

Contractor Central

Supplier Forum
FY21/22

Will be starting shortly...

Contractor Central

Supplier Forum
FY21/22

16 September 2022





Philip Sarbutt

**DIRECTOR, CATEGORY MANAGEMENT
HUMAN & PROFESSIONAL SERVICES
NSW PROCUREMENT**

Acknowledgement of Country



Artwork: 'Regeneration' by Josie Rose 2020

Agenda

- Acknowledgment and Welcome
- **Keynote speech – Minister Tudehope**
- NSW Government Contingent Workforce – Highlights and Strategic Priorities
- **Supplier Hub – Department of Customer Service**
- Spend Overview
- Scheme Operations Metrics
- Q & A

Keynote Speech

The Hon. Damien Tudehope BA/LLC MLC

**MINISTER FOR FINANCE,
MINISTER FOR EMPLOYEE
RELATIONS**





NSW Government Contingent Workforce

HIGHLIGHTS & STRATEGIC PRIORITIES

NSW Government Contingent Workforce Strategy

Contractor Central

Prequalification Scheme(s)

A panel of suppliers established through a prequalification Scheme for Contingent Workforce or Statement of Work



Vendor Management System (VMS)

Whole of government SaaS platform to support the management of the contingent workforce



Managed Service Providers (MSP)

Panel of providers responsible for delivering efficiencies by implementing agreed cost saving strategies and process improvements



Payroll Providers

A panel of payroll providers to assist in building a NSW Govt specific pool of contingent workers

Highlights: July 2021 – June 2022



Contractor Central

- 85% of expenditure went through the VMS in FY21/22
- Water NSW and DEIT implemented Contractor Central
- Consolidation of Industry & Planning and Environment Contractor Central instances



SCM0007

- 322 Suppliers currently on the Scheme
- 22 Suppliers added to the Scheme in FY 21/22
- Superannuation and Payroll Tax changes



Spend and volume

- Both increased significantly compared with FY20/21
- \$1.66 billion spent through the scheme FY21/22
- 16 million hours logged (~8,333 FTE)*



Current Environment

- Ongoing COVID impacts (WFH / Hybrid working)
- Workforce attraction and retention

Source: VMS and Supplier reported data. Does not include ACT Government.

Strategic Priorities



Contingent Workforce value proposition




Social Procurement objectives



Fiscal Repair



Leverage and expand the use of Contractor Central



Elizabeth Walter– Program Director, Digital Procurement Transformation, DCS
Daniel Ward -buy.nsw Product Owner and Architect

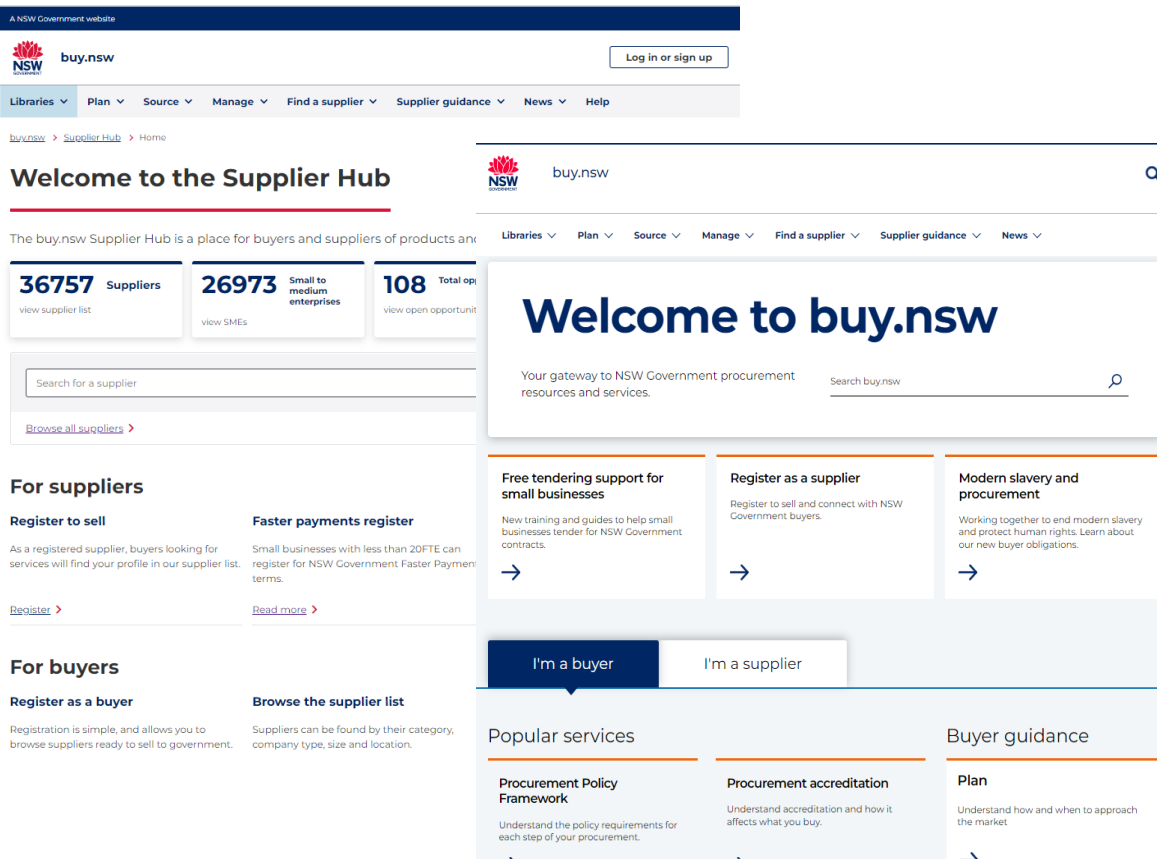
SUPPLIER HUB

buy.nsw

An overview of buy.nsw
23 August 2022

Elizabeth Walter
Daniel Ward

What is buy.nsw?



The screenshot shows the buy.nsw Supplier Hub website. At the top, there is a navigation bar with links for Libraries, Plan, Source, Manage, Find a supplier, Supplier guidance, News, and Help. Below this, a search bar and a 'Log in or sign up' button are visible. The main content area features a large 'Welcome to the Supplier Hub' heading and a sub-header: 'The buy.nsw Supplier Hub is a place for buyers and suppliers of products and services'. Three key statistics are highlighted: 36757 Suppliers, 26973 Small to medium enterprises, and 108 Total open opportunities. A search bar for suppliers is provided, along with a 'Browse all suppliers' link. The page is divided into sections for suppliers and buyers. The 'For suppliers' section includes 'Register to sell', 'Faster payments register', 'Free tendering support for small businesses', 'Register as a supplier', and 'Modern slavery and procurement'. The 'For buyers' section includes 'Register as a buyer' and 'Browse the supplier list'. At the bottom, there are tabs for 'I'm a buyer' and 'I'm a supplier', followed by 'Popular services' and 'Buyer guidance' sections.

