



Supporting Māori, Pasifika, and regional businesses

There's a lot your agency can do to increase access for Māori, Pasifika and regional businesses to government contract opportunities. It's important to consider how you can do this, not only because the Rules require you to, but also so these businesses can get a fair share of the growth that being involved in government contracting opportunities offers.

You can use the following checklists to help you increase access for these suppliers.

Plan

- Identify upcoming opportunities for regional suppliers. As part of your annual procurement plan and other strategic procurement planning, think about the activities your agency does in the regions, or where it has a regional presence.
- Look for links between your agency's procurement activities and regional development plans. The Ministry of Business, Innovation and Employment's Provincial Development Unit provides information about what's happening in the regions on their [GrowRegions website](#). You can find other good resources on local council websites. Think about how you can structure your procurements to complement their plans.
- Engage early with regional suppliers to let them know about upcoming opportunities, and to understand their capability and capacity to respond to these. This can include:
 - passing on the details of upcoming opportunities to Regional Business Partners
 - posting information on local government websites, or other trusted regional forums, or
 - hosting an event or 'meet the buyer,' at your local office to talk about upcoming opportunities.

You can also put regional suppliers in touch with capability development services such as those offered by [Regional Business Partners](#) or available through www.Business.govt.nz. Remember the Rules let you engage early with the market as long as you apply the Principles and are fair to all suppliers.

- As part of your procurement planning, think about which of your agency's procurement activities could be fulfilled by Māori and Pasifika suppliers. Start by looking at the goods and services that you already buy or have previously bought from Māori or Pasifika suppliers. You could also hold workshops to engage with Māori and Pasifika businesses, or attend their networking events. When determining which procurement activities Māori and Pasifika businesses may be able to deliver for your agency, be careful not to make assumptions about their capability and capacity.
- Next you need to identify the Māori and Pasifika businesses that may be able to provide the goods and services your agency needs. Your agency may already know some of these businesses. If you don't, you can liaise directly with Māori and Pasifika business networks, and the regional offices of Te Puni Kōkiri and the Ministry of Pacific Peoples, which may already have relationships with these businesses. You'll find a list of 'Māori and Pasifika business networks and regional offices' at the end of this document.

- Once you have identified the Māori and Pasifika businesses that can meet your needs, make sure you engage with them early and effectively. ‘Kanohi ki te kanohi’ (face-to-face) engagement is always best. Your engagement should be thorough and based on mutual trust, not assumptions or anecdotes. You could also consider holding cultural training/workshops for your procurement team to help give them a better understanding of how Māori and Pasifika businesses work and how to engage with them.
- Work together with Māori, Pasifika and regional businesses to understand how they can become part of your supply chain, either as a primary supplier or as part of the supply chain.
- If Māori, Pasifika or regional businesses are interested in taking part in a large or complex contract but don’t meet all of the requirements, then this early engagement can help identify whether an alternative approach to market would provide more opportunity for them to be involved. This could include splitting the contract into smaller parts (but not so much you avoid applying the Rules).
- Monitor and record your engagement with Māori, Pasifika, and regional businesses and the outcomes it achieves. This will help inform your future engagement and enable you to track progress against this priority outcome.

Source

Think about the way you structure your procurement. Actively try to remove barriers that make it harder for Māori, Pasifika and regional business to be involved in government contract opportunities. Getting the basics right is really important. This means following the Principles and giving suppliers enough time to respond to your tender.

Some specific things you can do to help include:

- Splitting a large national contract into smaller regional ones, or splitting a large and/or complex contract into smaller pieces of work. Keep the [Non-avoidance Rule](#) in mind.
- As well as advertising your Rfx on GETS, try advertising locally too. You can do this using trusted local websites and media publications, or by sharing contract opportunities through local business councils, Regional Business Partners, industry bodies or local Iwi or Māori or Pasifika organisations
- Being open to joint ventures. You can support smaller Māori, Pasifika and regional suppliers to do this by:
 - building in more time to your procurement process
 - indicating you are open to joint proposals, and
 - providing opportunities for suppliers to engage with each other, for example through joint briefings. Don’t be directive in your approach as this can create risk and complexity that your agency is not best placed to managed.

