



THE ASSOCIATED NEWSAGENTS CO-OPERATIVE (SA) LTD

INCORPORATED IN SOUTH AUSTRALIA ABN 19 139 663 868

NEWSAGENTS HOUSE 116 GRANGE ROAD ALLENBY GARDENS SA 5009

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3rd December 2018

South Australian Productivity Commission
GPO Box 2343
ADELAIDE SA 5001

Dear Sir/ Madam

Submitted via email – sapc@sa.gov.au

Government Procurement Inquiry Submission

Thank you for the opportunity to make a submission to the Commission.

Our stationery wholesaling business is a long-standing South Australian Co-operative, with an enviable record of delivering high quality service and good value pricing, while employing 87 South Australians on a full-time basis all investing in the South Australian economy.

We do this against competition which is largely interstate and overseas owned, deploying resources located out of the State, and employing relatively few South Australians.

That is a challenge which we accept, and when given a level playing field, we can do so successfully.

However, our recent experiences when appointed to the panel of the **Workplace & Related Products (WaRP) Contract** have highlighted numerous shortcomings and failures.

Here's some of the problems:

- Various Government departments have favorite sole supplier arrangements and are unwilling to even consider other potential vendors. Agencies engineer secondary evaluations to favor incumbents and deter competition.

Agencies including DECD, SAPOL, TAFE SA, SA Health & DPTI have all conducted secondary evaluations which required additional submissions from panel members. In all cases the original contract's terms and conditions were altered with rebates & value adds required to be paid to the individual agency or nominated charity.

We query how in scope Agencies can be removed from the original tender and question if these secondary evaluations are binding?

When DECD conducted their secondary evaluation based on annual expenditure of \$1.2 million just 20 items were selected. This process was investigated by the Industry Participation Advocate and subsequently altered. Supporting documentation is included. (Refer Attachment A) DECD ultimately appointed a sole supplier.

*K.W. Wholesale
Stationers Pty. Ltd.*



Another effect of secondary evaluations & sole supplier arrangements is price gouging becomes a reality!

If an item is procured but not included on the Agencies limited pricing schedule and a second quote isn't deemed necessary, the incumbent is provided with a unique opportunity.

Minister Pisoni recently directed the Industry Participation Advocate to write to Agency Chief Executives querying sole supplier arrangements and encouraged them to purchase from multiple vendors.

This is extremely pleasing, and the Government have shown great initiative by challenging the defective procurement practices of the past.

However, with the larger Agencies now out of scope, we estimate the \$20 million annual contract has been reduced by at least 50%

The Agency spend provided in the Government Procurement Inquiry "Issue Paper" supports our interpretation.

Indeed, had we been aware of these facts at the commencement of the contract our approach would have been significantly different.

- The Industry Participation Advocate's Procurement Plan (IPP's) were being blatantly disregarded by Government Agencies. The policies are adequate, but it is how they were being applied or unfortunately, not applied, which was the issue. The Industry Participation Advocate acknowledges this was a reality.

We subsequently wrote to Premier Marshall and Minister Pisoni with our concerns.

The response received from Mr. Justin Sara, Assistant Chief Procurement Officer, Department of Treasury and Finance on the 16th July 2018, unfortunately, did not lead to any significant change in the behavior of Agencies.

Relevant copies of the correspondence are attached. (Refer Attachments B, C, & D)

Subsequently, Minister Pisoni became directly involved and provided the Industry Participation Advocate with a mechanism to ensure Industry Participation Plans (IPP's) were being firstly, conducted, and secondly, applied correctly.

The process which now includes a "supplier checklist" clearly identifies economic contribution provided by local vendors is a game changer but are apprehensive to see if the Agencies will adopt the directive. (Refer Attachment E)

- It is imperative all panellists are included on all Agency Basware procurement software.

Currently procurement personnel, agency management & IT staff are **ALL** involved to add a supplier onto the Basware program which is problematic and has previously taken 6 weeks to accommodate. This is a legacy of the previous 2012 Across Government Stationery Contract which was awarded to two multinational organisations.

