

102: GET ON THE STATE GOVERNMENT RADAR

Interested in contracting to government?
Here are some steps to help you find and secure contracts and be a part of government's local supply chain.

Know WHO buys WHAT

- ✓ Research online at Tenders WA to learn which agencies buy in your region and what they buy
- ✓ Approach local agencies directly
- ✓ Learn from peers about the market

Be 'offer ready'

- ✓ Showcase relevant experience, credentials and policies
- ✓ Create an organisational chart and a capability statement

Be visible to buyers

- ✓ Register on Tenders WA
- ✓ Register on relevant supplier portals
- ✓ Share your capability statement
- ✓ Establish an online presence

Seek support

- ✓ Contact the Albany Business Centre to help you get 'offer ready': 08 9841 8477
- ✓ Contact GSDC's Local Content Adviser to help you find contract opportunities: 08 9842 4888 or gfdc@gfdc.wa.gov.au