Evaluate

Evaluation criteria must be appropriate for the nature of goods and services and allow all suppliers a fair opportunity to compete. They should not discriminate against foreign suppliers. When you establish your criteria, make sure you test them against the Principles of Government Procurement.

- Make sure that all of your requirements and evaluation criteria are necessary. They should not be so complex that they are unfair to some suppliers or create unnecessary barriers for Māori, Pasifika or regional businesses.
- Make sure that appropriate weighting is given to the benefits involving Māori, Pasifika and regional businesses can offer. These can include:

Requirement	When it may be appropriate...	Evaluation criteria can include asking suppliers to show...
Capacity to build effective working relationships with local communities	Community services, particularly where building relationships and trust is critical to service delivery it may be appropriate to assess the capacity of suppliers to build effective working relationships	<ul style="list-style-type: none"> the relevant training they have done the experience they have working with similar communities
Effective service delivery	Delivery of services that need in-person, on-site or local knowledge to be effective	<ul style="list-style-type: none"> their capability and capacity to deliver those services effectively
Understanding of the local or regional context	Professional services, including consultancy services contracts	<ul style="list-style-type: none"> they have relevant local or regional knowledge. For example, a contract for a regional council could be weighted and evaluated on the supplier's understanding of the local economy
Developing capability and long term sustainability	Some interventions will require suppliers to develop local knowledge and capability, so that the solution is sustainable after the initial product or service is delivered and for the long term	<ul style="list-style-type: none"> how they will build training and skills development into their service delivery to make sure the solution is sustainable over the long term
Understanding of the Treaty of Waitangi	In the provision of services such as education, health, policy, consultancy and advisory services	<ul style="list-style-type: none"> their understanding of the Treaty of Waitangi
Understanding tangata whenua	Contracts where 20 per cent or more of the people the services will be delivered to are Māori	<ul style="list-style-type: none"> their understanding of Te reo me ōna tikanga, and/or their knowledge or experience working with particular Iwi
Understanding of Pasifika communities	Contracts where 20 per cent or more of the people the services will be delivered to are from Pasifika communities	<ul style="list-style-type: none"> their understanding of the culture and language of the particular communities they'll be delivering to

Debrief

Debriefing unsuccessful suppliers is a critical step that can support Māori, Pasifika and regional businesses to learn and know how they can win contracts in the future. Make sure you set aside time to have these important conversations, not only because it's required by the Rules, but also so you can help these businesses secure work in the future. This is also a good opportunity to:

- refer them to government resources that can support them to develop their business, and
- let them know about any early market engagement programmes, or supplier activities you have.

Debriefings should be a two way street. Make sure you're ready to listen and learn about how you could improve your procurement processes and reduce barriers to help unsuccessful suppliers succeed in the future.

Manage

Flag contracts with Māori, Pasifika and regional suppliers as a priority and support them to deliver successfully. This means proactively managing contracts to help suppliers build their capability. If you help Māori, Pasifika and regional suppliers to develop now, then those with less experience may be able to take on larger or more complex contracts in the future.

For more information see:

- [Rule 17: Increase access for New Zealand businesses](#)
- [Increasing access for New Zealand businesses](#)

Māori and Pasifika business networks and regional offices

Māori and Pasifika business networks, and the regional offices of Te Puni Kōkiri and The Ministry of Pacific Peoples can help you to identify Māori and Pasifika businesses that can provide goods and services to your agency. The contact details for these networks and offices are listed below.

Te Puni Kokiri Regional Offices

- Northland - MāoriBusiness.TeTaitokerau@tpk.govt.nz or 0800 875 888
- Auckland - MāoriBusiness.Tamaki-Makaurau@tpk.govt.nz or 0800 875 285
- Waikato/Bay of Plenty - MāoriBusiness.Waikato-Waiariki@tpk.govt.nz or 0800 875 499
- Gisborne/Napier-Hastings - MāoriBusiness.Ikaroa-Rawhiti@tpk.govt.nz or 0800 875 447
- Taranaki/Wellington - MāoriBusiness.TeTaiHauauru@tpk.govt.nz or 0800 875 884
- South Island - MāoriBusiness.TeWaipounamu@tpk.govt.nz or 0800-875-839