We believe when the new contract was awarded all 5 panellists should have been included on the procurement software but that was not the case. It simply maintained the previous incumbent's details putting us and other suppliers at a distinct institutionalised disadvantage.

We are currently coordinating with the Industry Participation Advocate to address this specific issue and develop a workable solution.

Given our experiences we are always intrigued to hear from a multitude of sources boasting of the high levels of local South Australian suppliers being awarded contracts.

Your own Government Procurement Inquiry "Issue Paper" states on page 23 -

Based on contracts reported from 2000-01 to 2016-17:

- *Approximately 75 percent of the number of contracts and 65 per cent of the value of contracts were awarded to South Australian suppliers*
- *Over 98 per cent of the number of contracts and 98 percent of the value of the contracts were awarded to Australian and New Zealand suppliers (including South Australian suppliers)*

We have achieved sales totaling \$150,000 of an annual spend of approximately \$20 million.

The SA Tenders & Contracts website identifies all 5 panelists of the WaRP contract and an amount of \$50.7 million. (Refer Attachment F)

Accordingly, we can only speculate how the figures have been interpreted but understand from our involvement, the levels could be significantly lower.

Recommendation -

The current Governments' Procurement "Maximizing the Benefits" document provides the solution. (Refer Attached G)

Specifically -

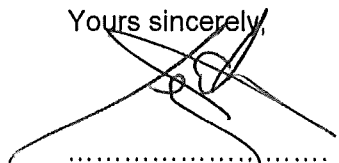
By reviewing aggregated contacts (such as those for stationery and maintenance contractors), we will identify procurements that can be broken into smaller contracts, increasing the level of competition between providers and allowing local businesses (which may not have sufficient scale to fill the entire tender) to take on smaller parcels of work. In assessing whether a procurement should be broken into smaller parts, value for money will still need to be demonstrated to ensure taxpayers money is being used efficiently.

In addition, if pre-registration could become a reality the number of tenders submitted would become basically irrelevant as much of information required has already been recorded.

Consequently, we do look forward to receiving the draft report in March 2019 and ultimately the final report in May 2019.

If you have queries or require additional information do not hesitate to contact me.

Yours sincerely,



.....
Grant Eckert
Group General Manager

Attachment A



Government of South Australia
Department for Education and
Child Development

Procurement Unit
11th Floor
Education Centre
31 Finders Street
Adelaide SA 5000
GPO Box 1152
Adelaide SA 5001
DX 541
Tel: (08) 8226 1010
Fax: (08) 8226 1902

Mr Ben Myles
Operations Manager

[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]

Dear Ben

Re: Across Government Contract for Workplace and Related Products

I am writing in relation to the recently established Across Government Contract for Workplace and Related Products, and to advise of the Department for Education and Child Development's (DECD) approach to the contract.

While schools and preschools are exempt from the contract they will be encouraged to purchase from the contract.

From a corporate perspective, DECD wishes to implement a single supplier arrangement for the provision of stationery items for corporate sites, pending the outcomes of negotiations with all panel members.

The recently formed Department for Child Protection (DCP), previously part of DECD, has committed to using the same arrangements put in place for DECD, resulting in an estimated annual spend of \$1.2M (based on DECD corporate offices and the former 'Families SA' spend).

Please see attached a sample 'basket' of goods that represent commonly purchased items. Can you please advise by return correspondence the contracted price for each of the products listed. In your correspondence please also indicate whether your company offers further discounts to the contract pricing for DCP and DECD corporate sites should a sole supplier arrangement be entered into for the term of the Across Government Contract for Workplace and Related Products.

Additionally, please propose any enhancements, products or services that you are prepared to offer DCP/DECD on the basis of being the sole supplier for all DCP and DECD corporate worksites.

Of particular interest to the department is the provision of assistance to the Dame Roma Mitchell Fund (www.decd.sa.gov.au/drmtrust).

We seek a written response by Friday 21 July 2017. DECD will then make a decision on the sole supplier arrangement and you will be notified accordingly.

Should you have any queries in relation to this matter, please do not hesitate to contact me on (08) 8226 3332.

