

# — PROCUREMENT PANUI ĀHEINGA

*PRESENTED BY AWHI RŌPŪ CONSULTANTS  
WITH THE SUPPORT OF TE PUNI KOKIRI*

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## WHAT IS TE ĀHEINGA PĀNUI?

Te Āheinga Panui was created to educate, and connect Māori businesses to procurement opportunities. The word āheinga refers to ability, competence, and opportunity which is exactly what this pānui aims to build among Pākihi Māori.

Te Āheinga will regularly share opportunities and keep you up to date with what is going on in the Waiariki and Great Lakes Region for Pākihi Māori such as:

- Collaboration opportunities
- Capability building and training opportunities and useful tips
- Māori business network in your region (Rotorua and Taupo)
- Support that may be available to navigate the procurement process
- Support that may be available to become procurement ready

# WHAT IS PROCUREMENT?

Procurement is the process of planning, sourcing, and managing resources over time. It is more than just buying and selling goods from an external provider. Government procurement usually happens through a Request for Proposals (RFP) or tendering process. In late 2020 the Government announced its intention to commit at least 5% of all procurement contracts (spend) to Māori businesses. The Government have also committed to embedding other measures such as environmental responsibility requirements in to the process. This focus on progressive procurement is about creating extra value out of the purchase of goods and services. This value can be an environmental, cultural, or social benefit.



The Government Electronic Tender Service (GETS) system is where most large government contracts are advertised. The platform was designed to promote open, fair competition in the government market. It is free to register and view details of listed opportunities.

Recently the ability for business owners to indicate if their business is Māori or Pasifika owned was added to the NZBN online registration form. Previous to this there was no way to know how many Māori businesses were registered on the GETS system.

For information on how to update your business details at NZBN follow this link <https://www.nzbn.govt.nz/manage-your-nzbn/updating-details-for-companies-and-other-organisations/>

Once you have updated your details with NZBN follow this link for more information on how to register on GETS as a supplier <https://www.gets.govt.nz/RegisterUser.html>

## QUICK TIPS

**Update your details with NZBN and make sure you are registered as a Māori Business**



# OPPORTUNITIES

Here is a selection of the current opportunities listed on GETS:

- Māori translation services - Royal Commission of Inquiry into abuse in care
- Road construction business case - Waka Kotahi (Tauranga SH2)
- Construction - including Kainga Ora and Ministry of Education
- Supply of Freight Service (NZ wide) - Department of Corrections
- Regional Business Partner Network - Callaghan innovation and MBIE
- Qualmark website redevelopment - NZ Tourism Board
- Video Services Panel - Ministry of Environment
- 3D Printing solutions - NZ Health Partnerships
- Fire Alarm Upgrade - Ministry of Education (School infrastructure)

To search all opportunities and register to receive notifications based on your area of expertise sign up to GETS. To see application documents for individual tenders you will need to subscribe to the tender.

## QUICK TIPS

**Check out the Future Procurement Opportunities so you have advance warning of tenders before they are open.**

Awahi Rōpū Consultants (ARC) is a Māori business located in Rotorua. We are contracted as a local intermediary connect provider by Te Puni Kokiri to deliver capability uplift for Māori organisations that aspire to offer goods and/or services direct to government agencies and departments. Our rohe includes Waiariki and Taupō.

If you are interested in learning more or would like to access procurement support please get in touch with us or [subscribe here](#):

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