



NPN1.23

Trucks, Buses, Specialised Trucks, Bodies & Trailers

Acknowledgement of Country

In the spirit of reconciliation, the National Procurement Network acknowledges the Traditional Custodians of the land, respecting the lands and waters that give us life; into which the songlines, stories, ancestors, and dreaming's of Aboriginal and Torres Strait Islander peoples are woven.

We pay respect to all First Nations people and Elders past, present, and emerging.



Who is the NPN?



Local Government Procurement is costly, time consuming and must comply with the Local Government Regulations. Councils need to manage fraud and corruption risks and must also comply with the relevant states Audit Office standards.

Councils were asking for help with procurement, which is why the Local Government Associations established procurement organisations. The profits from the NPN members are returned each year to their LGA's and invested back into local government services.

The NPN members help Council meet legislative, reputation and compliance needs, simplifying the process by connecting councils to pre-qualified suppliers, big and small. This saves time and money and reduces councils' need to tender, advertise and prepare contracts.

Participating NPN Members



Why do councils use NPN Arrangements?

- ✓ The NPN simplifies Local Government Procurement.
- ✓ Significantly reduces time and resources in complying with Local Government Procurement Regulations.
- ✓ The LGA's have formed over 50 Pre-Qualified Supplier Arrangements, tailored to Local Government needs.
- ✓ Councils and approved buyers can procure through an NPN arrangement to directly request quotes from our suppliers, rather than going to tender yourselves.
- ✓ NPN Arrangements have pre-agreed terms and conditions for each arrangement that are ready to go.



The benefit for councils to use NPN Arrangements

- ➔ Reduce Risk
- ➔ Save Time
- ➔ Save Money
- ➔ Improve Governance
- ➔ Submit quotes (RFQs) via VendorPanel

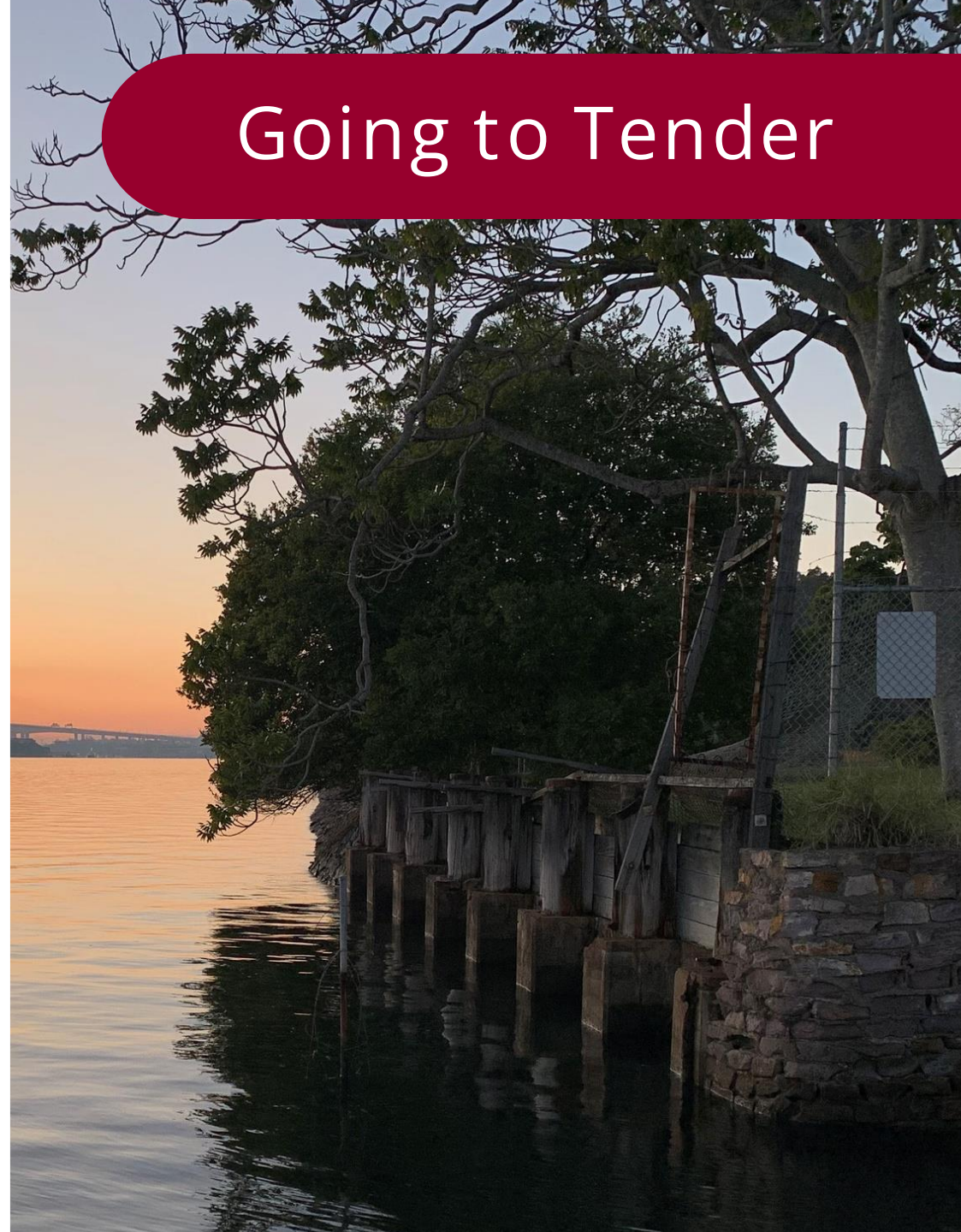
You can engage through a NPN Arrangement outside of VendorPanel. It is important to use the contract number NPN1.23

