

Introducing the Queensland Procurement Policy 2026

Department of Housing and Public Works



We acknowledge the
Traditional Custodians of the land
on which we walk, work and live.
We pay our respects to Elders
past, present and emerging.

Key messages



Agencies spend \$35 billion each year on goods/services



We are committed to outcomes and value for taxpayers' money



Commences 1 January 2026



Applies to procurement activities conducted by *all* agencies



Streamlined

Strategic

Outcome-focused



SIMPLER



FASTER



BETTER

- ✓ This policy defines a **unified approach** to purchasing across government ensuring consistency, efficiency, and better planning
- ✓ Doing business with the Queensland Government under the new policy will be **easier – less red tape, more clarity**, and more opportunity
- ✓ **Streamlined processes** makes it easier to do business with government and give suppliers more opportunities to connect with buyers and grow their business.

We have ended Best Practice Industry Conditions

This will:



Address industry concerns



Boost productivity and cut costs through increased market competition



Support regional and remote areas



Unlock market capacity

The QPP 2026 at a glance

Streamlined | Strategic | Outcome-focused

1 Queensland Procurement Approach

Vision, actions, targets, and outcomes

2 Queensland Procurement Rules

How procurement is delivered

3 Procurement Assurance Model

Building supplier capability with an incentive-based approach to accountability

4 Glossary

Description of terms used

5 Record of changes

Summary of changes and approved updates over time

- Reduced duplication, streamlining 700+ pages down to just 52
- A clear structure that's **easy to read and easy to understand** with plain language
- **Increased clarity** about which clauses apply to which entity types
- **Four clear principles** (simplified from six) guide all procurement decisions
- Drives **fiscal discipline**, focuses on outcomes and value for Queenslanders
- **Supports future consultation and continuous improvement** ensures the QPP remains fit for purpose

Part 1 – Queensland Procurement Approach: 5 Pillars



1 VALUE FOR QUEENSLAND

Deliver value for taxpayers' money and ensure fair and open competition



2 LOCAL OPPORTUNITIES

Create opportunities for local suppliers, with an emphasis on small and family businesses and regional enterprises, wherever practical.



3 EASY TO DO BUSINESS

Simplify procurement processes to make it easier for suppliers to do business with government.



4 OPEN TO NEW IDEAS

Encourage innovation and new market-driven approaches to solve challenges faced by government.



