

Our Reference: 20181218 Your Nursing Agency Pty Ltd submission to South Australian Productivity Commission regarding Government Procurement Inquiry

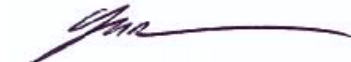
18 December 2018

To whom it may concern:

Your Nursing Agency Pty Ltd submission to South Australian Productivity Commission regarding Government Procurement Inquiry

Please find attached a summary of relevant experiences in SA Government procurement activity that we believe may assist in the Commission's review, relevant to feedback requests in the Issues Paper released by the South Australian Productivity Commission on 16 November 2018.

Yours sincerely,



Joel Hepburn-Brown
Managing Director
Your Nursing Agency
08 7129 5000
Reception.SA@yna.com.au

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About YNA

YNA (Your Nursing Agency) is a proudly South Australian company, supplying nurses, midwives and support staff to State Governments for the past ten years. Through a combination of strategic acquisition and organic growth, YNA has achieved a national presence over this time, currently supplying contingent labour to State health systems in South Australia, Victoria, New South Wales, Queensland, the Northern Territory and Western Australia, as well as the Australian Government Department of Health Home Care Packages, Department of Veteran’s Affairs Community Nursing and Veterans’ Home Care programs, private hospital groups, residential care facilities, local government community care programmes and directly to individuals.

- 2.1: To what extent are the issues and examples mentioned in this paper relevant to your experiences of public procurement?
- 3.13 Are the South Australian procurement system’s key performance measures adequate? If not, are there other measures that could be used?
- 4.3 How could government and business benefit from a more targeted or industry specific approach to procurement and industry participation policies?

YNA’s experience regarding the application of or compliance with Local Industry Participation Policies has been that while we believe SA Government procurement teams generally understand the importance of Industry Participation and Local Content, this is not always reflected in purchasing decisions, particularly after contract award.

Based on YNA’s experience in providing healthcare services in South Australia, it is our experience that when an authorised person selects a provider from a panel, other incumbent providers can be favoured or price is used as the sole selection criteria. The use of South Australian providers appears not to be a consideration in purchasing decisions when a panel is used. We would like to see South Australian content included in purchasing decisions.

It is our view that within a panel agreement a strong buyers’ guide and consideration and higher weighting for local content should be implemented, recognising the value that local business brings to the South Australian economy. As a South Australian based company, the flow on effects of purchasing from a local business are significant, particularly if, as is the case with YNA, the organisation has confirmed its procurement policies mandate use of local business. Some benefits to the State when purchasing from a large company based in South Australia include:

- Local employment and retention of high earning staff in South Australia: CEO, CFO, CIO etc;
- Stimulating South Australian employment and retaining skilled workers in the State;
- Use of South Australian professionals and services to support national functions; and
- Social and socio-economic benefits achieved through business donations to charities addressing local issues.

We would also like to see local content weighting on purchasing decisions measured and reviewed annually to test if purchasing decisions are in line with the same Local Content considerations which are used in awarding the contract.

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