

Meet the Buyers is back!

If you are running a business and would like the Northern Territory Government to buy your goods and services, then find out how at this valuable expo!

The Northern Territory (NT) Government's *Meet the Buyers Expo* provides Territory business and industry with an opportunity to meet the people who make government purchasing decisions and discuss ways to do business.

In the 2006–2007 financial year the NT Government spent around \$1.9 billion on purchasing goods, works and services. A total of 80 per cent of this money, or around \$1.5 billion was spent with Territory businesses.

This ranged from general office supplies through to major infrastructure projects and information technology outsourcing. Smaller purchases included food, clothing, scientific equipment, cleaning and consultancies to name just a few.

'The Northern Territory Government is looking for value for money, and not just the lowest price,' says Brian Webb, Procurement Liaison Director with the Department of Business, Economic and Regional Development.

'We are running *Meet the Buyers* to help businesses understand the government procurement process, understand what goods and services we are looking for, and allow businesses to promote their products to government.'

Mr Webb encourages businesses to attend the expo and come equipped with their business product list, business profile and capabilities, business cards and to be prepared to promote their business to potential government buyers.

The *Meet the Buyers Expo* will be held at the Walkabout Lodge Nhulunbuy, 26 March 2008 from 4:00pm to 6:30pm.

Representatives from a variety of government agencies will be available to provide purchasing profiles and to outline areas where local businesses have the opportunity to get involved with government procurement.

For further information visit www.nt.gov.au/business or please call (08) 8999 6888 or email procurement.dberd@nt.gov.au