



DOING BUSINESS WITH THE SHIRE OF EAST PILBARA

ACKNOWLEDGEMENT OF COUNTRY

I acknowledge the Traditional Owners of the land on which we gather today, the Nyiyaparli people, and their continuing connection to the land, waters and community.

I also acknowledge the Martu people as the Custodians of Jigalong which sits in Nyiyaparli Country.

I pay my respects to their leaders, past, present and emerging.

OVERVIEW OF THE SHIRE'S SPEND

- \$200 Million + Annual Budget
- \$6-7million paid per month to suppliers
- 500 – 750 purchase orders per month
- The Shire plans on calling 75 formal tenders and requests for quotes, and 63 simple quotations as part of its 2025/26 capital works program (doesn't include purchases for operational needs).

WORKING WITHIN THE RULES

- The Shire is a public agency and is governed by State Legislation and Regulations.
- The Shire is the custodian of public money and assets and has a responsibility to be accountable to ratepayers and community on how ratepayers' money is spent.
- Shire bound by the *Local Government Act 1995 (WA)*
- Also bound by *Local Government (Functions & General) Regulations 1996*
- Procurement guided by ethics, integrity, fairness, accountability
- Ensures public money (ratepayer funds) is spent transparently and responsibly

SUPPORTING LOCAL & DIVERSE BUSINESSES

- Commitment to support local suppliers access Shire purchasing with 10% weighting on price given to locals through the Shire's Regional Price Preference Policy.
- Support for registered Aboriginal businesses & Disability Enterprises – procurement exemptions up to \$250k (based on value for money).

REGIONAL PRICE PREFERENCE

- Applies to Requests for Quotes and Tenders
- Goods & Services – 10% preference (max \$50,000)
- Construction Services – 5% preference (max \$50,000)
- First-time outsourced goods/services – 10% preference (max \$500,000)
- Preference applied for evaluation purposes only – still subject to best value.

VALUE FOR MONEY & ASSESSMENT

- Price is important, but not the only factor
- Consider whole-of-life costs & total cost of ownership
- Quality & technical compliance
- Supplier capability, reliability & track record
- Sustainability and local economic/social benefits
- Goal: best result for community and ratepayers

PURCHASING PATHWAYS

- Advertised prices (under \$500) – evidence such as online screenshot
- Simple Quotes (\$500–\$9,999) – at least one written quote
- Formal Requests for Quotation (\$10,000–\$249,999) – 3 written quotes, evaluation
- Public Tenders (\$250,000+) – open process, Council approvals
- Prequalified Supplier Panels – ongoing supply, streamlined, equitable allocation

HOW TO REGISTER & GET STARTED

- Register your business on the Tenderlink portal and Vendorpanel portal* (Shire's procurement systems)
- Tender for Shire Preferred Supplier Panel
- Join WALGA Preferred Supplier Panel (where applicable)
- Keep compliance docs current: ABN, insurances, WHS, licences
- Monitor Shire website and public notices for opportunities
- Always indicate you are a local business and that you wish to access the Regional Price Preference
- Answer **ALL** of the questions in the RFX documents
- Contact Procurement Team for guidance or clarification

* from 1 January 2026

MORE INFORMATION

Visit the Shire's website:

<https://www.eastpilbara.wa.gov.au/tenders/>

Shire's Procurement Team

Phone: (08) 9175 8000

Email: procurement@eastpilbara.wa.gov.au

quotes@eastpilbara.wa.gov.au

admin@eastpilbara.wa.gov.au

WALGA Preferred Supplier Program:

<https://walga.asn.au/suppliers/preferred-supplier-program/become-a-preferred-supplier>