Monitor and Review
This Manual will be reviewed whenever relevant sections of any of the identified references are updated or amended. All feedback and suggestions for improvement should be sent to:
Procurement.Policy@Defence.gov.au

Note to External Agencies
External agencies intending to use this template will need to tailor it in order to meet their specific procurement requirements (including relevant internal guidance) and should seek appropriate professional guidance as required.

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Please note that while the Procurement Policy Help Desk can respond to DPPM policy questions, this service is not available to those outside of Defence. Contractors should, in the first instance, seek guidance from the relevant Contact Officer for their specific procurement.

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This publication should be attributed as the Defence Procurement Policy Manual 1 July 2019.
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Chapter 1

Introduction to the Defence Procurement Policy Manual

Overview
1. Welcome to the new version of the Defence Procurement Policy Manual (DPPM). The DPPM has been completely re-written to more clearly set out for Defence officials the mandatory policy that must be complied with when undertaking procurement.

2. The DPPM has also adopted a completely new structure and format. In particular, the DPPM now incorporates the Commonwealth Procurement Rules (CPRs) so that officials can find in one place the Commonwealth and Defence procurement related policy that applies to them.

3. There are many terms in italics. This normally means that the term is a defined term. Appendix B to the CPRs (and the DPPM) sets out the definitions of these terms.

Policy Statement
4. The DPPM incorporates both the CPRs and additional Defence Procurement Policy Directives that must be complied with by Defence officials in relation to procurement. Defence Procurement Policy Directives supplement specific CPRs in the context of the particular circumstances and needs of the Department of Defence (‘Defence’).

Defence Procurement Policy Directive
D1. In addition to complying with the CPRs, Defence officials must comply with the Defence Procurement Policy Directives in the DPPM when undertaking procurement. Defence Procurement Policy Directives are generally denoted by the term ‘must’ (or ‘must not’).1

5. Together with the guidance, templates, tools and other resources referred to in the DPPM, the DPPM is an internal control system that forms part of the framework that applies the principles and requirements of the resource management and procurement frameworks (focusing on Defence’s operations). The DPPM provides primary operational instructions to Defence officials in carrying out their duties related to procurement, in a way that is tailored to Defence’s particular circumstances and needs.

Scope and applicability of this manual
6. The DPPM applies to all Defence officials. In addition, a contract may extend the application of this manual to a contractor,2 or a contractor may be prescribed to be a Defence official in accordance with Defence’s Accountable Authority Instructions.

What is the purpose of this manual?
7. The purpose of the DPPM is to:
   a. assist Defence officials to implement the requirements of the CPRs and Defence policy when undertaking procurement;
   b. provide Defence officials with a plain English document that is simple to understand and use when undertaking procurement;
   c. update Defence’s approach to procurement to reduce red tape and costs to industry;
   d. encourage officials to use more strategic approaches, commercial expertise and good practice, when procuring for Defence; and

---

1 Where the term ‘should’ or ‘may’ is used in the DPPM, this generally indicates good practice. See also the section ‘How do I read the DPPM’ in this Chapter for more information.

2 See further paragraph 4.15 of the CPRs and the related Note.
e. encourage officials to engage early with Defence industry to stimulate competition and innovation, and work with industry to develop better solutions and outcomes for Defence.

How do I read the DPPM?

8. The DPPM is divided into five chapters and has two appendices, as follows:

Chapter 1 – Introduction to the Defence Procurement Policy Manual – this chapter provides an overview of the role of the DPPM and how it is designed to be used;

Chapter 2 – An overview of the CPRs and the procurement lifecycle – this chapter provides an overview of the CPRs, including the key policy requirements as they apply to the procurement lifecycle, and provides a summary of the procurement life cycle to get into contract;

Chapter 3 – The procurement framework - this chapter incorporates all of the preliminary rules and guidance contained in the CPRs;

Chapter 4 – Achieving Value for Money in procurement – this chapter incorporates all the rules from Division 1 of the CPRs, as well as additional Defence Procurement Policy Directives;

Chapter 5 - Procurements above the procurement thresholds – this chapter incorporates all of the rules from Division 2 of the CPRs, as well as additional Defence Procurement Policy Directives;

Appendix A – Exemptions from Division 2 of the CPRs – this is Appendix A from the CPRs which sets out the list of procurements that are exempt from Division 2 of the CPRs;

Appendix B – Definitions – this is Appendix B from the CPRs which sets out the definitions of the terms used in the CPRs. These terms also have the same meaning when used in the DPPM.

9. Chapters 3 – 5 of the DPPM set out the individual CPR rules that must be complied with by all officials (including Defence officials) undertaking procurement for the Commonwealth. The CPR rules have been numbered as they appear in the CPRs, and are easily identifiable as having been drafted in the following format:

EXAMPLE ONLY

‘2. Procurement Framework

2.1 The Commonwealth Procurement Rules (CPRs) are issued by the Minister for Finance (Finance Minister) under section 105B(1) of the Public Governance, Performance and Accountability Act 2013 (PGPA Act).

2.2 Officials from non-corporate Commonwealth entities and prescribed Corporate Commonwealth entities listed in section 30 of the Public Governance, Performance and Accountability Rule 2014 must comply with the CPRs when performing duties related to procurement. These entities will collectively be referred to as relevant entities throughout the CPRs.’

10. Many of the CPR rules stand by themselves and need no further explanation or context. Also, in many cases, there are no additional Defence Procurement Policy Directives over and above the individual CPR rule.

11. In other cases, however, there may be one or more additional Defence Procurement Policy Directives that must also be complied with by Defence officials. These are also easily identifiable as they appear below the particular CPR rules to which they most closely relate, have been numbered with ‘D’ as an identifier, and have been drafted in the following format:
Chapter 1 – Introduction to the Defence Procurement Policy Manual

12. Also accompanying a CPR rule or Defence Procurement Policy Directive in many cases are ‘Notes’. These Notes assist with the interpretation of, or provide more context for readers about, a particular CPR or Defence Procurement Policy Directives, and how they apply in the Defence procurement environment. An example of a Note is as follows:

EXAMPLE ONLY
‘Note: The DPPM also sets out the Defence Procurement Policy Directives that Defence officials must comply with when they procure goods and services for or on behalf of Defence. The DPPM also indicates good practice.’

13. These Notes do not form part of the mandatory policy that must be complied with under the DPPM. However, they can be used, along with the material in Chapters 1 and 2 of the DPPM, to assist with interpretation and to give greater context for the DPPM user.

14. The headings in the DPPM are usually the headings from the CPRs. However, other headings have also been included where appropriate to help guide the reader.

Commonwealth legislative and policy framework

15. As paragraph 2.10 of the CPRs notes, Defence and its officials operate in an environment of legislation and Commonwealth policy. Defence has numerous business policy owners that are responsible for ensuring Defence complies with applicable Commonwealth legislation and policy requirements, as well as with particular State and Territory legislation that may also apply to Defence activities. This legislation and policy often interacts with Defence procurement and in many cases is given effect to through contracts.

16. The DPPM refers to and incorporates by reference relevant Commonwealth legislation and policy, and other Defence policy, relating to procurement. Also, the endorsed Defence contracting templates have been drafted and are regularly updated to give effect to applicable Commonwealth legislation and policy (including the CPRs), and applicable Defence policy. These templates have been developed to assist Defence officials to comply with applicable legislation and policy requirements if used for the purposes for which they are intended. Where the procurement involves a unique or unusual requirement not within the contemplation of the endorsed templates, specialist advice should be sought to ensure any specific legislation and policy is addressed. The endorsed Defence contracting templates may be found on the Commercial Division Tools and Templates intranet page.

17. There are also many policy or support areas in Defence that can assist in relation to specific aspects of procurement or on legislation and policy that intersect with procurement (eg contracting, legal, finance, environment, work health and safety, security, technical regulatory frameworks etc). These resources can be found by the procurement support areas link on the Commercial Division Help Desk Kiosk intranet page.

18. The Department of Finance’s Buying for the Australian Government website provides further assistance on policies that interact with procurement (called ‘Procurement-Connected Policies’). The Department of Finance also releases Resource Management Guides and Finance Circulars that provide additional guidance and interim policy updates. These resources may be found on the Department of Finance webpage.

Resource management framework

19. The resource management framework is part of the broader Commonwealth legislative and policy environment, and consists of the legislation and policy (including the CPRs) governing the management of the Commonwealth’s resources. The main elements of this framework are set out in Figure 3 of the CPRs.
20. The resource management framework is primarily comprised of the PGPA Act and associated
Public Governance Performance and Accountability Rule 2014 (PGPA Rule 2014). The PGPA Act
authorises the Secretary, as Defence’s Accountable Authority, to issue Accountable Authority
Instructions (AAIs) (PGPA Act, section 20A; see also paragraph 2.5 of the CPRs). The Secretary has
issued the Defence AAIs under this authorisation. The PGPA Act also contains provisions dealing with
the commitment of relevant money and officials entering into arrangements such as contracts and
deeds (PGPA Act, section 23). Section 60 of the PGPA Act governs the granting by the
Commonwealth of indemnities, warranties and guarantees (‘contingent liabilities’). Sections 23 and 60
of the PGPA Act are key provisions relating to procurement.

21. The PGPA Framework requires Defence officials to:
   a. not be inconsistent with the policies of the Australian Government (PGPA Act, section 21);
   b. use and manage public resources in an efficient, effective, economical and ethical manner
      (PGPA Act section 8 and 15);
   c. exercise ‘care and diligence’ in performing their duties (PGPA Act, section 25);
   d. exercise powers, perform functions and discharge duties “honestly, in good faith and for a
      proper purpose” (PGPA Act, section 26);
   e. not improperly use their position in performing their duties (PGPA Act, section 27);
   f. not improperly use information (PGPA Act, section 28); and
   g. disclose interests in relation to the performance of their duties (PGPA Act, section 29).

22. Section 21 of the PGPA Act requires the Secretary to govern Defence in a way that is ‘not
inconsistent with the policies of the Australian Government’. The ‘policies of the Australian
Government’ is not a defined term and should be interpreted broadly, applying its ordinary dictionary
meaning. Among other things, the term will likely include things like Cabinet decisions, or other
Government approvals relating to a commitment of relevant money, to the extent that the decision or
approval establishes a course or line of action.

23. Accordingly, Defence officials exercising delegations (especially those for the purposes of
section 23 of the PGPA Act) should ensure that they do so consistent with the terms of any Australian
Government decisions or approvals relevant to the procurement.

24. For a Defence official (including a contractor who is prescribed as a Defence official) to exercise
a power conferred on or delegated to the Secretary under the PGPA Act in relation to procurement,
they are required to have the delegated authority. These delegations are described in the Defence
AAIs and issued in Financial Delegations Manual (FINMAN 2).

25. For the purposes of section 23(3) of the PGPA Act, delegated Defence officials may approve
the commitment of relevant money (Commitment Approval delegation). This delegation is required to
be exercised before the Commonwealth enters into the arrangement that commits relevant money.
For the purposes of section 23(1) of the PGPA Act, Defence officials may enter into an arrangement
on behalf of the Commonwealth (Enter into an Arrangement delegation). The Defence official
exercises this delegation by the physical act of entering into an arrangement, after the proposed
commitment has been approved by a Commitment Approval delegate. These delegations are
mentioned in Defence Procurement Policy Directive D5. Defence officials should be aware that the
section 23 PGPA Act delegations apply to all kinds of procurements. For example, both delegations
will be required for each order placed under a standing offer arrangement.

26. Also, a change to a contract (whether called a contract change, amendment or variation or
some other terminology) may itself technically constitute a procurement. In any event, both
delegations will be required to be exercised for each contract change, if the change involves the

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3 If a procurement includes a contingent liability, Defence Procurement Policy Directive D6 requires the relevant delegate to
authorise the granting of the contingent liability for the purposes of section 60 PGPA Act. In Defence, the Commitment Approval
delegate may do this as part of exercising this delegation.

4 The Establishing and Using Standing Offers Fact Sheet provides further information regarding delegations required for the
establishment and use of standing offer arrangements.
commitment of relevant money.\textsuperscript{5} If the contract change does not involve the commitment of relevant money (that is, it is a ‘nil-cost’ contract change), only the Enter into an Arrangement delegation is required.\textsuperscript{6} However, even in this situation, the delegate should be satisfied that the proposed change represents proper use and management of public resources and is not inconsistent with the policies of the Australian Government (see further paragraph 6.1 of the CPRs).

27. In addition to these delegations under the PGPA Act, and in accordance with AAI 3, Defence officials are also required to obtain an ‘Endorsement to Proceed’ before undertaking certain procurements (see Defence Procurement Policy Directive D9). An Endorsement to Proceed process is part of Defence’s internal controls (which are required by section 16 of the PGPA Act) to better ensure the proper use and management of public resources. Having a Defence official provide an Endorsement to Proceed for procurements above a certain value provides additional internal scrutiny through which Defence can satisfy itself that proceeding with the procurement would be an efficient, effective, economical and ethical use of public resources, and that it will not be inconsistent with the policies of the Australian Government. An Endorsement to Proceed Fact Sheet and template have been developed to assist Defence officials to deal with all the matters they need to consider when exercising this function.\textsuperscript{7}

28. Defence has also developed templates to assist and guide Commitment Approval and Enter into Arrangement delegates (as well as any separate delegate authorising the granting of a contingent liability under section 60 of the PGPA Act) through all the considerations they need to be aware of when exercising their delegations.

### Compliance with the DPPM

29. The DPPM sits within the procurement policy framework as set out in Figure 1.

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\textsuperscript{5} When calculating the value of a contract change for the purposes of exercising a delegation, Secretary’s Direction 18 in FINMAN 2 Schedule 1 states that the limit of delegation is determined by adding the proposed additional commitment to the existing value of the commitment of relevant money (that is, the original value plus any amendments already approved).

\textsuperscript{6} While only the Enter into an Arrangement delegation is required, AAI 2.4.1.9(b) and FINMAN 2 Schedule 2 Note 5 have the effect that not all Defence officials have the delegated authority to agree to enter into arrangements that are nil-cost contract changes. Defence officials should refer to AAI 2.4.1.9 and FINMAN 2 Schedule 2 Note 5 to make sure that these contract changes are authorised at the right level.

\textsuperscript{7} For further guidance, see Chapter 4 of the Complex Procurement Guide.
30. If a Defence official departs from the DPPM in a way that results in a departure from the CPRs, (or the PGPA Act or PGPA Rule 2014), then the official will have contravened the law.

31. When considering a possible departure from a Defence Procurement Policy Directive contained in the DPPM, Defence officials should:

a. consider whether a proposed departure from the policy requirement is reasonable and justified in the circumstances and would produce the same or better outcome for Defence;

b. consult their supervisor, wherever practicable, about a proposed departure – a properly informed decision may involve consulting the policy owner; and

c. be responsible and accountable for the consequences of departing from, or not adhering to, the content of a manual, including where such departure or non-adherence results in a breach of applicable laws or leads to adverse outcomes for Defence.

32. Officials are not permitted to depart from the mandatory requirements of the PGPA Act, PGPA rule, CPRs, AAIs and FINMAN 2.

33. Defence officials should consider whether contractors should be required to comply with the DPPM when undertaking procurement on behalf of Defence and communicate this requirement to the contractors, including the incorporation of appropriate provisions in contracts.

Why do we have procurement rules?

34. The CPRs and Defence Procurement Policy Directives in the DPPM exist to assist Defence officials make proper use of public resources when undertaking procurement related activities for the Commonwealth. Defence officials, like officials from other Commonwealth agencies, are accountable for how they spend relevant money (also known as ‘public money’).

35. The DPPM provides a framework that promotes responsible and accountable spending by Defence officials when procuring goods and services for Defence. This framework supports the proactive management of the risks relating to procurement, as required by the CPRs.

Why are the CPRs and the DPPM drafted the way they are?

36. As noted at paragraph 2.15 of the CPRs, the CPRs give effect to Australia’s international treaty obligations. Access to overseas markets is secured through Free Trade Agreements (FTAs). Under FTAs, countries offer reciprocal access to their government procurements. The CPRs reflect Australia’s FTA commitments, and in particular are substantially based on the text of Chapter 15 of the Australia-USA FTA. The CPRs also align with the World Trade Organisation’s Agreement on Government Procurement (GPA). Accordingly, the CPRs include procurement related rules that give effect to Australia’s international obligations.

37. The CPRs also seek to ensure that Commonwealth agencies achieve value for money in their procurement activities, however they have not been specifically drafted to follow the logical order or timeline of the procurement life cycle, and it is very difficult to simply translate or allocate the CPR rules to the various parts of the life cycle. The Defence Procurement Policy Directives have been drafted to align with the structure of the CPRs, and therefore also do not follow the procurement life cycle. Chapter 2 of the DPPM provides an overview of the CPRs, including a discussion of the core principles underpinning Commonwealth procurement. Chapter 2 also provides an overview of how to plan and undertake a procurement.

38. By contrast, the Simple Procurement Process Tool and Complex Procurement Guide, which accompany the DPPM, have been based on the procurement life cycle so that Defence officials have a more intuitive sequenced guidance document to follow when planning for and undertaking procurements. The documents do not contain mandatory policy requirements, rather, along with the practitioner level Better Practice Guides and Handbooks on specific procurement topics, they provide more detailed ‘how to’ guidance to undertake good procurement, whether for a low risk, low value (‘simple’) procurement or for the more highly complex procurements that are often undertaken in Defence, whether in the materiel or non-materiel environment.

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6 For more information about when it might be appropriate to require contractors to comply with the DPPM, see paragraph 4.17 of the CPRs and the related Note.
What is the procurement life cycle?

39. The procurement life cycle is simply the breakdown of the end-to-end procurement process into logical phases and stages. If each stage of the life cycle is planned for and executed well, Defence officials are more likely to achieve good outcomes from their procurement activities. The procurement lifecycle separates procurement into three phases: planning, sourcing and managing. These phases are further divided into seven distinct, but interrelated stages, which are:

Planning
1. Plan the procurement
2. Request documentation

Sourcing
3. Approach the market
4. Evaluation
5. Negotiation and contract signature

Managing
6. Contract management\(^a\)
7. Disposal.

40. The procurement life cycle is represented by the following ‘procurement wheel’ (see figure 2).

![Procurement Wheel Image]

Figure 2

41. While the procurement life cycle includes a Disposal stage, the actual disposal of goods (for example, Defence materiel at the end of its life of type) is not a procurement within the meaning of the CPRs. This is so even though paragraph 2.10 of the CPRs mentions a ‘consideration of disposal of goods’ as being part of procurement. Hence, disposal of goods is neither subject to the CPRs nor the Defence Procurement Policy Directives in the DPPM. For example, if the disposal strategy for a ship involves selling the ship by tender (see paragraph 2.9c of the CPRs) or through an auction, that process would not be a procurement and hence not subject to the CPRs.

\(^a\) Defence Officials should refer to the Defence Contract Management Framework and the Defence Contract Management Handbook for guidance about the contract management stage of the procurement life cycle.
42. However, there may be occasions where Defence officials wish to engage services to assist with the planning or conduct of a disposal activity. The engagement of these services may constitute a procurement under the CPRs. For instance, in the example of a ship disposal, if the strategy involves engaging services to decommission and scrap the ship, then the procurement of these services would constitute a procurement for the purposes of the CPRs.

43. What paragraph 2.10 of the CPRs requires is that Defence officials undertaking a procurement of goods consider how the goods will be disposed of at the end of life (including any potential costs) as part of the decision about whether and how to proceed with the procurement.

44. In Defence, the policy governing disposal of goods is set out in AAI 10.12, the Defence Logistics Manual (see DEFLOGMAN, Part 2, Volume 5, Chapter 10) and the Electronic Supply Chain Manual (‘ESCM’). For guidance and templates on contracting processes for disposals, including sale by tender and gifting or transfer by deed, Defence officials should refer to Materiel Logistics, Disposals and Sales Branch.

Guidance, tools, templates and resources

45. The Complex Procurement Guide has been developed to align with the procurement life cycle. Each section of the procurement life cycle is represented by a Chapter of the Complex Procurement Guide.

46. The Simple Procurement Process Tool also follows the procurement lifecycle and guides users undertaking a simple procurement activity through a step by step process. By following the process, Defence officials can rely on this as satisfying their obligations under the CPRs and DPPM.

47. The DPPM also refers to and contains links to further guidance, templates and tools to assist Defence officials to meet the requirements of the DPPM and to facilitate better procurement outcomes. These materials can be found on the Commercial Division Commercial Policy Framework intranet page.

48. Collectively, the DPPM and the related guidance, templates, tools and other resources, provide a framework that supports accountability for spending, sound commercial practice and better outcomes for Defence, the Australian Government and the taxpayer.