Regards



John Scalzi
ASSISTANT DIRECTOR, PROCUREMENT AND CONTRACTING

3 July 2017

Att: Stationery Items List

Frequently purchased items – Department for Education and Child Development and Department for Child Protection.

As part of your response to the Department for Education and Child Development, please provide your organisation's pricing for the following products via the Across Government Workplace and Related Products (WARP) Contract:

- Carbon Neutral 20% recycled 80GSM copy paper Box 5
- Copy Paper Reflex Ultra White A4 80GSM Box 5
- Kleenex 4456 Optimum Towers 240x305mm 120 sheets, Carton of 20
- Verbatim Store'n'Go Retractable Pinstripe Flash Drive (USB 2.0) 8GB
- Hewlett Packard 643A cartridge Cyan 10,000 yield
- Hewlett Packard 643A cartridge black 11,000 yield
- Nescafe Blend 43 Instant Coffee Tin 500gram
- Kleenex 4440 Compact Towels 90 sheets, Carton of 24
- Hewlett Packard 64X High Yield cartridge 24,000 yield
- Hewlett Packard 648A cartridge Cyan, 11,000 yield
- Hewlett Packard 643A Magenta cartridge, 10,000 yield
- Hewlett Packard 648A cartridge Magenta, 11,000 yield
- Kyocera TK-134 Black Cartridge
- Hewlett Packard 648A cartridge Yellow, 11,000 yield
- Hewlett Packard 649X black toner 17,000 yield
- Kyocera Tk-1144 Black Toner
- Hewlett Packard 643A Yellow Toner cartridge, 10,000 yield
- Kleenex 4735 2Ply Tissues 400Sheet Ctn48
- Kleenex 4720 Exec Tissues 2Ply 100Sheet Ctn48
- Panasonic UB-5835 E Slimline Whiteboard

Attachment 3



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2nd May 2018

Hon S. Marshall
Premier of South Australia
Parliament House
North Terrace,
ADELAIDE SA 5000

Dear ~~Steven~~, *Steve*

Re : Workplace & Related Products (WaRP) Contract

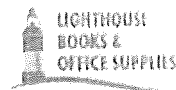
Below is an overview of two contracts concerning the procurement of stationery purchases made by South Australian Government.

- The **Across Government Stationery Contract** commenced 1st October 2012 and expired on 1st October 2016
- Schools were originally included in this contract
- A 12-month exemption for schools to purchase outside of the contract was provided in 2013 which enabled our business to survive
- The exemption was subsequently extended for the life of the contract
- A Statutory Authorities Review Committee investigated the contract in 2013
- The value of the contract was approximately \$20 million per annum

The above contract was renewed and renamed as the **Workplace & Related Products (WaRP) Contract** which commenced on 1st April 2017 and expires 31st March 2020. There are two, 12-month extensions available.

- The **Workplace & Related Products (WaRP) Contract** does NOT include schools
- Shared Services took 11 months to evaluate and appointed 5 panel members to supply stationery requisites to Government agencies. We ARE pleased to have been appointed as one of the panel members
- Many Government agencies including DECD, SAPOL, TAFE, SA Health & DPTI have conducted secondary evaluations which required additional submissions from panel suppliers.
- During secondary evaluations terms & conditions including pricing can be amended. Consequently, this process could provide an opportunity to price gouge!
- The Industry Advocate's, Local Participation Plan is not being considered by procurement staff & the Industry Advocate has written to agency Chief Executives with his concerns
- The majority of business has been retained by multinational incumbents which are now being merged by their US owner, Platinum Equity
- One local SA based supplier has withdrawn from the panel due to lack of sales

*K.W. Wholesale
Stationers Pty. Ltd.*



The Industry Participation Advocate provided the previous Government with a recommendation which we are extremely keen to see endorsed by the new Liberal Government.

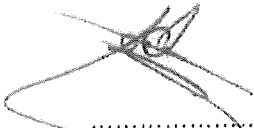
A copy of Mr. Ian Nightingale's letter is enclosed which outlines the recommendation.

