

Selling to Government agencies: *where do you begin?*

The Winning Government Business section of the Purchasing website at www.purchasing.tas.gov.au is designed to assist you to find out how to do business with the Tasmanian Government.

Winning Government Business - A guide to selling to Government

The Winning Government Business site has information listed under the following sections:

- How Government Buys
- Finding Business
- Winning Business
- Resource Library

How Government Buys

How Government Buys has information on Government purchasing principles and purchasing policies. This information will help you understand what processes Government agencies are required to use when purchasing.

Finding Business

Finding Business includes information on who buys what, how to get known and where to locate information on opportunities.

Winning Business

Winning Business includes information on how to quote and how to tender. The information includes helpful checklists to make sure you have covered all aspects required by the agency.

Resource Library

The Resource Library has useful information for you including tips, frequently asked questions and other useful links.

Other features

The Winning Government Business website has a search function that allows you to search by key word.

There are also several useful guides in the *Information to assist Businesses* section on the homepage that includes:

- How Government Buys – Building Construction/Roads and Bridges
- How Government Buys - Goods and Services
- Tendering Tips
- Buy Local – A Guide for Tasmanian Businesses

It is worthwhile spending time to read the information provided in each section as it can help you understand what is involved in selling to Government agencies.

The Winning Government Business website can be a useful tool to find information on Government procurement. It provides the starting point for you to sell to Government agencies.

July 2019