The new gateway to NSW Government procurement resources and services

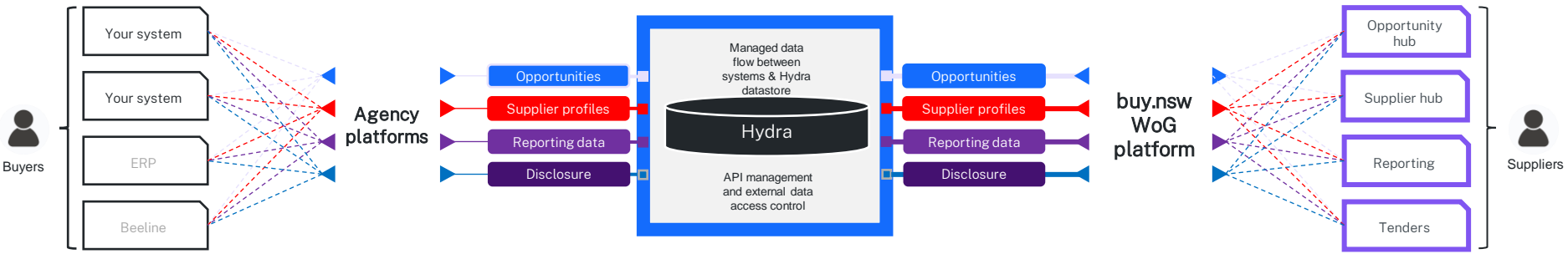
Doing business with Government made easy: Enables suppliers to register, apply and sell to Government, manage and update their information, and find and apply for Government supply opportunities

Simplifying Government buying: A single place where buyers find guidance, resources and support, and access platforms to purchase goods and services. Intelligent search will guide them through the buying process.

Diverse partnership ecosystem and spend: Enable increased number of government supply opportunities targeting and the potential for increased spend on small and medium enterprises (SMEs), indigenous organisations and start-ups

A connected and seamless procurement experience supporting the 'tell us once' initiative

The Hydra platform facilitates compliance to the **Tell Government Once** initiative by making API endpoints available to agencies where they can provide and consume mandated data to the buy.nsw platform.



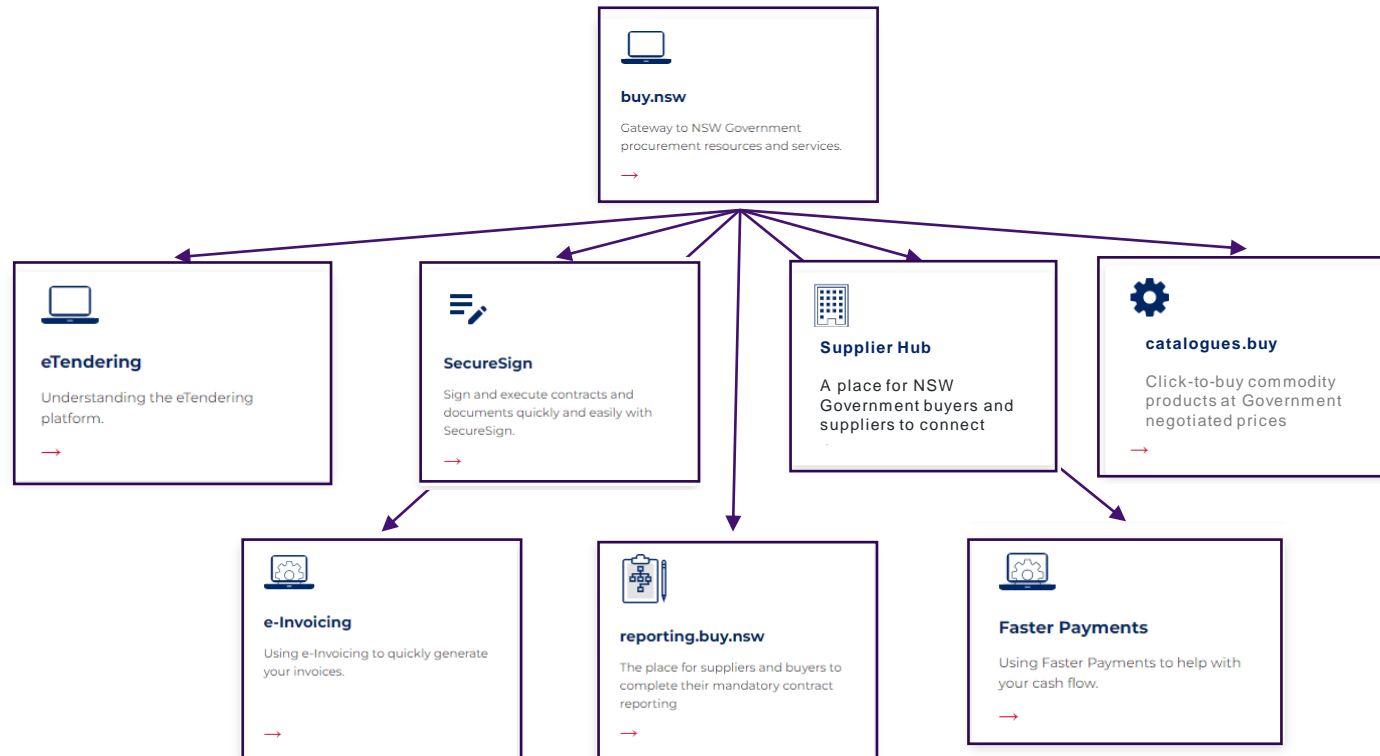
Tell Government Once

To support **Tell us once** and create a **connected and seamless procurement experience** for buyers and sellers we will preparing and submitting a cabinet submission in November regarding P2P data integration

- buy.nsw is the **mandated** platform for:
- Supplier registration (DAPCO)
 - Opportunity advertisement (ACT)
 - WoG Schemes and Scheme membership (Treasury)
 - Disclosure (GIPA)
 - WoG social procurement policy reporting (Treasury)
 - Annual agency procurement plans (Treasury)

- And has **verified** data sources for:
- Faster payment register
 - Social enterprises
 - Disability employment organisations
 - Aboriginal owned business

