

## Increasing procurement opportunities for Māori enterprise

Progressive procurement is about buyers of goods and services looking beyond price to wider social and public value. It combines elements of social procurement, supplier diversity, indigenous procurement, and wellbeing measures.

Māori businesses are being supported to be tender-ready and navigate government procurement processes through an initiative to increase government supplier diversity.

All mandated government agencies must follow the Cabinet approved progressive procurement policy, being led by Te Puni Kōkiri and the Ministry of Business, Innovation and Employment.

Policy purpose:

- increase the variety of suppliers engaged by government
- provide Māori businesses with equitable access to government procurement opportunities
- create economic opportunity that will support whānau Māori enterprise and encourage mutual growth.

### Main Features:

- ▶ the definition of a Māori business (Māori Authority as classified by IRD or a minimum of 50 percent Māori ownership)
- ▶ intermediary organisations to act as a broker, matching, and connecting agencies and businesses to realise procurement opportunities
- ▶ a target of 5 percent of the total number of buyer procurement contracts (mandated government agencies) are awarded to Māori businesses
- ▶ supporting sustainable, long term behavioural change of government agencies and businesses.

## Helping you connect

- Te Puni Kōkiri is available to assist in developing your business capability and connecting you with regional business networks. Contact [supplierdiversity@tpk.govt.nz](mailto:supplierdiversity@tpk.govt.nz)
- Amotai, the contract intermediary, is providing free support to registered Māori businesses. You can register your business with Amotai using this link <https://amotai.nz/membership/businesses>

**Is your Māori business interested in government contracts?**

**For more information visit** [tpk.govt.nz/progressiveprocurement](https://tpk.govt.nz/progressiveprocurement)

## Process for suppliers: Getting tender ready

### Tuatahi/1: Prepare

Start becoming tender ready by identifying what your business needs to do to deliver what the buyer wants. Access appropriate support and connect with an intermediary such as Amotai via [kiaora@amotai.nz](mailto:kiaora@amotai.nz).

### Tuarua/2: Register

Register your business on the Government Electronic Tender Services (GETS) for free and identify as a Māori business. Ask to be notified when potential procurement opportunities arise that may match your area of business.

### Tuatoru/3: Access

Access and bid for tenders on GETS, and look for procurement opportunities made available by individual agencies. Ensure you are tender-ready to enter a competitive bid.

### Tuawhā/4: Deliver

Meet contracted deliverables and engage confidently with the agency. Impart Te Ao Māori views that encourage the buyer agency to learn and develop.

## Requirements for suppliers

### Tuatahi/1: Identifying you are a Māori business

When you register on GETS, or with an intermediary, advise you are a Māori business. Also consider including an identifier on any relevant business information that you send to government agencies.

### Tuarua/2: Te Ao Māori

Look for opportunities to share te ao Māori perspectives to enhance engagement with government agencies. Sharing your knowledge and experience as a Māori businesses will help agencies grow their understanding. This will help create better social outcomes through increased supplier diversity.



### Investing in our supplier diversity

For more information visit our webpage [tpk.govt.nz/progressiveprocurement](https://tpk.govt.nz/progressiveprocurement) or email [supplierdiversity@tpk.govt.nz](mailto:supplierdiversity@tpk.govt.nz)

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## Māori business case studies

### Providing healthy kai for hungry students through procurement



Puku Ora owners and sisters Erana Blandford and Amy Wray want to inspire others to make healthy choices through their nutritional food.

Two inspirational sisters with 10 kids between them started Māori catering business, Puku Ora as they wanted to make nutritional food that creates positive change in the community.

Along with running their health-focussed eatery in Gisborne, owners Erana Blandford and Amy Wray were successful in the Ministry of Education procurement process to supply food for the local free healthy lunches programme.

Daily, the Puku Ora team are providing healthy lunches to 3,800 students at 10 Gisborne schools in the free lunch government initiative. The duo says that bidding for the government contract was about the opportunity to help kids make healthy choices that can have an intergenerational impact.

“Ultimately we took the contract because we liked the kaupapa and we’ve had personal and whānau health difficulties so we know what poor eating habits can do.”

“It was hard getting through the contract process as it was quite technical, but my sister had worked in this area and it was a good

experience for us to go through. Having a government contract gave us a secure income and it also gave us some weight when we needed to take out a loan,” Erana says.

The Puku Ora team has grown to 34 and their eatery in Gisborne specialises in paleo, vegan and sugar free kai with a health-focused customer base.

“A lot of our staff and our customers are Māori. Manaakitanga and making our customers feel comfortable is important to us and we use te reo at work and use the maramataka (Māori lunar calendar) for our business, like deciding when to have a meeting,” Erana says.