The cost of products is obviously a critical factor so a specific percentage guideline, in our opinion, needs to be provided to procurement staff which will enable them to correctly undertake an evaluation process.

A weighting of 15% for local SA suppliers would be appropriate.

If any further information or additional documentation is required do not hesitate to contact me.

Regards,

A handwritten signature in black ink, appearing to be 'Grant Eckert', written over a dotted line.

Grant Eckert
Group General Manager

Attachment C



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WEB www.ancolsa.com.au

30th April 2018

Mr. D. Pisoni
Minister for Industry & Skills
Level 10, 1 King William Street
ADELAIDE SA 5000

Dear David, *David,*

Re : Workplace & Related Products (WaRP) Contract

Below is an overview of two contracts concerning the procurement of stationery purchases made by South Australian Government.

- The **Across Government Stationery Contract** commenced 1st October 2012 and expired on 1st October 2016
- Schools were originally included in this contract
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*K.W. Wholesale
Stationers Pty. Ltd.*

NEWSPAPER



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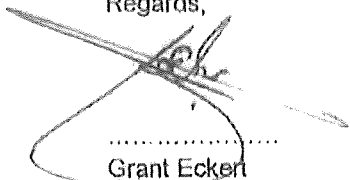
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A weighting of 15% for local SA suppliers would be appropriate.

If any further information or additional documentation is required do not hesitate to contact me.

Regards,

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Grant Eckert
Group General Manager

Attachment D

Document Ref: DPC18D01010



Government of South Australia

Department of Treasury
and Finance

Mr Grant Eckert
Group General Manager
KW Wholesale Stationers Pty Ltd
116 Grange Road
ALLENBY GARDENS SA 5009

Strategic Procurement
Level 7, Westpac House
Adelaide SA 5000
GPO Box 1045
DX 56205
<http://www.treasury.sa.gov.au>
ABN 19 040 349 865

Dear Mr Eckert,

Thank you for your letter to the Premier of South Australia, dated 2 May 2018 regarding the across Government Workplace and Related Products (WaRP) contract.

As noted in your letter, the Office of the Industry Advocate (OIA) continues to play an important role in supporting locally based suppliers.

For the WaRP contract, I am advised the OIA sought a higher weighting for the Industry Participation Plan as part of the original procurement process. Now that the WaRP contract is in its second year of operation, the Office of the Chief Procurement Officer (OCPO) continues to manage the contract and the OIA also continue their work in monitoring procurement outcomes and processes across Government, including this contract.

The guidance provided to all agencies by the OIA in February 2018 remains in effect and will continue for the remainder of the contract, to guide agencies in undertaking a secondary procurement process for their office supplies. This guidance will ensure that secondary procurements in this highly competitive sector takes into account a broad range of factors including value for money and local economic contributions.

With this guidance from the OIA, agencies will continue to need to follow procurement policies laid out by the State Procurement Board. This includes a balanced approach to applying their criteria for evaluation and the weightings applied to these criteria.

Overall, the expectation remains that agencies take into account a broad range of factors when assessing value for money, including the economic contribution of suppliers to the South Australian economy.

I trust the above information is of assistance.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Justin Sara', with some scribbles underneath.

Justin Sara
A/CHIEF PROCUREMENT OFFICER

16/7/2018

Attached E

Industry
Advocate

the Industry Advocate
Advocate, Collaborate, Innovate
Level 13, Stillwell House
99 Gawler Place Adelaide, 5000
p 08 8226 8926
www.industryadvocate.sa.gov.au



17 October 2018

Mr Grant Eckert
Group General Manager
The Associated Newsagents Co-operative (SA) LTD
PO BOX 257
WELLAND SA 5007

c/o – ancof@ancof.com.au

Grant
Dear Mr Eckert,

I have been asked to respond to your letter dated the 5th of October to Minister Plisani regarding matters associated with the Workplace & Related Products (WaRP) Contract.

As you know I am acutely aware of the problems you have raised in your letter to the Minister and felt it appropriate to provide some background to my involvement.