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10 The intention of paragraph 2.10 of the CPRs is to ensure disposal costs and related matters are adequately considered and understood (where predictable) to inform the acquiring of goods through the procurement process. For example, Defence may need to factor into the original procurement decision the need for additional funding to cover the costs of making the goods safe for disposal.
Chapter 2

An overview of the CPRs and the procurement life cycle

1. As noted in Chapter 1, the CPRs have not been specifically drafted to follow the logical order or timeline of the procurement life cycle. Paragraphs 2.7 and 2.10 of the CPRs describes the procurement life cycle as covering all aspects of acquiring and delivering goods and services - it starts with identifying the need for a procurement and finishes with either the end of the related services contract or the end of the useful life and disposal of the goods that were procured. While the CPRs do not follow the procurement life cycle, the CPRs include a number of core principles that underpin Commonwealth procurement across the life cycle.

2. This Chapter provides a brief overview of the CPRs and the procurement life cycle, and discusses these core principles in the context of Defence procurement. This Chapter is not intended to replicate the CPRs and does not attempt to discuss all the CPR rules. Also, even though this Chapter discusses the CPRs, the terms ‘must’ and ‘must not’ are not used in this Chapter to avoid any confusion about whether this Chapter gives rise to additional mandatory policy requirements. The CPR rules and Defence Procurement Policy Directives in Chapters 3-5 of the DPPM (and Defence Procurement Policy Directive D1 in Chapter 1) stand on their own and apply according to their terms.¹¹

CPRs – an overview

3. The CPRs provide all entities governed by the PGPA Act – which includes the Department of Defence - with the policy framework and associated rules for conducting procurement activities. The CPRs are a ‘legislative instrument’, which means that they are part of the law of the Commonwealth.

4. The CPRs are divided into an introductory section and two Divisions - which are set out in Chapters 3, 4 and 5 respectively of the DPPM - and two Appendices (which are included as the Appendices to the DPPM). Division 1 of the CPRs applies to all Commonwealth procurements and Division 2 sets out ‘additional rules’ which apply to procurements that are valued at or above the relevant procurement threshold - unless a procurement is exempted from having to comply with these additional rules. Many Defence procurements are exempt from Division 2. The main obligation of the additional rules is to require officials to undertake procurements by way of an open tender in most circumstances, as well as setting out particular requirements for how the tender is undertaken.

5. The introductory section of the CPRs (in Chapter 3 of the DPPM) covers the purpose, scope and legislative and policy framework of the CPRs.

6. Division 1 of the CPRs (in Chapter 4 of the DPPM) sets out rules that apply to all procurements. This means that all Defence procurements are required to comply with Division 1 (and the additional Defence Procurement Policy Directives in Chapter 4 of the DPPM). This Division establishes ‘value for money’ as the core requirement of Commonwealth procurement. Defence officials responsible for a procurement need to be satisfied, after reasonable inquiries, that the procurement achieves value for money.

Value for money framework

7. Division 1 provides a framework for determining ‘value for money’.¹² Under this framework, procurements should:

- encourage competition and be non-discriminatory;
- use public resources in an efficient, effective, economical and ethical manner that is not inconsistent with the policies of the Commonwealth;
- facilitate accountable and transparent decision making;
- encourage appropriate engagement with risk; and
- be commensurate with the scale and scope of the business requirement.

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¹¹ See also the section ‘How do I read the DPPM’ in Chapter 1 for more information.

¹² See section 4 of the CPRs (in Chapter 4 of the DPPM).
8. In addition to these considerations, for procurements valued above $4 million, officials are also required to consider the economic benefit of the procurement to the Australian economy as part of the framework for determining value for money. For Defence materiel procurements over $20 million (including GST), the consideration of economic benefit occurs through the evaluation of the Australian Industry Capability (AIC) requirements of the procurement. In particular, tenderers are required to submit an AIC plan which sets out the tenderers’ Local Industry Activities (LIAs) to meet the specified Industry Requirements of the procurement. Tenderers are required to describe the benefits of their LIAs, including the significance of the work, the skills and knowledge that will be transferred, the training that will be provided, the new technologies or innovations that will be introduced, and the contribution to Australian company competitiveness, including access to global supply chains, technical data and intellectual property.

9. Price is not the sole factor when assessing value for money, value for money does not automatically mean the lowest price goods or services. When conducting a procurement, officials are required to consider the relevant financial and non-financial costs and benefits of each submission, including matters such as:

- the quality of the goods and services;
- fitness for purpose of the proposal;
- the potential supplier’s relevant experience and performance history;
- flexibility of the proposal (including innovation and adaptability over the lifecycle of the procurement);
- environmental sustainability of the proposed goods and services (such as energy efficiency, environmental impact and use of recycled products); and
- whole-of-life costs.

Valuing a procurement – relevant procurement thresholds

10. The additional rules in Division 2 (and the Defence Procurement Policy Directives in Chapter 5 of the DPPM) apply only to procurements that are valued at or above a certain threshold (see paragraph 14 below). This means that Defence officials need to estimate the value of their procurement to know whether it has to comply with the additional rules.

11. The procurement value is the maximum anticipated value of the proposed contract, including options, extensions, renewals or other mechanisms that may be executed over the life of a contract. The estimated value includes:

- all forms of remuneration, including any premiums, fees, commissions, interest, allowances and other revenue streams that may be provided for in the proposed contract;
- the total maximum value of the property or services being procured, including the value of any options in the proposed contract; and
- any taxes or charges (including GST).

12. If a procurement is being conducted in multiple parts with contracts awarded either at the same time or over a period of time, with one or more suppliers (for example, a standing offer panel arrangement), the expected value of the goods and services being procured has to include the maximum value of all of the contracts. Further, Defence officials cannot split a procurement into separate parts just to try and avoid the relevant procurement threshold.

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13 See paragraphs 4.7 and 4.8 of the CPRs, and the guidance on the Department of Finance webpage.
14 Materiel procurements include goods and services for ‘military purposes’. ‘Goods’ include everything from major platforms, such as ships, vehicles and aircraft to consumables, such as oil, and nuts and bolts used on materiel systems. Services related to materiel include those services applied directly (‘physically’) to the materiel, such as maintenance and supply activities, and services that are otherwise ‘related’ to the materiel, such as reliability analysis, maintenance requirements determination or inventory requirements determination.
15 See Defence Procurement Policy Directive D16 and the related Note.
16 See paragraphs 4.5 and 4.6 of the CPRs.
17 Defence officials should be aware that the way in which they value a procurement for the purposes of the CPRs is different to the way they need to value it for the purposes of completing the AE643 form to record a contract in ROMAN. See Complex Procurement Guide, Chapter 6 Appendix A for further details.
13. In any case, where the maximum value of a procurement over its entire duration cannot be estimated (for example, a standing offer panel arrangement), Defence officials are required to treat the procurement as being valued above the relevant procurement threshold.

14. The value thresholds are:
   - for procurements other than for construction services - $80,000 (including GST);
   - for procurements of construction services by relevant entities the procurement threshold is $7.5 million (including GST).

15. The term ‘covered procurement’ is an additional term used to refer to a class of procurements which are subject to the Government Procurement (Judicial Review) Act 2018, see paragraphs 48 - 51 of the DPPM below.

Exemptions from the additional rules in Division 2

16. As noted above, some procurements may be exempt from having to comply with the additional rules in Division 2 of the CPRs. There are two ways in which a Defence procurement may be exempt:
   - first, the procurement may be covered by one of the general exemptions listed in Appendix A of the CPRs (discussed further below); or
   - second, a Defence specific exemption may apply as a result of a measure made by the Secretary under paragraph 2.6 of the CPRs. This is discussed further in Chapter 4 of the DPPM. These Defence specific exemptions relate mainly to the acquisition and sustainment of Defence materiel.

17. However, even if exempt from Division 2 of the CPRs, Defence officials still have to make sure that they undertake their procurements in accordance with Division 1 of the CPRs. Also, Defence officials still have to comply with all applicable Defence Procurement Policy Directives contained in this manual.

18. While the full list of general exemptions is set out in Appendix A to the CPRs (see Appendix A to the DPPM), some of the main exemptions relevant to Defence business include:
   - leasing or purchase of real property or accommodation (noting that the procurement of construction services is not exempt);
   - procurement of goods or services from another Commonwealth entity, or a state, territory or local government entities where no commercial market exists or where legislation or Commonwealth policy requires the use of a government provider (for example, legal services which are tied to the Australian Government Solicitor);
   - procurement for the direct purpose of providing foreign assistance;
   - procurement of research and development services, but not the procurement of inputs to research and development undertaken by Defence;\(^{18}\)
   - the engagement of an expert or neutral person, including engaging counsel or barristers, for any current or anticipated litigation or dispute;
   - procurement of goods or services (including construction) outside Australian territory, for consumption outside Australian territory;\(^{19}\)
   - procurement of goods or services by, or on behalf of, the Defence Intelligence Organisation, the Australian Signals Directorate, or the Australian Geospatial-Intelligence Organisation;
   - contracts for labour hire (noting that this does not include the engagement of consultants);\(^{20}\)

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\(^{18}\) This exemption would be relevant mainly for Defence Science and Technology Group.

\(^{19}\) This exemption would cover procurements of goods or services by the Offices of the Counsellor Defence Materiel in Washington and London that are needed for the ongoing operation of those Offices.

\(^{20}\) A 'contract for labour hire' is a contract under which Defence engages an individual to provide labour, when the individual is engaged either directly or through a firm which primarily exists to provide the services of only that individual (that is, the individual’s own company). This includes the appointment of an eminent individual to a special role by the Secretary, or the Secretary’s appointment of individuals to a governance committee (for example, an audit committee, ethics committee or steering committee), but does not include the engagement of consultants.
Indigenous business exemption and the Indigenous Procurement Policy

19. The purpose of the Indigenous Procurement Policy (IPP) is to stimulate indigenous entrepreneurship and business development, providing indigenous Australians with more opportunities to participate in the economy through the awarding of Australian Government contracts.

20. Appendix A of the CPRs (item 16) permits Defence to procure goods or services directly from a small to medium enterprise with at least 50 per cent Indigenous ownership (‘indigenous enterprise’), without running an open tender process, if the proposed procurement represents value for money.

21. The IPP builds on the Appendix A exemption and has two components that apply to procurement:
   - a mandatory 'set-aside' that applies to certain procurements conducted on or after 1 July 2015 and which may result in contracts being directly sourced to indigenous enterprises; and
   - mandatory minimum requirements that apply to certain high value procurements aimed at enhancing indigenous participation for certain Commonwealth contracts.

22. Supply Nation maintains a non-exhaustive list of indigenous enterprises that meet this definition. If an enterprise states that it is an indigenous enterprise and is not listed with Supply Nation, Defence officials will need to make sufficient inquiries to satisfy themselves that the enterprise satisfies the IPP definition of an indigenous enterprise.

23. In general terms, the mandatory set-aside part of the IPP applies to procurements where the majority (by value) of the goods or services will be delivered in a Remote Area (except for transactions paid for by credit cards), and other domestic procurements where the estimated value is between $80,000 and $200,000 (GST inclusive). The set-aside requirement does not apply to Defence exempt procurements (under paragraph 2.6 of the CPRs) and some other specific procurements.21

24. If the set-aside requirement applies, Defence officials are required to first determine whether an indigenous enterprise could deliver the required goods or services on a value for money basis before making any approach to the market. If satisfied that value for money can be achieved, then the Defence official should procure the goods or services from the indigenous enterprise (as permitted by Appendix A of the CPRs, item 16). If not, then the Defence official may procure through non-indigenous enterprises.

25. In general terms, the mandatory minimum requirements apply to procurements (except Defence exempt procurements) where the contract will be performed in Australia and has an estimated value of $7.5 million (GST inclusive) or more, and where more than half of the value of the contract is anticipated to be spent in one or more of the following industry sectors:
   - Building, construction and maintenance services;
   - Transportation, storage and mail services;
   - Education and training services;
   - Industrial cleaning services;
   - Farming and fishing and forestry and wildlife contracting services;
   - Editorial and design and graphic and fine art services;
   - Travel and food and lodging and entertainment services;
   - Politics and civic affairs services.

26. The policy requires that the request documentation for procurements that are subject to the 'mandatory minimum requirements' include clauses (in both the conditions of tender and contract) that

21 For more information about the kinds of procurements to which the IPP does not apply, refer to the IPP resources at the Commercial Division Mandatory Set-Aside intranet page.
meet the IPP requirements. Model clauses that meet these requirements are available on the Commercial Division IPP Minimum Requirements intranet page.

27. Defence officials can find further information and resources, including links to IPP fact sheets and Remote Area maps, on the Commercial Division Indigenous Procurement intranet page.

Disability business exemption

28. The Australian Government’s National Disability Strategy 2010 - 2020 sets out a ten year national policy framework for improving the lives of Australians with disability, their families and carers, including by providing people with a disability with more opportunities to participate in the economy through the awarding of Australian Government contracts.

29. Appendix A of the CPRs (item 15) permits Defence to procure goods or services directly from a business that primarily exists to provide the services of persons with a disability (‘disability business’), without running an open tender process, if the proposed procurement represents value for money.

30. Similar to the IPP, Defence officials should determine whether a disability business could deliver the required goods or services on a value for money basis before making any approach to the market. If satisfied that value for money can be achieved, then the Defence official should procure the goods or services from the disability business. If not, then the Defence official may procure through a non-disability enterprise. A list of Australian disability businesses can be found at the Australian Disability Enterprises website www.ade.org.au.

Procurement methods

31. Under the CPRs, there are two procurement methods:
   - an open tender – where Defence approaches the open market and invites submissions; and
   - a limited tender - where Defence approaches only one or more potential suppliers to make submissions.

32. Identifying the procurement method does no more than categorise the procurement for the purposes of the CPRs, with some different rules applying depending on whether the procurement is categorised as an open tender or limited tender. Under the CPRs, the default position is that procurement should be undertaken by way of open tender. If it is not an open tender, then by definition it will be categorised as a limited tender, even if the procurement is undertaken with only one supplier (often called a ‘sole source’ procurement). Similarly, a procurement process undertaken between two or more (but not all) potential suppliers will be a limited tender process, even if Defence does not release a formal request for tender to approach the market and instead seeks a different form of response from industry. If Defence establishes a standing offer panel arrangement through an open tender, then each procurement from the panel is categorised as an open tender, irrespective of whether the Defence official seeks quotes from one, some or all members of the panel.\(^{22}\)

33. The categorisation of a procurement as an open tender or limited tender does not determine what approach to market Defence officials may wish to use (which could be done through a request for tender, request for proposal, request for quote under a standing offer panel, competitive evaluation, some other form of iterative engagement process, or other form of documentation), nor the project delivery model (for example, prime contract, managing contractor, design and construct contract, alliance contract and so on). Defence officials should determine the appropriate approach to market strategy and project delivery model during the planning stage of the procurement.

34. Also, and as discussed below, a limited tender will still be a competitive process as long as it involves more than one supplier.

35. While the CPRs generally require an open tender process for procurements valued at or above the relevant procurement threshold, many Defence procurements are exempt from this requirement.\(^{24}\) Accordingly, in circumstances where an open tender is not mandatory, the following factors are generally relevant to the selection of a procurement method:
   - the nature and structure of the market;

\(^{22}\) When the term ‘sole source’ is used in the DPPM, it is not being used to indicate a procurement method, rather to indicate a situation where Defence is proposing to approach only one supplier for a procurement.

\(^{23}\) See CPRs, paragraph 9.13.

\(^{24}\) See DPPM, Defence Procurement Policy Directive D2. Appendix A to the CPRs also provides for other exemptions.
36. Based on an assessment of these factors, Defence officials may still determine that an open tender process should be conducted as the best mechanism to deliver a value for money outcome.

**Limited tenders**

37. **Limited tenders** may only be undertaken in circumstances where the value of the procurement:

- is below the relevant procurement threshold – see Chapter 2 paragraph 4 above; or
- is at or above the relevant procurement threshold but exempt from the additional rules in Division 2 of the CPRs (see Chapter 2 paragraphs 16 – 18); or
- is above the relevant procurement threshold and subject to the additional rules in Division 2 of the CPRs, but satisfies the Conditions for limited tender in paragraph 10.3 of the CPRs.

38. If a procurement is subject to the additional rules in Division 2 of the CPRs, Defence officials will normally be required to use an open tender for the procurement. There are only very limited circumstances in which a Defence official may decide to use a limited tender. These are set out in paragraph 10.3 of the CPRs. Of these, there are probably four main circumstances on which a Defence official may rely to conduct a limited tender.

39. First, there is the circumstance of ‘reasons of extreme urgency’ (paragraph 10.3b of the CPRs). A limited tender can be undertaken if there are reasons of extreme urgency that have been brought about by events unforeseen by Defence, such that the goods and services could not be obtained in time under open tender. A good example of where this provision might be used is where a natural disaster or other unexpected event has occurred and Government has directed Defence to procure goods or services in support of its emergency response.

40. However, paragraph 10.3b of the CPRs cannot validly be used in circumstances where Defence officials have not planned well enough in advance and now find themselves in a situation where they may not be able to undertake an open tender process in time to obtain the goods or services when they are needed. Defence officials cannot use poor procurement planning as a valid justification for running a limited tender process. The underlying principle is that the event giving rise to the need to undertake a procurement should have arisen at short notice and could not have reasonably been foreseen by Defence.

41. The second main circumstance is for ‘unsolicited innovative proposals’ where the procurement can be categorised as having been made under ‘exceptionally advantageous conditions that arise only in the very short term’ and which is not ‘routine procurement from regular suppliers’ (paragraph 10.3c of the CPRs). Sometimes industry will have an innovative idea that offers real value to Defence, even though it is not something that Defence has identified as a current need or priority. Paragraph 10.3c of the CPRs offers a mechanism for encouraging industry to put forward these ideas and, if Defence considers the idea of benefit, to procure directly from the relevant company without having to openly test the market.

42. However, Defence companies may sometimes seek to use this mechanism as a way of pitching their goods or services to Government without having to compete for a contract. If Defence officials act on these proposals without testing the market, then it may be unfair to other suppliers of similar goods or services, as well as being difficult to demonstrate value for money. Accordingly, Defence officials need to be cautious when using this circumstance to justify undertaking a limited tender. It is difficult to give definitive guidance about the kind of proposals that will meet this circumstance, however, as a general rule, it would cover most proposals that are unique or otherwise not readily obtainable in the market place. By contrast, the circumstance should not be used where the proposal is effectively an advance proposal for a requirement that Defence has already identified for procurement in the market. Defence officials should seek specialist contracting or legal advice before accepting an unsolicited proposal.

43. While Defence business units should be open to receiving and considering unsolicited innovative proposals from industry, Defence has also put in place a formal mechanism to manage these kinds of proposals from industry. This is the Centre for Defence Industry Capability (CDIC) which hosts the Defence Innovation Portal, the primary gateway for companies seeking to submit innovation proposals or ideas to the Defence Innovation Hub and Next Generation Technology Fund.

44. The third main circumstance is where there is no real alternative because of an ‘absence of competition for technical reasons’ (Paragraph 10.3d of the CPRs). Normally, this circumstance is used where only one supplier can provide the relevant goods or services because of intellectual property or other restrictions. This circumstance cannot validly be used by a Defence official based simply on the official’s perceived overall knowledge of the market. An ‘absence of competition for technical reasons’ has to be something more than an official’s mere assertion that there is only one supplier in the market who is capable of providing the goods or services. It requires objective, demonstrable evidence. An example could be a situation where Defence is seeking to procure specialised medical equipment, and there are only two manufacturers of the equipment in the world because of its specialised nature. Defence could defensibly undertake a limited tender between the two manufacturers because there would be an absence of competition for technical reasons.

45. The fourth main circumstance is for additional deliveries of goods and services by the original supplier or authorised representative that are for replacement parts or continuing services for existing equipment, software, services or installations, when a change of supplier would mean the goods or services would be incompatible with the existing equipment or services’ (Paragraph 10.3e of the CPRs). This circumstance is often used in the context of ICT procurements where Defence needs spare parts for the installed ICT system, or wants to upgrade the system. The parts or upgrades may be available only from the original supplier of the system. The underlying matters giving rise to this circumstance will often also support the circumstance discussed above dealing with an absence of competition for technical reasons.

46. Defence officials may sometimes seek to use this circumstance to justify the extension or continuation of consultancy or other professional services, whether or not related to ICT systems, equipment, software or support services. As a general rule, this would normally not be a valid use of this circumstance to justify (as a limited tender) the extension or continuation of these kinds of services, and would be an example of where the relevant Defence officials have not planned their procurement well enough in advance. For instance, officials should have built into the original approach to market the necessary options to extend the service period, or for the contractor to provide additional services. As noted above, Defence officials cannot use poor procurement planning as a valid justification for running a limited tender process.