Our products and services



Supplier Hub

Live demonstration

Spend Overview

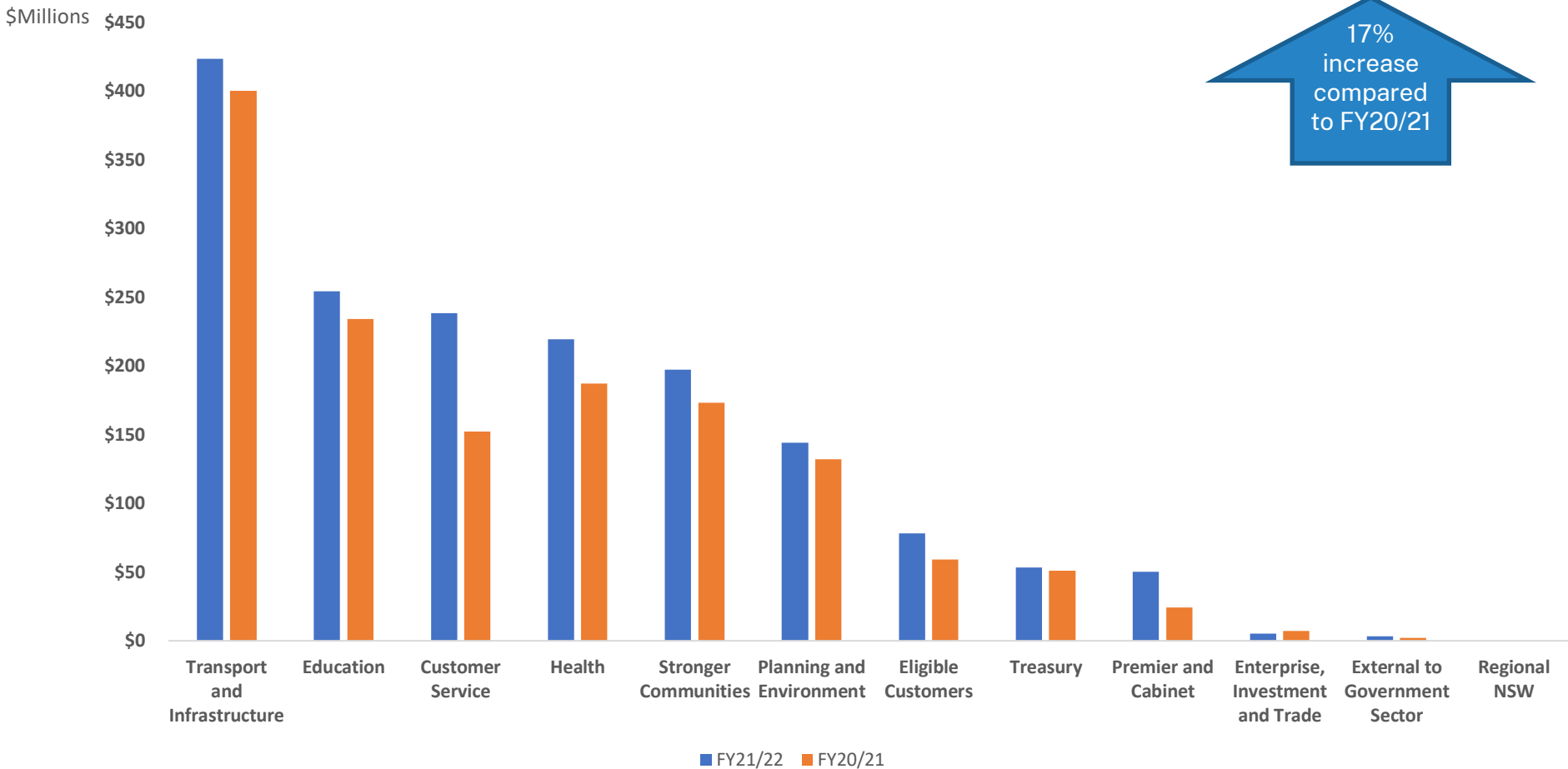
CONTINGENT WORKFORCE FY21/22

Spend by NSW Government Cluster

FY21/22

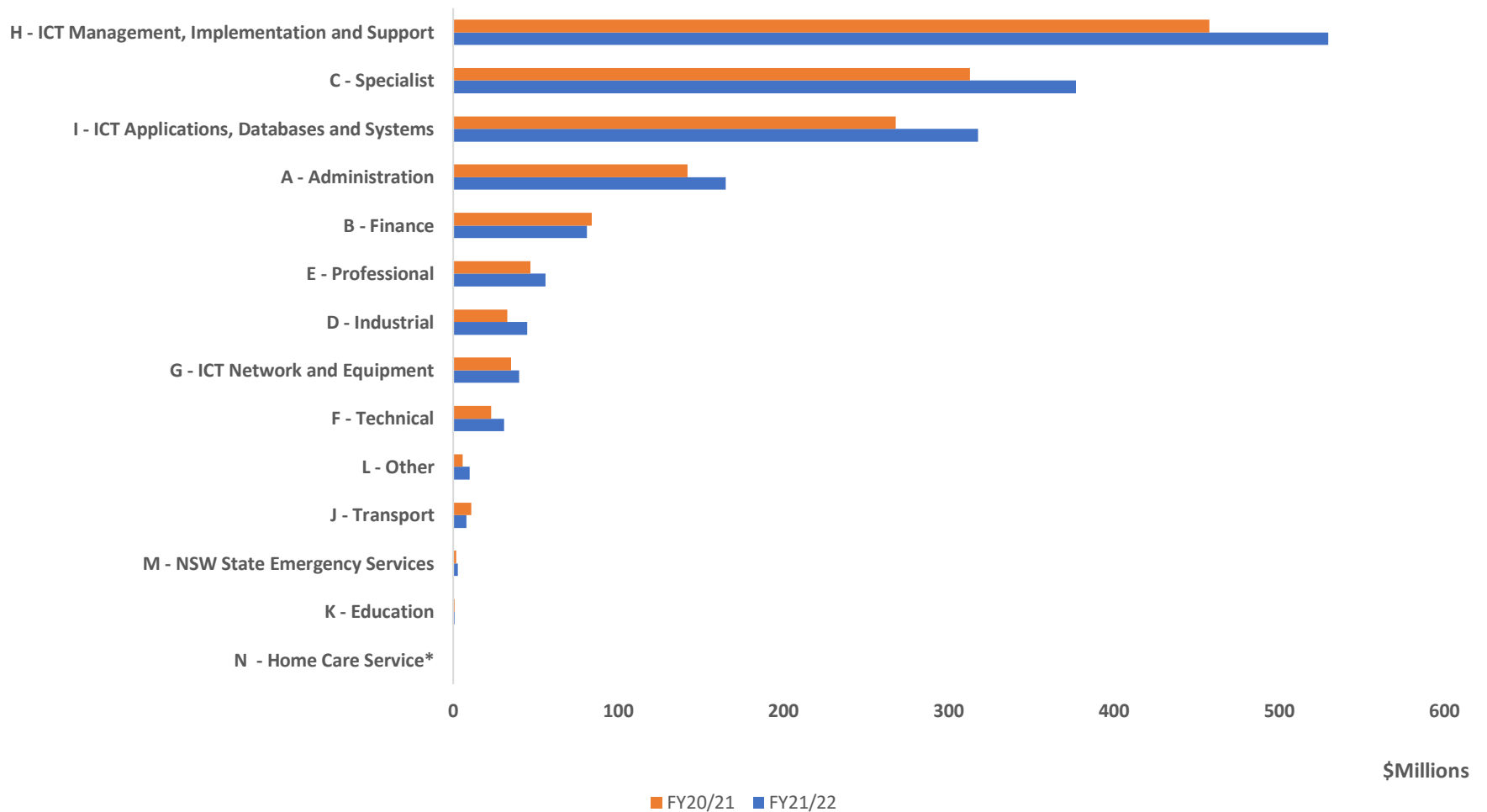
Total \$1.66b

17%
increase
compared
to FY20/21



Spend by Category