5 PRACTICAL ECONOMIC, ENVIRONMENTAL AND SOCIAL IMPACT

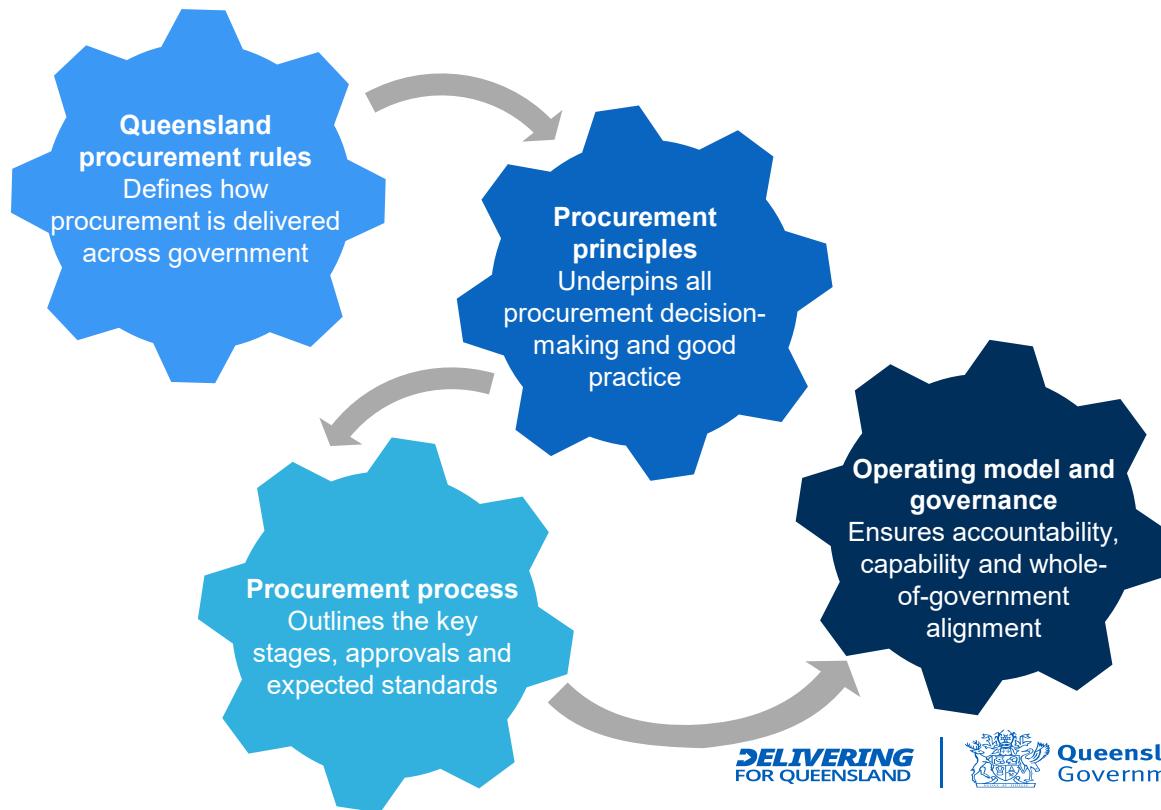
Drive sustainable procurement practices and build a diverse supplier base including support for social enterprises and Aboriginal and Torres Strait Islander businesses.

Part 2 – Queensland Procurement Rules

i Application of the Rules

Where the Rules use these terms:

- **must** → mandatory requirement – agencies are obligated to comply
- **should** → best practice – strongly encouraged where practical
- **may** → discretionary – agency flexibility and professional judgement apply



Key changes to the rules

- » **Competitive process exemptions**: new rules outlining circumstances where you don't need to seek multiple quotes
- » Whole-of-government minimum **significant procurement threshold of \$500K** replaces inconsistent agency minimums
- » **Purposeful Public Procurement (PPP)** evaluation criterion for significant procurements replaces separate Responsible Public Procurement, Local Benefits Test, Best Practice Principles and Enduring Community Value requirements
- » **Stronger category management focus**: agency procurement plans must now 'reflect' the category strategies to bring life to government's overarching commitments

Key changes to the rules

#1 Significant procurement planning must take into account category strategy targets/actions that apply to the procurement

#2 CUSA must be used unless one of two exemption situation applies. Agencies must report exemptions annually to QGP

#5 Exemptions from competitive process includes a CUSA exemption up to \$500K

#15 & #23 Agencies must use category invitation and contract templates Now applies to all agencies except GOCs

#32 Extending or renewing
Assess and document that supplier performance met contractual requirements, that value for money had been achieved, and that the extension or renewal offers ongoing value for money.

#38 & #39 Category councils and category lead agencies roles and responsibilities outlined

#40 CUSA Category Council endorsement to be sought prior to establishing, varying or extending CUSA

Exemptions from CUSA require prior approval from the agency delegate and must still assess and document that value for money is achieved.

PPP outcomes for significant procurement

- local benefits, including local workforces and use of local suppliers in the supply chain
- support for local manufacturing
- regional and community benefits, and impacts on communities
- increase in spend with **small and family businesses** and medium enterprises
- increase in spend with **Aboriginal and Torres Strait Islander businesses**
- increase in spend with **social enterprises**
- increase in spend for **female-owned businesses**
- improved **environmental outcomes**, including reduction in waste and increased use of locally recycled materials
- commitment to **apprentices** and trainees
- encouraging **inclusive employment** practices in the private sector, including:
 - » employment of people with disability
 - » employment of females; or
 - » commitment to employment of Aboriginal and Torres Strait Islander peoples
- increase in spend with Queensland suppliers that are owned by, or employ, **veterans**, or that support veteran transition from the Australian Defence Force to civilian employment, or that partner with veteran charities or training programs
- **enduring community value**, including housing availability and affordability.



