



VendorPanel

VendorPanel Marketplace for Suppliers

Introduction from Wagga Wagga

Council has a commitment to delivering leading practice in Council's purchasing of goods, services and works that align with the principles of transparency, probity and good governance in accordance with the legislation.

Council's Procurement Improvement Program incorporated an e-Procurement solution to be implemented.

After going to market, Council is implementing VendorPanel Marketplace.



Introduction from Wagga Wagga

Purchase Order Statistics

	2015/16		2016/17		2017/18		2018/19	
	Number of Orders	Value of Orders (Incl. GST)	Number of Orders	Value of Orders (Incl. GST)	Number of Orders	Value of Orders (Incl. GST)	Number of Orders	Value of Orders (Incl. GST)
0 - \$1,500	8,047	\$3,588,455	9,552	\$4,366,646	10,446	\$4,503,975	12,279	\$4,928,535
\$1500.01 - \$50,000	2,624	\$17,835,296	2,521	\$17,821,077	2,424	\$18,023,518	3,404	\$20,648,264
\$50,000.01 - \$149,999.99	56	\$4,252,785	69	\$5,635,288	77	\$7,274,081	182	\$9,727,506
\$150,000 - \$249,999.99	12	\$2,457,204	4	\$774,478	11	\$2,208,562	27	\$2,660,253
\$250,000 and above	23	\$12,797,478	31	\$43,824,051	33	\$28,205,469	87	\$16,703,919
TOTAL	10,762	\$40,931,217	12,177	\$72,421,541	12,991	\$60,215,606	15,979	\$54,668,477



An iceberg floating in a blue ocean under a clear sky. The tip of the iceberg is above the water, while the much larger base is submerged. The text 'Strategic sourcing' is written in dark blue on the visible tip, and 'is only half the story' is written in white on the submerged base. To the right of the submerged part, there is a cluster of white icons representing spreadsheets and envelopes, followed by a large white question mark.

Strategic sourcing

is only half the story



All sourcing. One platform.

Preferred Supplier Panels

Pre-Qualified Suppliers

Collaborative Arrangements

 **VendorPanel**

Source-to-Contract

Local
Supplier
Marketplace

Social
Marketplaces

Tenders

A proven local economic development tool

VendorPanel Marketplace is a sourcing tool that uses geo-mapping to identify local suppliers and has been proven to **increase local engagement to, on average, 84%***

*BuyRegional: Leveraging sub-tender procurement to drive local economic development, independently audited case study



More opportunities for local suppliers

Select

all

none

Search ?

type here...

[clear]

Sort by

Distance (close) ▼

Suppliers near Morwell (3840), VIC

Change

Map Distance

Within 50Km ▼

☐ .
Building Trade, Repairs, Maint.

☐ **Dynamic Industries Gippsland**
Building Trade, Repairs, Maint.

☐ **Vincent Painting Pty Ltd**
Building Trade, Repairs, Maint.

☐ **Gippsland Land Services**
Building Trade, Repairs, Maint.

☐ **Johns Lyng Regional Builders**
Building Trade, Repairs, Maint.

☐ **Johns Lyng Regional Builders Gippsland**
Building Trade, Repairs, Maint.

☐ **1st Avenue Constructions**
Building Trade, Repairs, Maint.

☐ **GUARDIAN FACILITIES AND PROPERTY MANAGEMENT**
Building Trade, Repairs, Maint.

☐ **Rex Industries (VIC) PTY LTD**
Building Trade, Repairs, Maint.

0 km

0 km

0 km

13 km

13 km

13 km

14 km

14 km

14 km

Map of the Morwell area showing the locations of the suppliers marked with red pins. The map includes a scale bar and a legend.

Geolocation enables buyers to easily identify local suppliers
and invite them to quote on work



Fair & transparent environment for suppliers

Request Wizard

RFX Name

Select Suppliers

Details & Info

Ask Questions

Add Files (0 files)

Estimated Value

Submission Dates

→

Save and Post

[Preview](#) | [Copy](#) | [Delete](#) | [Exit](#)

Welcome to the request wizard! ?

This wizard walks you through the process of creating your request (RFX).
Please start by giving your request a name. This should be a concise summary of what you need.

Enter a name for this RFX (required) ?