As the Industry Advocate I recommended to Shared Services in the Department of the Premier and Cabinet, who was responsible for the contract, to increase the 15% minimum weighting to 20% for the associated IP Plan and this was included in the evaluation criteria for the Workplace and Related Products WaRP Panel.

Following concerns raised by you and other Panel suppliers that this economic contribution measure was not flowing into the secondary buying decisions being made by Agency staff I wrote to Agency Heads of Procurement in August 2017 to flag my concerns.

Their response confirmed for me the problem KWWS and other suppliers were facing is that there is no one person in agencies who has overall control of stationery and the ordering is carried out in business units across agencies. Consequently, there is a low awareness of applying any sort of economic contribution test to the buying decisions being made.

Under the *Industry Advocate Act 2017* I have responsibility to investigate complaints and make recommendations to responsible officers with the view of resolving those complaints, removing impediments and improving procurement practices and processes.

With that in mind I wrote to all the Agency Chief Executives in February 2018 seeking their support in providing broad communication to their staff - making the Government's position quite clear, that by sourcing supplies from locally based businesses that employ South Australians there is a direct and positive impact on the State's economy.

In that letter I provided some advice on how Agency staff could determine the economic contribution made by locally based suppliers.

Following the feedback, I received from you and another supplier I determined the procurement practices and processes had not improved so I referred the matter to the Minister for his consideration.

The Minister asked my office to find a way to rectify this problem, and as result we developed a simple checklist which agency staff would use when deciding about which supplier to select.

This will recognise suppliers with a higher economic contribution measure and obviously meet the government's objective of supporting local jobs and will be factored in when Agency staff are making the buying decisions.

I am pleased to inform you that on 16 October 2018 Minister Pisoni wrote to all his Ministerial colleagues asking that his correspondence and the attached checklist be provided to their CEs with a direction that all staff involved with the purchasing of stationery and office supplies be required to implement these steps.

The use of the template will be applied as follows:

- If the answer is "yes" to each of five key questions you can assume 20% economic contribution measure or part thereof.
- If the office supplies can be delivered from a regional distributor an additional 4% economic contribution can be added.

If the product/s are comparable, the service and quality meet the buying requirements and the economic contribution measure has been accounted for - price is not the only determinant of value for money.

My office will be contacting all WaRP suppliers immediately to collate the information needed and will be providing that to agencies for their use.

My office will also audit the information from the WaRP suppliers panellists every 6 months for distribution to the Responsible Government Agencies (RGA's).

This will mean when selecting a new WaRP supplier from the panel if the circumstances of any panel supplier has changed this can be considered as part of the assessment.

With regards to your concerns about 'procurement software anomalies' I will ask Phillip Dowsett from my office to take this up directly with you and the relevant Agency to find a satisfactory outcome.



Ian Nightingale
INDUSTRY ADVOCATE

Stationery and Office Supplies Source Checklist

The Provision of Workplace and Related Products covers stationery and office supplies. The Government's commitment is that by sourcing supplies from locally based businesses that employ South Australians there is a direct and positive impact on the State's economy.

The Office of the Industry Advocate (OIA) shall ensure that this checklist is updated by all WaRP panellists (every 6 months) and made available to Responsible Government Agencies (RGA's) upon request. Auditing of the checklist shall also be conducted by the OIA.

The expectation is when a purchasing decision is being made from any of the Panel suppliers the most up-to-date checklist is requested from the OIA and used as part of the assessment.

WaRP Panellists will record their response with an "X" in the appropriate column.

