

# Procurement for broader outcomes launch June 2021

**Hawke's Bay Regional Council already includes a 15% weighting for broader outcomes procurement in its evaluation criteria. Now all five Hawke's Bay councils have worked together to develop a guide and toolkit for future procurement.**

This introduces both suppliers and those involved in procurement to the Government requirement to consider the 'broader outcomes' beyond price and quality when purchasing or contracting for goods or services.

Since 2019, broader outcomes has been included in *The Government Rules of Sourcing*. All Government procurements must consider wider public value in evaluations, as well as price and quality. "Each agency must consider, and incorporate where appropriate, broader outcomes when purchasing goods, services or works." This is an emerging area of 'good practice' and is included in HBRC's current Procurement Policy.

## What this means for Hawke's Bay Regional Council

In simple terms, as part of procurement planning and contract management, the Regional Council is required to record any of the broader outcomes that may influence selection, and the awarding of contracts to suppliers.

## The broader outcomes are;

-  **Environmental** - preventing and reversing environmental degradation
-  **Economic** - building a diverse and prosperous local economy
-  **Social** - shared and equal opportunity for community prosperity
-  **Cultural** - finding opportunities to genuinely partner with mana whenua.

Embedding these outcomes through our procurement can further enhance the wellbeing of our communities by adding public value. There are many examples of suppliers already doing this, taking the lead on upskilling in new trade areas, creating jobs and apprentices, investing in workplace literacy and numeracy, and making significant reductions in construction waste going to landfill. The Regional Council would like to support those that are already innovating.



## FAQs

### What if a supplier isn't meeting Progressive Procurement outcomes - but we still want to give them the work?

You are assessing suppliers on all their merits - including their contribution to Progressive Procurement outcomes. If this supplier still outperforms other bidders in terms of total public value, inclusive of any broader outcome weightings sought as part of the tender process, they would likely be awarded the work.

### How can we help suppliers get better at Progressive Procurement?

Through education, clear information, being available to answer questions, and by connecting them with other organisations that can help. Helping them understand they may be able to build on what they might be doing already in the community, with mana whenua, or within their business.

### What support is there for me as a procurer/contract manager?

The guide and toolkit will be on the Share-Point procurement hub for reference from **1 June 2021** and training can be scheduled on request.

For any immediate questions, please contact the procurement team - Mark Heaney, Lyn Fippard or Tania Boshier-Jones.