MINISTER FOR BUSINESS

INDIGENOUS BUSINESS TENDER SUPPORT PROGRAM OPENS UP NEW OPPORTUNITIES

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The Northern Territory Government is piloting a new program aimed at assisting Indigenous owned or operated business to strengthen their ability to compete for government tenders.

The Indigenous Business Tender Support Program is focussed on remote and regional indigenous business and aims to help them improve their ability to navigate the tender processes of government and private sector firms.

Minister for Business, Dave Tollner, said government work can be an important source of work for regional business.

“The Territory Government is committed to supporting local businesses build their capacity as Northern Australia continues to develop. This program is part of a range of business support programs offered to help build that capacity,” Mr Tollner said.

Discussions with key government departments, the Industry Capability Network and the NT Indigenous Business Network have identified the need for a targeted support program for indigenous businesses to develop their tendering skills.

Mr Tollner said there are businesses that may have the capability to deliver contracted services that currently have difficulty navigating the tender process.

“These businesses could benefit from advice that brings them up to speed on the successful tendering. That’s why the Government is providing up to $5000 for eligible businesses to receive advice from a business consultant on how to improve their tender capability,” Mr Tollner said.

The program can help improve a businesses’ capacity by:

- identifying crucial process improvements that the business may need to consider to increase the likelihood of its winning tenders;
- delivering professional assistance with immediate and future competitive tender opportunities; and
- the development of business capability statements and company profiles to professionally represent the business in promoting themselves for private and public sector opportunities.
Initially, the Department of Business will invite businesses that are already tendering for government work to join in the program.

“Depending on the pilot program’s uptake and the feedback from participants, the Government may roll the program out more widely in the future,” Mr Tollner said.

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