FY21/22

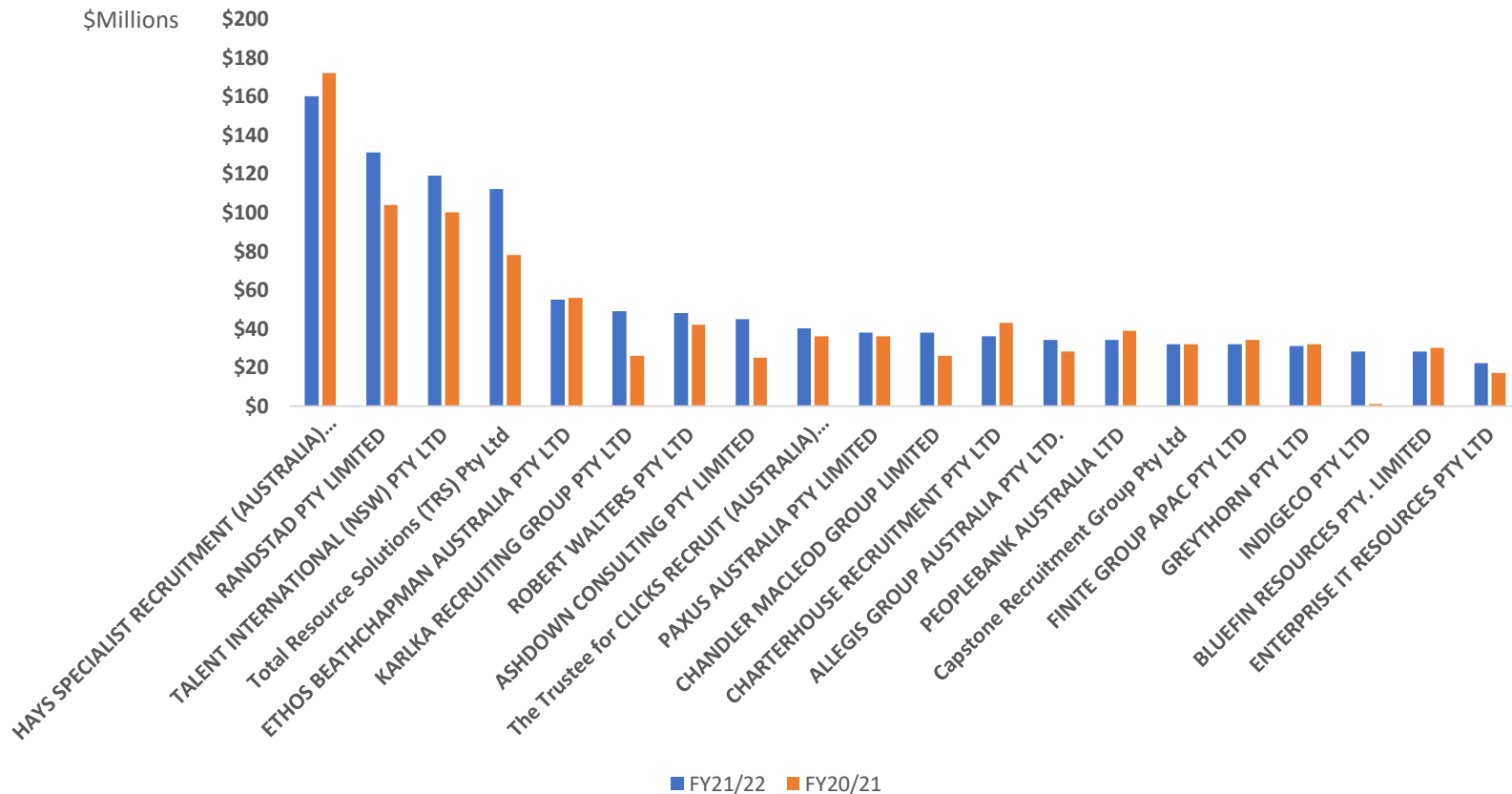


Source: VMS and Supplier reported spend data, does not include ACT Government
* Distribution Category now closed

Top 20 Suppliers Market Share

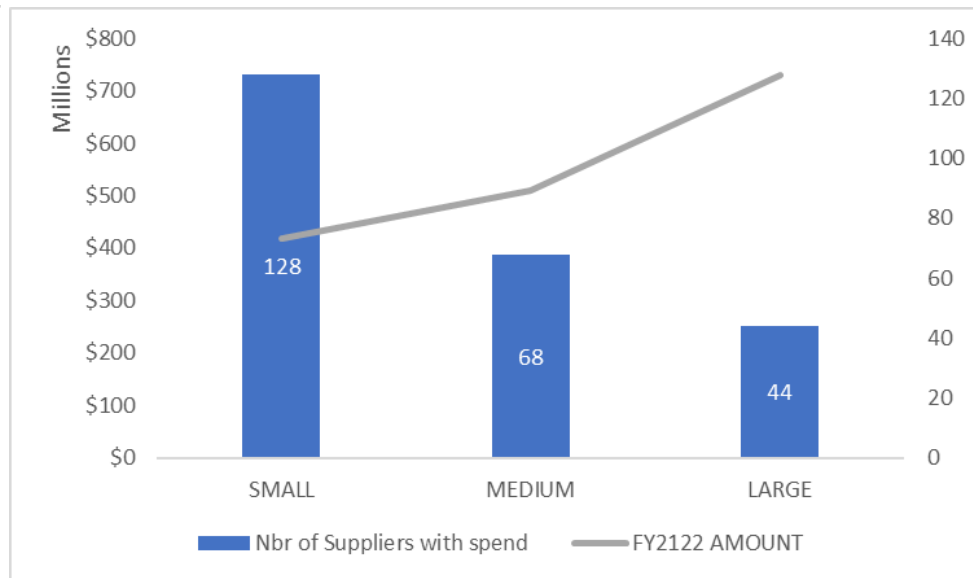
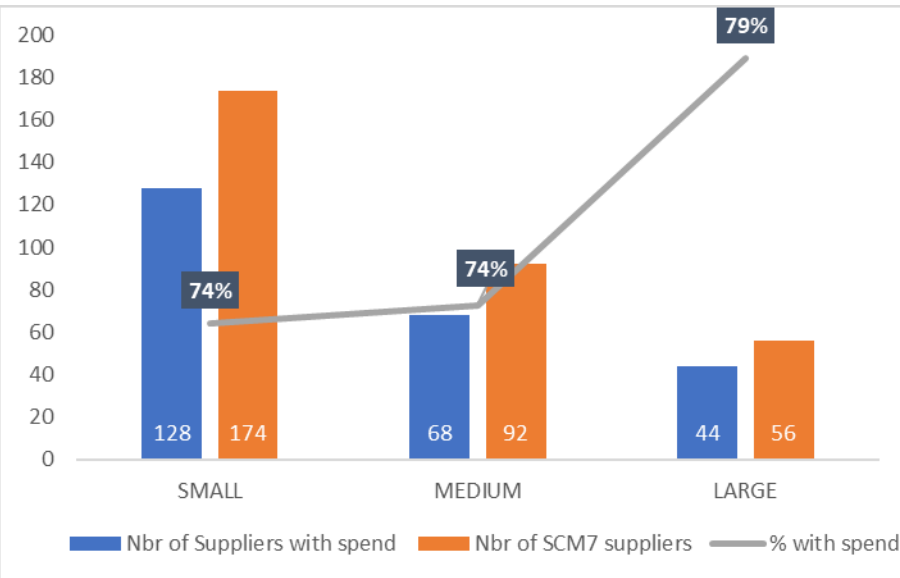
FY21/22

