

**Southern Program Alliance selects VendorPanel
to deliver on social procurement and local development goals**

A consortium consisting of Lendlease, Acciona, Coleman Rail and WSP has selected the VendorPanel procurement platform to support delivery of a major package of works for the Victorian Government's Level Crossing Removal Authority (LXRA).

The Southern Program Alliance is removing four level crossings in Carrum, Bonbeach and Seaford, in Melbourne's south east, as well as building a new Station Street road bridge over the Patterson River, a new Carrum train station, and a new rail storage facility for up to 24 trains at Kananook.

LXRA was the first Victorian government organisation to adopt a Social Procurement Policy, promoting the use of social benefit suppliers. Its purpose is to ensure that procurement of goods and services is not only efficient, but also generates positive social outcomes.

VendorPanel is an enterprise procurement platform. One of its components is the VendorPanel marketplace that powers both the ProcureForGood (social procurement) and BuyRegional (local economic development) initiatives, providing a single point of contact for Indigenous, social and local suppliers to quote for business opportunities on the project. This integrated marketplace allows Alliance members to identify, engage with, and award business to these suppliers on a competitive basis using best practice procurement processes. The analytics platform provides management with rich data and insights into the success of social and local procurement efforts.

Damien Byrnes, Industry Capability and Inclusion Manager at Southern Program Alliance, is among those leading the Alliance's social procurement effort. "VendorPanel connects us to verified local, Indigenous-owned and social enterprises," he said. "In a time-scarce project environment, the ease of access and use, and the ability to report on outcomes, are what get our buyers on board and drives the positive social outcomes we want".

James Leathem, founder and CEO of VendorPanel, commented: "We created the ProcureForGood and BuyRegional initiatives to help organisations leverage procurement spend to drive positive social impact and local economic development outcomes. This project's use of the VendorPanel platform is an outstanding example of that thinking at work. By bringing social procurement into the

mainstream we make it easy for Southern Program Alliance to deliver solid procurement outcomes, and make a real difference in local communities”.

Suppliers participating in the Southern Program Alliance marketplace have:

- Been verified as Indigenous businesses by Supply Nation, the preeminent supplier diversity organisation in Australia
- Been certified as social enterprises by Social Traders, Australia’s leading organisation connecting social enterprises with procurement opportunities, or
- Registered with the Industry Capability Network in Victoria, a business network connecting local suppliers with buyers to promote local economic development.

VendorPanel won the 2018 CIPS award for most innovative use of technology based on this unique capability to leverage procurement to drive social and economic outcomes.

For more information about VendorPanel please visit: VendorPanel.com

Interviews with CEO of VendorPanel, James Leathem, available on request.

High res images also available on request.

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About VendorPanel

VendorPanel is a procurement technology company based in Melbourne. It was founded in 2008 by James Leathem, and first launched in 2010. Vendor Panel is used by 1,235 government bodies, universities, utility companies and corporate organisations in Australia and overseas to manage over \$2.4billion in low-value procurement.

In July 2018 the company was named one of the Top 20 Westpac Businesses of Tomorrow, and received an award for Most Innovative Use of Technology from the Chartered Institute of Procurement and Supply.

VendorPanel originally came to prominence for its innovative approach and success in addressing governance, probity and value for money in low value (below tender) procurement spend. More recently, it has been recognised for innovation in helping organisations to use procurement to drive positive social impact and local economic development, through its ProcureForGood and BuyRegional initiatives in partnership with industry leaders.