



# Selling to the Australian Government

An introduction to procurement for Gold Coast suppliers

## Get a share of \$25b in contracts to SMEs

In 2021-22, the Australian Government awarded \$25 billion in contracts (out of a total of \$80.8 billion) to around 11,000 small and medium-sized businesses across Australia. If you provide quality goods or services, your business could share in this market! In this FREE session for Gold Coast suppliers, a representative from the Australian Government Department of Finance will talk about:

- Why sell to the Australian Government?
- What the Australian Government buys and how
- Procurement methods and industry engagement
- How to start the process to sell
- Responding to an Approach to Market
- What to expect if you win or don't win a contract

There will also be an opportunity for Q & A.

## What type of suppliers should attend?

All kinds of suppliers, including :

- Travel & accommodation
- Space, aerospace & defence
- Biomedical & pharmaceuticals
- Information & communications technology
- Professional, legal & administrative services
- Cleaning services
- Project management
- Stationery, office supplies & equipment
- Advertising
- Engineering & research
- Building, construction & maintenance services
- Telecommunications, arts & broadcasting
- Textiles & clothing
- Transport & logistics

FREE EVENT  
for suppliers



Wed 1 November



1:45pm for  
2:00pm - 3:30pm  
(Afternoon tea provided)



Southport Bowls Club  
2 Marine Parade  
Southport  
(Free onsite parking)

**Enquiries:** Estella Rodighiero  
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Please register by  
Mon 30 October



REGISTER