Top 20=
67% of Supplier spend



Spend by business size

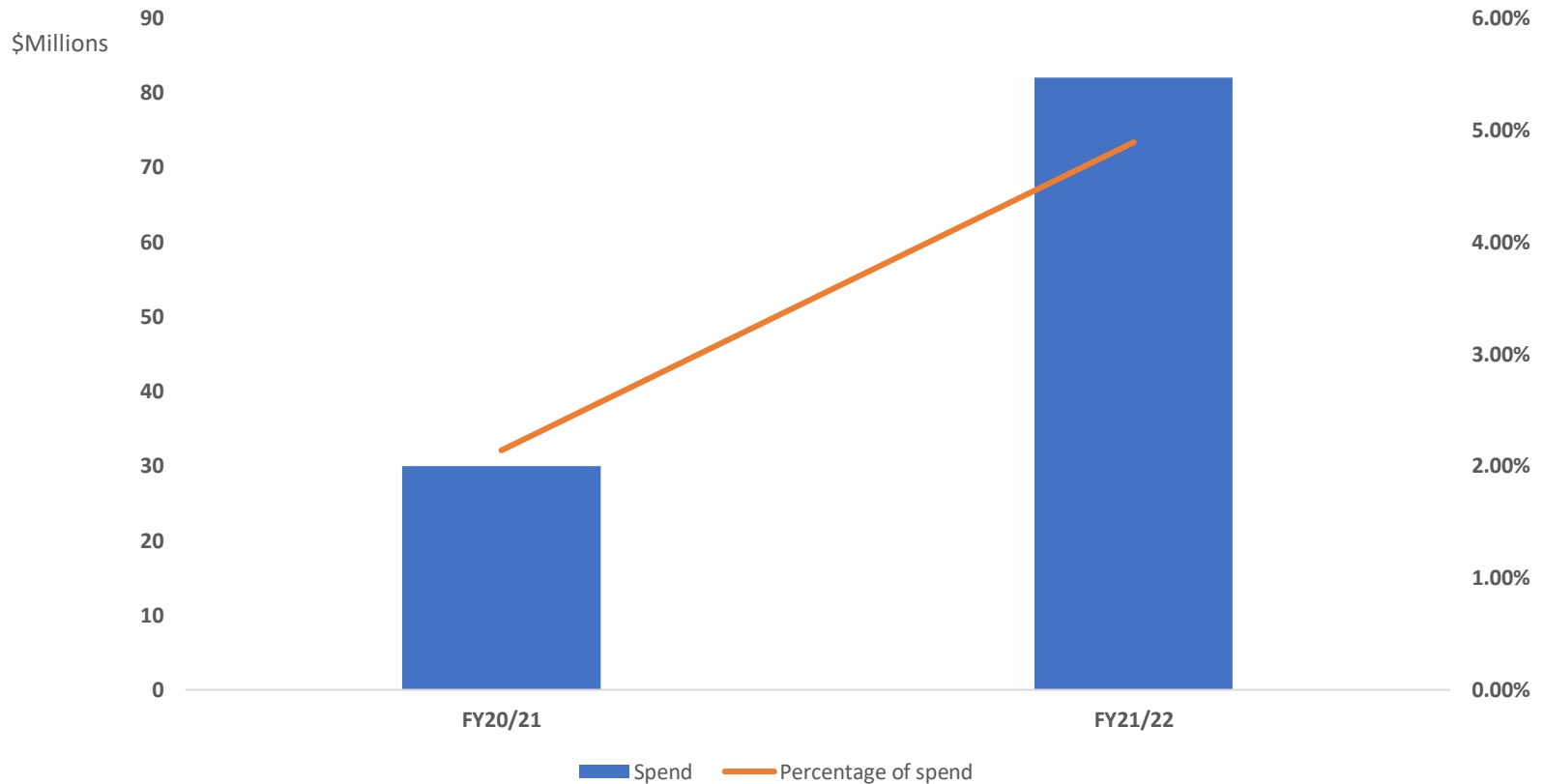
FY21/22



Aboriginal supplier spend FY21/22

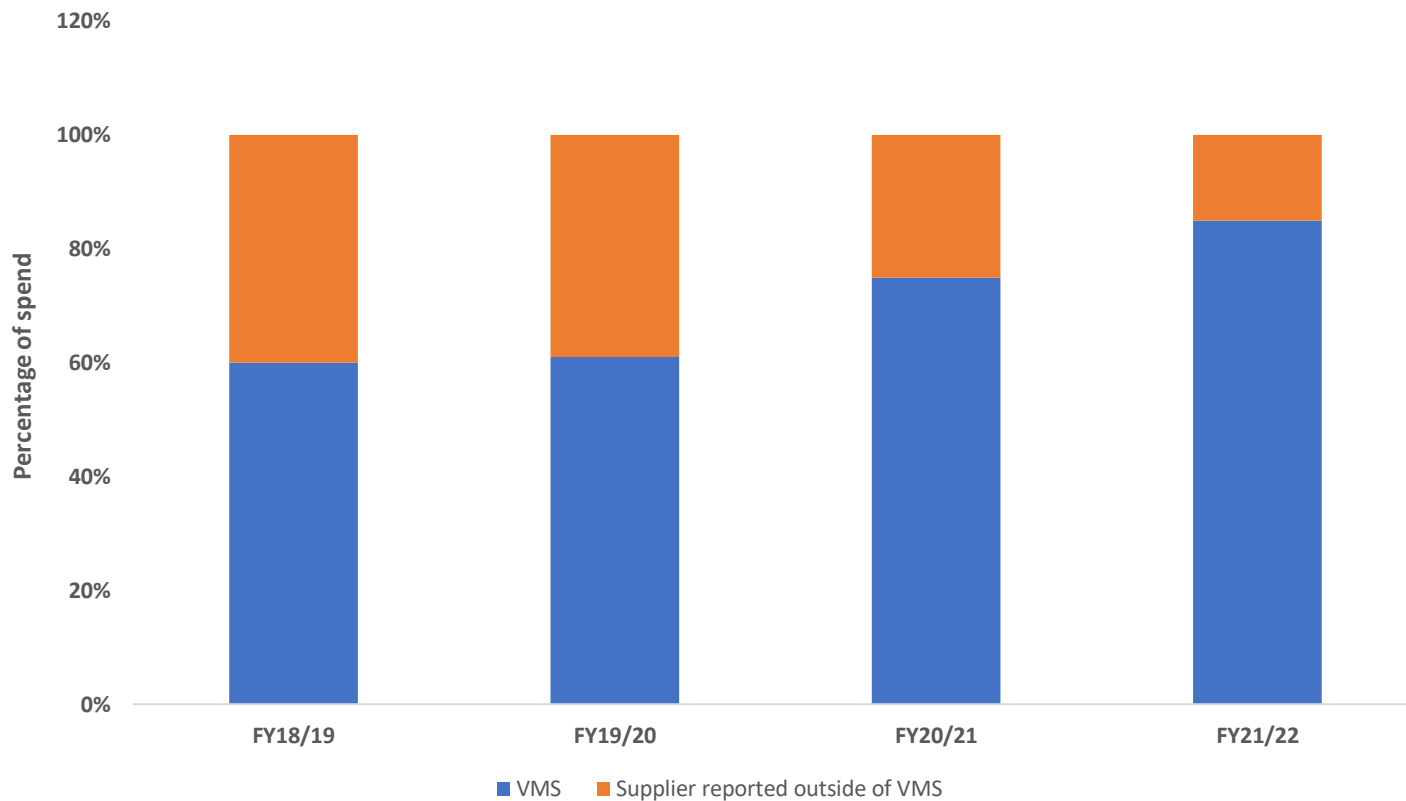
The NSW Government Aboriginal Procurement Policy establishes targets for clusters to increase indigenous supplier engagement