47. Justifications for using a limited tender procurement method will be reported on AusTender, and made publically available in accordance with Defence’s AusTender reporting requirements. Consequently, Defence officials should ensure that the decision to use a limited tender procurement method complies with the CPRs, is approved by an appropriate delegate, is defensible and the justification is recorded.\footnote{The choice to use a limited tender method may be subject to a complaint under the JR Act.}

**Government Procurement (Judicial Review) Act 2018**

48. The Government Procurement (Judicial Review) Act 2018 (JR Act) was introduced to address obligations under relevant free trade agreements and establishes a statutory framework for suppliers (being, under the JR Act, one or more persons who supplies or could supply, goods or services and would include potential suppliers or tenderers)\footnote{The JR Act defines the term ‘supplier’ with a broader meaning than the definition provided in the CPRs.} to make complaints to Defence about non-compliance with specific provisions of the CPRs. These complaints are managed through the Defence Procurement Complaints Scheme (DPCS). In broad terms, a valid complaint under the JR Act requires Defence to suspend the relevant procurement (except where a public interest certificate (PIC) has been issued) and to investigate and report on the complaint. If the complaint is not considered resolved or otherwise withdrawn by the supplier, the supplier may seek an injunction in the Federal Circuit Court or the Federal Court of Australia.

49. **Procurements** are subject to the JR Act if they are ‘covered procurements’. A ‘covered procurement’, for the purposes of the JR Act, is a procurement:

- to which both Divisions 1 and 2 of the CPRs apply (ie, they are above the relevant procurement thresholds); and

- to which no exemption has been applied; and
50. A complaint is a valid complaint under the JR Act if:
- it is made by a supplier as defined under the JR Act;
- it is in writing;
- it relates to a covered procurement;
- it relates to a contravention of the CPRs (Division 2 or nominated Division 1 requirement); and
- the supplier’s interests have been affected by the contravention of the CPRs.

51. A list of CPRs which are subject to the JR Act is set out at Appendix A to this Chapter. Chapters 3 and 4 of the DPPM provide further information relating to the specific CPRs that are subject to the JR Act. The Defence Procurement Complaints Scheme – Complaints Management Guide and the Department of Finance’s Resource Management Guide 422 – Handling complaints under the Government Procurement (Judicial Review) Act 2018 contain additional information relating to the JR Act.

Defence Procurement Complaints Scheme

52. The DPCS has been established in Defence to manage the administration and investigation of all procurement complaints, including those submitted under the JR Act. The DPCS meets the requirement under the CPRs to apply timely, equitable and non-discriminatory complaint handling procedures. In accordance with Defence Procurement Policy Directive D21, all procurement complaints must be submitted to the procurement complaints mailbox which is managed by the Central Procurement Complaints Function. Further information on the DPCS can be obtained on the DPCS intranet page.

The procurement life cycle - core principles

53. The CPRs have some core principles that Defence officials need to consider when planning and undertaking their procurement activities. These are discussed below.

_value_ for money

54. As noted above, value for money does not necessarily mean the lowest price. In most Defence procurements of any complexity, determining value for money will mean assessing tenders against all the evaluation criteria stated in the request documentation and determining on the balance of all the assessments which one delivers best value for the Commonwealth. In undertaking this assessment, officials need to look at the total cost of ownership of the solutions. Value for money is about getting the best possible outcome over the whole-of-life of the goods or services.

55. The standard conditions of tender in the endorsed Defence contracting templates include evaluation criteria that meet the requirements of the CPRs for determining value for money, and in particular enable Defence officials to properly consider the relevant financial and non-financial costs and benefits of tenders. In major Defence procurements, particularly materiel procurements, one of the criteria to be considered in determining value for money is Australian Industry Capability (AIC). This is an explicit criterion in ASDEFCON tendering and contracting templates. The ability for the Australian Government to maintain an AIC program is provided for under our free trade agreements as an express exception to the non-discrimination principle (which is discussed below). Indeed, even before Defence releases request documentation, Defence officials will consider during the planning stage of the procurement the requirement or potential for Australian industry involvement in the procurement, consistent with the Government’s defence and industry policy.

56. During the evaluation stage of a procurement, Defence officials will evaluate tenders against the stated evaluation criteria in accordance with the process and methodology set out in the tender evaluation plan. If the assessment of tenders against the non-price evaluation criteria leaves little or

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27 At this stage (20 April 2019), no determination has been made under s5(2) of the JR Act. This document will be updated if a determination is made.

28 See paragraph 6.8 of the CPRs.

29 See paragraphs 4.5 and 4.6 of the CPRs.
no discrimination between the tenders, then it is likely that the lowest priced tender will be the best value for money. However, the assessment of value for money can become more difficult where, for example, one tenderer offers a high level of capability or performance at a higher price, than other tenders which meet the minimum requirements but offer a lower level of capability or performance at a lower price. Effectively, the question for Defence officials becomes whether the higher level of capability or performance at the higher price is ‘worth’ more or less to Defence than the lower level of capability or performance at the lower price. This is a subjective assessment and officials need to make sure that they can properly articulate the reasons for why they make their decision. As long as the reasons are sensible and logical and in accordance with the PGPA Act framework requirements and duties, then the decision itself will be defensible.

57. Defence officials also need to make sure that when making these decisions, they are comparing ‘apples with apples’. Officials need to ensure that all omissions and risks relating to a tender have been properly understood, considered, and if necessary quantified and ‘priced in’ to that tender, so as to ensure that when comparing with another tender that does not have those omissions or risks, the comparison is being done on an equivalent basis. For more guidance about how to undertake tender evaluation, Defence officials should refer to the Complex Procurement Guide.  

58. Selecting the most appropriate procurement process that is commensurate with the scope, scale and risk of the procurement will also help Defence officials achieve value for money. This will normally involve some form of competition.

**Competition**

59. As paragraph 5.1 of the CPRs notes, competition is a key element of the Australian Government’s procurement framework. A competitive procurement process is normally the mechanism by which Defence ensures that it is receiving value for money. Competition is important because time and again it has been shown to be the most effective motivator for industry to reduce costs and improve performance. Whilst early contractor selection and sole source procurement can also be an effective and efficient execution strategy in appropriate cases, it should not be used solely to avoid the need for competitive tendering, especially when a viable competition can be held. Sound commercial judgment, not convenience, should determine the right approach.

60. However, competition does not necessarily mean an open tender. Any process involving more than one supplier will be competitive. Accordingly, if an open competition is not feasible, Defence officials should explore opportunities for a limited competition (known under the CPRs as a limited tender). However, as discussed earlier in this Chapter, for a procurement that is subject to Division 2 of the CPRs, unless it is exempt, there are only very limited grounds on which Defence officials are permitted to conduct a limited tender (whether sole source or competitive).

61. Competition is important as under competitive processes (whether open tender or limited tender), suppliers put forward their best solution and price. Suppliers know that if they don’t do so then it is likely that one of their competitors will win the work instead. Effective competition creates the incentive for suppliers to deliver quality goods or services at more competitive prices. In other words, value for money is driven by the market.

62. This is so even when Defence officials are procuring from standing offer panel arrangements. If the standing offer is established through an open tender process, then Defence officials may procure from the panel by approaching one, some or all of the suppliers on the panel for a quote or proposal. It is often tempting for Defence officials to seek a quote from just one panellist, particularly if the panellist is known to them. However, it is also important to provide opportunities for all capable suppliers, particularly small to medium enterprises, as this helps maintain a strong Defence industrial base, as well as incentivising best value performance. Accordingly, the right approach to procuring from a panel will depend on the circumstances of each case. For more information about establishing and using standing offer panel arrangements, Defence officials should refer to the factsheet on the Commercial Division Fact Sheets and Guidance intranet page.

63. Also, the Defence panel manager will usually have established the business rules for the panel to ensure that it is accessed and used appropriately, suppliers on the panel have a fair and equitable chance of being engaged through the arrangement, and Defence is able to demonstrate the panel is

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30 See Chapter 5 of the Guide.  
31 See paragraph 10.3 of the CPRs.
delivering value for money. Defence officials should make themselves aware of and comply with these business rules to ensure that Defence panels are used appropriately.

64. While awarding contracts through full and open competition is key to ensuring that the Government efficiently acquires goods and services to best meet its needs, there are certain circumstances when competition may not be practical. This can especially be the case given the nature of major Defence procurement, and particularly (but not exclusively) in complex materiel related procurements. For instance, a competitive process will be unable to be undertaken if Defence requires a unique product or service such that there is only one supplier that offers the required capability or solution. This will be the case where, for example, a supplier has the patent for a particular product, or because of other intellectual property rights a supplier is the only one that is able to install or maintain a particular system or network.

65. A sole source procurement may also arise because it is a follow-on contract and only the incumbent contractor can continue the work due to intellectual property restrictions or because the contractor is the only one with the necessary skills and expertise. This kind of supplier lock in may be able to be avoided if Defence has acquired sufficient technical data and associated intellectual property rights to enable a competition to be undertaken. Avoiding supplier lock in promotes value for money by establishing competitive tension across the lifecycle of the procured goods or services.

66. Accordingly, Defence officials should consider during the planning stage of the procurement how to maintain the competitive environment not only at the outset of the procurement, but over the life of the program or activity. Conducting market research to understand the market and the scope for competition is critical. In addition, early and ongoing engagement with industry around Defence’s requirements is also important, particularly as this may allow new entrants to enter the market in time to meet those requirements. The importance of market research and ongoing industry engagement is discussed in the Complex Procurement Guide.32

67. For major Defence procurements, a key to being able to avoid supplier lock in of the kind mentioned above and to remove barriers to future competition, is for Defence officials to have an effective intellectual property and technical data strategy that covers the whole lifecycle of the goods being procured. For example, for a major ICT project or major materiel acquisition, securing the necessary technical data and associated intellectual property rights (in particular, the ability to licence to third parties) in the initial procurement process will maximise competitive alternatives across the whole of life of the capability, including future procurement of additional systems or spares, operation and training, maintenance and repair, integration with other systems, and future updates, upgrades or modifications.

68. If proposing to undertake a sole source procurement, Defence officials will need to justify this in their procurement plan or Endorsement to Proceed, noting that the Commitment Approval delegate (see section 23(3) of the PGPA Act) will also need to be satisfied as to the procurement method (which would be a limited tender). Defence officials should consider what mechanisms are available to drive value for money outcomes from their engagement with industry, especially if this is done in a non-competitive environment. In particular, in this context Defence officials will need to be able to demonstrate how the price has been determined to be fair and reasonable for the required goods or services, and should consider seeking specialist financial advice to determine this.

69. Achieving value for money in a non-competitive environment can be particularly challenging, and specialist procurement advice should be sought to develop appropriate sourcing strategies to achieve a value for money outcome across the life of the goods or services being procured.

Non-discrimination

70. Effective competition also requires non-discrimination.33 This principle means that Defence is normally unable to require in its request documentation that particular work be done in Australia, or done by Australian based suppliers, or that suppliers use Australian materials, and this is consistent with Australia’s FTA obligations34. The intent behind the principle is that the market will work out how best to meet the requirement being sought by Defence. In many cases, the work will need to be performed in Australia, and indeed at particular locations in Australia, however, this should not prevent

32 See Chapter 2 of the Guide. See also the Early Industry Engagement Better Practice Guide.
33 See paragraph 5.1 of the CPRs.
34 Paragraph 5.4 of the CPRs is subject to the JR Act. For further information regarding the JR Act, Defence officials should refer to Chapter 2 paragraphs 48 – 51 of the DPDM.
foreign companies from being able to bid to undertake the work as long as they are able to meet Defence’s service delivery requirements in those locations.

71. Specific exemptions can be sought from the non-discrimination principle in appropriate cases (for example, through a measure under paragraph 2.6 of the CPRs), or through other mechanisms such as the AIC policy (mentioned above), or other specific Government policy decisions. These exemptions are most likely to be found in major capital equipment acquisition decisions (for example, naval shipbuilding). 35 Defence Procurement Policy Directive D16 requires Defence officials to comply with the Defence AIC policy (see also the Note following paragraph 5.7 of the CPRs as extracted in Chapter 4 of the DPPM). Importantly, these exemptions have to be consistent with Australia’s obligations under its FTAs. 36

**Ethical behaviour – the balance between probity and industry engagement**

72. Section 6 of the CPRs (see Chapter 4 of the DPPM) sets out the requirement for Defence officials to properly use and manage public resources. ‘Proper’ means efficient, effective, economical and ethical. 37

73. Attention to probity is integral to ensuring the defensibility, transparency and success of Defence procurements. Defence procurements, particularly those relating to major capital acquisitions, ICT projects and major facilities, are under increasing scrutiny by tenderers, the Australian National Audit Office, Senate Estimates and other Parliamentary Committees, and the media.

74. Probity is the evidence of ethical behaviour, and can be defined as complete and confirmed integrity, uprightness and honesty in a particular process. The Department of Finance website lists a number of principles which underpin ethics and probity in Australian Government procurement.

75. Defence officials need to put in place appropriate and sensible mechanisms to assure the probity of Defence procurement processes in line with the scope, scale, risk and sensitivity of the particular procurement. External legal process or probity advisers can be engaged when necessary. Occasionally, Defence may also wish to appoint an external probity auditor, either at the conclusion of the procurement process or at a key point during the process, to audit whether Defence officials followed the process and probity requirements set out in the documentation governing the procurement.

76. However, it is very important that Defence officials do not use probity as a reason or excuse not to engage appropriately with the market or tenderers throughout a procurement process. As long as it is done fairly and consistently, there is no reason why a procurement process cannot build in mechanisms (in the request documentation) for ongoing engagement with industry and tenderers throughout a procurement process. This might include engagement before tender release around Defence’s requirements or to understand the market’s capacity or capability, or engagement during the tender process, such as through tenderer clarification activities or mechanisms to allow tenderers to update and improve their offers (sometimes called ‘offer definition and improvement activities’).

77. A key factor in delivering good procurement outcomes is early market engagement and continued open dialogue with suppliers throughout the procurement process. Understanding suppliers and the market is part of the planning necessary to develop the right approach to market. Defence procurement should be supported by robust procurement plans that have a level of detail commensurate with the scope, scale and risk of the procurement. This is the first stage of the procurement life cycle. 38 Good procurement also results from proactively managing supplier and other key stakeholder relationships throughout the procurement process and for the duration of the contract.

78. Defence officials may sometimes be approached by tenderers or contractors to sign a confidentiality agreement or deed (sometimes called a Non-Disclosure Agreement) either on behalf of the Commonwealth or in their personal capacity prior to receiving information from the tenderer or contractor. Defence officials are already subject to legal obligations to protect and not misuse information obtained as a result of their employment with Defence (for example, under the Public

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35 As noted in Chapter 1 of the DPPM, specific Government policy decisions may be found in Cabinet decisions, or other Government approvals relevant to a commitment of relevant money, to the extent that the decision or approval establishes a course or line of action.
36 This is why paragraph 4.8 of the CPRs provides that the economic benefit requirement set out in paragraph 4.7 of the CPRs has to operate “within the context of” (that is, subject to) Australia’s FTAs.
37 See paragraph 6.1 of the CPRs.
38 More guidance on industry engagement and procurement planning is set out in Chapter 2 of the Complex Procurement Guide and the Early Industry Engagement Better Practice Guide. 
Service Act 1999; see also PGPA Act, section 28). Therefore, Defence officials are under no obligation to sign such agreements and should not do so without first seeking legal advice from Defence Legal. In particular, officials should be aware that confidentiality agreements will often contain an indemnity from the official (or Commonwealth) in favour of the person disclosing the information.

79. As part of Defence’s probity framework for major procurement processes, Defence officials may be requested (for example, by the legal process or probity adviser) to sign a statement confirming that they are aware of their legislative and policy obligations to properly protect confidential information (and to declare any actual or perceived conflicts of interests). It is appropriate for Defence officials to sign such a confirmation in these circumstances, noting that the statement does not constitute a formal agreement.

80. There are some senior Defence officials who will have regular access to sensitive information related to Defence procurements, in particular the members of the Defence Committee, Investment Committee and Enterprise Business Committee. In addition, Defence’s Contestability organisation may also be required to have access to this information to perform its function. As part of Defence’s probity framework, members of these Committees and the Contestability organisation acknowledge under their respective business rules the legislative and policy obligations that apply in relation to confidential information and conflicts of interests. Accordingly, these Defence officials are not required to receive procurement specific probity briefings or sign individual probity statements.

81. The legislative and policy obligations related to probity include:

- the general duties of officials set out in sections 25 to 29 of the PGPA Act (dealing with due care, diligence, good faith, declaring interests etc);
- the APS Values and APS Code of Conduct (see Public Service Act 1999, sections 10 and 13);
- Defence Instruction (General) - PERS 25-4 - Notification of Post Separation Employment;
- Defence Instruction (General) - PERS 25-6 - Conflicts of Interest and declarations of interests; and
- Defence Instruction (General) - PERS 25-7 - Gifts, Hospitality and Sponsorship (see also AAI 10 - Managing Relevant Property).

82. Legal process and probity advisers can be engaged to help ensure that the processes, procedures and documentation used in implementing a major Defence procurement are robust, transparent and capable of external audit. However, there is no requirement for Defence officials to engage an external probity or process adviser, or that they be independent of another adviser (for example, the legal adviser). Depending on the nature of the procurement, internal personnel (for example, contracting officers or Defence Legal officers) can potentially perform the role of a probity adviser for a Defence procurement.

83. In relation to ‘high risk’ procurements, the Australian National Audit Office takes the view that a probity adviser should not have any actual or perceived conflicts of interest that could compromise their duty to give candid advice about the probity aspects of the project. A perceived conflict could include simultaneously serving as both probity and legal adviser. The decision about whether to have an independent probity or legal process adviser should be made based on the individual circumstances of the case, and in particular, whether the procurement is likely to be high profile, high value, controversial or sensitive.

84. The main reason to have a ‘legal process adviser’ as opposed to a ‘probity adviser’ is to maintain legal professional privilege in relation to the ‘probity’ advice. Non-lawyers cannot provide legal advice, so no legal professional privilege would apply to their advice if there is a challenge to the procurement process. Advice from a lawyer in relation to probity/process would be covered by the same rules as other legal advice.39

85. A template probity/legal process plan can be found on the Commercial Division Tools and Templates intranet page.

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39 For more information about legal professional privilege (LPP), Defence officials should refer to the Defence Legal LPP Fact Sheet.
Risk management

86. A key principle of the CPRs is risk management, and in particular that risks should be borne by the party best placed to manage them. Depending on the nature of the procurement, the risks that may need to be considered could include technical, operational, industrial, managerial, work health and safety, financial, legal, commercial, or probity risks. These risks need to be considered across the procurement lifecycle. For instance, the Complex Procurement Guide discusses the importance of risk identification and management in the planning stage of the procurement life cycle, as well as risk assessment during the tender evaluation stage.

87. In the planning stage, Defence officials will consider the risks relating to the conduct of the procurement process itself and what is being procured, and how these can be addressed through the procurement strategy. During evaluation and contract negotiation, Defence officials will be more focussed on assessing and addressing the risks in relation to the requirements of the contract, and the allocation of commercial and other risk under the contract, and considering how these risks can best be managed through setting up the contract management arrangements for the contract.

88. In relation to procurements that are required to be considered by the Defence Investment Committee (for example, Major Capital Equipment, and major ICT and infrastructure procurements), the ‘Smart Buyer’ framework sets out various risk categories that should be considered when developing the Project Execution Strategy and the procurement and contracting strategies for the procurement.


90. The endorsed Defence contracting templates set out the standard Defence approach to risk allocation between the Commonwealth and its contractors. The templates have been drafted in accordance with the above principle that risks should be borne by the party best placed to managed them. In many cases, this will be the contractor, noting that companies are able to take out insurance (or self-insure) for most contract related risks.

91. However, given the scope, scale, value and risk of many Defence contracts, it is not unusual for contractors to seek to limit their liability, particularly under ICT contracts, and contracts for the acquisition or sustainment of major capital equipment. In these circumstances, Defence officials need to undertake a risk assessment in relation to the proposed limitation of liability to understand the implications for the Commonwealth and to quantify any potential exposure. For instance, the limitation may mean that the Commonwealth will be unable to sue the contractor for its normal entitlement to damages for breach of contract. The Defence contracting templates make clear which categories of liability the Commonwealth may consider limiting and by contrast those categories in relation to which it will not consider limiting the contractor’s liability (for example, personal injury or death).

