

# LOCAL BUYING PROGRAM

BUILDING OUR FUTURE TOGETHER



## South Australia

### FINANCIAL YEAR TO DATE SUMMARY

July 2020 to March 2021

**Connecting Australia's biggest business  
with our regions' smallest businesses**

The Local Buying Program (LBP) in South Australia provides opportunities for small businesses in the eligible areas of Roxby Downs, the Upper Spencer Gulf and Far North regions to competitively supply goods and services to BHP's Olympic Dam and BHP Operations Services. The LBP commenced in SA in 2017 and is delivered in partnership between BHP and C-Res. C-Res, a cost neutral entity, delivers the LBP across all BHP Minerals Australia assets and BHP Western Australia Petroleum.



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for Financial Year to Date  
Highlights and News

## LOCAL BUYING PROGRAM July 2020 to March 2021

### SA Local Buying Program | Regional Highlights

Region	Approved Spend		Local Business Participation		Approved Work Opportunities	
District of Mount Remarkable	\$0	0%	1	1%	0	0%
Outback Communities Authority	\$86,840	2%	2	2%	3	1%
Port Augusta City Council Region	\$76,763	2%	16	19%	12	4%
Port Pirie Council Region	\$0	0%	5	6%	0	0%
Roxby Downs Council Region	\$3,541,297	95%	42	50%	258	94%
Whyalla City Council Region	\$4,784	<1%	14	17%	2	1%
Other	\$0	0%	4	5%	0	0%

87

BHP Buyers creating  
work opportunities

84

Small local businesses  
approved with LBP



July 2020 to March 2021

Since 2017



**\$3,709,684**

Total Approved Spend



**\$10,495,852**

Total Approved Spend



**275**

Approved Work Opportunities



**908**

Approved Work Opportunities



**8 Days**

Average payment period from  
receipt of invoice



**10 Days**

Average payment period from  
receipt of invoice

*"This was my first time procuring through the Local Buying Program, but I found it a fast and efficient way of engaging a local vendor."*

BHP Buyer | Olympic Dam





# Local Buying Program BUSINESS HIGHLIGHTS

*"I utilised the LBP Request For Quote functionality to find out if a local supplier is available for this product, and then engaged the most competitive small business."*

**BHP Buyer | Olympic Dam, SA**



## LBP DELIVERS IN COST-CONSCIOUS CLIMATE

The Buyer required specific PPE gloves not currently provided through the usual PPE contracts. The Buyer used the LBP platform RFQ (Request for Quote) process to test the market and scope of LBP Suppliers, which resulted in a cost-effective, reliable and as-needed access to vital supplies of specialised PPE equipment.

## LBP INCREASES TIME EFFICIENCY

The LBP platform continues to be an effective way to source unique goods, materials and parts outside of catalogued items. Via the RFQ (Request for Quote) process, Buyers are able to easily test the local market and compare quotes in a timely way. Australian Supply Group are a local Roxby Downs supplier who actively respond to a RFQ for goods and materials. Their competitive pricing and ability to source items quickly has proven them to be successful in winning a number of RFQ's.



## LBP SOLVES TIME CRITICAL REQUESTS

When goods and materials are needed urgently, local suppliers are consistently demonstrating the ability to source the goods quickly and at competitive prices. BHP's Mine End, Process End and Adelaide Offices have all engaged Roxby Hardware - Mitre 10 recently with some time critical requests. The local small business has responded well to the challenges - sourcing a wide range of goods cost effectively and within critical timeframes preventing delivery delays.

# LOCALBUYING FOUNDATION

AN INITIATIVE OF THE LOCAL BUYING PROGRAM



## South Australia

District of Mount Remarkable | Port Augusta City Council | Port Pirie  
Regional Council | Roxby Downs Council | Whyalla City Council  
Outback Communities Authority

## FINANCIAL YEAR TO DATE SUMMARY

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BHP and C-Res are extremely excited to launch the Local Buying Foundation in South Australia. The LBF will open opportunities to build on local capabilities and opportunities for growth in current and emerging industries. The Foundation will support projects and programs which facilitate workforce development, innovation and the productive capacity of business and industry to grow the potential of their regional economies.

The aim of the LBF is to enhance the economic sustainability of regions within the operational footprint of BHP Olympic Dam and BHP Operations Services in South Australia. We do this through the support of programs and initiatives that target local business training and development needs.

### Inaugural Local Buying Foundation Advisory Committee

- **Melissa Westcott | LBF Chairman**
- **Rachel Siddall | BHP**
- **Anita Crisp | UniHub**
- **Greg Williams | RDA Far North**
- **Brodie Papps | GMUSG**
- **Rachel McLaughlin | Business Port Pirie**

### Foundation to Date FY21



**\$89,674**

Funding Recieved

### Find out more about the Local Buying Foundation



1800 536 663



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www.localbuyingfoundation.com.au

**LOCAL BUYING  
PROGRAM**  
BUILDING OUR FUTURE TOGETHER

**BHP**   
COMMUNITY RESOURCING  
FOR THE FUTURE  
PROUDLY DELIVERING THE LOCAL BUYING PROGRAM IN PARTNERSHIP