



**MINISTRY
OF ECONOMY**

KEY STATISTICS

August 2018 to July 2019

Government Tender Board Decisions





Enquiries:

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Disclaimer

The Fiji Government is committed to quality service to its customers and makes every attempt to ensure accuracy, currency and reliability of the information contained in this publication. However, changes in circumstances over time may impact on the veracity of this information.



Background

Fiji Procurement Office (FPO) formulates policies, provides advice to Agencies and manages Whole of Government contracts for commonly used goods and services for the Fijian Government.

FPO was established under Section 4 of the Fiji Procurement Regulations 2010 and commenced operations on the 1st of August 2010. The establishment of the Office under the new Fiji Procurement Regulations is a direct result of the re-organization of the Government Supplies Department. The FPO comes under the Ministry of Economy.

Functions

The main functions of the Fiji Procurement Office are to regulate and administer the procurement of goods, service and works for the Government. This includes:

- The formulation of appropriate procurement policies and processes that uphold the guiding principle of procurement;
- The processing of all Government tenders for good, service and works valued at over \$50,001;
- The provision of Secretariat Support for the newly established Government Tender Board;
- The provision of logistical support for the administration and distribution of goods purchased from overseas; and
- Conducting compliance assessments of procurement functions and activities across the whole of Government.

The Warehousing and Retail functions that used to be provided by the Government Supplies Department have been phased out.

The approval authority for the procurement of Goods, Service & Works above \$50,001 is the [Government Tender Board](#).

Please note that FPO does not administer ICT procurement. This is administered by the [Department of Information Technology and Computing Services](#).



Report Summary

The Fiji Procurement Office (FPO) pursuant to Procurement Regulations part 5(1), is charged with the function to regulate and administer the procurement of goods, services and works for the Government of Fiji.

Government procurement is necessary to provide for public goods and services to the people of Fiji and help improve the socio-economic condition for every Fijian. Ensuring Government procurement, in particular tenders, is done effectively and in a timely manner is important.

At a glance



*SPLY – ‘Aug 17 to ‘Jul 18

Key Insights

- Increase in value of approvals for current period whilst compared to prior period
- Construction category accounted for 54% of total Government tender procurement value for the 2018/2019 fiscal year.



2018-2019 Government Tender Board Approvals

Details	Aug'18-Jul'19(\$)	Aug'17-Jul'18(\$)	% Period Change-Value	No of Papers-Aug'18-Jul'19	No of Papers-Aug'17-Jul'18
Total Approved	406,295,394.80	305,795,157.16	33*	278	392

*% Change of total value for the periods

Category Breakdown

Category	Aug'18-Jul'19(\$)	Aug'17-Jul'18(\$)	% Period Change-Value	No of Papers-Aug'18-Jul'19	No of Papers-Aug'17-Jul'18
Construction	219,624,140.23	175,225,466.24	25	157	232
Education	6,501,446.64	11,097,917.96	-41	7	6
Energy	89,673,751.12	44,861,686.88	100	29	25
Equipment	11,046,594.94	24,150,170.75	-54	33	43
Medical	53,855,870.41	16,783,485.84	221	19	21
Facilities Management	-	20,466,828.84	-100	0	13
Professional services	3,035,474.44	2,463,839.23	23	8	12
Social services	6,416,171.59	1,100,587.53	483	7	23
Transportation	12,633,594.00	1,528,758.01	726	11	9
Workforce goods	3,508,351.40	8,116,415.88	-57	7	8
Total	406,295,394.80	305,795,157.16	33*	278	392