Ministry of Pacific Peoples Regional Offices

Northern Office - Te Puni Kokiri House
9 Ronwood Ave
Manukau 2104
Auckland
Phone: (09) 265 3200

Central Office - Te Puni Kokiri House
12 Hagley Street
Porirua 5022
PO Box 833
Wellington 6140

Southern Office - BNZ Centre
120 Hereford Street
Christchurch
Private Bag 4741
Christchurch 8011

Procurement intermediaries/platforms helping link buyers to suppliers

He Waka Eke Noa

(The Southern Initiative's intermediary to help connect Maori and Pacific businesses with clients and buyers)

Website: www.wen.org.nz

Email: wen@aucklandcouncil.govt.nz or

Phone 021732183

fwd (platform helping connect buyers to social enterprises)

<https://www.fwd.org.nz/>

Māori business networks and hubs

Tāmaki Makaurau

[Whāriki Māori Business Network](#)

Waikato-Waiariki

Hamilton

[Te Humeka](#)

Tauranga

[Tauranga Māori Business Network](#)

Te Tai Hauāuru

Whanganui

[Te Manu Atatu Incorporated](#)

Kapiti & Horowhenua

[Te Rōpū Pakihi](#)

Wellington

[Te Awe](#)

Te Waipounamu

Otago/Southland

[Te Kupeka Umaka Māori ki Araiteuru \(KUMA\)](#)

Māori Women's Development Inc

The Dominion Building, Victoria St, Wellington CBD

04 499 6504

Email: mwdi@mwdi.co.nz

Te Haa o Manukau

Ground & Second Floor

2 Osterley Way

Manukau

Auckland 2104

<http://www.tehaa.nz/en>

Māori professional and industry associations

The following professional and industry associations provide formal and informal support for members:

- [Ngā Aho – Māori design professionals](#)
- [Te Hunga Rōia Māori o Aotearoa – Māori Law Society](#)
- [Te Ao Marama – NZ Māori Dental Association](#)
- [Te Ohu Rata o Aotearoa – Māori Medical Practitioners Association](#)
- [Ngā Kaitatau Māori o Aotearoa – National Māori Accountants Network](#)
- [Ngā Pou Mana – Allied health professionals](#)
- [Te Kāhui Atawhai o Te Motu – National Collective Iwi Māori Social Services](#)
- [Ngā Kaitiaki o te Puna Rongoā – Māori Pharmacists' Association Inc](#)

Pasifika professional and industry associations

- [Pasifika Medical Association](#)
- [Pacific Lawyers Association](#)
- [Pan Pacific Nurses Association](#)
- [Pacific Nurses Associations in NZ](#)
- [South Pacific Professional Engineering Excellence](#)
- [Pacific Island Chartered Accountants Network](#)
- [Pasifika in IT](#)
- [PACIFICA Inc. Pacific Professional Women's Association](#)

Pacific business networks and hubs

The Pacific Business Hub

Unit D - Ground Floor
9 Sharkey Street
Manukau City
Auckland 2104
Mobile: +64 21 659 072
Email: laura@pacificbizhub.co.nz
Website: <https://www.pacificbizhub.co.nz/>

Pacific Business Networks

Pacific Business Trust

Auckland
Level 1, 101C Station Rd
Penrose 1061

Wellington
Plimmer Towers
2-6 Gilmer Terrace
Wellington 6011

Phone: 0800 287 7526
Email: info@pacificbusiness.co.nz

Wellington Pasifika Business Network

Email: info@pasifikabiz.co.nz
Website: <http://www.pasifikabusinessnetwork.com/>

Waikato Pacific Business Network

Phone: +64 27 694 6544
Email: enquiries@waikatopbn.com

Samoa Business Network

Unit D, 9 Sharkey Street
Manukau City
Auckland 2104
Phone: +64 9 218 8273
Mobile: +64 21 659 072
Email: info@samoabusinessnetwork.org

Tonga Business Network

Unit D, 9 Sharkey Street

Manukau City

Auckland 2104

Mobile: +64 27 257 2624

Email: tongabusinessnetwork@gmail.com

Cook Islands Development Agency NZ

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