92. Defence has developed tools and guidance to assist Defence officials with the conduct of liability risk assessments.

93. The endorsed Defence contracting templates also contain provisions requiring contractors to take out necessary insurances to cover their work for Defence. Again, depending on the nature of the Defence contract, the contractor’s insurance arrangements can be both complex and costly (noting that the costs will be passed on to Defence through the contract price). Defence has developed tools and guidance to assist Defence officials with determining and managing contract insurance requirements which can be found on the Commercial Division Approved Contractor Insurance Program Initiative intranet page.

94. In relation to materiel procurement, Defence has established the Approved Contractor Insurance Program (ACIP) as a joint Defence and Industry procurement reform initiative that involves a periodic centralised review of participating Defence companies’ global/group and local insurance programs. The purpose of the review is to pre-qualify a participating company’s insurance program, if

See section 8 of the CPRs (in Chapter 3 of the DPPM).
See Chapters 2 and 5 of the Complex Procurement Guide.
See the Defence Contract Management Framework. For further guidance on the contract management stage of the procurement lifecycle, Defence officials should refer to Chapter 7 of the Complex Procurement Guide and the Defence Contract Management Handbook.
Defence is satisfied with the company’s insurances. This helps to reduce the costs of tendering for both industry and Defence as well as improve risk management within Defence in respect of insurable risks that arise in connection with the performance of major Defence contracts. Companies granted ACIP status are taken to comply with insurance requirements in individual contracts and do not have to provide evidence about their insurances during tendering and contract management phases of a procurement. The ACIP initiative is open to the ‘top’ 6-7 major Defence companies and participation by the companies is voluntary. The ACIP Register lists those companies currently holding ACIP status. For more information see the Commercial Division Risk Assessments and Liabilities intranet page.

**Accountability and transparency**

95. The Australian Government is committed to ensuring accountability and transparency in its procurement activities. Accountability involves Defence officials being responsible for their procurement actions and decisions and related outcomes, while transparency involves Defence enabling appropriate scrutiny of its procurement activities. Accordingly, the CPRs require Defence officials to meet certain record-keeping, reporting and other requirements before and after entering into a contract with a supplier, including documenting relevant approvals and other procurement related decisions and actions, and AusTender and other reporting requirements. AusTender is the Australian Government’s procurement information system.

96. Complaints may be made by suppliers under the JR Act for breach of the CPR requirement regarding the level of documentation maintained for a covered procurement. The Complex Procurement Guide provides guidance for Defence officials about how they can meet their accountability and transparency requirements as they progress through the procurement life cycle.

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**The procurement life cycle – overview of how to plan and undertake a procurement**

**Introduction**

97. Good procurement practice is not about just mechanically applying the CPRs or the additional Defence Procurement Policy Directives in the DPPM. It is about developing a strong understanding of all aspects of the procurement lifecycle and using judgement to apply this understanding in each case to deliver the best outcomes. While Defence officials need to comply with the CPRs and the DPPM, officials should design each procurement process in a way that is commensurate with the scope, scale and risk of the relevant procurement. Application of sound judgement when applying the CPRs and designing a procurement process that complies with the CPRs is important for all procurements, and failure to do so for procurements subject to the JR Act has the potential for consequences such as suspension of a contract or the grant of an injunction or the award of compensation by the Federal Court.

98. So, for instance, procurements that are valued below the relevant procurement threshold will normally be low risk, routine procurements of goods or services. They are often called ‘simple procurements’ in Defence. However, many procurements valued at or above the relevant procurement threshold may also be simple in nature. For example, a procurement of more spare parts from an existing supplier may be valued at a lot higher than the procurement threshold, but would normally be a simple purchasing exercise. Accordingly, using a procurement process that involves significant cost, time and resources for both Defence and suppliers would not be sensible or represent value for money for these kinds of procurements. The concept of value for money is not limited to the procurement outcome, but is also a consideration when designing a procurement process.

99. By contrast, many Defence procurements are highly complex undertakings because of the nature of the goods, works or services being sought. The process for these procurements needs to be designed and undertaken in light of the scope, scale and risk of what is being procured.

100. The Complex Procurement Guide provides more in-depth guidance about how these kinds of procurements should be planned and executed across the life cycle. The following discussion provides an overview of the guidance for undertaking a procurement process.

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43. See section 7 of the CPRs (in Chapter 3 of the DPPM).

44. Paragraph 7.2 of the CPRs is subject to the JR Act. For further information regarding the JR Act, Defence officials should refer to Chapter 2 paragraphs 48 – 51 of the DPPM.
Guidance overview

101. For more complex procurements, Defence officials will normally be required to prepare three main documents:

- a procurement plan;
- request documentation; and
- an evaluation plan.

102. The procurement plan details the process that will be undertaken. It differs from a business case in that the business case explains why a procurement is being undertaken, including its value proposition, while the procurement plan explains how the procurement is to be undertaken. However, for convenience, and depending on the scope, scale and risk of the particular procurement, Defence officials may sometimes include the procurement plan as part of, or as an attachment to, the business case.

103. The procurement plan will normally cover the following:

- a description of the procurement;
- consideration of how the procurement will comply with the CPRs including the selection and justification of the procurement method to be used (for example, open tender, limited tender);
- proposed probity arrangements;
- proposed governance arrangements, such as the need for a steering committee;
- the procurement risk assessment; and
- indicative time-lines and resources (including budgeting of funds to support the procurement).

104. The level of detail in the procurement plan should reflect the scope, scale and risk of the procurement. For less complex procurements, the Endorsement to Proceed document may be sufficient to serve as the procurement plan. For procurements that are required to be considered by the Defence Investment Committee (for example, Major Capital Equipment, and major ICT and infrastructure procurements), the procurement plan will be informed by the Smart Buyer Project Execution Strategy.

105. The request documentation sets out the rules for the procurement. It describes to potential suppliers, the specifics of the procurement, the manner in which submissions are to be forwarded to Defence (for instance, through AusTender) and how submissions will be evaluated. If there is a possibility that other agencies will access the resulting contract (for example, a standing offer arrangement), Defence officials need to ensure the request documentation includes a statement to that effect.

106. The request documentation will usually be the primary information source used by potential suppliers when developing a submission. After reviewing the request documentation, the potential suppliers should be able to understand Defence’s requirements and how the procurement is to provide value for money. This is why the CPRs, in effect, require that request documentation include all information necessary to permit suppliers to prepare and lodge responsive submissions.\(^45\)

107. Request documentation will normally include:

- a description of the requirement (for example, the statement of work), including any essential requirements;
- any conditions for participation or minimum content and format requirements;
- evaluation criteria and methodology;
- the other rules of the process; and
- the draft contract.

\(^{45}\) While this discussion about request documentation applies to procurements to which the additional rules in Division 2 of the CPRs apply, it is also good practice for all procurements.
108. The statement of work should describe:
- the nature, scope and, where known, quantity of the goods, works or services required;
- specific requirements to be fulfilled or provided, including certification, test and evaluation, plans, drawings and training materials;
- any applicable technical specifications (in which case, these should be described in terms of function and performance requirements, rather than specific designs, trademarks, or product descriptions) and the related standards on which the specifications are based;46
- whether any of the requirements are ‘essential requirements’ (in which case, if suppliers are not able to meet the requirements, they will be excluded from consideration);
- the timeframes expected for the delivery of the required goods, works or services.

109. Conditions for participation47 are mandatory requirements which describe minimum standards or essential characteristics that potential suppliers have to meet for their submissions to be considered. Defence officials should take great care when deciding whether to include conditions for participation and what these might be, as the CPRs require that where the procurement is subject to the additional rules in Division 2 of the CPRs, any submission that does not meet the conditions for participation be excluded from consideration by Defence. Conditions for participation are limited to those assuring the legal, financial, technical or commercial capabilities of the supplier to meet the particular requirements of the procurement.

110. Defence officials may also decide to set out minimum content and format requirements48 in their request documentation, for example:
- in relation to minimum content – Defence may require the tenderer to provide a certificate of insurance or a particular licence to support the submission; or
- in relation to formatting – Defence may require submissions to be submitted electronically through AusTender.

111. If the tenderer’s submission for a procurement which is subject to the additional rules in Division 2 of the CPRs does not meet the minimum content and format requirements, Defence officials will normally be required to exclude the submission from further consideration, unless the officials consider that the failure to meet the requirement has been due to an unintentional error of form in the submission. If so, Defence officials have the discretion to allow the submission to be corrected, subject to ensuring that all tenderers are treated fairly and equitably.

112. The request documentation will also set out the evaluation criteria. These set the foundation for a fair and equitable assessment of submissions. What the appropriate criteria are depends on the nature of the particular procurement and should flow from the planning stage.

113. Evaluation of tenderers should be based on a balance of all the criteria, or if a weighting methodology is used, on the relative importance of each criterion. If a weighting methodology is used, Defence officials should consider setting this out in the request documentation so that potential suppliers can appropriately focus their responses. This will make the process more transparent, which should limit misunderstandings that may result in complaints.

114. The request documentation should also set out the rules around lodgement of submissions, whether this is through AusTender or other means, including the closing time for submissions. Adherence to deadlines is important in maintaining the integrity and probity of the tender process. Therefore, Defence officials are not normally able to accept late submissions, unless there has clearly been a mishandling of the submission by Defence.

115. During the time that the tender process is open, Defence officials will need to be in a position to answer queries on the procurement. This needs to be done fairly and impartially in a manner that does not create an unfair advantage for any potential supplier. Therefore, the request documentation should explain the rules for answering questions and distributing responses.

46 In relation to specifications and standards, see paragraphs 7.26, 10.9, 10.10, 10.11, and 10.12 of the CPRs
47 While this discussion about conditions for participation applies to procurements to which the additional rules in Division 2 of the CPRs apply, it is also good practice for all procurements.
48 While this discussion about minimum content and format requirements applies to procurements to which the additional rules in Division 2 of the CPRs apply, it is also good practice for all procurements.
116. At least in request for tender processes, Defence normally requires tenderers to indicate their compliance (or non-compliance) with a draft contract which contains the terms and conditions on which Defence is willing to enter into a contract for the requirement. Defence officials should assess the risk with the tenderers’ non-compliances with the draft contract to enable tenderers to be evaluated against a common baseline.

117. The evaluation plan is an internal Defence document that sets out the methodology and processes to be followed by Defence when evaluating submissions. To reduce the risks of a perceived or actual bias in the procurement process, Defence officials should preferably develop and finalise the plan before an approach is made to the market, but in any event before submissions are opened. The Complex Procurement Guide provides guidance about the contents of an evaluation plan.

118. The evaluation plan will normally identify the organisation that is responsible for the evaluation, and recommend a preferred supplier (or a shortlist of potential suppliers). Depending on the nature and complexity of the evaluation, the evaluation organisation may comprise a steering committee, an evaluation board or team and subordinate evaluation working groups. The evaluation organisation may also include internal or external advisers or experts to assist with elements of the evaluation, for example, the technical requirements, financial viability or price.

119. When receiving submissions, Defence officials need to use a mechanism that assures fairness and impartiality of the procurement process. Submissions should only be received into a secure environment. This can be through AusTender or other secure electronic system, or a physical tender box or tender room. Any submissions received after the closing time should be considered late and should generally not be accepted (see paragraph 114 above).

120. The evaluation committee should first check the submissions to make sure they satisfy any mandatory requirements, such as minimum content and format requirements and conditions for participation, and should then proceed to undertake the detailed evaluation of submissions against the evaluation criteria.

121. The evaluation of submissions is the most important aspect of determining value for money in a procurement. When evaluating submissions, the evaluation committee needs to make sure that it faithfully applies the evaluation criteria, methodology and procedures that have been set out in the request documentation and the evaluation plan. If the committee does not then this could compromise the evaluation outcome and give rise to a complaint or legal action by an affected tenderer, and require Defence to set aside the evaluation and possibly the whole procurement process, as well as incurring additional costs in dealing with the complaint.

122. The CPRs require Defence officials to maintain appropriate documentation of the decision-making process for each procurement. Therefore, the evaluation committee should be accurate and scrupulous in recording the evaluation and the reasons underlying its decisions. As a general rule, officials should ensure that there is sufficient documentation to provide an understanding of why the procurement was necessary, the process that was followed and all relevant decisions made, including approvals, and the basis of those decisions.

123. The evaluation committee should therefore prepare an evaluation report to document the evaluation process and the recommendation of a preferred tenderer (or shortlist of tenderers). The report can also assist in the future when providing feedback to tenderers through the debriefing process.

124. The evaluation report will normally contain:
   - a summary of the evaluation process;
   - a summary of the assessment of each submission;
   - reasons for the exclusion of a submission from further consideration;
   - recommendations concerning the preferred tenderer(s) based on value for money;

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49 See Defence Procurement Policy Directive D47.
50 See Chapters 3 and 5 of the Guide.
51 Paragraph 7.2 of the CPRs. This paragraph is subject to the JR Act, For further information regarding the JR Act, Defence officials should refer to Chapter 2 paragraphs 48 – 51 of the DPPM.
52 For procurements to which the additional rules in Division 2 of the CPRs apply, Defence officials are required to award the contract to the tenderer that is assessed to provide the best value for money in accordance with the request documentation, including compliance with any conditions for participation and essential requirements. (See CPRs, paragraph 10.32 to 10.36).
125. The evaluation committee members will normally sign the report and submit this for endorsement by the relevant delegate.

126. The CPRs require Defence officials to notify affected tenderers promptly of the rejection of their submission or the award of a contract, and if requested, provide a debrief to the tenderers (both successful and unsuccessful tenderers).53 A debrief (whether verbal or written) should include, as appropriate:

- an explanation of why the submission was unsuccessful (or successful);
- areas of weakness or non-compliance in the offer;
- suggestions as to how future submissions can be improved; and
- in the case of unsuccessful tenderers, if the contract has already been successfully negotiated, the name of the successful supplier and total contract price (noting that this needs to be reported on AusTender in any event, if valued at or above $10,000).

127. Defence officials should keep a written record of the debriefing.

128. The final stage in the procurement process itself relates to the negotiation and award of the contract with the preferred tenderer. During contract negotiations, Defence officials should seek to resolve any issues that were identified during the evaluation.

129. At any time during the procurement process, Defence can determine that awarding a contract is not in the public interest.54 Public interest grounds generally arise in response to new information or unforeseen events which materially affect the objectives or reasons underlying the original procurement requirement as specified in the request documentation. Examples of situations in which it may not be in the public interest to award the contract could include:

- a Government decision to cancel or vary the program to which the procurement relates;
- unforeseen technological or environmental changes affecting the business case for the procurement;
- discovery of new information materially affecting the policy behind or operational effectiveness of the project or procurement.

130. However, termination of a procurement process is a serious step with potential legal and management risks that should be considered and addressed before any decision is made. At the least, it can harm Defence’s credibility with suppliers that, in turn, may discourage suppliers’ participation in future procurements. On the other hand, termination may be compelled in order to protect the integrity of the procurement process and avoid the awarding of a contract in a manner inconsistent with the stated evaluation process.

131. Defence officials cannot terminate a procurement process simply because they may be dissatisfied with the outcome of the evaluation conducted in accordance with the stated rules, conditions and criteria set out in the request documentation and evaluation plan.

132. If Defence cancels a procurement on the basis that it is not in the public interest to award a contract, it should normally provide potential suppliers with reasons. In any case, prior to cancelling a procurement, Defence officials should seek specialist legal or contracting advice.

133. Once Defence has entered into a contract, Defence officials need to ensure that they manage the contract effectively so that all parties to the contract (including Defence) fully meet their respective obligations as efficiently and effectively as possible, and to deliver the business and operation objectives required by the parties. Effective contract management is a key enabler to delivering value for money, as well as supporting proper governance and risk management across the life of the contract. Defence officials should refer to the Defence Contract Management Framework and the Defence Contract Management Handbook to support them achieving best practice contract management. The Framework brings together the underpinning principles, policies, tools, templates, guidance and competencies required to support more collaborative business relationships with

53 CPRs, paragraph 7.17.
54 For procurements to which the additional rules in Division 2 of the CPRs apply, this is the only ground on which a Defence official can decide not to award a contract in relation to the procurement. (See CPRs, paragraphs 10.35 and 10.36).
industry and deliver more effective contract outcomes. Defence officials should apply the Framework and use the Handbook when undertaking contract management.

The procurement life cycle – procurement complaints

134. Procurement complaints can be made at any stage of the procurement life cycle, and will be categorised as either a general procurement complaint or a JR Act complaint. In Defence, all procurement complaints must be managed under the DPCS. Compliance with the processes set out in the CPRs and the DPPM will minimise the risks associated with procurement complaints. See paragraphs 48 to 52 above for further information.
## Appendix A to Chapter 2

### CPR Paragraphs subject to the Government Procurement (Judicial Review) Act 2018

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Chapter 3
The procurement framework

2. Procurement framework

CPR 2.1 – 2.6

Procurement framework

2.1 The Commonwealth Procurement Rules (CPRs) are issued by the Minister for Finance (Finance Minister) under section 105B(1) of the Public Governance, Performance and Accountability Act 2013 (PGPA Act).

2.2 Officials from non-corporate Commonwealth entities and prescribed corporate Commonwealth entities must comply with the CPRs when performing duties related to procurement. These entities will collectively be referred to as relevant entities throughout the CPRs.

2.3 Rules that must be complied with in undertaking procurement are denoted by the term ‘must’. Non-corporate Commonwealth entities must report non-compliance with the rules of the CPRs through the Commonwealth’s compliance reporting process. The term ‘should’ indicates good practice.

2.4 The CPRs are the core of the procurement framework, which also includes:

a. web-based guidance, developed by the Department of Finance (Finance) to assist entities to implement the procurement framework;

b. Resource Management Guides, which advise of key changes and developments in the procurement framework; and

c. templates, such as the Commonwealth Contracting Suite, which simplify and streamline processes, creating uniformity across Commonwealth contracts to reduce the burden on businesses when contracting with the Commonwealth.

2.5 An Accountable Authority may use Accountable Authority Instructions to set out entity-specific operational rules to ensure compliance with the rules of the procurement framework.

Note: As the Defence Accountable Authority, the Secretary has issued Defence’s AAI. The AAI set out specific operational rules dealing with procurement.

2.6 These CPRs do not apply to the extent that an official applies measures determined by their Accountable Authority to be necessary for the maintenance or restoration of international peace and security, to protect human health, for the protection of essential security interests, or to protect national treasures of artistic, historic or archaeological value.

Note: The CPRs state in a footnote to paragraph 2.6 that “Where such measures are applied, because Divisions 1 and 2 do not apply in full to the procurement, this has the effect that the procurement is not a ‘covered procurement’ under the Government Procurement (Judicial Review) Act 2018; see section 5”.

Defence Procurement Policy Directives

D2. For paragraph 2.6 of the CPRs, the Secretary has determined that the procurement of the goods and services listed in Table 1 below are exempt from the operation of Division 2 of the CPRs.

D3. If a Defence official determines that an exemption given under paragraph 2.6 of the CPRs applies to a procurement, the official must ensure that the reasons supporting that determination are appropriately documented.

D4. If a Defence official seeks to exempt a particular procurement (not otherwise covered by an
existing exemption) from all or part of the CPRs, the official must seek the Secretary’s written approval.