* - % Change of total value for the periods

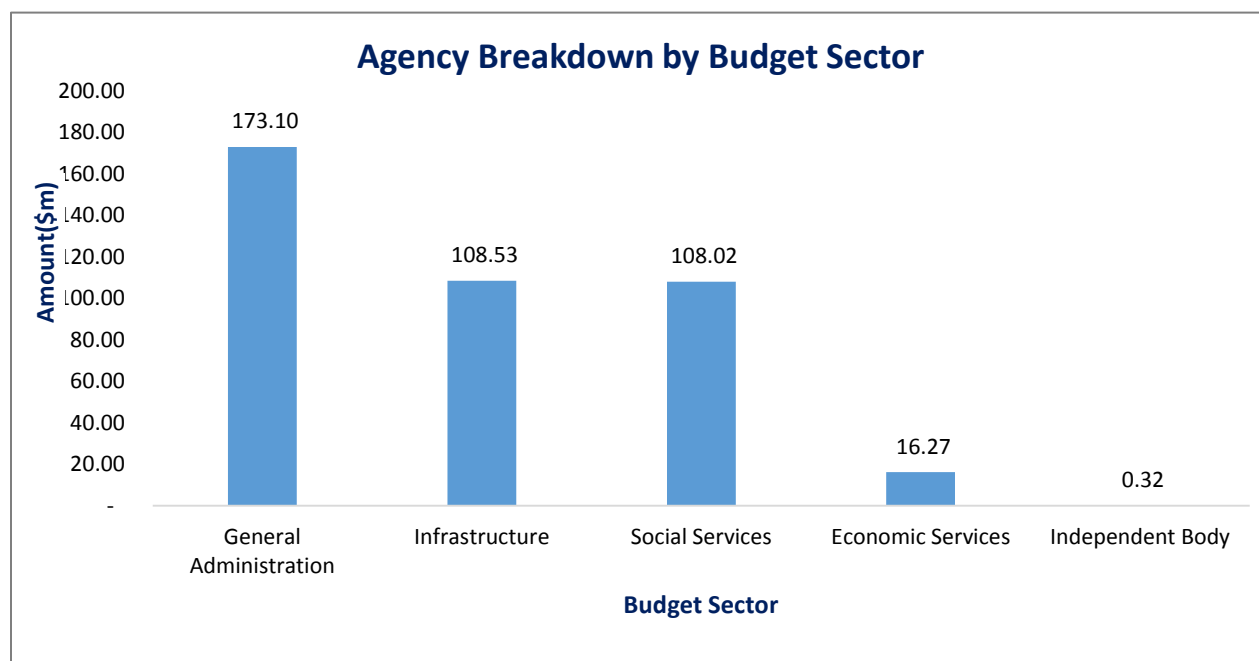
The 2018-2019 fiscal year saw a 33% increase in the value of Government Tender Board (GTB) approvals whilst in comparison to the 2017-2018 fiscal year. In contrast, the number of papers approved by GTB in the current fiscal year dropped by 29% when compared to the previous period. This was driven by a reduction on construction projects.

The number of construction projects approvals reduced by 32%. In spite of this, the value of construction procurement approvals increased by 25%. We started to see the shift from small rehabilitation projects to high value large construction works.



Agency Breakdown for Aug'18-Jul'19

Category	Total Value of Approvals (\$)
Fiji Military Forces	4,857,850.04
Fiji Police Force	333,552.75
Government Fleet Management Unit	
Ministry of Civil Service	1,913,851.33
Ministry Of Communication	
Ministry of Education, Heritage & Art	8,385,365.90
Ministry of Health and Medical Services	53,185,933.26
Ministry of Rural and Maritime Development	466,530.90
Office of the Attorney - General	11,522,004.00
Construction Implementation Unit	189,027,838.98
Fiji Corrections Service	6,574,713.63
Fiji Procurement Office	410,282.76
Judicial Department	1,857,951.33
Mineral Resource Department	456,002.63
Ministry of Agriculture	12,781,121.87
Ministry of Fisheries	1,245,745.50
Ministry of Forestry	660,850.14
Ministry of Housing & Community Development	1,776,512.74
Ministry of Industry, Trade & Tourism	851,419.00
Ministry of Infrastructure, Transport, Disaster Management and Meteorological Services	91,913,175.89
Ministry of Waterways	15,895,793.80
Ministry of Youth and Sports	246,505.00
Office of the Prime Minister	1,796,688.32
Parliament Of The Republic Of Fiji	135,705.00
Total	406,295,394.80