2-4 outcomes

Max 10- 20% weighting

Individual criterion weighting between 5 and 10%

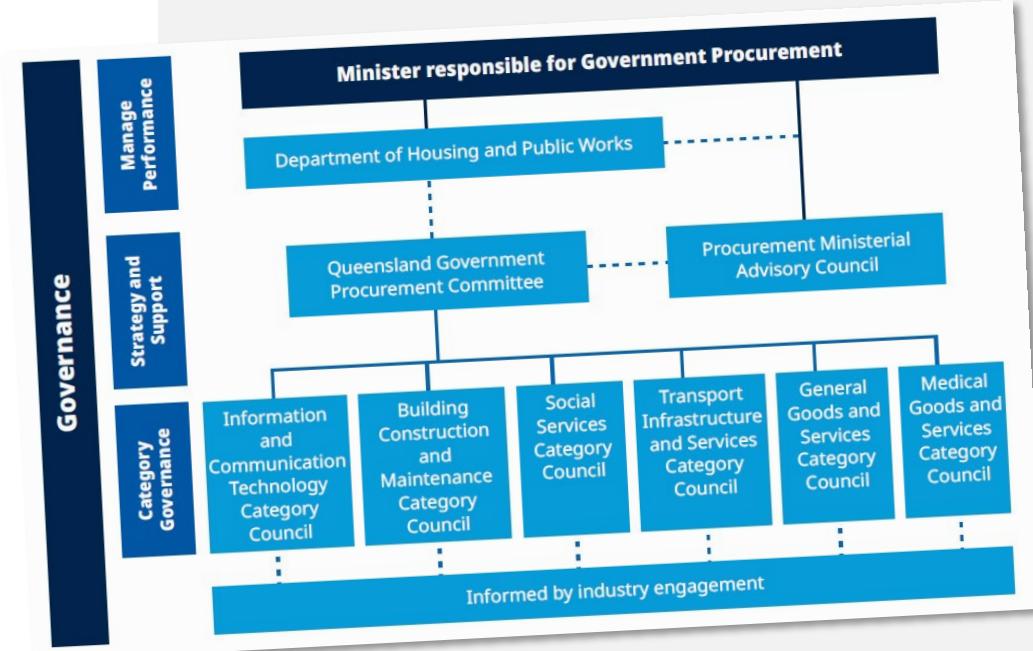
Procurement governance strengthened

Agency-led centrally-enabled operating model maintained

With a much stronger focus on category management

Roles and responsibilities refined

Clarifying the function and operation of our governance groups e.g., Procurement Ministerial Advisory Council, Queensland Government Procurement Committee, Queensland Government Procurement etc.



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All underpinned by a robust reporting framework and continuous improvement cycle

Part 3 – Procurement Assurance Model (PAM)

Queensland Government has made important commitments to the Queensland public. The PAM ensures suppliers do their part by upholding the Code, enabling government to deliver on commitments such as:



