

BECOME A
PRE-QUALIFIED
SUPPLIER



Your gateway
to working with
Local Government

ABOUT LOCAL BUY

At Local Buy we pride ourselves on working with the very best suppliers for the benefit of Queensland Councils and other participating states. We highly value the suppliers we work with because we know they share our high standards and support innovation, knowledge, and contribution to the sector. Becoming a Local Buy supplier is a great way to grow your business while supporting local communities. Each year over \$930M in spend goes through Local Buy LGA Arrangements.

We currently have 56 arrangements under seven road categories:

- Construction, Roads & Engineering
- Corporate Services & Equipment
- Fleet & Field Equipment
- Planning, Waste & Open Spaces
- ICT & Telecommunications
- Libraries
- Electricity

Our arrangements are trusted and used by a wide range of Local Councils in Queensland and around Australia. They are also accessible by a variety of other organisations including Universities, State Government, and Utilities.

In the last 12 months 1,217 active purchasers from 279 organisations have used our Arrangements, and 45% of all RFQs were awarded through Local Buy.

Local Buy is a profit for purpose organisation owned 100% by the LGAQ with all profits going back to support the work of Local Government.



Why Local Buy

All councils want to support their local businesses, but council procurement is costly, takes time, needs to manage fraud and corruption risks, and must meet Queensland Audit Office standards.

Local Buy helps council procurement meet legislative, reputation, and compliance needs, simplifying the process by connecting councils to pre-qualified local Queensland suppliers, big and small. This saves time and money reducing councils need to tender, advertise, and prepare contracts.

Councils were asking for help with procurement, which is why the LGAQ created Local Buy in 2001. Access to Local Buy is a valuable component of LGAQ membership. The profits from Local Buy are returned each year to the LGAQ and invested to help keep council membership fee low.

Why do councils and other organisations use Local Buy Arrangements?

Our LGA arrangements are registers of pre-qualified Suppliers (RPQS) or preferred Supplier Arrangements (PSA).

Councils and other purchasers can go through a Local Buy arrangement to directly request quotes from our suppliers, rather than going to tender themselves.

Local Buy is the only organisation in Queensland (aside from the LGAQ) that can achieve this in a legislatively compliant manner (pursuant to the Local Government Regulation 2012 (QLD)).

Throughout my career, I've worked with various councils and government agencies in full-time employment. But as a sole trader, I never thought in a million years that I'd have access to those clients on my own. It wouldn't have been possible without Local Buy.

Julia Nielsen | Graphic Designer
Pre-qualified Supplier



What is a pre-qualified Supplier?

A Local Buy pre-qualified Supplier refers to a company that Local Buy has thoroughly evaluated and deemed to possess the essential technical, financial, and managerial expertise required to deliver services or provide goods in accordance with specific standards. Once your company is appointed as a Local Buy pre-qualified Supplier, it becomes visible to councils searching for the products and services offered through that arrangement.



How do I become a Local Buy pre-qualified Supplier?

To become a Local Buy pre-qualified Supplier, a business must participate in the tendering process for the suitable Local Buy Arrangement. This ensures that the necessary qualifications to effectively provide the goods and services for Queensland councils and other buyers are held.



Becoming a pre-qualified Supplier offers several advantages including streamlining the procurement process and reducing tendering costs for both suppliers and councils. Only those who have been appointed to the arrangement are invited to provide a quote for new business opportunities by organisations procuring under these arrangements.



