



# Media release

Minister for Information and Communication Technology

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Thursday May 25, 2006

## **eSERVICES PANEL REVAMP BOOSTING VICTORIAN ICT INDUSTRY**

More Victorian ICT companies will have the opportunity to win Government work through the Bracks Government's revitalised eServices Panel, the Minister for Information and Communication Technology, Marsha Thomson, announced today.

Ms Thomson said the revamped panel for Government ICT contracts valued at less than \$1 million would now have more categories and flexibility to reflect the changing ICT industry.

"This will be the first tender to adopt the Bracks Government's new policies allowing contractors to retain ownership of intellectual property they develop for the Victorian Government," Ms Thomson said.

"The refreshed panel will have 18 categories supplemented by multiple areas of skills and specialities, service arranged in a matrix so it's easier to identify each company's range of skills and expertise.

"Since the panel began in 2003, its members have gained \$54.2 million in Government contracts and completed work on almost 1000 projects. In addition the panel has saved the ICT industry up to \$37 million in reduced tendering costs.

"Of the 208 companies on the list, more than 80 percent are either Victorian or Australian SME's.

"Our Victorian companies have done extremely well, winning 70 percent of all contracts awarded through the panel over the past three years, valued at almost \$30 million.

"The panel provides exceptional opportunities, especially for ICT SME's, to buy into the Victorian Government. It has been very successful increasing the profile of smaller, local companies and helping them develop a reputation in their speciality areas.

"I encourage local Victorian ICT service companies to tender for the new panel which is expected to expand significantly from the current membership," she said.

Leveraging Government ICT spend to foster innovation and invest in local industry are key planks in the Victorian Government's five-year ICT Industry Plan, launched in December, 2005.

AIIA CEO Rob Durie said access to Government contracts for small to medium-sized enterprises was a great way to facilitate industry growth.

"The eServices Panel is certainly making it easier for local, niche companies to access contracts," he said.

"The new intellectual property policies mean these contractors have the potential to realise even more lasting benefits from their involvement with Government."

Information regarding the Request for Tender for the Whole of Victorian Government eServices Panel will be released later is available at [www.tenders.vic.gov.au](http://www.tenders.vic.gov.au).