

## What is the Aboriginal Procurement Advisory Service?

The Aboriginal Procurement Advisory Service, or APAS for short, may seem a mouthful to some, but to many, it is a gateway to business opportunities.

The Western Australian Government encourages its agencies to buy goods and services from registered Aboriginal businesses, where possible, and sets annual targets to be met.

Every Aboriginal business that is successful in winning business helps grow the economy and create jobs for Aboriginal people.

The Department of Primary Industries and Regional Development has appointed Morr gul to deliver APAS right across regional Western Australia.

From 2022 and then over the next five years, the advisory service is projected to secure more than \$50 million in Aboriginal procurement contracts, generating more than 500 new jobs across the state.

## What can APAS mean to government departments, agencies and employers?

- APAS can assist Aboriginal businesses prepare and submit compliant and competitive tenders to compete for YOUR businesses need or opportunity.
- You can refer Aboriginal businesses to Morr gul for assistance through APAS. This assistance could be for any of the services on offer. Morr gul will tailor the support based on where the business currently sits in its 'life cycle'. There is no 'one size fits all approach'.

## Success

- A building contractor has grown its business by over 400% in the last 12 months. Starting with only two employees 12 months ago, they have since employed 22 local people directly, paying \$240,000 in wages and employed 13 local subcontractors contributing \$185,000 to the community.

“ *We started with very modest intentions but, with Morr gul's support, our success surpasses my wildest dreams.* ”

- Winning a major solar power tender has been a game-changer for this small business. From employing the principal on a part-time basis, this rapidly evolved to him working full time with three additional staff employed.

“ *The expertise and support provided by Morr gul was invaluable in what was an extensive and detailed tender and negotiation process for a small business to take on.* ”

## Contact Morr gul now

To learn more about APAS may be able to help your business build capacity and win more tenders, contact Morr gul.

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# Helping Aboriginal Businesses GROW, WIN BUSINESS & SUCCEED

## The Aboriginal Procurement Advisory Service









Kimberley, Pilbara, Mid West-Gascoyne, Wheatbelt,  
Goldfields-Esperance, South West & Great Southern

# How can Morr gul assist Aboriginal businesses?

While winning new business is the ultimate aim of APAS, success usually only comes from a business having the necessary skills, experience and capacity.

## MORRGUL CAN HELP WITH:

<h3>Tendering</h3> 	<h3>Compliance</h3> 	<h3>Marketing</h3> 	<h3>Pricing</h3> 
<ul style="list-style-type: none"> <li> Assistance with Tender Documentation and Submissions</li> <li> Collating methodology statements, referees, insurances, disclosures and qualitative criteria</li> <li> Assistance with identifying Tender opportunities</li> </ul>	<ul style="list-style-type: none"> <li> Business registration with an ABN</li> <li> Ensuring necessary insurances are in place</li> <li> Occupational Health and Safety requirements</li> </ul>	<ul style="list-style-type: none"> <li> Logo development</li> <li> Produce a capability statement</li> <li> ABDWA &amp; Supply Nation registration</li> <li> Identifying target markets</li> <li> Basic website development</li> </ul>	<ul style="list-style-type: none"> <li> Pricing/costing your labour and services</li> <li> Pricing your machinery. How much will you charge for wet and/or dry hire?</li> <li> Understanding Employee v Contractor. Full time, part time or casual? Employment contract or award?</li> <li> Understanding business overheads and how to recover them</li> <li> What is your profit target?</li> <li> Pricing that is competitive but also ensuring a return for the business</li> </ul>