<https://buy.nsw.gov.au/policy-library/policies/aboriginal-procurement-policy>



Percentage of Spend through a VMS

FY21/22



Responses to Job Postings

FY21/22

9,172

Job Postings

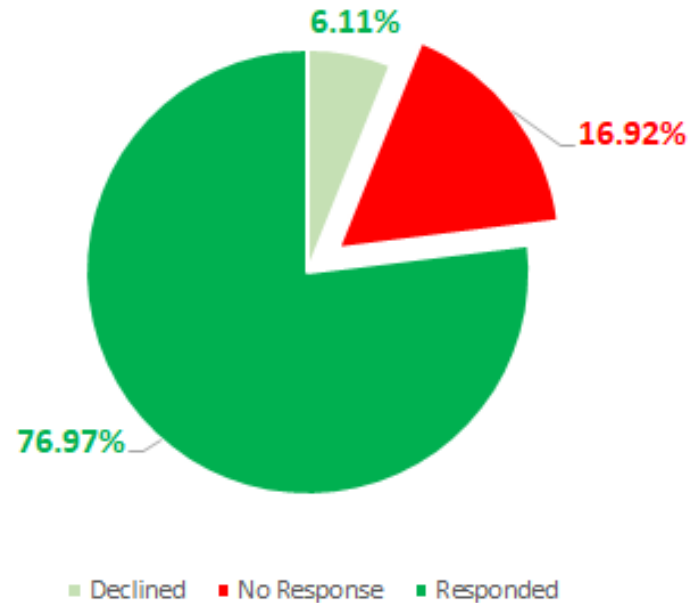
(Job postings may result in several hires)