Table 1

<table>
<thead>
<tr>
<th>Goods</th>
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<tbody>
<tr>
<td>The procurement of goods that fall within the following US Federal Supply Codes (FSC):</td>
<td>- FSC 10 Weapons;</td>
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<td></td>
<td>- FSC 12 Fire Control Equipment;</td>
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<td>- FSC 13 Ammunition and Explosives;</td>
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<td>- FSC 14 Guided Missiles;</td>
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<td>- FSC 15 Aircraft and Airframe Structural Components;</td>
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<td></td>
<td>- FSC 16 Aircraft Components and Accessories;</td>
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<tr>
<td></td>
<td>- FSC 17 Aircraft Launching, Landing, and Ground Handling Equipment;</td>
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<td></td>
<td>- FSC 18 Space Vehicles;</td>
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<td>- FSC 19 Ships, Small Craft, Pontoons and Floating Docks;</td>
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<td></td>
<td>- FSC 20 Ships and Marine Equipment;</td>
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<tr>
<td></td>
<td>- FSC 23 Ground Effect Vehicles, Motor Vehicles, Trailers and Cycles;</td>
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<tr>
<td></td>
<td>- FSC 28 Engines, Turbines, and Components;</td>
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<tr>
<td></td>
<td>- FSC 29 Engine Accessories;</td>
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<tr>
<td></td>
<td>- FSC 31 Bearings;</td>
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<td></td>
<td>- FSC 46 Water Purification and Sewage Treatment Equipment;</td>
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<td>- FSC 48 Valves;</td>
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<td></td>
<td>- FSC 49 Maintenance and Repair Shop Equipment;</td>
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<td></td>
<td>- FSC 54 Prefabricated Structures and Scaffolding;</td>
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<tr>
<td></td>
<td>- FSC 58 Communication, Detection, and Coherent Radiation Equipment;</td>
</tr>
<tr>
<td></td>
<td>- FSC 59 Electrical and Electronic Equipment Components;</td>
</tr>
<tr>
<td></td>
<td>- FSC 60 Fibre Optics Materials, Components, Assemblies, and Accessories;</td>
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<td></td>
<td>- FSC 61 Electric Wire, and Power and Distribution Equipment;</td>
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<td></td>
<td>- FSC 63 Alarm, Signal and Security Detection Systems;</td>
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<td></td>
<td>- FSC 66 Instruments and Laboratory Equipment; and</td>
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<tr>
<td></td>
<td>- No code - Specialty Metals.</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Services</th>
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<tbody>
<tr>
<td>The procurement of the following kinds of services:</td>
<td>- design, development, integration, test, evaluation, maintenance, repair, modification, rebuilding and installation of military systems and equipment;</td>
</tr>
<tr>
<td></td>
<td>- operation of Government-owned facilities;</td>
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<td></td>
<td>- space services; and</td>
</tr>
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<td></td>
<td>- services in support of military forces overseas.</td>
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</tbody>
</table>
Notes: Paragraph 2.6 of the CPRs allows the Secretary to determine that specific procurements should not be subject to all or part of the CPRs. Usually, a measure made under this paragraph will exempt a procurement from the rules in Division 2 of the CPRs (in particular, the obligation to undertake an open tender process). This exemption mechanism is provided for in the Australia-US Free Trade Agreement (AUSFTA), and is consistent with the market access arrangements agreed by Australia in its other FTAs.

In the case of Defence, the AUSFTA (Chapter 15, Annex A) specifically provides for various Defence procurements to be exempt from the operation of the procurement rules in Chapter 15 of the AUSFTA (which rules are now mainly in Division 2 of the CPRs, and which are consistent with the procurement rules agreed by Australia in its other FTAs). This exemption is permitted on the grounds of ‘essential security’ (Article 22.2 of the AUSFTA). To give effect to this exemption, the Secretary has made a measure under paragraph 2.6 of the CPRs to determine that the procurement of the various goods or services listed in Table 1 above are exempt from the operation of Division 2 of the CPRs. The list in Table 1 replicates the list in Chapter 15, Annex A of the AUSFTA. Further details of the FSC codes mentioned in Table 1 can be found in the Exemptions Fact Sheet on the Commercial Division intranet site.

Even if a procurement is exempt from Division 2 of the CPRs, Defence officials are still required to undertake their procurements in accordance with Division 1 of the CPRs. In addition, Defence officials are still required to comply with all applicable Defence Procurement Policy Directives contained in this manual (see Defence Procurement Policy Directive D43).

CPR 2.7 – 2.10

Procurement

2.7 Procurement is the process of acquiring goods and services. It begins when a need has been identified and a decision has been made on the procurement requirement. Procurement continues through the processes of risk assessment, seeking and evaluating alternative solutions, and the awarding and reporting of a contract.

2.8 In addition to the acquisition of goods and services by a relevant entity for its own use, procurement includes the acquisition of goods and services on behalf of another relevant entity or a third party.

2.9 Procurement does not include:
   a. grants (whether in the form of a contract, conditional gift or deed);
   b. investments (or divestments);
   c. sales by tender;
   d. loans;
   e. procurement of goods and services for resale or procurement of goods and services used in the production of goods for resale;
   f. any property right not acquired through the expenditure of relevant money (for example, a right to pursue a legal claim for negligence);
   g. statutory appointments;
   h. appointments made by a Minister using the executive power (for example, the appointment of a person to an advisory board); or
   i. the engagement of employees, such as under the Public Service Act 1999, the Parliamentary Services Act 1999, a relevant entity’s enabling legislation or the common law concept of employment.

2.10 Following the awarding of the contract, the delivery of and payment for the goods and services and, where relevant, the ongoing management of the contract and consideration of disposal of goods, are important elements in achieving the objectives of the procurement.
Notes: Paragraph 2.9a of the CPRs makes clear that grants are not procurements. Defence manages a number of grant programs and therefore these programs, and the individual grants made under them, are not procurements for the CPRs. For example, to give effect to the Australian Government’s defence and industry policy, Defence undertakes various grants programs under which Defence companies and other entities receive payments. In undertaking these programs, Defence officials are required to comply with the Commonwealth Grant Rules and Guidelines, rather than the CPRs and the Defence Procurement Policy Directives in the DPPM. Defence grant programs also have their own rules that govern their operation.

For guidance on contracting processes for disposals, including sale by tender (see paragraph 2.9c of the CPRs) and gifting or transfer by deed, Defence officials should refer to the Materiel Logistics, Disposals and Sales Branch intranet page.

CPR 2.11 – 2.14
Resource management framework

2.11 Relevant entities and officials operate in an environment of legislation and Commonwealth policy. Within that broad context, the resource management framework consists of the legislation and policy governing the management of the Commonwealth’s resources.

2.12 The procurement framework is a subset of the resource management framework related to the procurement of goods and services.

2.13 Section 16 of the PGPA Act outlines an Accountable Authority’s duty to establish appropriate internal control systems for their relevant entity. The CPRs provide the necessary framework for Accountable Authorities when issuing Accountable Authority Instructions and operational requirements in relation to procurement. In the area of procurement, an Accountable Authority should provide a mechanism to:

a. apply the principles and requirements of the resource management and procurement frameworks, focusing on the relevant entity’s operations; and

b. provide primary operational instructions to relevant entity officials in carrying out their duties related to procurement, in a way that is tailored to a relevant entity’s particular circumstances and needs.

2.14 Non-compliance with the requirements of the resource management framework, including in relation to procurement, may attract a range of criminal, civil or administrative remedies including under the Public Service Act 1999 and the Crimes Act 1914.

Defence Procurement Policy Directives

D5. When conducting a procurement, Defence officials must ensure that the following two delegations are exercised in the following order, unless the procurement does not involve the commitment of relevant money (for example, a ‘nil-cost’ contract change) in which case only the FINMAN 2 Schedule 2 - Enter into an Arrangement delegation is required:

- FINMAN 2 Schedule 1 (Section 23(3) of the PGPA Act) – To Approve the Commitment of Relevant Money (Commitment Approval): a Defence official must exercise this delegation before the Commonwealth enters into the arrangement that commits relevant money; and

- FINMAN 2 Schedule 2 (Section 23(1) of the PGPA Act) – To Enter into an Arrangement: a Defence official must not exercise this delegation (Enter into an Arrangement) unless a Commitment Approval delegation has been exercised for the procurement to which the arrangement relates.

D6. Prior to agreeing to a contingent liability in favour of a third party (for example, granting an indemnity, guarantee or warranty), Defence officials must:

- undertake a liability risk assessment in relation to the contingent liability, including considering the full potential cost of the liability to the Commonwealth; and

- ensure that the relevant delegate (Under FINMAN 2 Schedule 1) (or the Finance Minister, if necessary) authorises the contingent liability under section 60 of the PGPA Act.
Notes: Chapter 1 of the DPPM discusses the resource management framework in more detail.

If a procurement includes a contingent liability, the effect of Defence Procurement Policy Directive D6 is that the relevant delegate must authorise the granting of the contingent liability for the purposes of section 60 PGPA Act. In Defence, the Commitment Approval delegate may do this as part of exercising this delegation.

If a procurement is being undertaken through the Foreign Military Sales (FMS) system, the standard FMS conditions require the Commonwealth to grant an indemnity to the US Government. Accordingly, Defence Procurement Policy Directive D6 dealing with contingent liabilities applies to each FMS case. For guidance on conducting liability risk assessments for FMS cases see the Commercial Division Risk Assessments and Liabilities intranet page.

 Agreeing to a contingent liability in favour of a third party is one kind of limitation of liability. The Commonwealth may also limit a third party’s liability in other ways, for instance, by agreeing to one or more financial caps on different heads of loss or damage that a contractor may be exposed to under a contract (for example, for personal injury, property damage, delay or other contractual non-performance). Accordingly, in addition to the requirement under Defence Procurement Policy Directive D6 to undertake a liability risk assessment in relation to contingent liabilities, Defence Procurement Policy Directive D28 requires Defence officials to undertake a liability risk assessment prior to agreeing to any limitation on a third party’s liability under a contract. Defence has developed guidance and tools to assist Defence officials with the conduct of liability risk assessments.

The Department of Finance’s Resource Management Guide (RMG) No 414, together with Defence AAI 2.6 and FINMAN 2, set out Commonwealth and Defence policy in relation to indemnities, guarantees and warranties that give rise to ‘contingent liabilities’. Consistently with RMG 414 and AAI 2.6, Defence has developed streamlined processes for undertaking liability risk assessments for certain kinds of contingent liabilities, namely indemnities contained in FMS cases and venue hire agreements. Defence officials should refer to the liability risk assessment guidance and tools for these streamlined processes.

CPR 2.15

International obligations

2.15 Australia is party to a range of free trade arrangements. These arrangements are implemented domestically by legislation and/or Commonwealth policy. Relevant international obligations have been incorporated in these CPRs. Therefore, an official undertaking a procurement is not required to refer directly to international agreements.

Note: Paragraph 2.15 of the CPRs means that Defence officials can refer to the CPRs as the single source of Australia’s international commitments on government procurement and do not need to refer directly to the various treaties and other agreements. See also the Notes following paragraph 2.6 of the CPRs.

3. How to use the Commonwealth Procurement Rules

CPR 3.1 – 3.4

How to use the Commonwealth Procurement Rules

3.1 The CPRs set out the rules that officials must comply with when they procure goods and services. The CPRs also indicate good practice. The CPRs have been designed to provide officials with flexibility in developing and implementing procurement processes that reflect their relevant entity’s needs.

3.2 Achieving value for money is the core rule of the CPRs. This requires the consideration of the financial and non-financial costs and benefits associated with procurement.

3.3 Further information and guidance on applying the CPRs are available on Finance’s procurement policy website at www.finance.gov.au/procurement.

3.4 Relevant entities may have additional rules, guidance, templates or tools that apply when conducting procurements.
Note: For paragraph 3.4 of the CPRs, the DPPM sets out ‘additional rules’ in relation to the conduct of Defence procurement that Defence officials must comply with when they procure goods and services for Defence. These additional rules are set out under the heading ‘Defence Procurement Policy Directives’ in the DPPM. The DPPM also refers to guidance, templates, tools and other resources to further assist Defence officials undertaking procurement. Defence officials should have regard to these resources when undertaking procurement.

CPR 3.5 – 3.8

Compliance with the two divisions of the CPRs

3.5 Officials of non-corporate Commonwealth entities must comply with the ‘rules for all procurements’ listed in Division 1, regardless of the procurement value. Officials must also comply with the ‘additional rules’ listed in Division 2 when the estimated value of the procurement is at or above the relevant procurement threshold and when an Appendix A exemption does not apply.

3.6 Officials of corporate Commonwealth entities prescribed in section 30 of the Public Governance, Performance and Accountability Rule 2014 (PGPA Rule) as having to comply with the CPRs must comply with the ‘rules for all procurements’ listed in Division 1 and the ‘additional rules’ listed in Division 2 when the expected value of the procurement is at or above the relevant procurement threshold and when an Appendix A exemption has not been utilised.

3.7 Despite being prescribed corporate Commonwealth entities, Australian Digital Health Agency, Australian Human Rights Commission, National Portrait Gallery of Australia, Old Parliament House and Regional Investment Corporation must apply a procurement threshold and reporting threshold of $80,000 for procurements other than the procurement of construction services. They may opt-in to coordinated procurements and must only comply with those policies of the Commonwealth that specify compliance by corporate Commonwealth entities.

3.8 Despite being a corporate Commonwealth entity, paragraph 3.7 also applies to the Commonwealth Superannuation Corporation in regards to its administrative functions only.

Note: The Department of Defence (‘Defence’) is a non-corporate Commonwealth entity. Hence, paragraph 3.5 of the CPRs applies to Defence officials (including a contractor who is prescribed as a Defence official). In addition to an Appendix A exemption referred to in paragraph 3.5 of the CPRs, a Defence specific exemption may also be utilised (See Defence Procurement Policy Directives D2 and D4).

CPR 3.9

Using an Appendix A exemption

3.9 When an Appendix A exemption applies, the additional rules of Division 2 for procurements at or above the relevant procurement threshold do not apply to the procurement, but the relevant entity must still comply with the rules for all procurements (Division 1), excluding paragraphs 4.7, 4.8 and 7.26. This does not prevent a relevant entity from voluntarily conducting the procurement for goods or services covered by an Appendix A exemption in accordance with some or all of the processes and principles of Division 2.

Defence Procurement Policy Directive

D7. If a Defence official determines that an exemption under Appendix A of the CPRs applies to a procurement, the official must ensure that the reasons supporting that determination are appropriately documented.

Notes: Items 16 and 17 of Appendix A permit Defence officials to procure directly from disability businesses and indigenous businesses, respectively. See further Chapter 2 of the DPPM, and Defence Procurement Policy Directive D14 (and the related Notes).
In addition to the exemptions provided for in Appendix A, various other kinds of Defence related procurements may be exempt from Division 2 of the CPRs. In particular, see Defence Procurement Policy Directives D2 and D4 (and the related Table 1 for a list of Defence goods and services that are exempt).
Chapter 4

Achieving value for money in procurement

Note: Chapter 4 of the DPPM incorporates all the rules from Division 1 of the CPRs.

4. Value for Money

CPR 4.1 – 4.3

Considering value for money

4.1 A thorough consideration of value for money begins by officials clearly understanding and expressing the goals and purpose of the procurement.

4.2 When a business requirement arises, officials should consider whether a procurement will deliver the best value for money. It is important to take into consideration:
   a. stakeholder input;
   b. the scale and scope of the business requirement;
   c. the relevant entity’s resourcing and budget;
   d. obligations and opportunities under other existing arrangements;
   e. relevant Commonwealth policies; and
   f. the market’s capacity to competitively respond to a procurement.

Notes: Defence officials should refer to Chapter 2 of the DPPM, and the Complex Procurement Guide, for more guidance about value for money.

Defence officials should be aware that ‘Commonwealth policies’ (paragraph 4.2e.) may include Cabinet decisions and other formal directions issued by the Government (whether through the Minister for Defence or otherwise).

4.3 When a relevant entity determines that procurement represents the best value for money, these considerations will inform the development and implementation of the procurement.

Defence Procurement Policy Directives

D8. Defence officials undertaking procurement valued at or above $200,000 (including GST) must develop a written procurement plan for the procurement commensurate with its scale, scope and risk, and which takes account of the procurement life cycle, including cost of ownership and disposal considerations.

D9. Defence officials must obtain an ‘Endorsement to Proceed’ prior to:
   - approaching the market for procurements to establish a standing offer arrangement, and
   - all other procurements that are valued at or above $200,000 (including GST)

D10. When undertaking a process to procure a Contractor, Consultant or Outsourced Service Provider, Defence officials must:
   - obtain and document approval from a Defence official at the Senior Executive Service (SES) Band 1 / 1 Star level or above prior to or as part of the approval of the commitment of relevant money for the proposal; and
   - advise the Secretary when the daily rate of the Contractor, Consultant or Outsourced Service Provider is at or above $4,500 (including GST).

D11. Prior to approaching the market to establish a strategic standing offer panel, Defence officials must:
   - obtain written endorsement of the business need from First Assistant Secretary Procurement and Contracting; then
   - obtain written approval to establish the strategic standing offer panel from the Enterprise

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Notes: See paragraphs 102 to 104 in Chapter 2 of the DPPM for guidance about procurement plans, including that the Endorsement to Proceed document may be sufficient to serve as the procurement plan for less complex procurements. More detailed guidance is set out in Chapter 2 of the Complex Procurement Guide.

Defence officials should refer to paragraphs 9.2 – 9.6 of the CPRs in relation to estimating the value of a procurement.

It is best practice to seek approval to undertake a process to procure a Contractor, Consultant, or Outsourced Service Provider prior to approaching the market. Should approval be sought as part of the commitment of relevant money, and the approval is not given, this may be a breach of CPR 10.35, which limits the ability of Defence officials to cancel a procurement once the process has been undertaken.

Defence officials should refer to the Financial Delegations Manual (FINMAN 2) glossary for the definition of Contractors, Consultants and Outsourced Service Providers. Defence officials should refer to the Engaging Contractors, Consultants and Outsourced Service Providers – Decision Making Governance Fact Sheet for further guidance on the evidence required to justify the procurement of Contractors, Consultants or Outsourced Service Providers.

An Endorsement to Proceed may also be required to place an order under a standing offer. Defence officials should refer to the Endorsement to Proceed Fact Sheet.

The Establishing and Using Standing Offers Fact Sheet contains further guidance on the establishment of strategic standing offer panels.

CPR 4.4 – 4.6

Achieving value for money

4.4 Achieving value for money is the core rule of the CPRs. Officials responsible for a procurement must be satisfied, after reasonable enquiries, that the procurement achieves a value for money outcome. Procurements should:

a. encourage competition and be non-discriminatory;

b. use public resources in an efficient, effective, economical and ethical manner that is not inconsistent with the policies of the Commonwealth;

c. facilitate accountable and transparent decision making;

d. encourage appropriate engagement with risk; and

e. be commensurate with the scale and scope of the business requirement.

4.5 Price is not the sole factor when assessing value for money. When conducting a procurement, an official must consider the relevant financial and non-financial costs and benefits of each submission including, but not limited to:

a. the quality of the goods and services;

b. fitness for purpose of the proposal;

c. the potential supplier’s relevant experience and performance history;

d. flexibility of the proposal (including innovation and adaptability over the lifecycle of the procurement);

e. environmental sustainability of the proposed goods and services (such as energy efficiency, environmental impact and use of recycled products); and

f. whole-of-life costs.

4.6 Whole-of-life costs could include:
a. the initial purchase price of the goods and services;
b. maintenance and operating costs;
c. transition out costs;
d. licensing costs (when applicable);
e. the cost of additional features procured after the initial procurement;
f. consumable costs; and

g. disposal costs.

CPR 4.7 – 4.8

Broader benefits to the Australian economy

4.7 In addition to the value for money considerations at paragraphs 4.4 – 4.6, for procurements above $4 million (or $7.5 million for construction services) (except procurements covered by Appendix A and procurements from standing offers), officials are required to consider the economic benefit of the procurement to the Australian economy.

4.8 The policy operates within the context of relevant national and international agreements and procurement policies to which Australia is a signatory, including free trade agreements and the Australia and New Zealand Government Procurement Agreement.

Note: Defence officials should refer to paragraph 8 in Chapter 2 of the DPPM for guidance about the application of the ‘economic benefit’ requirement in relation to Defence procurement. The Department of Finance has also released guidance on the consideration of economic benefit on the Department of Finance webpage.

CPR 4.9 – 4.10

Procurement-connected policies

4.9 Procurement-connected policies are policies of the Commonwealth for which procurement has been identified as a means of delivery. To assist relevant entities in complying with policies of the Commonwealth, Finance maintains a list of procurement-connected policies, which can be found at www.finance.gov.au/procurement.

4.10 Generally, procurement-connected policies are the responsibility of entities other than Finance. The relevant policy-owning entity is responsible for administering, reviewing and providing information on the policy as required.

Notes: Defence contracting templates are drafted and regularly updated to give effect to applicable Commonwealth legislation and policy (including the CPRs), and applicable Defence policy. If using an endorsed Defence contracting template (for example, ASDEFCON, the Defence Facilities and Infrastructure Suite of Contracts or the Commonwealth Contracting Suite) for a procurement for which the template is intended, Defence officials may rely on the template as meeting applicable legislation and policy requirements. The endorsed Defence contracting templates may be found on the Commercial Division Tools and Templates intranet page.

Defence has numerous business policy owners that are responsible for ensuring Defence complies with applicable Commonwealth legislation and policy requirements, as well as with particular State and Territory legislation that may also apply to Defence activities. This legislation and policy often interacts with Defence procurement and in many cases is given effect to through contracts. There are many policy or support areas in Defence that that can assist in relation to this legislation and policy that intersects with procurement (eg contracting, legal, finance, environment, work health and safety, security, technical regulatory frameworks etc). These resources can be found on the procurement support areas link on the Commercial Division Help Desk Kiosk intranet page.
Defence Procurement Policy Directives

Black Economy

D12. Defence officials undertaking an open tender procurement which is subject to the CPRs and with an estimated value of over $4 million (including GST) must exclude, from consideration, submissions from tenderers that do not comply with the Black Economy Policy.