Puku Ora has also had contracts with Te Puni Kōkiri, to cater at events in Gisborne, as part of the Ministry of Māori Development’s conscious efforts to support Māori businesses in its procurement processes.

“For us, we are pursuing a passion that’s about wanting to help people discover wellness through ridiculously good food that inspires positive change,” Erana says.



## Delivering more than just roads in Tairāwhiti



Boss Blackbee (far left) owner of Ruatoria based Blackbee Contractors with workers delivering the Tairāwhiti Roothing Package.

Blackbee Contracting, a Māori business based in Gisborne on the east coast of Aotearoa, is reaping the benefits of contracting for work with Waka Kotahi NZ Transport Agency (Waka Kotahi).

A shift by Waka Kotahi to using a broader outcomes lens when deciding on contract spend created the platform for them to partner with Blackbee Contracting and the Gisborne District Council to deliver the large-scale Tairāwhiti Roothing Package.

The benefits of the partnership are more than just financial for business owner Boss Blackbee. He says providing quality work and training for people is the most important aspect of the extra investment.

“We want to show everyone that East Coast people are more than capable of providing this level of service. There needs to be more confidence in our people to step up

and deliver in order for our communities to prosper,” Boss says.

The initiative has played a significant role in Blackbee Contracting tripling in size since the partnership began.

On a community level the Tairāwhiti Roothing Package is not just improving roads. It is also retraining forestry workers to deliver the project, employing a higher percentage of Māori workforce and Māori owned businesses, and is in partnership with local schools to promote science, technology, engineering, and mathematics (STEM) and onsite days for workforce experience.

Waka Kotahi says the package is the start of a cultural change in their procurement approach. One of the four target outcome areas in their new procurement strategy is partnering with and empowering Māori to ensure Māori thrive as Treaty partners.

### What are the benefits of the progressive procurement policy?

It is an opportunity for Māori businesses to gain better access to government procurement. Government mandated agencies are required to diversify the pool of businesses they purchase goods, or services from.

### What does 50 percent Māori ownership mean?

At least 50 percent of your business must be owned by a person or persons who identify as Māori or hold 100 percent ownership if you are a sole trader.

### What industries do government agencies tender for?

Some examples include IT, design, advertising, media, consultancy services, construction, rental and motor vehicles, travel, external legal services, insurance, banking, and facilities management.

### Where can I find procurement opportunities?

Current and future tenders with a total contract value over \$100,000 are listed on the Government Electronic Tender Service (GETS). Tenders under \$100,000 are made available by individual government mandated agencies.

### Do I need to register with GETS?

You need to register to access government procurement opportunities. You will need your business information and contact details to hand to complete registration.

### How do I access opportunities relevant to my business in GETS?

When registering with GETS, you will be asked if you would like to receive notifications for specific industries. Selecting from the options available will enable you to automatically receive alerts when tender opportunities for those industries are advertised. You can also contact your local Te Puni Kōkiri office for assistance or an intermediary service (if you are registered with one.)

### What criteria are agencies looking for and will this be disclosed when tenders are advertised?

Tender documents contain evaluation criteria with a percentage weighting associated to each. The criteria and weightings will differ for each tender.

### What is a mandated government agency?

Mandated government agencies are mainly government departments, Crown entities, Crown Research Institutes and State-Owned Enterprises. Each agency must award a minimum of 5% of the total number of their annual procurement contracts to Māori businesses – starting from 1 July 2021. Local councils or schools are not government mandated agencies.

### What is an intermediary?

An intermediary is a business that provides advice and support services to Māori businesses to help them become tender-ready and to connect with successfully with government procurement. Te Puni Kōkiri has contracted with Amotai to deliver this service currently. For more information about their service visit: <https://www.amotai.nz>

### Where can I get support?

Support is available from your nearest Te Puni Kōkiri office or from contracted intermediary Amotai (if you are registered with them). You can also send any questions or requests via email to: [supplierdiversity@tpk.govt.nz](mailto:supplierdiversity@tpk.govt.nz).

### Investing in our supplier diversity

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Te Puni Kōkiri  
MINISTRY OF MĀORI DEVELOPMENT



MINISTRY OF BUSINESS,  
INNOVATION & EMPLOYMENT  
HĪKINA WHAKATUTUKI

## Progressive Procurement – Information for Māori Businesses (Suppliers)

Increasing supplier diversity for government procurement



### Supporting Māori businesses to thrive

“The government spends \$42 billion a year on procurement of goods and services. We are looking for more ways to use this buying power to accelerate the economic recovery for Māori businesses,” said Māori Development Minister Willie Jackson.