AUSTRALIAN DEPARTMENT OF FOREIGN AFFAIRS AND TRADE

- One of the Australian Government’s major purchasers
- Helps make Australia stronger, safer and more prosperous by promoting and protecting Australia’s interests internationally and contributing to global stability and economic growth.
AUSTRALIAN AID PROGRAM

The Australian Government’s development policy
Australian aid: promoting prosperity, reducing poverty, enhancing stability underpinned by the
Making Performance Count: performance framework enhancing the accountability and
effectiveness of the Australian aid program.
WHO DO WE PARTNER WITH (1)

![Pie chart showing delivery partner types](image)

Source: Figure 9 (page 19) Performance of Australian aid 2016-17 Report

WHO WE PARTNER WITH (2)

- **DFAT contracts (>$500,000)**
  - First Supplier ($900m/yr)
  - Second Supplier ($300m/yr)

- **DFAT grants**
  - NGOs ($400m/yr)
  - Universities ($300m/yr)

- **DFAT MOUs**
  - Multilaterals ($1,500m/yr)
  - Foreign Government ($150m/yr)
  - Australian Government ($100m/yr)

- ADB: US$2,600m
- WB: US$900m

**Suppliers by Market Share:**
- Universities and academic institutions: 7%
- Developing country governments: 5%
- Australian public sector organisations: 9%
- Non-Government organisations: 11%
- Commercial suppliers: 21%
- Multilateral organisations: 42%
WHAT DO I NEED TO KNOW ABOUT DFAT’S TENDERING PROCESSES?
AFTER THE TENDER EVALUATION PROCESS

Following the Assessment Process and Value For Money recommendation to the DFAT delegate, DFAT will:

- Notify unsuccessful tenderers;
- Negotiate and sign contract with the successful tenderer;
- Distribute debriefs to bidders whom requested one within 30 days of contract signing.
Cost Benchmarking

- DFAT requires contracted personnel to be remunerated according to the Adviser Remuneration Framework (ARF).
- Whether the ARF applies will depend on the Terms of Reference the tenderer or DFAT has proposed for a position (i.e. internationally or locally recruited). ARF classification is not based on the nationality of an individual.
- Proposed ARF rates cannot exceed the Market Reference Point (MRP) for the relevant category and bidders must not specify premium rates.

For information on the ARF Policy:
WHERE CAN I FIND MORE INFORMATION?

AusTender does not accept late submissions

https://www.tenders.gov.au