3.33

Average suppliers invited per job posting

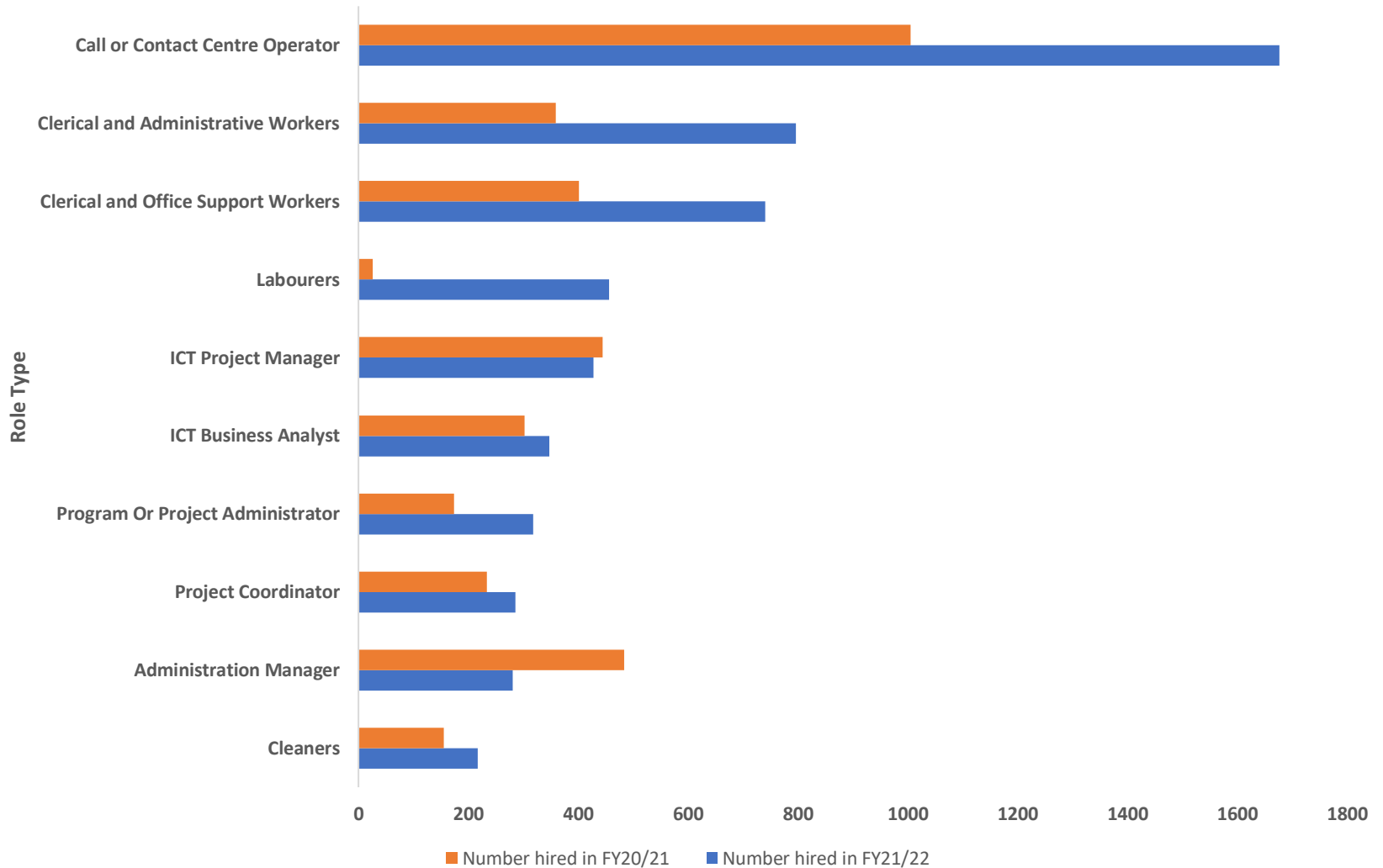
11,439

New Hires



Top 10 Contractor Central Role Types by Headcount

FY21/22



Scheme Operations Metrics

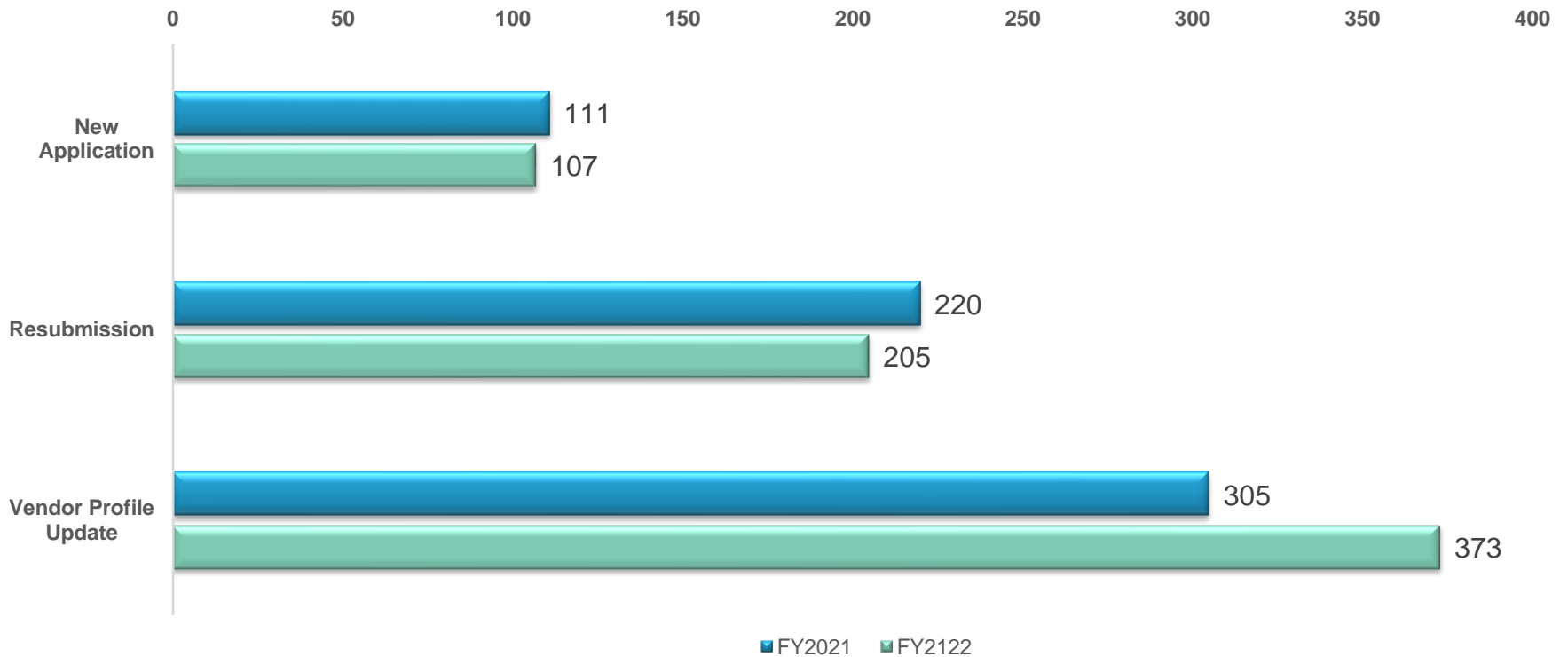
CONTINGENT WORKFORCE SCHEME 0007

FY21/22

SCM0007 – Lodgements

FY21/22

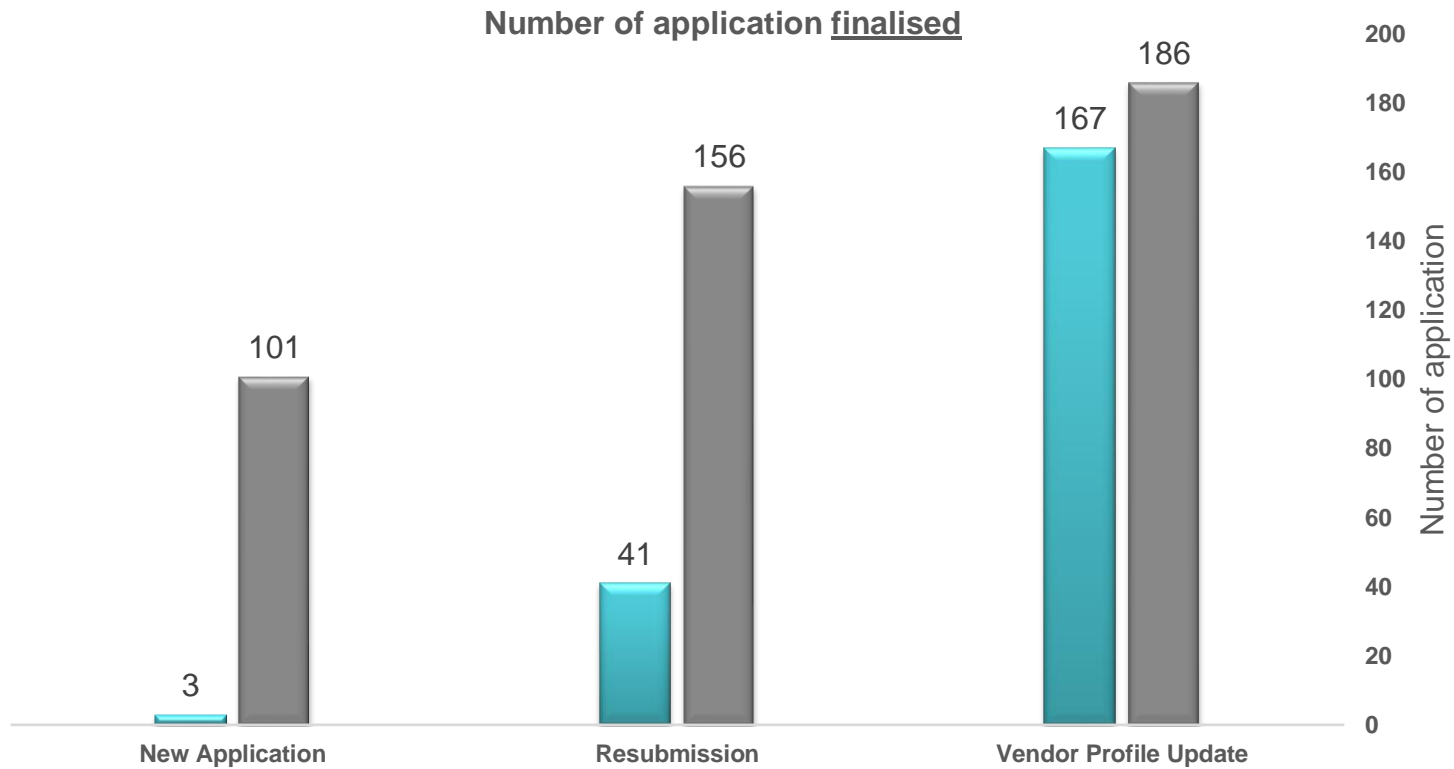
Number of application received



*Data source: eTendering

SCM0007 – Finalisations

FY21/22

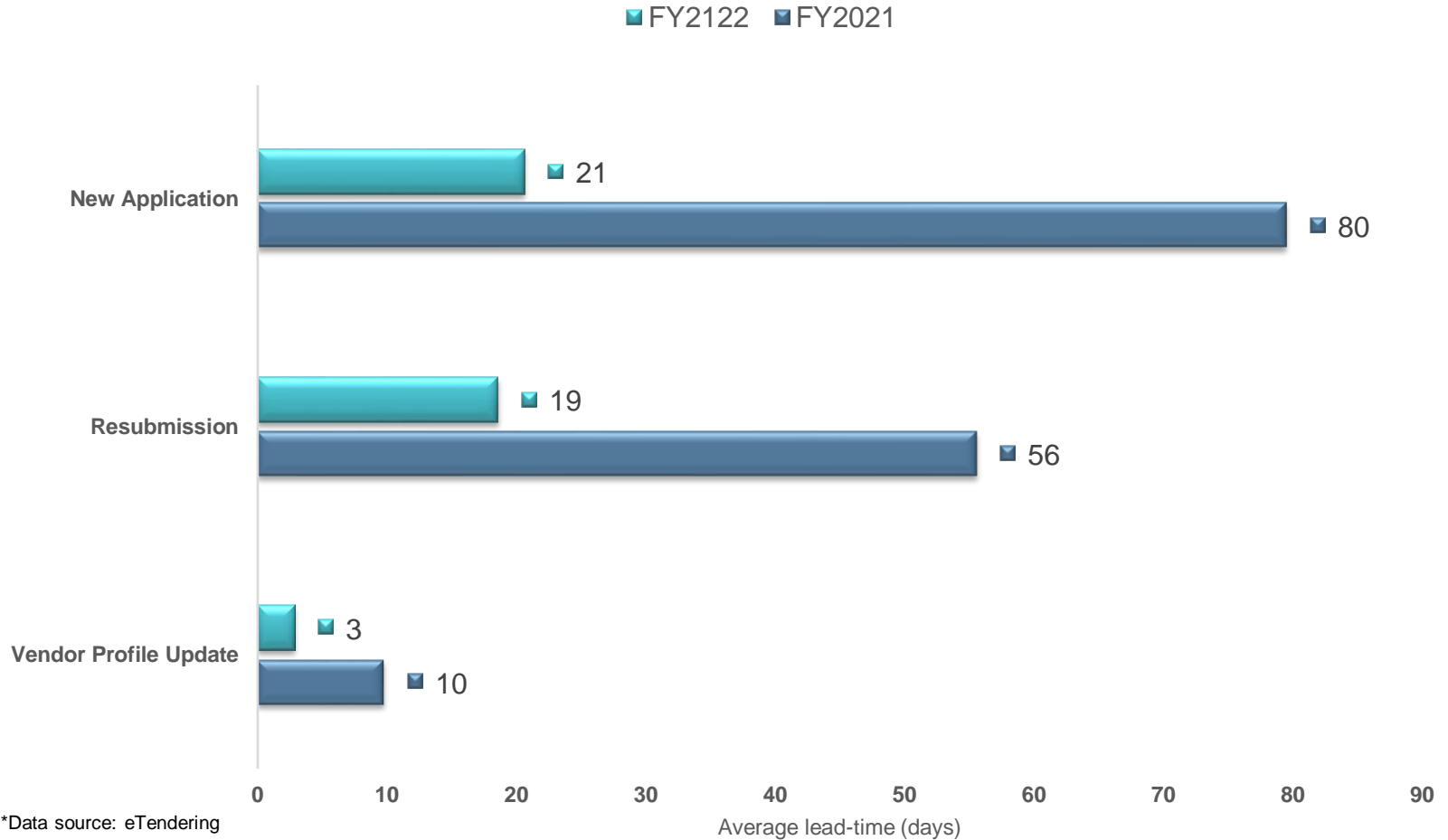


*Data source: eTendering

■ Unsuccessful ■ Successful

SCM0007 – Application processing times

FY 21/22

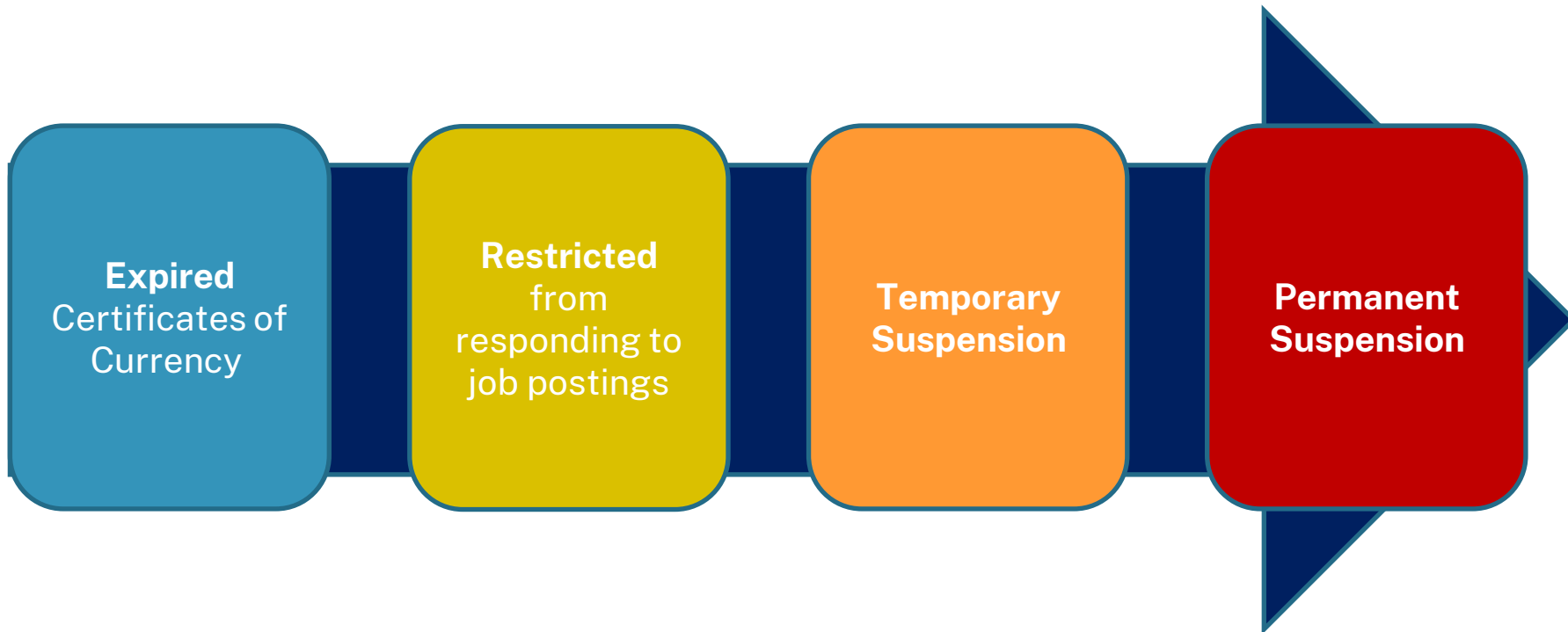


Reminder – Certificates of Currency



Reminder – Certificates of Currency

It is a scheme requirement to maintain current insurance.
This is **not** negotiable.



Check your profile at
www.tenders.nsw.gov.au

Reminder - Reporting compliance

All suppliers must report every month

ALL workers are in the VMS
(Fieldglass or Beeline)

I have no workers

Respond with your **legal entity name** and
NIL in the subject line




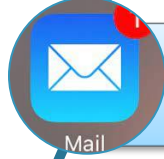

NO workers are in the VMS

I have some workers in the VMS and
some managed outside of the VMS

Complete the manual reporting template
detailing **all NON-VMS workers**

Reports are due on the 10th day of the month (or) the previous working day if the 10th falls on a weekend or public holiday

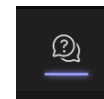
Supplier Reported Spend

-  New Template for Supplier reported data
-  New dropdown lists: Supplier name, cluster, agency
-  File name that should be preserved:
“ABN + business name, reporting month”
-  Email response to the monthly reminder
-  If you are utilising VMS or if there are no transactions to report for the month, respond NIL in the subject line with your company name

