



## Australian Institute of Architects

13 March 2018

Andrew Haste  
CEO LGA Procurement  
Via email

Dear Andrew,

Re: Procurement of Architectural Services

Thank you for your time to meet recently and discuss matters related to architectural procurement by various local governments which have been raised by our membership.

We understand that LGA Procurement offer services and proforma guides to independent local governments to assist with their purchasing and engagement requirements. While their adherence to your recommendation or utilisation of your services is voluntary we believe that resolving a best practice approach to the procurement of architectural services with LGA Procurement will be a positive starting point to influence local government more broadly.

We assert that there is a strong value proposition to local governments to improve procurement of architectural services which will:

- Reduce the time and costs of tendering for both the market and local government resulting in reduced project costs
- improve the quality of selection criteria resulting in better selection of suitable consultancies
- increase the market response to tenders by attracting practices which currently will not engage with onerous tendering requirements.

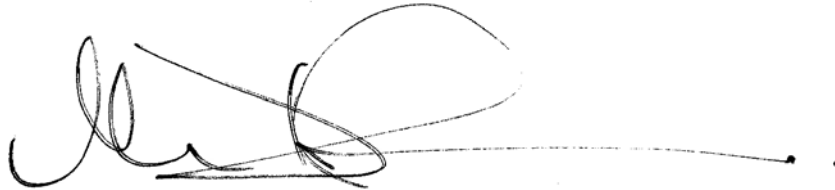
We discussed the potential for a working party to be set up between the Institute and LGA Procurement with the intent of resolving agreed guidelines and processes for the tendering of architectural services to local government. The Institute is keen to progress this opportunity and look forward to your response.

Matters which have been raised by our members for consideration include:

- extent of submission content required relative to scale of projects
- utilisation of templates which are suited to the procurement of consultancy services as opposed to materials purchasing
- The use of quality based selection criteria and an understanding that provisions of concepts and design work in submissions is neither equitable nor facilitative of appropriate briefing and client interaction.
- Provision of extensive financial data for privately owned companies which is disproportionate to the project risk profile.

We look forward to your consideration and the ability to commence working with you and your team towards improved procurement of architectural services for local government.

Sincerely,

A handwritten signature in black ink, consisting of several loops and a long horizontal tail ending in a dot.

**Mario Dreosti**  
**Chapter President**  
**Australian Institute of Architects - South Australia**