Save and Continue

The Request Wizard steps buyers through a compliant sourcing process



Simple tool for suppliers to engage



Free, easy to use web and mobile tool for
suppliers to manage quotes



Hear from Suppliers



[85 seconds]



Demo: How it works

Registration is free and easy:

Go to & click 'Register Now'

1. Select your category
2. Click on the link
3. Complete your business profile



How to maximise the opportunity

- **Create a full business profile** that clearly defines your expertise and capability
- **Add your colleagues** to help you manage quotes
- **Add your logo** to promote your brand
- **Tailor your profile** for each supplier list
- **Respond to all invitations** even if it is to decline - your engagement will be viewed positively by the buyer



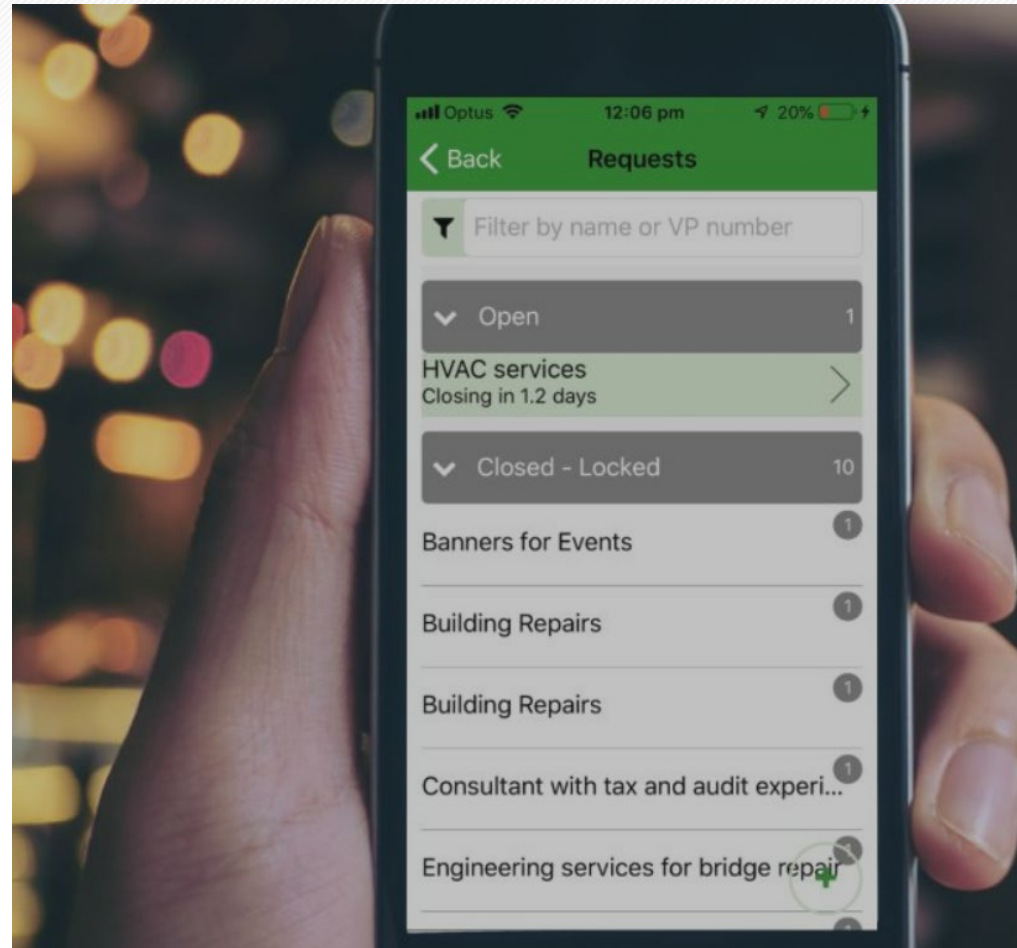
Additional benefits for suppliers

- **See when your responses are opened** & when a decision has been made
- **Notifications & reminders** so you never miss an opportunity
- **Everything in one place** - no more trawling through email
- **Easy access to quotation history** to review jobs won and lost



VendorPanel Mobile

A FREE app to
manage quotes and
win more business



Download to Mobile!



Suppliers say it works!

"It feels like a fairer and more transparent environment where you are judged on your capabilities rather than your relationship."

Sophie Jones Kelly, CEO, Acacia Environmental Management

"It opens doors that normally wouldn't be open."

Craig Cockburn, Director, C & W Excavations



Registering is easy!

- Go to <https://www.vendorpanel.com/marketplace>
- Click on 'Register Now' button
- Search for your category in the search bar
- Enter your details
- Click on the link you receive & complete your profile



Having problems? We're here to help

If you have any problems with registering, contact the amazing VendorPanel Support Team.



support@vendorpanel.com.au



03 9095 6181



Thank you

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