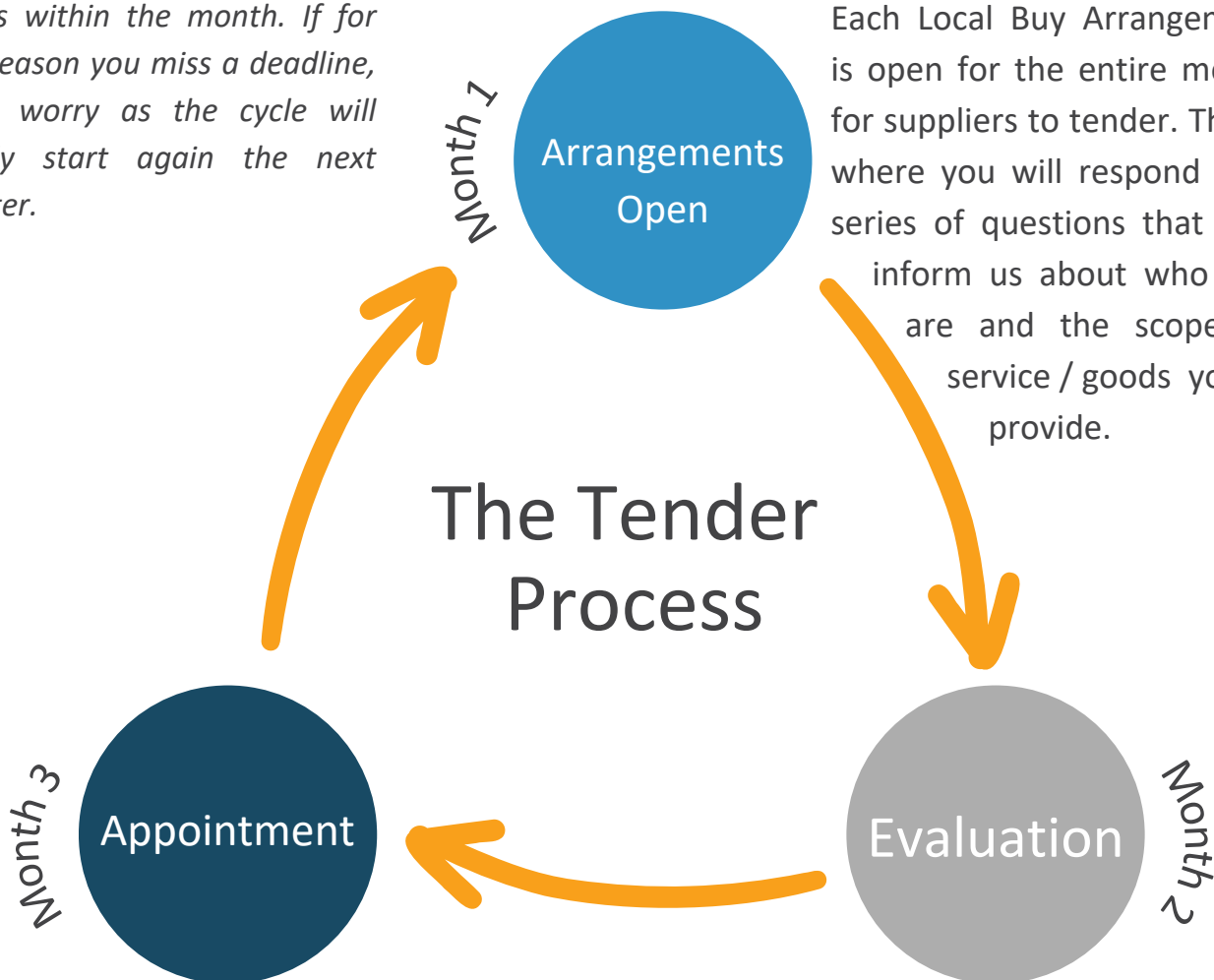
To be included on an LGA Arrangement, a supplier must be assessed by Local Buy as having the technical, financial, and managerial capacity necessary to perform contracts on time and in accordance with agreed requirements detailed in the specification. The criteria against which the suppliers are evaluated will take these requirements into account.

The Tender Process

When can I apply?

Our LGA Arrangements open every 3 months on the 1st of the month; February; May; August; and November.

Note: each stage opens and closes within the month. If for any reason you miss a deadline, don't worry as the cycle will simply start again the next quarter.



1. ARRANGEMENTS OPEN

Each Local Buy Arrangement is open for the entire month for suppliers to tender. This is where you will respond to a series of questions that will inform us about who you are and the scope of service / goods you provide.

2. EVALUATION

A team of internal and external evaluators are now assessing your submission. Please keep an eye out in your inbox for any clarifications (additional questions) we may have about your information.

3. APPOINTMENT

Once your submission is assessed and deemed successful, you will be invited to be appointed to the arrangement. Once appointed (and all relative insurances loaded) you may commence trading as a Local Buy pre-qualified Supplier.

What is the value I receive being an approved Local Buy Supplier?

Through Local Buy, suppliers have access to the necessary resources and support to enable them to work efficiently and collaboratively with councils during the procurement process.