maximise value and respect for taxpayers' money



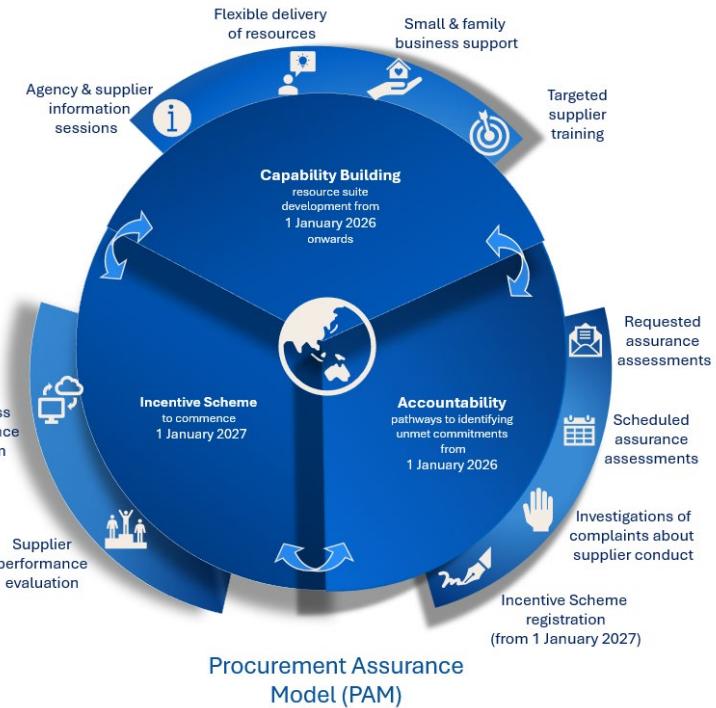
increase engagement with Queensland small and family businesses



making sure workers are well paid and safe



contracts are adhered to, and productivity returns to our job sites



ESM vs. PAM

Old model (ESM)

New Model (PAM)

➤ ESM sanctioned suppliers for all breaches of the EST, even minor, remedied non-compliance.

➤ Rigid, inflexible and no proportionality.
➤ Red tape with multiple policies such as the Mandate, Threshold, BPP.

➤ Focused on BPP Audit and Construction: approx. 25-30 construction audits per year.

➤ Offered no incentives for high performance and ethical behaviour.

➤ Training opportunities were available only for government agencies.

➤ Narrowly focused and did not adequately reflect global best practice in ethical, social and governance commitments.

➤ PAM refers minor and moderate, remedied non-compliance to capability building, without sanction. Only the most egregious matters invoke a sanction.

➤ Flexible with proportional consequences, focusing on support and capability building.
➤ Mandate, Threshold and BPP all replaced with streamlined Supplier Code of Conduct.
➤ No additional records required or burden on suppliers.

➤ Replaced with Supplier Code of Conduct Assurance Assessments for all procurement categories: approx. 5 per category.

➤ Corrects the current imbalance of 'all stick but no carrot', offering incentives for high performing and ethical suppliers: to be developed by 1 January 2027, in consultation with Industry.

➤ Training opportunities more focused on suppliers but will include buyers. Consultation ongoing with Industry to develop access to trusted training content.

➤ Supplier Code of Conduct assessments include a broader ESG test to inform an incentive scheme, such as fraud and corruption, cybersecurity, handling sensitive information, etc.

Accountability

Ethical Supplier Mandate



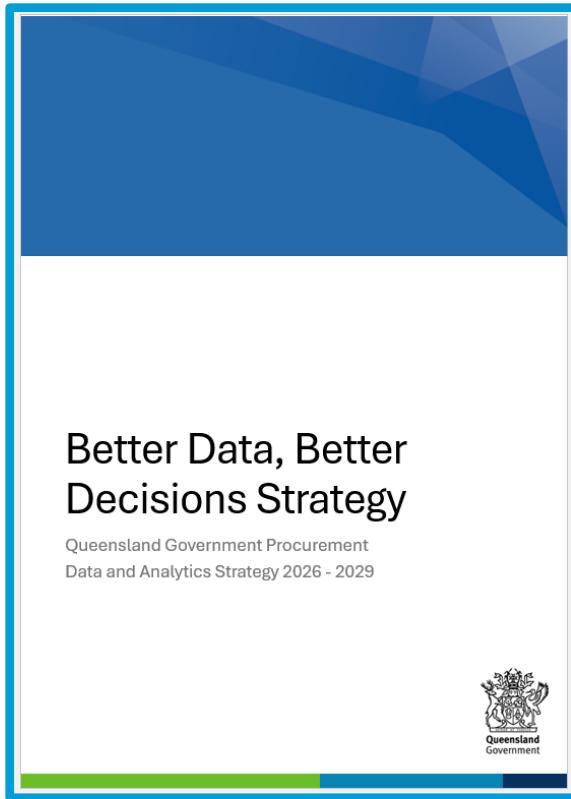
- Punitive
- Reactive
- Inflexible
- No incentives
- Audit-focused
- Burdensome

