



NEW ZEALAND
GOVERNMENT PROCUREMENT

Online Panel Directory - Provider Guide

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**MINISTRY OF BUSINESS,
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Introduction

This guide is for panel providers to specific collaborative contracts that utilise the Online Panel Directory to support the solution. It provides a brief overview of the online tool and guides agencies through the process of how to use it.

<p>Scope</p>	<p>The Online Panel Directory is currently used for the following contracts:</p> <ul style="list-style-type: none"> • AoG Consultancy Services – Business and Finance • AoG Property Consultancy Services • AoG External Recruitment Services • AoG Security and Related Services • Web Services • AoG External Legal Services • AoG Construction Consultancy Services <p>It is anticipated that other service related contracts will be added in the future. The directory allows participating agencies to search for and shortlist providers. It does not include e-tendering functionality.</p>
<p>Purpose</p>	<p>The Online Panel Directory makes it easier for government agencies to find a provider that meets their engagement requirements. Participating agencies can search, filter, compare and shortlist panel providers based on their needs without having to refer to multiple places.</p>
<p>Features & benefits</p>	<p>Benefits</p> <ul style="list-style-type: none"> • Providers are able to maintain their own general business information making it easier to keep the directory up-to-date. • Improves transparency and allows agencies to easily compare providers and create a shortlist. • Promotes a level playing field for panel providers promoting themselves to government. • A ‘one source of the truth’ for participating agencies, containing the latest provider information. <p>Features</p> <ul style="list-style-type: none"> • Using RealMe, providers are able to maintain their own general business information making it easier to keep the directory up-to-date. • Participating agencies are able to search, filter, compare and shortlist providers based on their needs without having to refer to multiple places. • Participating agencies can export shortlisted providers to Excel, as well as export individual provider profiles. • Clean and intuitive layout. • Provider information is displayed in random order to ensure a level playing field for providers. • Security is maintained through an authorisation process for agencies.
<p>Contacts</p>	<ul style="list-style-type: none"> • An AOG Professional Inbox is available to provide technical support for the Online Panel Directory: • Email: AoGProfessional@mbie.govt.nz

Setting up your account

The Online Panel Directory uses RealMe to allow providers to access the site. All Providers that wish to access the directory will need to have a RealMe account.

To set up your account with the Online Panel Directory, please follow the steps below.

Step 1

Obtaining your access token

1. Please advise us of your Approved User contact (one user per sub-category/job lot/ sub-panel).
2. Once you have provided your Approved User/s to us you will receive an access token from the email address '**no-reply@cwpgovt.nz**'.
3. Once you have received this token please proceed to Step 2 'Verify and activate your account'.

Note: If you wish to change your Approved User/s, you must contact us.

Step 2

Verify and activate your account

1. An email will be sent to you containing a 'token' (web link). Please note that this 'token' will expire 7 days from your receipt of the email. If you are not able to activate your account within this time, please contact the MBIE Helpdesk.
2. Click on the 'token' and it will take you to the RealMe login page.
3. Login using your existing RealMe account or create a RealMe account and then login.
4. On successful login, you will enter the landing page for your business.
5. Your account is now set up and ready to use.*

* **Note:** Your business will have an entry in the directory for each sub-category/job lot/sub-panel that you have been appointed in. If you require access to multiple entries then you will receive multiple 'tokens'. Follow the steps above for each token received.

Accessing the Online Panel Directory

Once your account has been set up and activated, you can follow the steps below each time you need to access your business information.

Logging in

1. Follow this link the Online Panel Directory login page
2. <https://directory.procurement.govt.nz>
3. Log in with your RealMe username and password
4. You will see a landing page displaying all the records that you have access to for your business.

Maintaining your information in the directory

Providers are required to login and maintain information relevant to their business such as; availability, focus areas, geographic locations that services are provided, and previous sector experience in the applicable sub-category/job lot.

It is important that you regularly monitor and update your profile so that it displays the most up-to-date information to participating agencies.

Edit information

1. Select the record that you wish to review or edit.
2. Review the information and edit it if required. Contractual fields such as pricing, quality scores, tier, sub-category etc. are not editable. Please see the following section 'Fields that can be edited' for a list.
3. Once edited, ensure you **Save** your changes.
4. Contractual fields such as pricing, sub-panel etc. are not editable. If you would like to change your pricing information or apply for additional sub-panel, please contact the **AOG Professional Inbox**.

Fields that can be edited

Providers can edit the following fields:
Contact information – name, phone and email address of the primary contact for the subpanel.
Main office location - complete the field provided for your main office location.
Location - select regions and international locations where your business has a physical presence.
Regional reach – select New Zealand regions where your business delivers goods/services.
Business size – select your business size from dropdown provided based on employee count.
Sector experience – indicate the sectors your business have experience in or areas of expertise.
<p>Company website - complete the field provided for your website address. The website address will be presented as a hypertext link to your website.</p> <p>EDITING TIP! – Consider linking to a web page that provides examples of your relationship and experience with public sector organisations.</p>
<p>Why us – This is the place to tell agencies who, what, where, why and how about your business. Most importantly, what drives your business and makes it a great partner for government and the communities you work in.</p> <p>Try to keep your content for this section between 200-300 words. The profile template will give you an opportunity to describe your services and value propositions. The focus on this section should be on your businesses experience and differentiators. When writing content we suggest you draft your content offline first.</p> <p>When writing for a government audience we suggest a clear, logical and user-friendly tone.</p> <p>We recommend you:</p> <ul style="list-style-type: none"> • use plain, familiar language • use short sentences • mostly use the active voice • mark Māori words up correctly, including macrons • communicate positively • use respectful, gender-neutral language. <p>EDITING TIP! - The Online Panel Directory does have search and filtering tools built in for agency users. We don't recommend over using keywords to influence search algorithm, agency users will get the most value from clear and concise content in your profile.</p>

Professional memberships - In this section you can add any professional memberships that you would like agencies to be aware of. If you have a number of memberships you would like to include, you may want to include them as a list:

- The issuing organisation, membership type, membership number.

