

Procurement practices of government agencies in NSW

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ICT International researches, designs, manufactures and supplies instrumentation for the monitoring of soil, plant and atmosphere, as used in agriculture, forestry and environmental research and management both nationally and globally.

- 42 years of business, researching and designing Australian unique IP of which 90% is exported
- developing technologies for monitoring of plant water use and plant stress
R&D expenditure is \$500,000 each year
- products exported to 50+ countries each year
- 20+ employees (9x nations) – 3x PhD, and all other degree in soil/plant science or electronic/software engineering
- regional – Armidale, NSW
- 14,500 similar size (employee number) business in NSW (source AMGC)

The procurement practices of NSW government are so disjointed they are non-existent in the environmental industry as ICT International supplies in NSW

ICT International sell 5x more to Bayer in Missouri than NSW govt – same industry.

The government lacks any clear strategy to the management of agriculture, forests and national parks. Instead of undertaking monitoring, for example fire warning, that would concurrently build assets with a long-term view, such as assets of carbon and natural capital, the NSW government ends up with a bunch of cheap instruments which will have a use by date of about 3 years. The purchases could have been strategic with good quality instruments creating assets and owning functional instruments with long term calibration capability and an asset of carbon value data and natural capital value data, exceeding instrument costs by 1,000's of times. This also could have created regional employment = persons out of Sydney.

Mediocre people and mediocre decisions with no strategic intent equates to no human intellectual or environmental building for NSW.

Professional, subject or industry driven educated people are needed in procurement to drive excellence in environmental capacity building across NSW.

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