Procurement Assurance Model



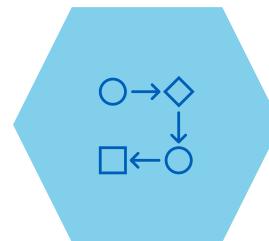
- ✓ Supportive
- ✓ Proactive
- ✓ Flexible
- ✓ Incentive-focused
- ✓ Capability-building
- ✓ Streamlined

Data Strategy: Analytics & Insights

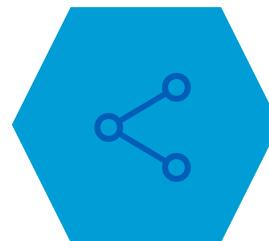


Vision: The Queensland Government can **easily access** and **confidently rely on comprehensive data** and advanced analytics to drive smarter, faster and fairer procurement decisions.

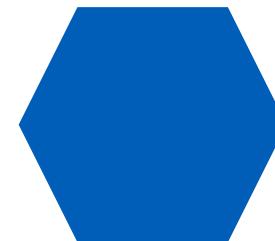
The vision will be achieved through three priority areas:



Data Integrity & Standardisation



Data Accessibility & Productivity



Analytics and Insights

Better Data Better Decisions Strategy

Priority areas are designed to drive accurate and long-term data, analytics and AI outcomes for Queensland:



Data Integrity & Standardisation



Data Accessibility & Productivity



Analytics & Insights



1 Leverage Automation & AI to Enhance Data Quality



2 Enhance Procurement Data Insights and Intelligence



3 Foster a Culture of Analytics Excellence



4 Use AI solution to Improve Productivity in Procurement Processes



5 Increase Data Accessibility



6 Establish Consistent & Standardised Procurement Data Practices



7 Promote a Culture of Data Accuracy

Data Strategy – Category benefits

Building AI tools to transform 28 million data records to automatically improve data quality; **making predictive analytics a reality**

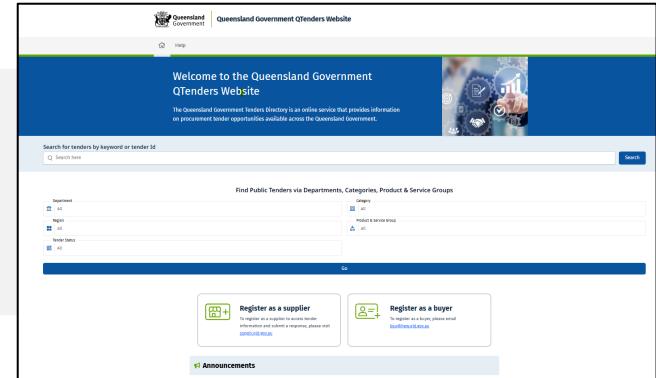
Increased access to accurate, high-quality data and insights **enables evidence-based decision making**, helping to optimise procurement strategies and align with government priorities

Standardising data across procurement categories to provide a clearer picture of public spending, reducing risks of fraud and improving compliance. This **enhances transparency and accountability**.

What's new: Procurement systems

QTenders website

- A new, modern design QTenders site
- URL remains the same qtenders.hpw.qld.gov.au
- Enhanced searching capabilities



Supplier Badging in QPS

- Easy to identify and engage with validated social enterprises
- More supplier badges to be released soon

People and Planet First
verified enterprise
Social Enterprise certified
(AU)

 Meets the Social Enterprise World Forum (SEWF)'s standards for social enterprises.