Name of the business	Economic Contribution	<u>YES</u>	<u>NO</u>
Is the Head Office location in South Australia?	4%		
Is the Distribution Centre in South Australia?	4%		
Is the product picked and packed in South Australia?	4%		
Are the back office services (eg HR, IT & Financial) of the supplier in South Australia?	4%		
Are the Sales Personnel based in South Australia?	4%		
Can the product be supplied from a regional business?	4%		

ATTACHMENT F

(/tenders/index.do)

SA Tenders and Contracts

(/tenders/index.do)

Q Search

Contracts
Browse



(<http://www.southaustralia.com/en>) (<http://www.ministers.sa.gov.au>)



Government
of South Australia

Strategic Procurement

Reference #	Title	Start Date	Expiry Date	Total Inc GST
SP-1213 (view.do?id=5666)	NOVELL MASTER LICENSE AGREEMENT (view.do?id=5666)	1 Oct, 2005	30 Sep, 2019	\$7,300,000
SP-1299 (view.do?id=2582)	MAINFRAME SERVICES - Ent. Services (view.do?id=2582)	28 Jul, 2006	23 Aug, 2019	\$119,000,000
SP-1321 (view.do?id=9114)	Oracle License and Services Agreement (view.do?id=9114)	20 Dec, 2006	20 Dec, 2018	\$0
SP-1323 (view.do?id=23432)	ePROJECTS PORTAL - ePROJECTS PANEL (view.do?id=23432)	1 Apr, 2007	1 Jul, 2022	\$0
SP-1323a (view.do?id=23434)	LOW RISK ICT PROJECT PORTAL - ePROJECTS PANEL (view.do?id=23434)	1 Apr, 2007	1 Jul, 2022	\$0
SP-1323b (view.do?id=23435)	ePROJECTS PLUS PORTAL - ePROJECTS PANEL (view.do?id=23435)	1 Apr, 2007	1 Jul, 2022	\$0
SP-1323c (view.do?id=23436)	CYBER SECURITY SERVICES PORTAL - ePROJECTS PANEL (view.do?id=23436)	1 Apr, 2007	1 Jul, 2022	\$0
SP-114 (view.do?id=5276)	HOSTING SERVICES PANEL (view.do?id=5276)	10 Oct, 2008	8 Oct, 2021	\$65,000,000
SP-1447 (view.do?id=7798)	ADOBE CUMULATIVE LICENSING PROGRAM (CLP) (view.do?id=7798)	24 Sep, 2009	30 Sep, 2019	\$0

SP-1520 (view.do?id=10827)	NETWORK DEVICES - NEC Australia (view.do?id=10827)	30 Sep, 2015	30 Sep, 2019	\$17,660,000
SP-1517 (view.do?id=10824)	NETWORK DEVICES - Data#3 (view.do?id=10824)	6 Oct, 2015	30 Sep, 2019	\$17,660,000
SP-1523 (view.do?id=11053)	POSTAL SERVICES - Australia Post (view.do?id=11053)	1 Nov, 2015	31 Oct, 2019	\$60,300,000
SP-1549 (view.do?id=11171)	COURIER & DX SERVICES AGREEMENT - Toll (view.do?id=11171)	1 Dec, 2015	30 Nov, 2018	\$1,496,676
SSSA150741 (view.do?id=11095)	Software Licence and Support Agreement for an End of Financial Year (view.do?id=11095)	1 Jan, 2016	31 Dec, 2019	\$1,084,981
SP-1582 (view.do?id=11189)	CARD FUEL - BP Australia (view.do?id=11189)	1 Mar, 2016	31 Dec, 2018	\$123,974,000
SP-1584 (view.do?id=11191)	CARD FUEL - Viva Energy (view.do?id=11191)	1 Mar, 2016	31 Dec, 2018	\$123,974,000
SP-1583 (view.do?id=11190)	CARD FUEL - Caltex Australia (view.do?id=11190)	1 Mar, 2016	31 Dec, 2018	\$123,974,000
SP-1635 (view.do?id=23437)	PROCUREMENT SERVICES PANEL - ePROJECTS PANEL (view.do?id=23437)	1 Nov, 2016	31 Oct, 2019	\$0
SSSA027583 (view.do?id=11867)	Across Government Contract for the Provision of Temporary Staff Services (view.do?id=11867)	1 Dec, 2016	30 Nov, 2019	\$446,800,000
SP-1631 (view.do?id=12073)	CLIENT COMPUTING AND SERVER EQUIPMENT - Hewlett Packard Australia (view.do?id=12073)	15 Dec, 2016	31 Dec, 2020	\$532,500,000
SP-1642 (view.do?id=11982)	End User Computing Agreement (view.do?id=11982)		7 Feb, 2024	\$280,469,645
SP-1646 (view.do?id=12041)	WORKPLACE AND RELATED PRODUCTS PANEL - Winc (view.do?id=12041)	1 Apr, 2017	31 Mar, 2020	\$50,700,000
SP-1643 (view.do?id=12036)	WORKPLACE AND RELATED PRODUCTS PANEL - Complete Office Supplies (view.do?id=12036)	1 Apr, 2017	31 Mar, 2020	\$50,700,000
SP-1644 (view.do?id=12038)	WORKPLACE AND RELATED PRODUCTS PANEL - K W Wholesale Stationers (view.do?id=12038)	1 Apr, 2017	31 Mar, 2020	\$50,700,000

