

Progressive procurement | Te Kaitaonga Haere encourages government agencies to look beyond just price to the wider social, economic, cultural and environmental value of diversifying their suppliers.

Government agencies in Aotearoa New Zealand spend more than \$51.5 billion on goods and services every year and Māori businesses are under-represented in that spend.

The Progressive Procurement Programme supports Māori businesses and government agencies to make the most of this new approach.

Māori business support

We actively support Māori businesses to get ready for government procurement opportunities including;

- ▶ providing regional advisors who can assess what type of support is needed to get you ready
- ▶ connecting Māori businesses with regional Local Intermediary Connect organisations to help you grow and to navigate procurement processes
- ▶ offering a Capability Uplift Programme for Māori businesses that are ready to deliver goods and services but need some targeted upskilling.

To find out more about this support email supplierdiversity@tpk.govt.nz

Or contact your regional Te Puni Kōkiri advisor via tpk.govt.nz/whakapa-mai

For more information

For general information on Progressive Procurement | Te Kaitaonga Haere visit the websites of Te Puni Kōkiri and MBIE:

- ▶ tpk.govt.nz/progressiveprocurement
- ▶ procurement.govt.nz

To see what procurement opportunities are available go to the Government Electronic Tender Service (GETS) website:

- ▶ gets.govt.nz

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Te Kaitaonga Haere | Progressive Procurement

Guide for Māori businesses



Introduction to progressive procurement

Our progressive procurement kaupapa aims to spread the benefits of government spend on contracted goods and services by increasing the diversity of suppliers (businesses).

The Government has set an 8% target of all annual government contracts to be awarded to Māori businesses. The initial 5% target increased after it was exceeded in the first full year of reporting, hitting 6%. This meant over 3,200 contracts were awarded to Māori businesses in the year ending 30 June 2022, worth a total value of \$930 million.

Introduced in 2020, this successful policy is contributing towards Māori economic resilience.

Te Puni Kōkiri and Ministry of Business, Innovation and Employment (MBIE) are leading the programme to support this policy. So far, the team has engaged with more than 600 Māori businesses across 25 industries on progressive procurement over the last two years.

Our programme offers a range of support to help Māori businesses navigate government procurement processes, lift their capability and prepare for government procurement opportunities.

New Zealand isn't the first to introduce an Indigenous procurement policy, it has already had a positive impact in countries such as Australia and Canada.

Front cover: Yakas Construction successfully won a bid to build six Kāinga Ora homes after being supported by the Progressive Procurement Capability Uplift Programme.

The opportunity for Māori businesses

We can help Māori businesses get ready for government contract opportunities.

Two initial considerations are whether you meet the progressive procurement definition of a Māori business and if government agencies buy the goods and/or services that your business provides.

Is my business eligible?

For the purposes of the Progressive Procurement | Te Kaitaonga Haere policy, suppliers need to be:

- ▶ a 50% Māori-owned registered business, or
- ▶ classified by IRD as a Māori authority.

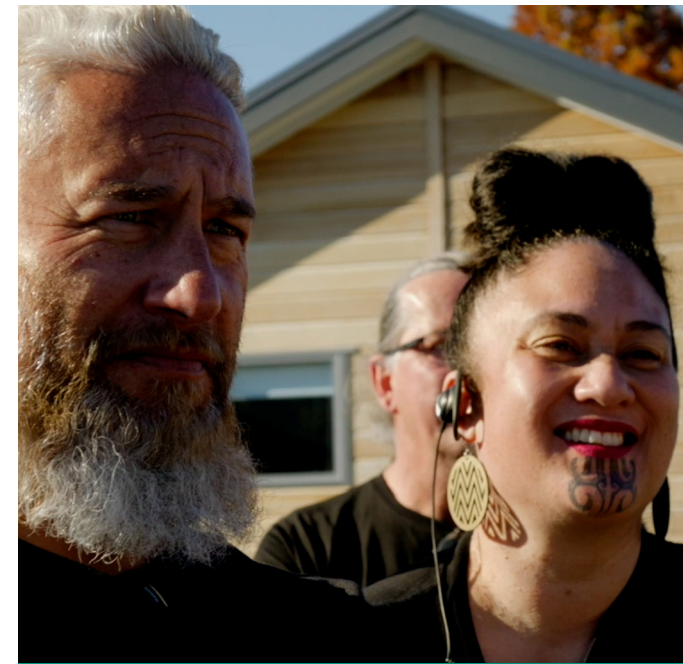
What do government agencies buy?

There are almost 150 government agencies that must give effect to this policy from Waka Kotahi to the Arts Council of NZ | Toi Aotearoa.

These government agencies buy a wide range of goods and/or services including:

- ▶ construction
- ▶ design services
- ▶ consultancy
- ▶ catering
- ▶ IT software.

To view all the government agencies which must follow the progressive procurement policy visit tpk.nz/progressiveprocurement



Wawata Creative owners Inia Maxwell and Rongopai Stirling-Maxwell were supported to become All-of-Government advertising and design services panellists through the Progressive Procurement Programme, making them pre-approved for government contracts.

What are popular sectors?

Healthcare currently dominates the Māori business contracts with government, while construction is the biggest sector by spend.

Business and administration services, travel, food and entertainment services, public utilities and public sector related services are also popular.

If you qualify as a Māori business and you're interested in government procurement opportunities, email supplierdiversity@tpk.govt.nz