Buyers spend over \$1 Billion through NPN Arrangements every year, and that number will only keep increasing!

Tendering is a long and arduous process for both councils and suppliers!

- ✓ Preparation of Tender Documentation & Contracts.
- ✓ Open for at least 21 days, in some LG areas this can be up to 28 days.
- ✓ All Tenders must be evaluated. Many responses may be received.
- ✓ A risk that the preferred tenderer may be from outside the council area.
- ✓ The cost of tendering is around \$20,000 per tender for Local Government and \$5,000 for suppliers to respond.

Going to Tender



NPN Arrangements

The NPN allows councils to engage with suppliers over the Procurement Thresholds without performing Tenders or Requests for Quotes within Queensland, Northern Territory, NSW, Victoria, South Australia and Tasmania.

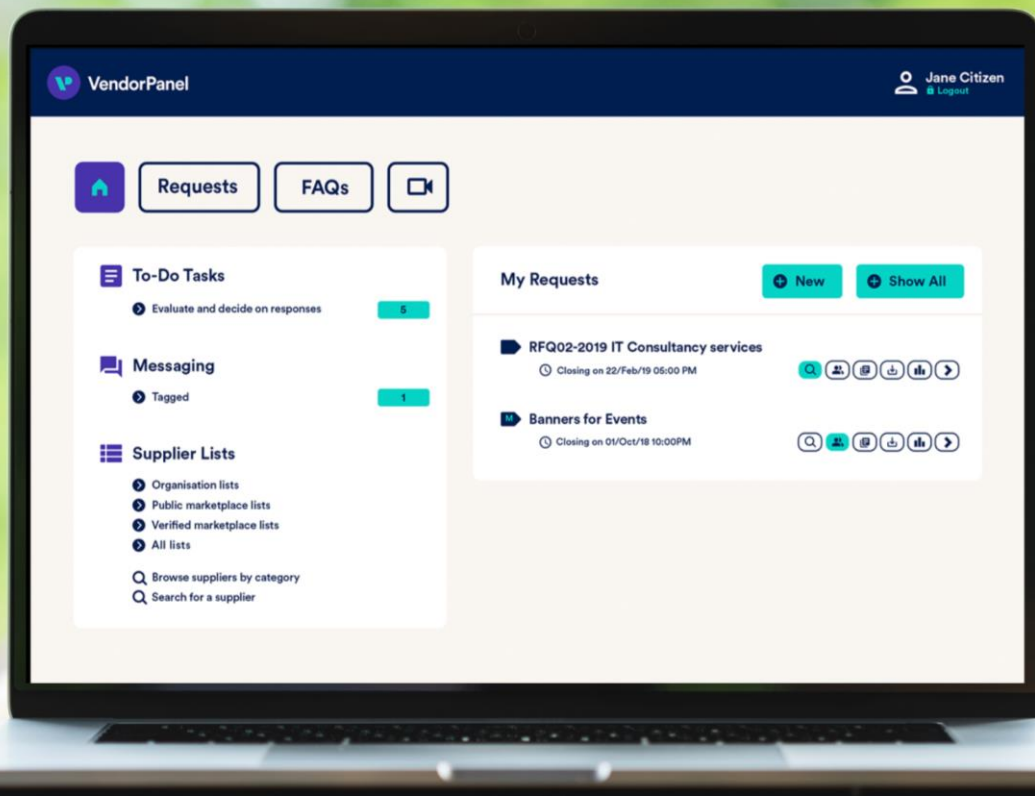
This is why over a billion dollars per year is procured through various NPN/LGA Arrangements.