SP-1645 (view.do?id=12040)	WORKPLACE AND RELATED PRODUCTS PANEL - OfficeMax (view.do?id=12040)	1 Apr, 2017	31 Mar, 2020	\$50,700,000
SP-1647 (view.do?id=12042)	WORKPLACE AND RELATED PRODUCTS PANEL - United Office (view.do?id=12042)	1 Apr, 2017	31 Mar, 2020	\$50,700,000
SP-1648 (view.do?id=12251)	DOMESTIC AIR TRAVEL SERVICES - Qantas (view.do?id=12251)	29 May, 2017	30 Apr, 2020	\$28,500,000
SP-1651 (view.do?id=12138)	BULK FUEL AND LUBRICANTS RAIL-Caltex Australia (view.do?id=12138)	1 Jun, 2017	1 Jun, 2022	\$129,500,000
SP-1652 (view.do?id=12139)	BULK FUEL AND LUBRICANTS RAES and STATEWIDE PANEL-Mogas Regional (view.do?id=12139)	1 Jun, 2017	1 Jun, 2022	\$129,500,000
SP-1654 (view.do?id=12140)	BULK FUEL AND LUBRICANTS STATEWIDE PANEL - United Petroleum (view.do?id=12140)	1 Jun, 2017	1 Jun, 2022	\$129,500,000
SP-1649 (view.do?id=12252)	DOMESTIC AIR TRAVEL SERVICES - Virgin (view.do?id=12252)	1 Jun, 2017	30 Apr, 2020	\$28,500,000
SP-1655 (view.do?id=12152)	BULK FUEL AND LUBRICANTS STATEWIDE PANEL - LH Perry & Sons (view.do?id=12152)	1 Jun, 2017	1 Jun, 2022	\$129,500,000
SP-1658 (view.do?id=12247)	MICROSOFT PREMIER SUPPORT SERVICES AGREEMENT (view.do?id=12247)	26 Jun, 2017	25 Jun, 2020	\$0
SP-1664 (view.do?id=12262)	MICROSOFT ENTERPRISE ENROLMENT (view.do?id=12262)	1 Jul, 2017	30 Jun, 2020	\$55,000,000
SP-1667 (view.do?id=12394)	SHORT TERM CAPACITY GENERATOR CONTRACT - SA Power Networks (view.do?id=12394)	31 Jul, 2017	30 Nov, 2018	\$0
SP-1668 (view.do?id=12395)	SA GRID-CONNECTED BATTERY FACILITY AGREEMENT - Hornsdale Power Reserve (view.do?id=12395)	6 Jul, 2017	1 Dec, 2027	\$0
SP-1669 (view.do?id=12533)	Generation Project Agreement - SolarReserve (view.do?id=12533)	14 Aug, 2017	1 Nov, 2040	\$0
SP-1671 (view.do?id=12684)	MAIL HOUSE SERVICES PANEL - Lane Laser Printers (view.do?id=12684)	1 Oct, 2017	30 Sep, 2020	\$5,600,000
SP-1672 (view.do?id=12685)	MAIL HOUSE SERVICES PANEL - Fuji Xerox (view.do?id=12685)	1 Oct, 2017	30 Sep, 2020	\$5,600,000