These may include:

- Industry organisations
- Professional qualifications
- Local community panels
- Health and safety.

Alternatively, if one of your directors (or staff) holds a position at, or is recognised by an industry organisation, you could provide a profile of their experience and impact.

EDITING TIP! - Keep content to the point, "being a member or president for 10 years" can tell the reader as much as a long list of individual achievements. Linking to news articles, case study documents or certifications will help you tell the story.

Service Description – As in the 'Professional Memberships' section and depending on the breadth of services your business can provide, you could simply provide a list of services. This is a great way to provide a quick summary of your full catalogue of services.

Alternatively, you may want to focus on one or two core services. Provide one-two paragraph teasers and refer viewers to one of the case studies you can include in your profile.

EDITING TIP! - When generating your case studies or any documents, you must make them accessibility for all readers. You can read more about accessibility on the GDCO website <https://www.digital.govt.nz/standards-and-guidance/design-and-ux/accessibility/>

Value added services - As in the 'Service Descriptions' section and depending on the breadth of services your business can provide, you could simply provide a list of value-added services. This approach is great to give your profile a quick summary of your full suite of services.

This may include:

- Technology access or specialisation e.g. CAD, BIM, BMS
- Innovative processes, capability, materials
- Skills training, and
- Access to collaboration space.

Alternatively, you may want to focus on one or two services. Provide one-two paragraph teasers and refer viewers to one of the case studies you can include on your profile.

EDITING TIP! - To add a list with dot points, draft your content in Microsoft Word (or equivalent) first, then copy and paste the list into the OPD editing window.

Approach to broader outcomes – Cabinet agreed on 23 October 2018 to a set of four priority outcomes for agencies to leverage from their procurement activities to achieve wider public value from their spending. Subsequently broader outcomes were included in the Government Procurement Rules and include the following four priority outcomes:

1. Increasing access for New Zealand businesses.
2. Construction skills and training.
3. Improving conditions for New Zealand workers.
4. Reducing emissions and waste.

You can read more on our website <https://www.procurement.govt.nz/broader-outcomes/>

If your business operates nationwide and already supports government, then you may have plans, performance measures and operating procedures in place to help us address broader outcomes. Tell us about them! We want to know how you can help us impact these areas and any ways you are innovating daily operations to support them.

If you are new to government and broader outcomes, it's ok to start small and expand. If you are looking for business in a specific region, a great place to start is with the local councils. They may have published a supplier guide relating to broader outcomes and progressive procurement to help you understand the key focuses areas in their region.

EDITING TIP! - When creating a structured response use a framework like **SMARTER** to keep your answer concise **S** - Specific **M** - Measurable **A** - Achievable **R** - Relevant **T** - Time-bound **E** - Ethical **R** – Recorded.

Sustainability experience – Sustainability is a key part of broader outcomes, in particular helping agencies meet a net zero emissions target by 2050. As part of the Transformation Plan tabled by the Construction Sector Accord, environment sustainability has been included as a work stream to help New Zealand hit its targets. You can read more about the work stream [here](#).

If your business has expertise, company policies and experience in sustainable practice this is the place to tell us. For example, does your business have a plan to transition to electric vehicles and/or plant equipment in line with Government targets?

EDITING TIP! - Please visit our website to see the government fleet emissions dashboard <https://www.procurement.govt.nz/broader-outcomes/reducing-emissions-and-waste/reducing-government-fleet-emissions/> to see how agencies are working to reduce emissions.

Māori business – please indicate if your business is a Māori-owned business. A Māori business for government procurement purposes is:

- one that has at least 50% Māori ownership or
- a Māori authority as defined by the Inland Revenue Department.

EDITING TIP! - If you are included in multiple directory panels, you will need to update this information for each category.

Pasifika business – please indicate if your business is a Pasifika-owned business. A Pasifika business for government procurement purposes is:

- Partnerships: at least 50% of each class of partnership interest is owned by Pacific person(s) and such ownership must be reflected in the partnership agreement; or
- Corporations/companies: Pacific person(s) own at least 50% of each class of ordinary voting shares issued and at least 50% of each class of all other shares issued; or
- Trusts: at least 50% of owner(s) of securities or assets held in trust are Pacific person(s); or
- Sole proprietorship/trader: 100% ownership by a Pacific person.

EDITING TIP! - If you are included in multiple directory panels, you will need to update this information for each category.

Uploading files

Providers can upload PDF files to enhance their listing. All files, apart from logo have to be uploaded in PDF format, max size: 20MB. The following upload options are offered:

File uploads:

Provider logo – Upload your logo. Logos should be supplied in PNG or SVG format, max size: 20MB.

Case study 1 – Upload specific example of past project successfully delivered.

Case study 2 - Upload specific example of past project successfully delivered.

Company accreditation 1 – Upload accreditation such as ISO or proof of personnel qualification to provide services on the panel.

Company accreditation 2 – Upload accreditation such as ISO or proof of personnel qualification to provide services on the panel.

Appendix Process Flowchart

Accessing and editing your Online Panel Directory provider profile.

