

IPAA AWARD SERIES

# PUBLIC SECTOR INNOVATION: DELIVERING ON THE PROMISE

AWARD LAUNCH – 26 February 2019



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PUBLIC SECTOR  
innovation

**WELCOME**

**Elizabeth Kelly PSM**  
Deputy Secretary  
Department of Industry, Innovation and Science



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# PANEL

**Duncan Young**

Principal Advisor

Australian Bureau of Statistics

**Sarah Pearson**

Chief Innovation Officer

Department of Foreign Affairs and Trade

**Rajesh Walton**

Director Innovation

AUSTRAC



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**CHAIR**

**Elizabeth Kelly PSM**  
Deputy Secretary  
Department of Industry, Innovation and Science



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# DIGITAL TRANSFORMATION AGENCY

**Dr Anthony Vlastic**  
Chief Strategy Officer  
Digital Transformation Agency





Australian Government  
Digital Transformation Agency

# Digital Marketplace

## Transforming Digital Sourcing

Dr Anthony Vlastic

**dta**

[dta.gov.au](https://dta.gov.au)

# Australian Government Digital Transformation Strategy

“To be among the top three digital governments in the world  
for the benefit of all Australians.”

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**Government that's easy to deal with**

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**Government that's informed by you**

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**Government that's fit for the digital age**

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# Australian Government Ecosystem

- > \$6.5 billion tech spend per annum
- 150,000 Australian Public Service employees
- 25 million citizens
- Thousands of suppliers



# ICT Procurement: The Challenge

## Panels historically...

Onboarding

> 4 months

Panels Open

> Every 2 years

# Suppliers

Typically < 50

SMEs

< 30% participation

Pricing

Static construct

# ICT Procurement: Digital Marketplace

## Panels historically...

## Digital Marketplace...

Onboarding

> 4 months



< 2 weeks

Panels Open

> Every 2 years



Always

# Suppliers

Typically < 50



> 1000

SMEs

< 30% participation



> 70% participation

Pricing

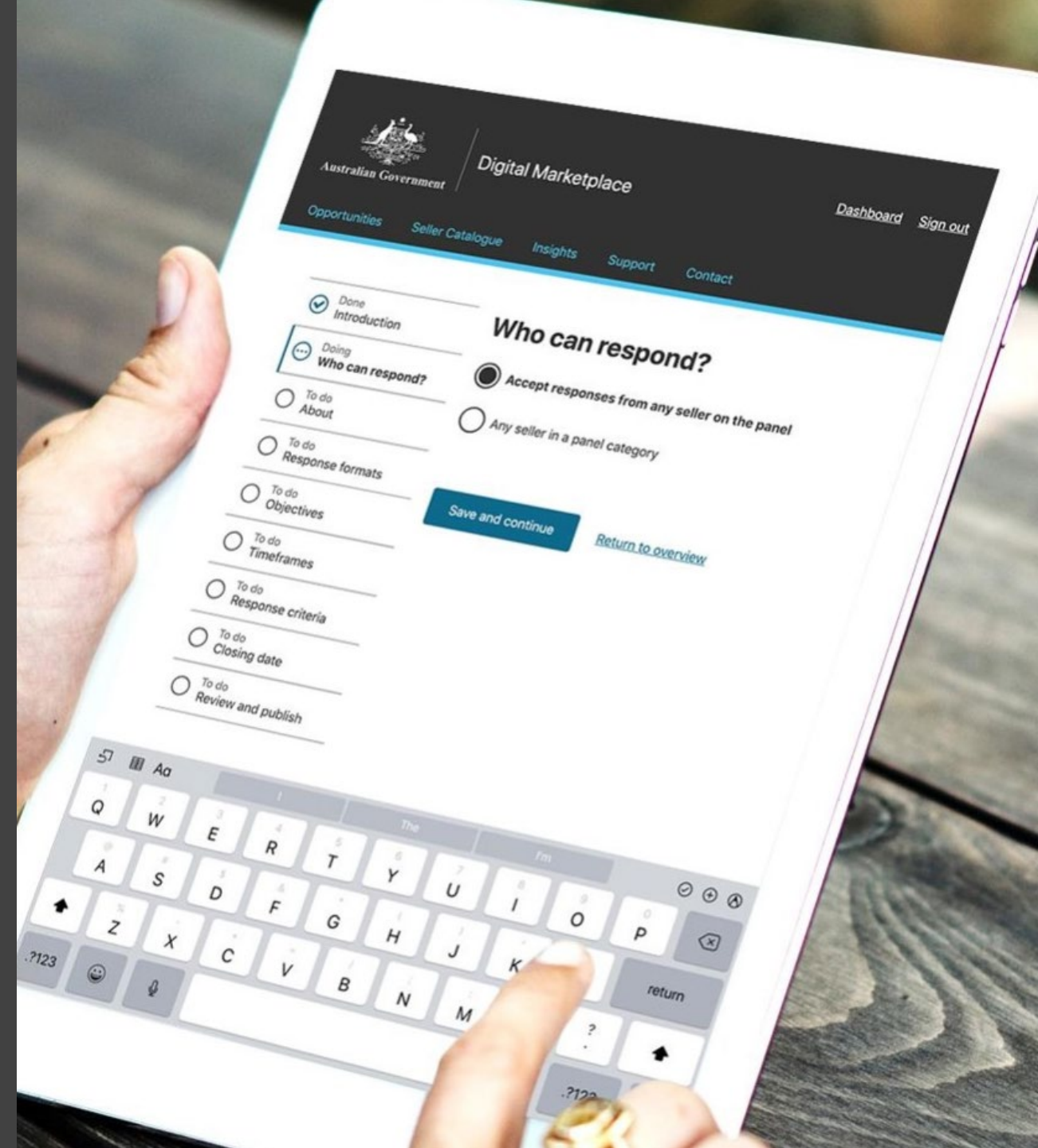
Static construct



Dynamic construct

# Digital Marketplace: Outcomes

- > \$330m in total contracts
- Includes \$248m in contracts in the last 12 months
- 71% to small-medium enterprises
- More than 1,300 opportunities published
- ~15% from States/Territories and Local government



# New feature – “Ask The Market”

## Allows buyers to seek innovative solutions from

industry

### Select your approach NEW

Check with your procurement team to ensure you comply with your agency rules and legal requirements before approaching the market.

#### Ask the market

EOI/RFI approach to find sellers, learn about potential solutions, or experiment with prototypes before seeking proposals.

##### What you get

- Spreadsheet with up to 500 word responses to each criteria you provide.

##### Response timeframe

- Set your own timeframes (5 days minimum)

Get started

#### Seek proposals and quotes

Quickly seek quotes from selected sellers on the Digital Marketplace.

##### What you get

- Proposals and/or a completed response template used by your agency.

##### Response timeframe

- Set your own timeframes (2 days minimum)

Get started

Screen Shot

# New feature – “Ask The Market”

**Allows buyers to seek innovative solutions from industry**

## Key features:

- Enables Expression of Interest (EOI), Request for Information (RFI)
- Allows small scale experimentation – prototypes / proof of concepts
- Capacity to pose a question or a problem
- Simplifies ability to respond with an innovative solution
- Supports multi-staged sourcing



Australian Government  
Digital Transformation Agency

# Contact us

Visit us at [www.marketplace.gov.au](http://www.marketplace.gov.au)

Or contact us by email: [marketplace@digital.gov.au](mailto:marketplace@digital.gov.au)

**dta**

[dta.gov.au](http://dta.gov.au)

LAUNCH

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# THANKS TO OUR SUPPORTERS



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THANKS FOR ATTENDING



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