

# Procurement Advisory Notice 2/2020

## For suppliers – Exclusive transactions

During the COVID-19 emergency, suppliers that are in a position to do so may submit significant or innovative proposals to deliver goods or services which are critical for responding to government and community needs. Such proposals can be made through the exclusive transactions process (formerly known as the market-led proposals process).

The **exclusive transaction process** offers a pathway for complex private sector commercial proposals to seek work with government.

An exclusive transaction must:

- align with government priorities
- justify its exclusive dealing with government
- represent value for money
- be financially feasible with an investor that has the financial and technical capacity, capability and experience to deliver the proposal.

As an example, a proposal by a supplier to construct a building for a government buyer using innovative methods (e.g. use of special building materials) could be subject to the exclusive transactions process.

## Benefits

Exclusive transactions are by nature expected to provide benefits to suppliers, government and the community. Suppliers are able to transact directly with government and may receive some level of government assistance for the project. During emergency situations it can enable delivery of innovative solutions to service and infrastructure challenges at low cost to taxpayers, and where possible at a reduced timeframe.

## How do I submit a proposal?

Suppliers who are interested in submitting a proposal through the exclusive transactions process should contact the Department of State Development, Manufacturing, Infrastructure and Planning (DSDMIP) by email [InvestmentTransactions@dsdmip.qld.gov.au](mailto:InvestmentTransactions@dsdmip.qld.gov.au) or call (07) 3452 7206.

DSDMIP will provide:

- a clear and coordinated entry point for industry proposals and requests for support
- personal engagement to explore proposals and guidance on how they are best progressed within government
- priority for proposals and investors who have a demonstrated capacity to convert ideas into reality in a timely manner
- a single cross-agency panel that will oversee the assessment of, and recommendations for, private proposals that involve direct negotiations with government.

If you have a good or service that may benefit the current COVID-19 response for government you can also email your details to [covid19procurement@hpw.qld.gov.au](mailto:covid19procurement@hpw.qld.gov.au). Information is being captured should future need arise, although significant proposals should still be directed to DSDMIP.

## Where to go for more information

Additional information on exclusive transactions can be found on the following Queensland Government agency websites:

- DSDMIP - [Exclusive transactions](#)
- Queensland Treasury - [Guidelines for the assessment of market-led proposals](#)