



Pilot to help small businesses compete for public procurements (New South Wales, Australia)



Public Procurement Principle: **Access, Balance**



Procurement Stage: **Tendering**



Audience: **Policy makers, Procuring entity, Private sector**

Description

The New South Wales (NSW) government has launched the Local Procurement Pilot to make it easier for small companies to break into the government procurement ecosystem. It provides tools to cut red tape and simplify the tendering and procurement process, thus streamlining the process to give small businesses a better chance at winning government contracts.

As part of the pilot, the NSW Government published *Doing Business with your Local Council: A Guide for Small Business Owners*. The guide discusses how to maximise chances for winning government contracts, including information on how to find out about opportunities, how to demonstrate capability and experience, and how to be environmentally sustainable.

The Local Procurement Pilot also includes a road map and other resources for councils to make it easier for small businesses to win contracts.

Source: OECD (2020), [System Change in Slovenia: Making Public Procurement More Effective](#), OECD Publishing, Paris