Construction Implementation Unit (CIU) accounted for 46% of all approvals for the period. Ministry of Infrastructure, Transport, Disaster Management and Meteorological Services (MOIT) was the second highest procuring agency which accounted for 23% of all approvals. MOIT's major procurement was works for rural electrification via its Department of Energy.

The medical sector through the Ministry of Health and medical services saw a 244% increase in the approved contract value mainly attributable to the purchase of medical consumables and medical equipment.

STANDING OFFERS

A standing offer is an offer from a potential supplier to provide goods and/or services at pre-arranged prices, under set terms and conditions, when and if required. A local purchase order (LPO) must be issued to "call-up" against the standing offer and make the agreement binding.

Given that fiscal consolidation is now key focus, standing offers will be a priority area for FPO as we seek to consolidate procurement across Government where possible and negotiate better prices for Government.

Likewise, as part of its procurement strategy, Ministry of Economy through FPO has undertaken tenders via standing offer contracts in the 2018-2019 year for the supply of air-conditioners, fiberglass boats, general food items, garden tools and printing paper.

New focus areas for standing offers for whole of Government procurement in the next fiscal year include agro-inputs, courier services, office supplies and stationery, uniforms, boots, security services and cleaning services.

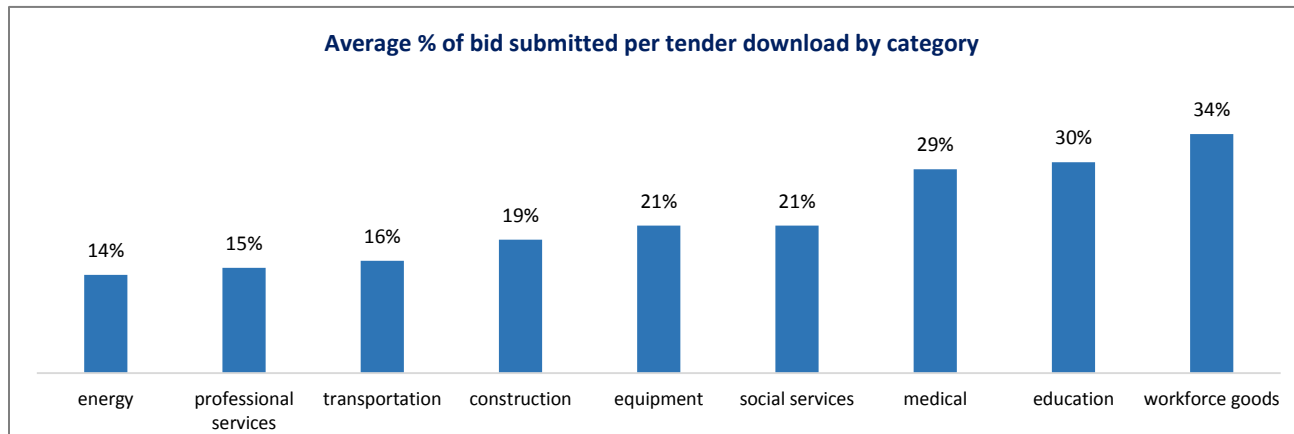
Currently we have 20 standing offers for whole of Government (*refer next page*):