Note: Black Economy is a procurement connected policy.

The ASDEFCON contracting templates incorporate provisions that give effect to the Black Economy. Further information on the Black Economy Procurement Connected Policy can be found at the Department of Finance website.

Trade sanctions

D13. Defence officials undertaking a procurement must ensure that the procurement does not breach any current Australian Government trade sanctions.

Indigenous Procurement Policy

D14. Prior to approaching the market, Defence officials must determine whether the Indigenous Procurement Policy (IPP) applies to the procurement and if so comply with the IPP (see also Appendix A, item 16 of the CPRs).

Notes: The IPP is a procurement connected policy.

In addition, while not a Defence Procurement Policy Directive, Defence officials should also determine whether a disability business could deliver the required goods or services on a value for money basis before making any approach to market. If satisfied that value for money can be achieved, then the Defence official should procure the goods or services from the disability business (as permitted by Appendix A of the CPRs, item 15). If not, then the Defence official may procure through normal means. A list of Australian disability businesses can be found at the Australian Disability Enterprises website www.ade.org.au.

See Chapter 2 of the DPPM for more information about the IPP and the disability business exemption.

Workplace gender equality

D15. Defence officials undertaking a procurement at or above the relevant procurement threshold must not purchase goods or services from contractors that do not comply with the Workplace Gender Equality Act 2012.

Note: Workplace gender equality is a procurement connected policy.

Australian Industry Capability (AIC)

D16. Defence officials must comply with the Defence Australian Industry Capability (AIC) policy for materiel procurements valued at or above $20 million (including GST), and in particular ensure that the successful supplier in the procurement implements an AIC plan.

Note: Currently, only the ASDEFCON contracting templates incorporate provisions that give effect to the AIC program, including requiring tenderers to submit AIC plans as part of the tender process. The successful tenderer is required to give effect to the agreed AIC plan under the contract. The AIC program is currently being updated following the Defence Industry Policy Statement 2016. For further information about the AIC program, Defence officials should refer to the Defence Industry Policy Division intranet page. Australian Industry Participation Plans (AIP) for Government Procurement is a procurement connected policy, which was developed in accordance with the AIP National Framework. The AIP National Framework is available at www.industry.gov.au/aip. The Department of Industry, Innovation and Science’s User Guide for AIP Plans states that the AIP policy ‘may also be applied to Department of Defence non-materiel procurement’.

Code for the Tendering and Performance of Building Work 2016

D17. Defence officials must comply with the Code for the Tendering and Performance of Building Work 2016 (Building Work Code) when undertaking procurements for building work to which the
Building Work Code applies.

**Note:** The Building Work Code is a procurement connected policy. In summary, the Building Work Code prevents Commonwealth agencies such as Defence from permitting companies to tender or enter into contracts for Commonwealth funded building work, unless the companies meet the requirements of the Building Work Code. In Defence, procurements for building work are normally managed by the Defence Estate and Infrastructure Group. The Defence Facilities and Infrastructure Suite of Contracts include provisions to ensure that Defence complies with the Building Work Code.

**Public-private partnerships (PPP) policy**

D18. **Defence officials must:**

- consider using a public-private partnership (PPP) for all project proposals having an estimated capital cost over $50 million where there is an opportunity to enter into a long term contract (for example, 15-30 years) with a focus on the delivery of services to government (for example, making materiel or facilities available for use by Defence); and
- comply with the [National PPP Policy and Guidelines](#) (December 2008), and complete a [PPP Suitability Checklist](#).

**Note:** More guidance on PPPs is set out in the Procurement Delivery Models Better Practice Guide. PPPs (or Private Finance Initiatives or ‘PFIs’) involve the creation of an asset through financing and ownership control by a private party and private sector delivery of related services that may normally have been provided by the Commonwealth. The Commonwealth may contribute to establishing the infrastructure, for example through land, capital works or risk sharing. The service delivered may be paid for by the Commonwealth or directly by the end user. Defence officials should consult with the Public Private Partnership Centre of Expertise, and engage the Resource Assurance and Analysis Branch, in Chief Finance Officer Group (CFOG) for an independent review of financial and budgetary impact. Building work that involves a PPP or PFI for the delivery of functions or services of the Commonwealth is also subject to the Building Work Code (see Defence Procurement Policy Directive D17).

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**CPR 4.11 – 4.12**

**Coordinated procurement**


4.12 *Non-corporate Commonwealth entities must* use coordinated procurements. Exemptions from coordinated procurements can only be granted jointly by the requesting non-corporate Commonwealth entity’s Portfolio Minister and the Finance Minister when a non-corporate Commonwealth entity can demonstrate a special need for an alternative arrangement. Prescribed Corporate Commonwealth entities may opt-in to coordinated procurements.

**Defence Procurement Policy Directives**

D19. Prior to selecting a procurement method, Defence officials must determine whether a coordinated procurement arrangement has been established for the goods or services to be procured.

D20. If a coordinated procurement arrangement has been established for goods or services, Defence officials must use the arrangement when procuring relevant goods or services unless an exemption is in place.

**Notes:** The Department of Finance has established several whole of government coordinated procurement arrangements for various goods and services, for example, ICT, telecommunications, stationery and office supplies, and airline travel. Defence officials can find more details at [www.finance.gov.au/procurement](http://www.finance.gov.au/procurement).
Specialised military and classified telecommunications products and services (for military or intelligence agencies) fall outside the operation of the telecommunications coordinated procurement arrangements. For information about these exemptions Defence officials should refer to Non Materiel Procurement - ICT.

CPR 4.13 – 4.15

Cooperative procurement

4.13 Cooperative procurements involve more than one relevant entity as the buyer. Relevant entities can procure cooperatively by approaching the market together or by joining an existing contract of another relevant entity.

4.14 If a relevant entity intends to join an existing contract of another relevant entity, the initial request documentation and the contract must have already specified potential use by other relevant entities.

4.15 Relevant entities joining an existing contract must ensure that:
   a. value for money is achieved;
   b. the goods and services being procured are the same as provided for within the contract; and
   c. the terms and conditions of the contract are not being materially altered.

Notes: The Defence Support Services panel (DSS Panel) is an example of a cooperative procurement. The panel was established so as to be able to be accessed by other Commonwealth agencies, and as a result many agencies have used and continue to use this panel for a range of support services.

Defence officials who are planning to establish a new standing offer arrangement with multiple suppliers should consider whether it would be appropriate for other Commonwealth agencies to be able to use the proposed panel for their needs. If so, the approach to market for the panel (and the panel deed) will need to expressly advise the potential suppliers that the panel may be used not only by Defence, but also by other agencies. However, in such circumstances, Defence officials will also need to consider the administrative arrangements for how the panel may be used, the extent to which this will impose an additional resource burden on Defence, and whether there will be any administrative fee charged to other agencies to cover Defence’s costs of managing the panel.

CPR 4.16 – 4.18

Contract end dates

4.16 When a contract does not specify an End date it must allow for periodic review and subsequent termination of the contract by the relevant entity, if the relevant entity determines that it does not continue to represent value for money.

Third-party procurement

4.17 Procurement by third parties on behalf of a relevant entity can be a valid way to procure goods and services, provided it achieves value for money.

4.18 Relevant entities must not use third-party arrangements to avoid the rules in the CPRs when procuring goods and services.
Note: Under Defence contracts, it is not unusual for contractors to be required to undertake procurements on behalf of Defence. In many cases, this is simply part of the contractor’s overall contracted responsibility to deliver a particular capability or outcome to Defence. In these cases, Defence does not usually intervene to specify that the contractors comply with CPR requirements, although Defence may wish to approve or specify under the contract the key subcontractors that the contractor will use, and further impose obligations on the contractor to ensure value for money is obtained, for example, by requiring the contractor to undertake competitive procurements. In other cases, the Commonwealth may task a contractor to undertake procurement activity that Defence officials might normally undertake themselves; that is, Defence is outsourcing the procurement function itself. In these cases, it may be appropriate to require the contractor to comply with the CPRs as if they were bound by them. If not, it could be argued that Defence was outsourcing the procurement function simply to avoid the operation of the CPRs. Defence is always under an obligation to ensure that its procurement activities (whether outsourced or not) deliver value for money to the Commonwealth.
5. Encouraging Competition

CPR 5.1 – 5.2

Encouraging competition

5.1 Competition is a key element of the Australian Government’s procurement framework. Effective competition requires non-discrimination and the use of competitive procurement processes.

5.2 Participation in procurement imposes costs on relevant entities and potential suppliers. Those costs should be considered when designing a process that is commensurate with the scale, scope and risk of the proposed procurement.

Note: Chapter 2 of the DPPM discusses the importance of competition and selecting an appropriate procurement process to achieve value for money outcomes.

CPR 5.3 – 5.4

Non-discrimination

5.3 The Australian Government’s procurement framework is non-discriminatory.

5.4 All potential suppliers to government must, subject to these CPRs, be treated equitably based on their commercial, legal, technical and financial abilities and not be discriminated against due to their size, degree of foreign affiliation or ownership, location, or the origin of their goods and services.

Note: See Chapter 2 of the DPPM for more information about the non-discrimination principle.

CPR 5.5 – 5.7

Small and Medium Enterprises

5.5 To ensure that Small and Medium Enterprises (SMEs) can engage in fair competition for Australian Government business, officials should apply procurement practices that do not unfairly discriminate against SMEs and provide appropriate opportunities for SMEs to compete. Officials should consider, in the context of value for money:

a. the benefits of doing business with competitive SMEs when specifying requirements and evaluating value for money;

b. barriers to entry, such as costly preparation of submissions, that may prevent SMEs from competing;

c. SMEs’ capabilities and their commitment to local or regional markets; and

d. the potential benefits of having a larger, more competitive supplier base.

5.6 The Australian Government is committed to non-corporate Commonwealth entities sourcing at least 10 per cent of procurement by value from SMEs.

5.7 In addition, the Government has a target of non-corporate Commonwealth entities procuring 35 per cent of contracts by volume, with a value of up to $20 million, from SMEs.

Notes: In the Defence context, the Australian Government’s policy relating to small to medium enterprises (SMEs) is given effect to through the Defence Industry Policy 2016, and in particular, the Australian Industry Capability (AIC) program. As noted in Chapter 2 of the DPPM, the AIC program is identified as a specific exemption from the ‘non-discrimination’ principle (reflected in paragraph 5.3 of the CPRs) in the Australia-US Free Trade Agreement (AUSFTA), and other FTAs to which Australia is a party. The AUSFTA (Chapter 15, Annex A) provides that ‘the Australian Government reserves the right to maintain the Australian Industry Involvement program and its successor programs and policies.’ The AIC program is a successor to the previous Australian Industry Involvement (AII) program.
The ASDEFCON templates incorporate provisions that give effect to the AIC program, including requiring tenderers to submit AIC plans as part of the tender process. The successful tenderer is required to give effect to the agreed AIC plan under the contract. See also Defence Procurement Policy Directive D16 and the related note following.

6. Efficient, effective, economical and ethical procurement

CPR 6.1 – 6.9

Efficient, effective, economical and ethical procurement

6.1 The Australian Government promotes the proper use and management of public resources. Proper means efficient, effective, economical and ethical. For non-corporate Commonwealth entities, this would also include being not inconsistent with the policies of the Commonwealth.

6.2 Efficient relates to the achievement of the maximum value for the resources used. In procurement, it includes the selection of a procurement method that is the most appropriate for the procurement activity, given the scale, scope and risk of the procurement.

6.3 Effective relates to the extent to which intended outcomes or results are achieved. It concerns the immediate characteristics, especially price, quality and quantity, and the degree to which these contribute to specified outcomes.

6.4 Economical relates to minimising cost. It emphasises the requirement to avoid waste and sharpens the focus on the level of resources that the Commonwealth applies to achieve outcomes.

6.5 Ethical relates to honesty, integrity, probity, diligence, fairness and consistency. Ethical behaviour identifies and manages conflicts of interests, and does not make improper use of an individual’s position.

Note: Chapter 2 of the DPPM, the Complex Procurement Guide, and the Early Industry Engagement Better Practice Guide provide more guidance about probity and effective industry engagement.

Ethical behaviour

6.6 In particular, officials undertaking procurement must act ethically throughout the procurement. Ethical behaviour includes:

a. recognising and dealing with actual, potential and perceived conflicts of interest;

b. dealing with potential suppliers, tenderers and suppliers equitably, including by:

i. seeking appropriate internal or external advice when probity issues arise, and

ii. not accepting inappropriate gifts or hospitality;

c. carefully considering the use of public resources; and

d. complying with all directions, including relevant entity requirements, in relation to gifts or hospitality, the Australian Privacy Principles of the Privacy Act 1988 and the security provisions of the Crimes Act 1914.

6.7 Relevant entities must not seek to benefit from supplier practices that may be dishonest, unethical or unsafe. This includes not entering into contracts with tenderers who have had a judicial decision against them (not including decisions under appeal) relating to employee entitlements and who have not satisfied any resulting order. Officials should seek declarations from all tenderers confirming that they have no such unsettled orders against them.

Note: The endorsed Defence contracting templates contain the necessary provisions and form of statutory declaration to give effect to paragraph 6.7 of the CPRs.

6.8 If a complaint about procurement is received, relevant entities must apply timely, equitable and non-discriminatory complaint-handling procedures, including providing acknowledgment soon after the complaint has been received. Relevant entities should aim to manage the complaint process internally, when possible, through communication and conciliation.
Judicial Review

6.9 For the purposes of paragraph (a) of the definition of relevant Commonwealth Procurement Rules in section 4 of the Government Procurement (Judicial Review) Act 2018, the following paragraphs of Division 1 of these CPRs are declared to be relevant provisions: paragraphs 4.18, 5.4, 7.2, 7.10, 7.13 – 7.18, 7.20, and 9.3 – 9.6.

**Defence Procurement Policy Directive**

D21. If a Defence official receives a procurement complaint from a supplier in relation to a Defence procurement, the official must direct the complaint to the procurement complaints mailbox (procurement.complaints@defence.gov.au).

D22. Defence officials must comply with a notice from a Government Procurement (Judicial Review) Act 2018 Section 19 Delegate to investigate a procurement complaint, and prepare a report on the investigation.

D23. Defence officials must comply with a notice to suspend a relevant procurement from a Government Procurement (Judicial Review) Act 2018 Section 20 Delegate.

D24. PIC delegates must obtain legal advice from Defence Legal and commercial advice from the Commercial Division within CASG prior to issuing a Public Interest Certificate (PIC) under Section 22 of the Government Procurement (Judicial Review) Act 2018.55 PIC delegates must ensure that the PIC and the supporting submission are registered on the PIC Register.

**Note:** In Defence all procurement complaints including those made under the Government Procurement (Judicial Review) Act 2018 (JR Act) are managed through the Defence Procurement Complaints Scheme. JR Act delegations have been issued by the Secretary to certain Defence officials to receive and investigate complaints, suspend procurements and issue Public Interest Certificates (PICs). The JR Act delegations can be found on the Commercial Division Defence Procurement Complaints Scheme intranet page.

The procurement complaints mailbox (procurement.complaints@defence.gov.au) is managed by the Central Procurement Complaints Function which is part of the Defence Procurement Complaints Scheme.

A PIC is a document issued by a PIC delegate that states that it is not in the public interest for a ‘covered procurement’ process to be suspended while complaints made under the JR Act are investigated or applications for injunctions are being considered. The PIC Register and a template submission for a PIC (including the applicable considerations) can be found on the Commercial Function Defence Procurement Complaints Scheme intranet page.

A ‘covered procurement’ under the JR Act is a procurement to which the rules in Divisions 1 and 2 of the CPRs apply, and which is not included in a class of procurements specified by the Minister for Finance in a determination under section 5(2) of the JR Act. As at the date of this version of the DPPM, the Minister for Finance has not issued any determinations under section 5(2) of the JR Act.

Information regarding the Defence Procurement Complaints Scheme can be found on the Commercial Function Defence Procurement Complaints Scheme intranet page.

7. **Accountability and transparency**

**CPR 7.1 – 7.5**

**Accountability and transparency**

7.1 The Australian Government is committed to ensuring accountability and transparency in its procurement activities. Accountability means that officials are responsible for the actions and decisions that they take in relation to procurement and for the resulting outcomes. Transparency involves relevant entities taking steps to enable appropriate

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55 This is set out in the Instrument of Delegation as a mandatory precondition to exercising the delegation in respect of section 22 of the JR Act
scrutiny of their procurement activity. The fundamental elements of accountability and transparency in procurement are outlined in this section.

Records

7.2 Officials must maintain a level of documentation commensurate with the scope, scale and risk for each procurement.

7.3 Documentation should provide accurate and concise information on:
   a. the requirement for the procurement;
   b. the process that was followed;
   c. how value for money was considered and achieved;
   d. relevant approvals; and
   e. relevant decisions and the basis of those decisions.

7.4 Relevant entities must have access to evidence of agreements with suppliers, in the form of one or a combination of the following documents: a written contract, a purchase order, an invoice or a receipt.

7.5 Documentation must be retained in accordance with the Archives Act 1983.

Note: For Defence policy in relation to record keeping, Defence officials should refer to the Defence Records Management Manual (RECMAN). RECMAN takes a principles based approach to records management and does not include information about practices and procedures – which are proposed to be set out in a Records Management Operations Guide (under development). For further information, Defence officials should contact Directorate of Records Management Policy at DRMP.Policy@defence.gov.au.

CPR 7.6 – 7.9

AusTender

7.6 AusTender, the Australian Government’s procurement information system, is a centralised web-based facility that publishes a range of information, including relevant entities’ planned procurements, open tenders and contracts awarded. It also supports secure electronic tendering to deliver integrity and efficiency for relevant entities and potential suppliers.

7.7 AusTender is the system used to enable relevant entities to meet their publishing obligations under the CPRs. It also enables relevant entities to monitor and review their AusTender-based procurements, including approaches to market, publication of contracts, and amendments to contracts.

Annual procurement plans

7.8 In order to draw the market’s early attention to potential procurement opportunities, each relevant entity must maintain on AusTender a current procurement plan containing a short strategic procurement outlook.

7.9 The annual procurement plan should include the subject matter of any significant planned procurement and the estimated publication date of the approach to market. Relevant entities should update their plans regularly throughout the year.

Notes: The Annual Procurement Plan (APP) is a tool that facilitates early procurement planning and notifies potential suppliers to the planned Defence procurements. The APP includes a short strategic procurement outlook for Defence supported by details of any planned procurements. The APP includes only those opportunities that are planned as open tender as there are linkages between the APP and subsequent approaches to market.

For practical reasons (given the volume of Defence procurement), Defence includes in its APP only those procurements valued at or above $1,000,000 (GST inclusive). Procurements of a lesser value can be included if advance notice to industry is desired, but this is not mandatory.
Details regarding the coordination and publication of Defence’s APP can be found on the AusTender Publishing intranet page. Defence officials should refer to the intranet page for more information about the APP process.

CPR 7.10 – 7.15
Notifications to the market

7.10 Relevant entities must use AusTender to publish open tenders and, to the extent practicable, to make relevant request documentation available.

7.11 Relevant entities may use AusTender to publish limited tender approaches to market and make relevant request documentation available.

Note: All open approaches to market (open tenders) from Capability Acquisition and Sustainment Group (CASG) to be published on AusTender are managed centrally through the CASG e-tendering service. Defence officials from other Groups and Services can submit requests for AusTender publication for open approaches to market to defence.procurement@defence.gov.au. For further information about AusTender publication, Defence officials should refer to the Commercial Division AusTender intranet page.

7.12 Relevant entities should include relevant evaluation criteria in request documentation to enable the proper identification, assessment and comparison of submissions on a fair, common and appropriately transparent basis.

Defence Procurement Policy Directive

D25. Defence officials undertaking a procurement must ensure that the evaluation criteria advertised in the request documentation are the criteria used for the evaluation of submissions.

7.13 In any additional notification through other avenues, such as printed media, the details selected for inclusion in the notification must be the same as those published on AusTender.

Note: The Department of Finance’s Resource Management Guide No 407 sets out Commonwealth policy in relation to advertising open approaches to market in the media. As a general rule, such advertising is not permitted, although exemptions from the policy may be granted on a case by case basis.

7.14 When a relevant entity provides request documentation or any other document, already published on AusTender in any other form (for example, a printed version) that documentation must be the same as that published on AusTender.

7.15 The initial approach to market for a multi-stage procurement must include, for every stage, the criteria that will be used to select potential suppliers, and if applicable, any limitation on the number of potential suppliers that will be invited to make submissions.

CPR 7.16 – 7.17
Providing information

7.16 Officials must, on request, promptly provide, to eligible potential suppliers, request documentation that includes all information necessary to permit the potential supplier to prepare and lodge submissions.