Q&A



Please ask any questions in the chat bar to the right.



Questions not answered in today's forum will be responded to in Q&A responses after the forum.

Q&A

If a contingent worker is represented by more than one supplier, who represents the candidate ?

Clause 28.17 - Right to Represent - In the case of a Contingent Worker being represented by more than one Supplier for a particular role, the Contingent Worker's choice of Supplier representation will be deferred to.

Do we have to reference check referred candidates ?

Clause 2.10 outlines the requirement to Conduct reference checks of all referred Contingent Worker(s) where payrolling services only are provided;

Q&A continued

If a hiring manager contact us, can we provide resumes for review ?

Clause 2.10 – requires suppliers to engage with our Managed Service Providers. “The Principal proposes to implement a panel of Managed Service Providers (MSP) arrangement. All Suppliers agree to work with the MSP where requested by the Principal Representative or an Eligible Customer at no additional cost to the Customer. “

Our advice to you is to work with your MSP. Where a Hiring Manager reaches out to you directly, please re-direct the enquiry to your MSP.

How do I ensure all my workers are in the VMS and I do not have to fill out the 0007 report each month?

If your workers are engaged in a cluster/s that have implemented Contractor Central (refer to the overview slide shared in today’s forum) please contact the applicable Contractor Central team to discuss onboarding of those workers in the VMS.

Note that if you have any workers in a cluster division and/or an eligible customer that has not implemented Contractor Central (but uses the 0007 Scheme) you will be required to continue to submit the monthly 0007 report on those workers.