VendorPanel and RFQ's

The NPN uses an online Procurement System called VendorPanel.

Councils can use this system to issue Requests for Quote for projects in their Local Government Area. The system also stores the licensing information and insurance details that you supplied when you responded to the tender to become NPN pre-qualified.



VendorPanel



Using NPN Arrangements

Request for Quote, not a tender:

- Suppliers are prequalified by the NPN
- A lot of supplier information is available of VP
- Councils do not need to ask for this information again

Clearly identify the NPN1.23 Arrangement:

- Suppliers report sales to the NPN, and
- Suppliers pay the NPN a Contract Management Fee

Don't send your RFQ to all suppliers on the Arrangement

- Use specification to determine correct category
- Use Supplier Matrix to find Local suppliers that suit your requirements

Compliance - The Regs and Council Procurement Policy

- Local Government Regulations
- Council Procurement policy
- Five sound contracting principles



New NPN1.23 Arrangement

Trucks, Buses, Specialised Trucks, Bodies & Trailers

Categories:

- Trucks and Buses (New and Used Trucks and Buses)
- EV Truck and Bus Conversion Systems
- Hydrogen FCEV Truck and Bus Conversion Systems
- Refuse / Garbage Compactors (New and Used Compactor Trucks)
- Road Maintenance Units (New and Used)
- Street Sweepers and Cleaning Vehicles (New and Used Sweepers)
- Commercial Van Fit-outs
- Construction Site Caravans
- Light Commercial (Utility) Bodies
- Mobile Libraries
- Other Vehicles Conversions and Accessories
- Tankers
- Trailers
- Truck Bodies
- Truck Mounted Elevated Work Platforms
- Truck-Mounted Cranes
- Wheelchair Conversions to Vehicles



*The new NPN1.23
commenced on
1st February 2024
3 year initial term +
2 x 36 month
optional extensions*

Comparison of New & Old Categories

NPN04.13 Categories:

- Trucks Cab Chassis
- Light Rigid
- Medium Rigid
- Heavy Rigid
- Prime Mover
- Hybrid – Light Rigid
- Hybrid – Medium Rigid
- OME Spare Parts
- Buses

NPN1.15-2, Categories:

- Truck Based Compactor
 - Side Loader
 - Rear Loader
 - Front Loader
- Road Sweepers – Truck Cab Chassis
- Footpath/Street Sweepers
- Industrial Sweepers
- Vacuum Trucks
- Water Jet Trucks
- Road Maintenance Trucks
 - Road Patchers
 - Emulsion Trucks
 - Spreader & Stemming