7.17 Following the rejection of a submission or the award of a contract, officials must promptly inform affected tenderers of the decision. Debriefings must be made available, on request, to unsuccessful tenderers outlining the reasons the submission was unsuccessful. Debriefings must also be made available, on request, to the successful supplier(s).

Note: Defence officials should refer to Chapter 5 of the Complex Procurement Guide for guidance about when to inform an affected tenderer of a decision in relation to a procurement process.

CPR 7.18 – 7.20
Reporting arrangements
7.18 Relevant entities must report contracts and amendments on AusTender within 42 days of entering into (or amending) a contract if they are valued at or above the reporting threshold.

7.19 The reporting thresholds (including GST) are:
   a. $10,000 for non-corporate Commonwealth entities; and
   b. for prescribed corporate Commonwealth entities,
      i. $400,000 for procurements other than procurement of construction services, or
      ii. $7.5 million for procurement of construction services.

7.20 Regardless of value, standing offers must be reported on AusTender within 42 days of the relevant entity entering into or amending such arrangements. Relevant details in the standing offer notice, such as supplier details and the names of other relevant entities participating in the arrangement, must be reported and kept current.

**Defence Procurement Policy Directive**

D26. To enable Defence to meet its accountability and transparency requirements (including AusTender reporting), for all new contracts and contract amendments that meet the AusTender reporting thresholds, Defence officials must complete the AE643 Defence Purchasing form.

**Notes:** The reporting threshold in paragraph 7.19a of the CPRs applies to the Department of Defence as a non-corporate Commonwealth entity. The CPR reporting requirements apply equally to contract changes (whether called a contract change, amendment or variation or some other terminology) that are valued at or above the relevant reporting threshold as they do to the original contracts. However, the reporting requirements do not apply to contracts or contract changes for goods or services procured outside Australia to be used completely outside of Australia.

To assist Defence to meet its AusTender reporting requirements, Defence has developed the AE643 form and related AusTender reporting procedure. The form and procedure covers the proper recording of contracts and amendments that may be undertaken or processed through ROMAN, MILIS and the CMS financial management system. Defence officials should refer to the Commercial Division AusTender intranet page for more information about AusTender reporting requirements, including in relation to standing offer notices.

For procurement of Contractors, Consultants or Outsourced Service Providers, the AE643 records that a Senior Executive Service (SES) Band 1 or a 1 Star Officer or above has endorsed the requirement in accordance with Defence Procurement Policy Directive D10.

**CPR 7.21**

Subcontractors

7.21 Relevant entities must make available on request, the names of any subcontractor(s) engaged by a contractor in respect of a contract.

   a. Relevant entities must require contractors to agree to the public disclosure of the names of any subcontractors engaged to perform services in relation to a contract.

   b. Contractors must be required to inform relevant subcontractors that the subcontractor’s participation in fulfilling a contract may be publicly disclosed.

**Note:** The endorsed Defence contracting templates contain the necessary provisions to give effect to paragraph 7.21 of the CPRs.

**CPR 7.22 – 7.25**

**Treatment of confidential information**

7.22 When conducting a procurement and awarding a contract, relevant entities should take appropriate steps to protect the Commonwealth’s confidential information. This includes
observing legal obligations, such as those under the *Privacy Act 1988*, and statutory secrecy provisions.

7.23 **Submissions must** be treated as confidential before and after the award of a *contract*. Once a *contract* has been awarded the terms of the *contract*, including parts of the *contract* drawn from the *supplier’s submission*, are not confidential unless the *relevant entity* has determined and identified in the *contract* that specific information is to be kept confidential in accordance with the ‘confidentiality test’ set out in the guidance on *Confidentiality Throughout the Procurement Cycle* at [www.finance.gov.au/procurement](http://www.finance.gov.au/procurement).

7.24 The need to maintain the confidentiality of information should always be balanced against the public accountability and transparency requirements of the Australian Government. It is therefore important for *officials* to plan for, and facilitate, appropriate disclosure of *procurement* information. In particular, *officials* should:

a. include provisions in *request documentation* and *contracts* that alert *potential suppliers* to the public accountability requirements of the Australian Government, including disclosure to the Parliament and its committees;

b. when relevant, include a provision in *contracts* to enable the Australian National Audit Office to access contractors’ records and premises to carry out appropriate audits; and

c. consider, on a case-by-case basis, any request by a *supplier* for material to be treated confidentially after the award of a *contract*, and enter into commitments to maintain confidentiality only when such commitments are appropriate.

7.25 When confidential information is required to be disclosed, for example following a request from a parliamentary committee, reasonable notice in writing **must** be given to the party from whom the information originated.

**Note:** The endorsed Defence contracting templates contain the necessary provisions to give effect to the CPR requirements on treatment of confidential information. Defence *officials* should refer to the Commercial Division Fact Sheets and Guidance intranet page for more guidance on how to determine what information is actually ‘confidential’ and the use of confidentiality provisions in Defence *contracts*.

**CPR 7.26**

**Contract management/Standard verification**

7.26 For *procurements* valued at or above the relevant *procurement threshold*, where applying a *standard for goods* or services, *relevant entities* **must** make reasonable enquiries to determine compliance with that *standard*:

a. this includes gathering evidence of relevant certifications; and

b. periodic auditing of compliance by an independent assessor.

**CPR 7.27**

**Other obligations**

7.27 Other reporting and disclosure obligations apply to *officials* undertaking *procurement*, including:

a. disclosure of *procurement* information for *relevant entity* annual reporting purposes;

b. disclosure of non-compliance with the CPRs through the Commonwealth’s compliance reporting process;

c. disclosure to the Parliament and its committees, as appropriate, in line with the Government Guidelines for *Officials Witnesses before Parliamentary Committees and Related Matters*;

d. disclosure of information consistent with the *Freedom of Information Act 1982*; and

e. disclosure of discoverable information that is relevant to a case before a court.
8. Procurement risk

CPR 8.1 – 8.4

Procurement risk

8.1 Risk management comprises the activities and actions taken by a relevant entity to ensure that it is mindful of the risks it faces, that it makes informed decisions in managing these risks, and identifies and harnesses potential opportunities.

8.2 Relevant entities must establish processes for the identification, analysis, allocation and treatment of risk when conducting a procurement. The effort directed to risk assessment and management should be commensurate with the scale, scope and risk of the procurement. Relevant entities should consider risks and their potential impact when making decisions relating to value for money assessments, approvals of proposals to spend relevant money and the terms of the contract.

8.3 Relevant entities should consider and manage their procurement security risk in accordance with the Australian Government’s Protective Security Policy Framework.

8.4 As a general principle, risks should be borne by the party best placed to manage them; that is, relevant entities should generally not accept risk which another party is better placed to manage. Similarly, when a relevant entity is best placed to manage a particular risk, it should not seek to inappropriately transfer that risk to the supplier.

Defence Procurement Policy Directives

D27. For all procurements at or above the relevant procurement threshold, Defence officials must:

- undertake a risk assessment so that they are properly informed about the risks associated with the procurement; and
- subject to the risk assessment, develop and implement a risk management plan to manage the risks.

D28. Defence officials must undertake a liability risk assessment prior to agreeing to limit a third party’s liability under a contract.

Notes: Chapter 2 of the DPPM provides guidance on risk management. The endorsed Defence contracting templates enable Defence officials to allocate risks to the parties best placed to manage them.

The Commonwealth may limit a third party’s (including a contractor’s) liability in various ways, for instance, by agreeing to one or more financial caps on different heads of loss or damage that a contractor may be exposed to under a contract (for example, for personal injury, property damage, delay or other contractual non-performance). Defence has developed tools and guidance to assist Defence officials with undertaking liability risk assessments. See also Defence Procurement Policy Directive D6 which requires Defence officials to undertake a liability risk assessment in relation to contingent liabilities.

9. Procurement method

CPR 9.1

Procurement method

9.1 Australian Government procurement is conducted by open tender or limited tender. These methods are detailed in this section.
Defence Procurement Policy Directives

D29. In deciding on the procurement method for a procurement, Defence officials must ensure that the method is commensurate with the scope, scale, and risk of the procurement and is consistent with value for money.

D30. Defence officials must ensure that all procurement method decisions are appropriately documented.

Note: For procurements valued at or above $200,000 (GST inclusive), the Endorsement to Proceed template is normally the mechanism by which procurement method decisions are documented. The Commitment Approval delegate (see section 23(3) of the PGPA Act) would also confirm the procurement method decision as part of the exercise of their delegation.

CPR 9.2 – 9.7

Requirement to estimate value of procurement

9.2 The expected value of a procurement must be estimated before a decision on the procurement method is made. The expected value is the maximum value (including GST) of the proposed contract, including options, extensions, renewals or other mechanisms that may be executed over the life of the contract.

9.3 The maximum value of the goods and services being procured must include:

a. all forms of remuneration, including any premiums, fees, commissions, interest, allowances and other revenue streams that may be provided for in the proposed contract;

b. the value of the goods and services being procured, including the value of any options in the proposed contract; and

c. any taxes or charges.

9.4 When a procurement is to be conducted in multiple parts with contracts awarded either at the same time or over a period of time, with one or more suppliers, the expected value of the goods and services being procured must include the maximum value of all of the contracts.

9.5 A procurement must not be divided into separate parts solely for the purpose of avoiding a relevant procurement threshold.

9.6 When the maximum value of a procurement over its entire duration cannot be estimated the procurement must be treated as being valued above the relevant procurement threshold.

Procurement thresholds

9.7 When the expected value of a procurement is at or above the relevant procurement threshold and an exemption in Appendix A is not utilised, the rules in Division 2 must also be followed. The procurement thresholds (including GST) are:

a. for non-corporate Commonwealth entities, other than for procurements of construction services, the procurement threshold is $80,000;

b. for prescribed corporate Commonwealth entities, other than for procurements of construction services, the procurement threshold is $400,000; or

c. for procurements of construction services by relevant entities, the procurement threshold is $7.5 million.
**Defence Procurement Policy Directives**

**Procurements under $10,000 (GST inclusive) - Defence Purchasing Card**

D31. For procurements valued under $10,000 (GST inclusive), Defence officials must use the Defence Purchasing Card (DPC), unless there are valid reasons for not doing so.

D32. Defence officials must not use the DPC for procurements made through MILIS (the core logistics management system in Defence).

**Procurements under $200,000 (GST inclusive) - Commonwealth Contracting Suite**

D33. For procurements valued under $200,000 (GST inclusive), Defence officials must use the Department of Finance’s Commonwealth Contracting Suite (CCS), unless the procurement has been assessed as exempt from this requirement by applying the Defence specific CCS Decision Tree.

D34. If the procurement is exempt from using the CCS, the official must use an endorsed Defence contracting template.

**Procurements valued at or above $200,000 (GST inclusive)**

D35. For procurements valued between $200,000 and $1 million (GST inclusive), officials must consider using the CCS as the basis for the procurement. If the CCS is unsuitable or the procurement is valued at or above $1 million (GST inclusive), if an endorsed Defence contracting template exists for the type of procurement being undertaken, Defence officials must use that template as the basis for the procurement.

D36. If a Defence official intends to use a form of contract other than an endorsed Defence contracting template, the official must ensure the contract is appropriate for the requirement, and capable of achieving an appropriate risk allocation consistent with the Commonwealth resource management framework.

**Procurements through the US Foreign Military Sales (FMS) system**

D37. If a Defence official is undertaking a procurement through the FMS system, the official must consult with the Office of the Counsellor Defence Materiel (Washington) (DEFMAT (W)) prior to establishing or amending the FMS case.

**Notes:** Defence officials should follow the Simple Procurement Process Tool when undertaking low risk, low value (or ‘simple’) procurements.

For Defence Procurement Policy Directive D35, the Department of Finance’s Commonwealth Contracting Suite (CCS) and the Defence specific CCS Decision Tree can be found at the Department of Finance’s Commonwealth Contracting Suite webpage.

The endorsed Defence contracting templates and guidance on appropriate template selection can be found on the Commercial Policy Tools and Templates intranet page.

The US Foreign Military Sales (FMS) program is a form of security assistance authorised by the US Arms Export Control Act (AECA) and is part of US foreign policy. Under Section 3, of the AECA, the US may sell defence articles and services to foreign countries like Australia when to do so will strengthen the security of the US and promote world peace. For more information about the FMS system see the Support Office Foreign Military Sales intranet page.

The Capability Acquisition and Sustainment Group has a Washington office (CASG-W) which is the focal point for Defence materiel related activity in North America, providing acquisition and sustainment support to Defence and other Australian government agencies. DEFMAT (W) provides acquisition advice to the Head of Australian Defence Staff (Washington) (HADS(W)) and is the representative of Deputy Secretary CASG in North America. The office supports a range of activities, including FMS and direct commercial procurements. For more information and contact details see the Support Office Foreign Military Sales intranet page.
CPR 9.8

Procurement methods

Method 1 – Open tender
9.8 *Open tender* involves publishing an *open approach to market* and inviting *submissions*. This includes *multi-stage procurements*, provided that the first stage is an *open approach to market*.

**Defence Procurement Policy Directive**

D38. Defence *officials must* use an *open tender* process for all *procurements* at or above the relevant *procurement threshold*, unless the conditions for a *limited tender* can be satisfied, or the *procurement* is otherwise exempt from this requirement.

**Note:** See Defence Procurement Policy Directive D2 (and the related Table 1) for Defence *procurements* that are exempt from the *open tender* requirement. Appendix A of the CPRs also sets out various kinds of *procurements* that do not require *open tender* processes.

See paragraphs 30 to 36 in Chapter 2 of the DPPM for guidance about *procurement* methods.

CPR 9.9 – 9.11

Method 2 – Limited tender

9.9 *Limited tender* involves a *relevant entity* approaching one or more *potential suppliers* to make *submissions*, when the process does not meet the rules for *open tender*.

9.10 For *procurements* at or above the relevant *procurement threshold*, *limited tender* can only be conducted in accordance with paragraph 10.3, or when a *procurement* is exempt as detailed in Appendix A.

9.11 When conducting a *limited tender* in accordance with paragraph 9.10, the relevant exemption or *limited tender condition must* be reported on *AusTender*.

**Defence Procurement Policy Directive**

D39. For *procurements* at or above the relevant *procurement threshold*, a Defence *official must not* use a *limited tender* process unless a circumstance in paragraph 10.3 of the CPRs applies, or the *procurement* is otherwise exempt from this requirement.

D40. In undertaking a *limited tender*, Defence *officials must* ensure that, where practicable, the number of *potential suppliers* invited to participate in the process is sufficient to ensure a value for money outcome.

**Notes:** Many *procurements* related to the acquisition or sustainment of Defence major capital equipment are undertaken through *limited tender* processes, despite not meeting the requirements of paragraph 10.3 of the CPRs. Usually, this is because they are exempt *procurements* of *goods* or *services* (see Defence Procurement Policy Directives D2-D4).

A particular *procurement* may be categorised as a *limited tender*, irrespective whether or not a request for tender or similar *request documentation* is used to undertake the *procurement*. Further, a ‘sole source’ arrangement with a contractor constitutes a *limited tender* for the purposes of the CPRs. Similarly, each FMS case with the US Government constitutes a *limited tender*.

See paragraphs 37 to 47 in Chapter 2 of the DPPM for guidance about how the circumstances set out in paragraph 10.3 of the CPRs may apply so as to justify using a *limited tender* process.

Where a *limited tender* *procurement* method has been utilised for a *procurement* valued at or above the relevant *procurement threshold*, the Contract Notice published on *AusTender* will include either:

- the exemption from Division 2 of the CPRs; or
- the condition from paragraph 10.3 of the CPRs.
CPR 9.12 – 9.13

Procurement from existing arrangements

Procurements from standing offers

9.12 Procurements from an existing standing offer are not subject to the rules in Division 2 of these CPRs. However, these procurements must comply with the rules in Division 1.

9.13 Officials should report the original procurement method used to establish the standing offer when they report procurements from standing offers.

Defence Procurement Policy Directive

D41. If a standing offer panel is established in Defence for goods or services, Defence officials must use the standing offer when procuring relevant goods or services, unless a Group Head has approved not doing so.

D42. Defence officials must not use a standing offer panel to order goods or services that were not specified in the request documentation used to establish the arrangement, even if the relevant supplier may be able to provide the goods or services.

Notes: Standing offer panels provide an efficient and effective mechanism to enable Defence officials to procure relevant goods and services from industry. The benefit of these arrangements is eroded if officials seek to procure outside the panel, noting that panel members also have the reasonable expectation that Defence will use the panel rather than procure outside it. Nevertheless, there may be occasions when Defence officials may need to procure goods or services outside the panel, for example, where particular knowledge or expertise is required that is only available outside the panel. A valid reason could also include where a standing offer panel arrangement has been established by another Commonwealth agency which is able to be used by Defence and which offers better value for money than the corresponding Defence panel. For further information on standing offers and current Defence standing offer panel arrangements, Defence officials should refer to the factsheet on the Commercial Division Fact Sheets and Guidance intranet page and the Commercial Division Defence Goods and Services Procurement Directory intranet page.

The Department of Finance has established several whole of government coordinated procurement arrangements for various goods and services, for example, ICT, telecommunications, stationery and office supplies, and airline travel. Defence officials are required to use these arrangements unless specific exemptions apply (see paragraphs 4.9 and 4.10 of the CPRs and Defence Procurement Policy Directives D19 and D20 and related Notes). Defence officials can find more details at www.finance.gov.au/procurement
Chapter 5

Procurements valued at or above the procurement thresholds

Note: Chapter 5 of the DPPM incorporates all the rules from Division 2 of the CPRs.

Defence Procurement Policy Directive

D43. Defence officials must comply with the Defence Procurement Policy Directives in Chapter 5 of the DPPM (in addition to those in Chapters 1, 3 and 4) when undertaking procurements in Defence, if the procurement is valued at or above the relevant procurement threshold (unless otherwise specified in the relevant Defence Procurement Policy Directive).

Note: Defence Procurement Policy Directive D43 means that, even though Defence officials may be exempt from having to comply with the additional rules in Division 2 of the CPRs in relation to their procurement, Defence officials are still required to comply with the Defence Procurement Policy Directives that are set out in Chapter 5 of the DPPM, unless stated otherwise. This is because these Defence Procurement Policy Directives are of general application and compliance with them will help to ensure that Defence undertakes its procurements in an efficient, effective, economical and ethical manner as required by the PGPA Act.

10. Additional rules

CPR 10.1 – 10.8

Additional rules

10.1 The rules set out in Division 2 are additional to those in Division 1 and must not be interpreted or applied in a manner that diminishes or negates Division 1.

10.2 A procurement, except a procurement that is specifically exempt in accordance with Appendix A, is subject to the rules contained in Division 2 if the expected value of the procurement is at, or above, the relevant procurement threshold.

Conditions for limited tender

10.3 A relevant entity must only conduct a procurement at or above the relevant procurement threshold through limited tender in the following circumstances:

a. when, in response to an open approach to market:
   i. no submissions, or no submissions that represented value for money, were received,
   ii. no submissions that met the minimum content and format requirements for submission as stated in the request documentation were received, or
   iii. no tenderers satisfied the conditions for participation, and the relevant entity does not substantially modify the essential requirements of the procurement; or

b. when, for reasons of extreme urgency brought about by events unforeseen by the relevant entity, the goods and services could not be obtained in time under open tender; or

c. for procurements made under exceptionally advantageous conditions that arise only in the very short term, such as from unusual disposals, unsolicited innovative proposals, liquidation, bankruptcy, or receivership, and which are not routine procurement from regular suppliers; or

d. when the goods and services can be supplied only by a particular business and there is no reasonable alternative or substitute for one of the following reasons
   i. the requirement is for works of art,
ii. to protect patents, copyrights, or other exclusive rights, or proprietary information, or

iii. due to an absence of competition for technical reasons; or

e. for additional deliveries of goods and services by the original supplier or authorised representative that are intended either as replacement parts, extensions, or continuing services for existing equipment, software, services, or installations, when a change of supplier would compel the relevant entity to procure goods and services that do not meet requirements for compatibility with existing equipment or services; or

f. for procurements in a commodity market; or

g. when a relevant entity procures a prototype or a first good or service that is intended for limited trial or that is developed at the relevant entity’s request in the course of, and for, a particular contract for research, experiment, study, or original development; or

h. in the case of a contract awarded to the winner of a design contest, provided that

i. the contest has been organised in a manner that is consistent with these CPRs, and

ii. the contest is judged by an independent jury with a view to a design contract being awarded to the winner.

Note: See paragraphs 37 to 45 in Chapter 2 of the DP PM for guidance about how the circumstances set out in paragraph 10.3 of the CPRs may apply so as to justify using a limited tender process.