Below outlines the many benefits our approved suppliers receive by being on Local Buy Arrangements:

- Local Buy Approved Supplier Badge for marketing purposes
- Brand exposure on the Local Buy website and in VendorPanel
- Local Buy Verification Statement
- Dedicated Customer Success Managers here to support your business
- Dedicated procurement platform - 1 to many providing access to the broader local government market and beyond and the ability to manage all of your compliance documentation and insurances in one place
- Education and learning opportunities on 'how to do business with government'
- 10% discount in advertising with LGAQ's local government news publication 'Council Leader'
- A variety of opportunities to promote and network your business and improved visibility of your business to a broader market
- Access to Local Buy News – a monthly communication on promoting and enhancing procurement in Local Government, our approved suppliers and arrangements
- Supplier Intelligence badges that enables purchasers to identify whether you are a local business, indigenous enterprise or social trader. This program will continue to be enhanced further allowing your business to showcase your point of difference e.g. ESG, Cybersecurity
- Category Manager updates about our arrangements
- Arrangements open every 12 weeks, meaning as your business grows you can apply for other categories or arrangements.



Contact Us



Connect with your dedicated team members at Local Buy. Our team is here to provide support during the procurement process for councils and members, and suppliers. Reach out to your dedicated manager for assistance at anytime.

Your Customer Success Managers



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Our Arrangements

- Asset Management Services **LB280**
- Building and Construction: Commercial and Fit-Out (inc. Asbestos, Demo) **LB329**
- Building and Construction: Residential **LB331**
- Building and Construction Materials **LB298**
- Bulk Fuel and Oils Storage Tanks and Dispensing Equipment **LB324**
- Bulk Fuel Supplies **LB321**
- Business Management and Consulting Services **LB309**
- Chemical Supply **LB337**
- Corporate Clothing, Workwear and PPE **LB307**
- Electrical & Lighting Supplies **LB299**
- Engineering and Environmental Consulting Services **LB312**
- Event Equipment Hire Services **LB294**
- Event Management Services **LB292**
- Financial Management and Consulting **LB310**
- Fire and First Aid Supplies, Equipment and Maintenance Services **LB296**
- Fleet Charge Cards (Fuels) **LB322**
- Fleet Management Services **LB281**
- General Hardware Supplies **LB293**
- Heavy Plant Machinery Equipment **NPN2.15-2**
- ICT Solutions, Products, Services and New Technologies **LB308**
- Landscape, Gardening and Arboricultural Services **LB305**
- Legal Services **LB311**
- Library Resources: Goods, Services and Associated Technologies **LB284**
- Marketing, Media, Print Services and Promotional Products **LB306**
- Mobile Garbage Bins (MGS's), Industrial Container and Bins, Static Compactors, Associated Products and Services **N1.11-4**
- Motor Vehicles and Electric Mobile Vehicles **LB320**
- Oils and Lubricants + AdBlue **LB323**
- People and Wellbeing Services (HR) **LB328**
- Planning, Surveying, Design and Architectural Services **LB335**
- Plant and Equipment Dry Hire **LB301**
- Project Management Services (Civil Infrastructure) **LB279**
- Public Facilities, Parks and Amenities **LB304**
- Quarry Products, Geo, Landscape (CQ) **LBR291**
- Quarry Products, Geo, Landscape (FNQ) **LBR288**
- Quarry Products, Geo, Landscape (NQ) **LBR290**
- Quarry Products, Geo, Landscape (SEQ) **LBR287**
- Recruitment Services: Permanent Staff **LB297**
- Recruitment: Managed Service Providers **LB336**
- Recruitment: Temporary and Labour Hire **LB334**
- Retail Electricity Services - Street Lights (unmetered) and Large and Small Sites (metered) **BUS275**
- Road and General Civil Construction and Maintenance Services **LB313**
- Road Furniture and Signage Products **LB315**
- Security Services, Equipment and Maintenance **LB289**
- Spare Parts and Associated Services **LB318**
- Sport and Recreational Facilities and Equipment **LB303**
- Stationery and Janitorial Supplies; Office Furniture, Machines and Equipment **LB285**
- Telecommunication Services **NPN1.18**
- Tractors, Mowers and General Equipment **LB282**
- Traffic Management Services **LB325**
- Trailers, Tankers and Truck Bodies **LB286**
- Training Services **LB327**
- Trucks, Buses, Specialised Trucks, Bodies and Trailers **NPN 1.23**
- Tyres, Wheels and Associated Services **LB317**
- Veterinary Services **LB319**
- Water, Sewerage and Stormwater Infrastructure Construction & Maintenance **LB314**
- Water, Sewerage and Stormwater Products **LB316**