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Contract Documents

Contract Conditions

- ✓ Schedule 5 – Customer Contract Conditions

Price Schedule

- ✓ Price Schedule or Product Schedule

Specification

- ✓ *Scope and Categories*

Supplier Matrix

- ✓ *Suppliers, Categories, Regions*

Know your Suppliers



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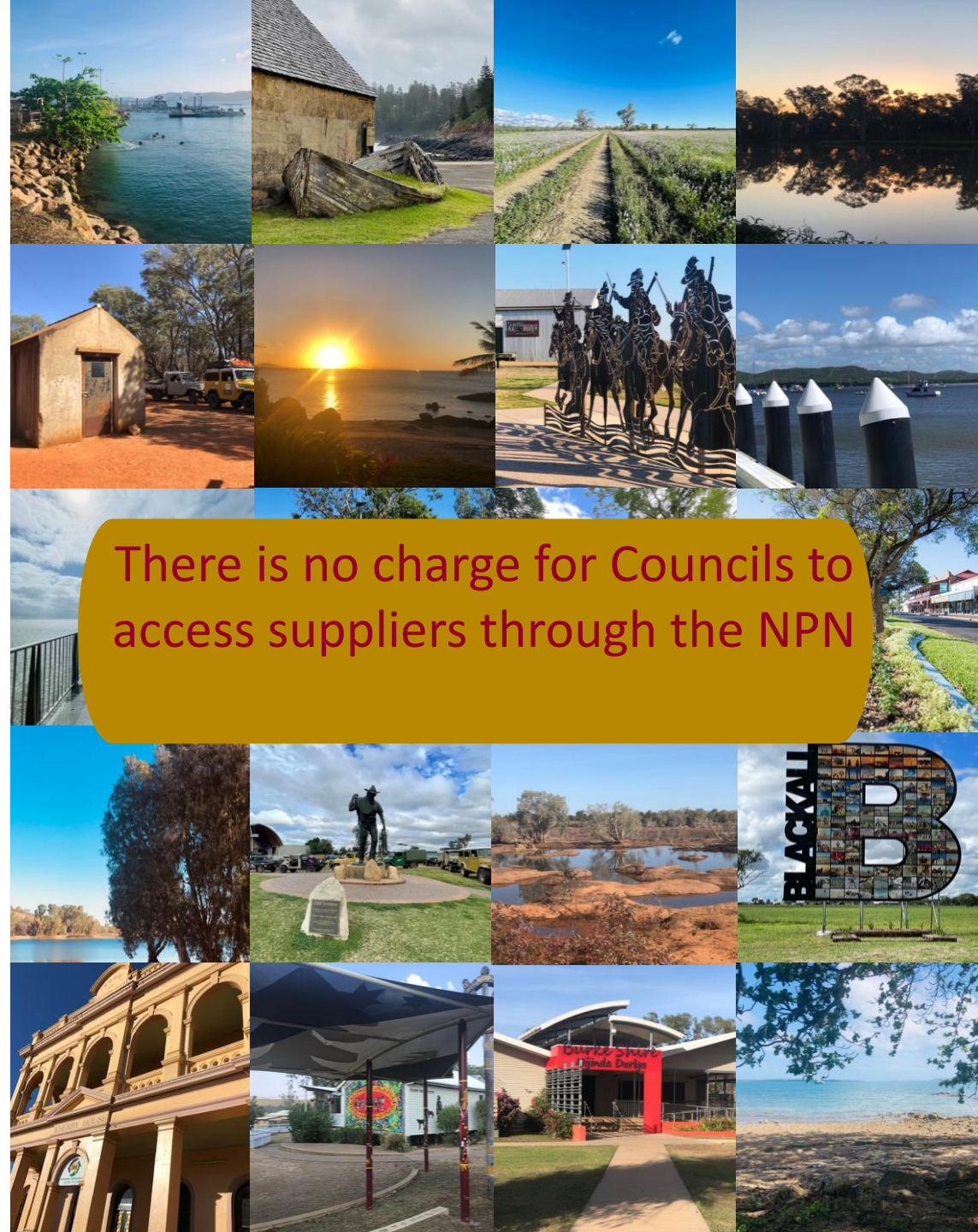


Research

NPN Fees

- ➔ The NPN charges suppliers a small Contract Management Fee (CMF) as a percentage (1.5%) of the invoiced sales exc. GST made via the NPN1.23 Arrangement.
- ➔ There is also an annual Verification Fee payable of \$1000 plus GST for suppliers.
- ➔ Suppliers must not charge it as a line item within your invoice.
- ➔ Many of our suppliers find that the rebate charged is a negligible cost as it gives them a competitive advantage and reduces the amount of administration required in responding to council tenders.

There is no charge for Councils to access suppliers through the NPN



We would love your feedback



If you have time today, we would appreciate it if you completed our short online feedback form.

This assists us in understanding how we can continue to provide the best experience possible.



Scan me

or visit: <https://www.surveymonkey.com/r/DVFPM2H>

Question & Answers



Scan me



If you have any questions about the NPN Arrangement or how you can benefit, please ask our friendly team now.

Or reach out to our team anytime.



Question & Answers

CATEGORY MANAGER & PARTNER



Shane Grimstone

If you have any questions about how our Arrangements work or how you can benefit, please ask our friendly team now.

Or reach out to our team anytime.