10.4 A procurement at or above the relevant procurement threshold conducted by limited tender is not required to meet the rules in paragraphs 10.6 -10.8 (Request documentation), 10.20-10.31 (Minimum time limits), or 10.35 (Awarding contracts).

10.5 In accordance with the general rules for accountability set out in these CPRs, for each contract awarded through limited tender, an official must prepare and appropriately file within the relevant entity’s records management system a written report that includes:

a. the value and type of goods and services procured;

b. a statement indicating the circumstances and conditions that justified the use of limited tender; and

c. a record demonstrating how the procurement represented value for money in the circumstances.

Request documentation

10.6 Request documentation must include a complete description of:

a. the procurement, including the nature, scope and the quantity of the goods and services to be procured or, where the quantity is not known, the estimated quantity, and any requirements to be fulfilled, including any technical specifications, conformity certification, plans, drawings, or instructional materials;

b. any conditions for participation, including any financial guarantees, information and documents that potential suppliers are required to submit;

c. any minimum content and format requirements;

d. evaluation criteria to be considered in assessing submissions and, if applicable to the evaluation, the relative importance of those criteria;

e. any dates for the delivery of goods or supply of services, taking into account the complexity of the procurement; and

f. any other terms or conditions relevant to the evaluation of submissions.

10.7 However, relevant entities are not obligated to release confidential information, information sensitive to essential security or information that may impede competition.

10.8 Relevant entities must ensure that potential suppliers and tenderers are dealt with fairly and in a non-discriminatory manner when providing information leading to, or following,
an approach to market. Relevant entities must promptly reply to any reasonable request from a potential supplier for relevant information about a procurement, and when responding to such enquiries must avoid a potential supplier, or group of potential suppliers, gaining an unfair advantage in a competitive procurement process.

**Defence Procurement Policy Directives**

D44. Defence officials must ensure that the request documentation for a procurement is consistent with the approved procurement plan and includes all of the information necessary to enable potential suppliers to properly prepare and lodge submissions.

D45. Defence officials must ensure that all potential suppliers are provided with the same information in the request documentation, including any amendments to the request documentation.

D46. For all competitive procurement processes, Defence officials must prepare a tender evaluation plan that is commensurate with the scale, scope and risk of the procurement.

D47. Defence officials must ensure that the tender evaluation plan for a procurement is approved by the relevant official no later than the opening of submissions.

**Note:** Defence officials should refer to Chapter 5 of the Complex Procurement Guide for more information about how to undertake a tender evaluation for a complex procurement.

**CPR 10.9 – 10.13**

**Specifications**

10.9 A relevant entity must not use specifications or prescribe any conformity assessment procedure in order to create an unnecessary obstacle to trade.

10.10 In prescribing specifications for goods and services, a relevant entity must, where appropriate:

a. set out the specifications in terms of performance and functional requirements; and

b. base technical specifications on international standards, when they exist and apply to the relevant procurement, except when the use of international standards would fail to meet the relevant entity’s requirements.

10.11 Where an Australian standard is applicable for goods or services being procured, tender responses must demonstrate the capability to meet the Australian standard, and contracts must contain evidence of the applicable standards (see paragraph 7.26).

10.12 A specification must not require or refer to a particular trademark or trade name, patent, copyright, design or type, specific origin, producer, or supplier, unless there is no other sufficiently precise or intelligible way of describing the requirement. In an exceptional circumstance when this type of specification is used, words such as ‘or equivalent’ must be included in the specification.

10.13 A relevant entity may conduct market research and other activities in developing specifications for a particular procurement and allow a supplier that has been engaged to provide those services to participate in procurements related to those services. Relevant entities must ensure that such a supplier will not have an unfair advantage over other potential suppliers.

**Defence Procurement Policy Directive**

D48. If essential requirements are specified in request documentation, Defence officials must exclude a tenderer from further consideration in the procurement process, if the official considers that the tenderer has not met those requirements (unless the procurement is exempt from Division 2 of the CPRs).
Notes: Defence officials should refer to Chapter 3 of the Complex Procurement Guide for more information about the use of standards, specifications and essential requirements in request documentation. For procurements that are exempt from Division 2 of the CPRs, Defence Procurement Policy Directive D48 should be followed as good practice.

CPR 10.14 – 10.19

Modification of evaluation criteria or specifications

10.14 When, during the course of a procurement, a relevant entity modifies the evaluation criteria or specifications set out in an approach to market or in request documentation, or amends or reissues an approach to market or request documentation, it must transmit all modifications or amended or reissued documents:

a. to all the potential suppliers that are participating at the time the information is amended, if known, and, in all other cases, in the same manner as the original information; and

b. in adequate time to allow potential suppliers to modify and re-lodge their submissions, if required.

Conditions for participation

10.15 Relevant entities may specify conditions for participation that potential suppliers must be able to demonstrate compliance with in order to participate in a procurement or, if applicable, class of procurement. Conditions for participation must be limited to those that will ensure that a potential supplier has the legal, commercial, technical and financial abilities to fulfil the requirements of the procurement.

10.16 Conditions for participation may require relevant prior experience when that experience is essential to meet the requirements of the procurement but must not specify, as a requirement, that potential suppliers have previous experience with the relevant entity or with the Australian Government or in a particular location.

10.17 In assessing whether a tenderer satisfies the conditions for participation, a relevant entity must:

a. evaluate financial, commercial, and technical abilities on the basis of the tenderer’s business activities, wherever they have occurred; and

b. base its determination solely on the conditions for participation that the relevant entity has specified in either the approach to market or the request documentation.

10.18 A relevant entity may exclude a tenderer on grounds such as bankruptcy, insolvency, false declarations, or significant deficiencies in performance of any substantive requirement or obligation under a prior contract.

10.19 Officials must make reasonable enquiries that the procurement is carried out considering relevant regulations and/or regulatory frameworks, including but not limited to tenderers’ practices regarding:

a. labour regulations, including ethical employment practices;

b. workplace health and safety; and

c. environmental impacts.

Note: See the Notes following paragraph 4.10 of the CPRs as extracted in Chapter 4 of the DPPM.

Defence Procurement Policy Directive

D49. If conditions for participation are specified in request documentation, Defence officials must exclude a tenderer from further consideration in the procurement process, if the official considers that the tenderer has not met those conditions (unless the procurement is exempt from Division 2 of the CPRs).
Note: Defence officials should refer to Chapters 3 and 5 of the Complex Procurement Guide for more information about conditions for participation.

CPR 10.20 – 10.27
Minimum time limits

10.20 Potential suppliers must be required to lodge submissions in accordance with a common deadline.

10.21 Relevant entities must provide sufficient time for potential suppliers to prepare and lodge submissions in response to an approach to market. Time limits discussed in this section represent minimum time limits to lodge submissions and should not be treated as default time limits.

10.22 The time limit for potential suppliers to lodge a submission must be at least 25 days from the date and time that a relevant entity publishes an approach to market for an open tender.

10.23 The 25 day period referred to in paragraph 10.22 must be extended by five days for each of the following circumstances:

a. when a relevant entity does not make request documentation available electronically from the date that a relevant entity published an approach to market; and/or

b. when a relevant entity does not accept submissions electronically.

10.24 A relevant entity may establish a time limit that is less than 25 days but no less than 10 days under the following circumstances:

a. when the relevant entity has published details of the procurement in an annual procurement plan on AusTender, at least 40 days and not more than 12 months in advance, and those details include a description of the procurement, the timing of the approach to market and the procedure to obtain request documentation;

b. when the relevant entity procures commercial goods and services (unless the relevant entity does not accept the submissions electronically, in which case the minimum time limit must be no less than 13 days); or

c. when a genuine state of urgency renders the normal time limit impracticable.

10.25 In the case of a multi-stage procurement each approach to market must comply with the time limits stated in paragraph 10.22 – 10.24.

10.26 When a relevant entity intends to specify conditions for participation that require potential suppliers to undertake a separate registration procedure, the relevant entity must state the time limit for responding to the registration in the approach to market. Any such conditions for participation must be published in sufficient time to enable all potential suppliers to complete the registration procedures within the time limit for the procurement.

10.27 When a relevant entity extends the time limit for registration or submission, or when negotiations are terminated and potential suppliers are permitted to lodge new submissions, the new time limit must apply equitably.

Defence Procurement Policy Directive

D50. Defence officials must not grant an extension to a deadline for registration or lodgement of submissions once the closing date for registration or submissions has passed.

CPR 10.28 – 10.31
Late submissions

10.28 Late submissions must not be accepted unless the submission is late as a consequence of mishandling by the relevant entity. A relevant entity must not penalise any potential supplier whose submission is received after the specified deadline if the delay is due solely to mishandling by the relevant entity.
10.29 *Relevant entity* mishandling does not include mishandling by a courier or mail service provider engaged by a *potential supplier* to deliver a *submission*. It is the responsibility of the *potential supplier* to ensure that the *submission* is dispatched in sufficient time for it to be received by the *relevant entity* by the deadline.

10.30 Late *submissions* should be returned unopened to the *potential supplier* who submitted them, to:

a. ensure that they are not evaluated or compared with *submissions* which were submitted by the due time and date;

b. demonstrate to other *tenderers* that the process for receiving *submissions* is fair and impartial; and

c. eliminate scope for any suggestion that the *submission* was rejected for any reason other than because it was late.

10.31 It may be necessary to open a late *submission* if there is no return address or any indication of which *approach to market* the *submission* relates. When a *submission* has been opened under such circumstances the *potential supplier* should be advised that the *submission* was rejected due to lateness and advised of the reason it was opened.

**Defence Procurement Policy Directives**

D51. Defence *officials must* decide whether to accept a late *submission* before the relevant *submission* is opened.

D52. For *procurements* not covered by Division 2 of the CPRs, Defence *officials* may accept a late *submission* if this is consistent with probity in the circumstances of the case.

**Notes:** Before accepting a late *submission*, Defence *officials* should seek specialist contracting or legal advice. Defence *officials* should refer to Chapters 4 and 5 of the Complex Procurement Guide for more information about the probity risks relating to the acceptance of late tenders.

There are three ways through which Division 2 of the CPRs will not apply to a *procurement*: First, the *procurement* is below the relevant *procurement threshold* (see paragraph 9.7 of the CPRs); second, the *procurement* is exempt through the application of the general exemptions listed in Appendix A to the CPRs (see Appendix A to the DPPM); and third, the *procurement* is exempt through the application of a Defence specific exemption as a result of a measure made by the Secretary under paragraph 2.6 of the CPRs (see Defence Procurement Policy Directives D2 - D4).

**CPR 10.32 – 10.34**

**Receipt and opening of submissions**

10.32 Procedures to receive and open *submissions* must guarantee fairness and impartiality and *must* ensure that *submissions* are treated in confidence.

10.33 When a *relevant entity* provides *tenderers* with opportunities to correct unintentional errors of form between the opening of *submissions* and any decision, the *relevant entity* must provide the opportunity equitably to all *tenderers*.

10.34 Further consideration *must* be given only to *submissions* that meet *minimum content and format requirements*.

**Defence Procurement Policy Directive**

D53. If *minimum content and format requirements* are specified in *request documentation*, Defence *officials must* exclude a *tenderer* from further consideration in the *procurement* process, if the *official* considers that the *tenderer* has not met those requirements, unless the *official* considers that there has been an unintentional error of form (or unless the *procurement* is exempt from Division 2 of the CPRs).
Note: Defence officials should refer to Chapters 3 and 5 of the Complex Procurement Guide for more information about minimum content and format requirements and unintentional errors of form.

CPR 10.35 – 10.36

Awarding contracts

10.35 Unless a relevant entity determines that it is not in the public interest to award a contract, it must award a contract to the tenderer that the relevant entity has determined:

- a. satisfies the conditions for participation;
- b. is fully capable of undertaking the contract; and
- c. will provide the best value for money, in accordance with the essential requirements and evaluation criteria specified in the approach to market and request documentation.

10.36 A relevant entity must not use options, cancel a procurement, or terminate or modify an awarded contract, so as to avoid the rules of Division 2 of these CPRs.

Notes: The CPRs state that public interest grounds generally arise in response to unforeseen events or new information that materially affects the objectives or reasons underlying the original procurement requirement as specified in the request document.

Defence officials should typically not make any public announcement regarding the selection of a preferred tenderer or tenderers until contract negotiations are completed, all necessary approvals have been obtained, the contract signed and unsuccessful tenderers have been notified. Defence’s experience is that public announcements of preferred tenderers can significantly lengthen the time needed to finalise the negotiation of the contract.

Defence Procurement Policy Directives

Contract negotiations and management

D54. Prior to entering into contract negotiations, Defence officials must document their negotiation strategy commensurately with the scale, scope and risk of the procurement to which the contract relates.

D55. If contract negotiations result in a significant change to a tenderer’s offer (including its technical solution, pricing, or commercial terms), Defence officials must consider whether the amended offer continues to represent best value for money.

D56. Defence officials must not change the scope of a contract to obtain additional or different goods or services that fall outside the terms of the original contract approval, unless that change is approved by the relevant delegate as a limited tender and is otherwise consistent with the CPRs and the Defence Procurement Policy Directives in the DPPM.

Notes: For more complex procurements, the negotiation strategy will typically be documented in a contract negotiation directive that is endorsed by the relevant delegate for the procurement.

To exercise an option in an existing contract to procure additional quantities of goods, services or optional extras, Defence officials should follow the mechanism set out in the relevant contract.

Defence officials should refer to Chapters 6 of the Complex Procurement Guide for more information about how to undertake contract negotiations.

Defence officials should refer to the Defence Contract Management Framework to support them achieving best practice contract management. The Framework brings together the underpinning principles, polices, tools, templates, guidance and competencies required to support more collaborative business relationships with industry and deliver more effective contract outcomes. Defence officials should refer to Chapter 7 of the Complex Procurement Guide and the Defence Contract Management Handbook for guidance about how to undertake contract management.
Appendices

CPR Appendix A – Appendix B

Appendix A: Exemptions from Division 2 of the CPRs

Procurements of the following kinds of goods and services are exempt from the rules of Division 2 of the CPRs, and from paragraphs 4.7, 4.8 and 7.26 of Division 1:

1. Procurement (including leasing) of land, existing buildings or other immovable property or any associated rights (note: the procurement of construction services is not exempt);
2. Procurement of goods and services from another Commonwealth entity, or a state, territory or local government entity;
3. Procurements funded by international grants, loans or other assistance, when the provision of such assistance is subject to conditions inconsistent with this document;
4. Procurements funded by grants and sponsorship payments from non-Commonwealth entities;
5. Procurement for the direct purpose of providing foreign assistance;
6. Procurement of research and development services, but not the procurement of inputs to research and development;
7. The engagement of an expert or neutral person, including engaging counsel or barristers, for any current or anticipated litigation or dispute;
8. Procurement of goods and services (including construction) outside Australian territory, for consumption outside Australian territory;
9. Acquisition of fiscal agency or depository services, liquidation and management services for regulated financial institutions, and sale and distribution services for government debt;
10. Procurement by the Future Fund Management Agency of investment management, investment advisory, or master custody and safekeeping services for the purposes of managing and investing the assets of the Future Fund;
11. Procurement of blood plasma products or plasma fractionation services;
12. Procurement of government advertising services;
13. Procurement of goods and services by, or on behalf of, the Defence Intelligence Organisation, the Australian Signals Directorate, or the Australian Geospatial Intelligence Organisation;
14. Contracts for labour hire;
15. Procurement of goods and services from a business that primarily exists to provide the services of persons with a disability; and
16. Procurement of goods and services from an SME with at least 50 per cent Indigenous ownership.
Appendix B: Definitions

The following definitions apply for the purposes of the CPRs:

**Accountable Authority** – as defined in section 8 of the PGPA Act.

**Annual procurement plan** – a document published on AusTender through which relevant entities provide a short summary of their strategic procurement outlook for the coming year and information on significant procurements they plan to undertake.

**Approach to market** – any notice inviting potential suppliers to participate in a procurement which may include a request for tender, request for quote, request for expression of interest, request for information or request for proposal.

Note: the acronym ‘ATM’ is used on AusTender and other procurement documents to reference an approach to market.

**AusTender** – the central web-based facility for the publication of Australian Government procurement information, including business opportunities, annual procurement plans and contracts awarded.

**Commercial goods and services** – commercial goods and services are of a type that are offered for sale to, and routinely purchased by, non-government buyers for non-government purposes, including any modifications common in the commercial marketplace and any minor modifications not common in the commercial marketplace.

**Commodity market** – a recognised exchange dealing in generic, largely unprocessed, goods that can be processed and resold.

**Commonwealth entity** – as defined in section 8 of the PGPA Act.

**Conditions for participation** – minimum conditions that potential suppliers must demonstrate compliance with, in order to participate in a procurement process or for submissions to be considered. This may include a requirement to undertake an accreditation or validation procedure.

**Construction services** – procurements related to the construction of buildings and procurements of works as defined by the Public Works Committee Act 1969.

**Contract** – an arrangement, as defined by s23(2) of the PGPA Act, for the procurement of goods and/or services under which relevant money is payable or may become payable. Note: this includes standing offers and panels.

**Contracts for labour hire** – a contract under which a relevant entity engages an individual to provide labour, when the individual is engaged either directly or through a firm which primarily exists to provide the services of only that individual. This includes the appointment of an eminent individual to a special role by an Accountable Authority, or the appointment of a person or persons by an Accountable Authority to a governance committee (for example, an audit committee, ethics committee or steering committee), but does not include the engagement of consultants.

**Corporate Commonwealth entities** – as defined in section 8 of the PGPA Act.

**Days** – means calendar days.

**End date (in a contract)** – can be defined by reference to a specific date or by reference to a specific event.

**Evaluation criteria** – the criteria that are used to evaluate the compliance and/or relative ranking of submissions. Evaluation criteria must be clearly stated in the request documentation.

**Goods** – every type of right, interest or thing which is legally capable of being owned. This includes, but is not restricted to, physical goods and real property as well as intangibles such as intellectual property, contract options and goodwill.

Limited tender – involves a relevant entity approaching one or more potential suppliers to make submissions, when the process does not meet the rules for open tender.

Minimum content and format requirements – criteria that a tenderer’s submission is required to meet, when responding to an approach to market, to be eligible for further consideration in a procurement process.

Multi-stage procurement – involves an initial approach to market followed by one or more subsequent approaches to market (for example, inviting expressions of interest followed by a request for tender).

Non-corporate Commonwealth entities – as defined in section 8 of PGPA Act.

Officials – as defined in section 8 of the PGPA Act.

Open approach to market – any notice inviting all potential suppliers to participate in a procurement which may include a request for tender, request for quote, request for expression of interest, request for information and request for proposal.

Open tender – involves publishing an open approach to market and inviting submissions. This includes multi-stage procurements, provided the first stage is an open approach to market.

Potential supplier – an entity or person who may respond to an approach to market.

Procurement – refer to paragraphs 2.7 to 2.9 of the CPRs

Procurement thresholds – refer to paragraph 9.7 of the CPRs

Public resources – as defined in section 8 of the PGPA Act.

Relevant money – as defined in section 8 of the PGPA Act.

Relevant entity – non-corporate Commonwealth entities and prescribed corporate Commonwealth entities (listed at Appendix B) that must comply with the CPRs when performing duties related to procurement.

Reporting thresholds – refer to paragraph 7.19 of the CPRs.

Request documentation – documentation provided to potential suppliers to enable them to understand and assess the requirements of the procuring relevant entity and to prepare appropriate and responsive submissions. This general term includes documentation for expressions of interest, open tender and limited tender.

Research and development – research is described as systematic enquiry or investigation into a subject in order to discover facts or principles. Research includes surveys, market research, scientific research and educational research. Development applies to the function of creating/producing new and improved products, devices, processes or services. Development also extends to design, proof of concept and the production of prototypes.

Small and Medium Enterprises (SMEs) – an Australian or New Zealand firm with fewer than 200 full-time equivalent employees.

Specification – a description of the features of the goods and services to be procured.

Standing offer – an arrangement setting out the terms and conditions, including a basis for pricing, under which a supplier agrees to supply specified goods and services to a relevant entity for a specified period.

Submission – any formally submitted response from a potential supplier to an approach to market. Submissions may include tenders, responses to expressions of interest or responses to request for quote.

Supplier – an entity or person who has entered into a contract with the Commonwealth.

Tenderer – an entity or person who has responded with a submission to an approach to market.
Defence Procurement Policy Directive

D57. Terms that are defined in Appendix B of the CPRs and which are used in the DPPM, have the same meaning in the DPPM as they do in the CPRs, unless the contrary intention appears.

Note: Terms that are defined in Appendix B and which are used in the DPPM are generally identified through the use of italics text.