contact with you close to the time for an opportunity to attend that event.

Kind regards,

Melanie Cottell MCIPS

Manager, Procurement Capability Development | Government Services | Policy, Standards and Governance
Part time: Monday to Thursday

Westpac House, Level 7, 91 King William Street, ADELAIDE SA 5000
 t 822 65717 | e melanie.cottell@sa.gov.au | w treasury.sa.gov.au

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From: Horstmann, Roger (DTF)
Sent: Wednesday, 6 February 2019 9:26 AM
To: Butlin, Matthew (OSAPC) <Matthew.Butlin@sa.gov.au>
Cc: MacDonald, Gerard (OSAPC) <Gerard.MacDonald@sa.gov.au>; Oruga, Giselle (OSAPC) <Giselle.Oruga@sa.gov.au>; Cottell, Melanie (DTF) <Melanie.Cottell@sa.gov.au>
Subject: RE: Procurement Forum May 2019

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 Regards
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t 822 65748 | e roger.horstmann@sa.gov.au | w spb.sa.gov.au

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Cc: MacDonald, Gerard (OSAPC) <Gerard.MacDonald@sa.gov.au>; Oruga, Giselle (OSAPC) <Giselle.Oruga@sa.gov.au>; Cottell, Melanie (DTF) <Melanie.Cottell@sa.gov.au>
Subject: RE: Procurement Forum May 2019

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Cheers

Dr Matthew Butlin

Chair | SA Productivity Commission

Chief Executive | Office of the SA Productivity Commission

State Administration Centre, Level 6, 200 Victoria Square ADELAIDE SA 5000 | DX56201
T 08 8226 6448 E matthew.butlin@sa.gov.au W www.sapc.sa.gov.au

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Sent: Monday, 4 February 2019 3:20 PM
To: Butlin, Matthew (OSAPC) <Matthew.Butlin@sa.gov.au>
Cc: MacDonald, Gerard (OSAPC) <Gerard.MacDonald@sa.gov.au>; Oruga, Giselle (OSAPC) <Giselle.Oruga@sa.gov.au>; Cottell, Melanie (DTF) <Melanie.Cottell@sa.gov.au>
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Sara, Justin (DTF)

From: Sara, Justin (DTF)
Sent: Wednesday, 24 April 2019 2:19 PM
To: Butlin, Matthew (OSAPC)
Subject: Accepted: South Australian Productivity Commission