 Certified as a social enterprise by Social Traders.

Supplier List

Company A

Social Enterprise 1

Social Enterprise 2

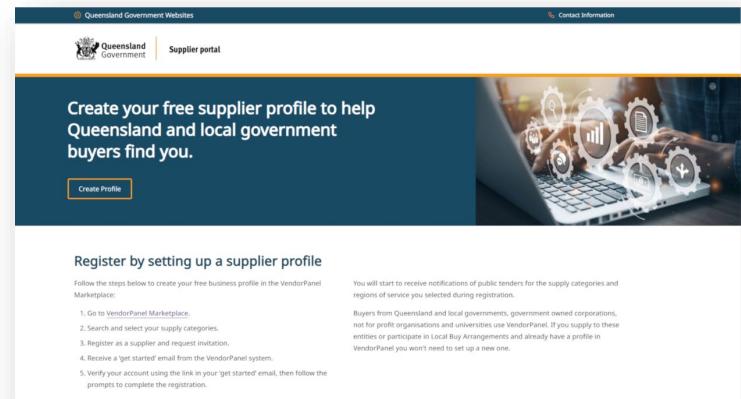
Social Enterprise 3

Supplier Intelligence



Queensland Procurement Solution

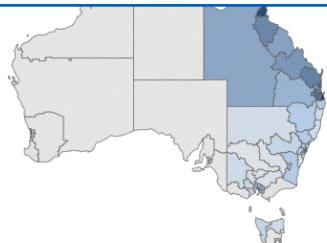
- **Government agencies** will use the new platform to publish and conduct tender processes
- **Suppliers** will need an account to download documents and submit responses
- **Buyers** will have access to the '*Marketplace*' to search for products and services or to look up supplier profiles by Business Name or ABN
- **Suppliers** should register in the portal and create a business profile, so their business is visible to government buyers



Queensland Government Procurement Spend Portal

Queensland Government Procurement Spend Portal 1 July 2024 – 30 June 2025

2024/2025

Total Spend	QLD Business Spend *	Regional QLD Business Spend *	Category	Total Spend
\$27.78bn	\$17.06bn	\$3.22bn	Building Construction and Maintenance	\$5.81bn
Total Businesses	QLD Businesses *	Regional QLD Business *	General Goods and Services	\$5.57bn
48,020	38,600	16,500	Information and Communication Technology	\$1.55bn
Spend by Suppliers' Main Business Location*			Medical	\$3.75bn
			Social Services	\$2.93bn
			Transport Infrastructure and Services	\$8.17bn
			Total	\$27.78bn

www.qld.gov.au/procurement/spend

Data caveats, definitions and parameters

The number of businesses reflects unique private sector suppliers with recorded procurement spend. In category analysis, suppliers may appear multiple times if they operate across multiple spend categories.

*Spend location (including Qld & Regional Qld) is determined by suppliers' main business location as recorded in the Australian Business Register (ABR).

**Some information in the ABR may be incomplete, unavailable, or withheld for various reasons. Records with withheld industry classification (ANZSIC) are typically referred to as "Unknown".

DELIVERING FOR QUEENSLAND

Queensland Government

Queensland Government



\$35B annual Queensland Government spend managed more effectively



Regional economies supported through engagement with local suppliers and manufacturers



30% SME participation target for government contracts plus complementary regional and subcontractor measures



3% Aboriginal and Torres Strait Islander businesses procurement target plus complementary subcontractor measure



Increase in spend with female owned businesses, social enterprises and veteran-owned suppliers



Visible strategy and outcomes by publishing government spend profiles and procurement category strategies

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The launch of QPP 2026 supports the government's commitment to support the best possible procurement outcomes and value for taxpayers' money

Questions?

💻 Explore QPP 2026
www.qld.gov.au/procurement

📣 Sign up for the latest updates

💻 Check out the supplier portal
www.supply.qld.gov.au

✉️ betterprocurement@epw.qld.gov.au