STANDING OFFERS LIST AS AT 31st AUGUST 2019		
Description	Contractor	Expiry Date
Supply Fresh and Frozen Root Crops, Vegetables and Fruits for WoG (Northern Division)	Green Fingers Project Pte Limited, Singh's Shopping Limited	25/06/2020
Supply Fresh and Frozen Root Crops, Vegetables and Fruits for WoG (Central Eastern Division)	Fiji Agro Marketing, Freshet International Limited	25/06/2020
Supply Fresh and Frozen Root Crops, Vegetables and Fruits for WoG (Western Division)	Fiji Agros Marketing, National Produce, Fresh'et International Ltd, Vuniyawawa's Root Crop Supplies	25/06/2020
Supply Pine Post	Vinod Patel & Company Ltd, R C Manubhai & Co. Ltd	15/05/2020
Supply of Fish, Meat & Other Frozen Food (Western Division)	Freshet International, Fiji Agro Marketing, Tebara Halal Meat, CJ Patel, Ashabhai & Co	25/06/2020
Supply of Fish, Meat & Other Frozen Food (Northern Division)	Singh's Shopping Ltd, Fiji Agro Marketing, Tebara Halal Meat, CJ Patel, Ashabhai & Co	25/06/2020
Supply of Fish, Meat & Other Frozen Food (Central Division)	Freshet International, Fiji Agro Marketing, Tebara Halal Meat, CJ Patel, Ashabhai & Co	26/06/2020
Contract for Supply of Polythene Water Tanks	Gurbachan Singh Tyre Centre & Industries Ltd, Rotomould (Fiji) Ltd	10/11/19
Supply Plywood	Carpenters Hardware, Vinod Patel & Company Ltd	19/03/2020
Contract for Supply of Liquid Petroleum Gas	Fiji Gas Ltd	8/11/19
Supply of Hardware Material	Carpenters Fiji Ltd T/A Carpenters Hardware, Kasabias Ltd, Austec Electrical Pacific Ltd, Airmech Services Ltd, R C Manubhai & Co Ltd.	19/03/2021
Contract Supply of Automotive Storage Batteries	Asco Motors, Bandag, Sunrise Battery and Tyres, Munaf Motor Parts, carpenters Motors	5/11/19
Supply of Petroleum & Lubricant Products	Total Fiji Ltd	31/12/2020
Contract for Supply of Barbed Wire, Pig & Goat, Chain-link Fence and Staples	CRP Industries Ltd & Pacific Wire Ltd Carpenters Fiji Ltd T/A Carpenters Hardware	30/10/2019
Contract for Supply, Installation, Commissioning & Maintenance of Government Air Conditioners	Mechanical Services Limited, Lincoln Refrigeration Ltd to service only LRL Air Conditioners under warranty	7/12/2021
Contract for Supply of Photocopy and Printing Paper	Janty Kanvan Ltd, Ashabhai & Co. Ltd	15/10/2020
Contract for Supply of Toilet Paper	Asaleo Care Fiji Ltd, CJ Patel	17/10/2020
Supply of Garden Tools	Vinod Patel & Co. Ltd, Carpenters Hardware	02/04/2021
Contract for Supply of Fiberglass Boats	Safeway Marine Fiji Limited	13/02/2021
Supply of General Food items	Panel: Freshet International Ltd, Punjas Pte Ltd, FMF Food Supplies Ltd, Hardip Narayan & Sons Ltd, Pacific Hai An Group Pte Ltd, CJ Patel Ltd	3/7/2021



BIDS SUBMITTED v BIDS DOWNLOADED



Government's e-tender portal was analyzed to study the trends for percentage of bids downloaded that converted to tender submissions. This was done by category of procurement.

Overall one out of every five tender documents downloaded results in tender submissions. While at a percentage basis, the conversions might seem low, there is a significant increase in participation compared to previous years. The high tender downloads is also expected due to the easy availability of tender documents which can be downloaded free of charge. The high downloads reflects the interest from suppliers in government tenders.

To help convert more downloads to actual submissions, FPO in the new fiscal year 2019-2020, will undertake supplier roadshows and workshops/training for potential suppliers especially small-medium enterprises who wish to be part of Government tendering.

Visit us on www.fpo.gov.fj

www.tenderlink.com/economyfiji