

**Neville Thiele**  
**Director: Services**  
**Rosalie Carling, Strategic Procurement Consultant**  
**University of South Australia**

**A Collaborative Procurement Approach – The True Story**

*Biographies*

Neville Thiele has been a staff member of the University of South Australia since its creation in 1992. He was appointed as Director: Services in 1993. Neville is actively involved in the Tertiary Education Facilities Management Association, and was an organizer of their inaugural conference held in Adelaide in September 2003.

Rosalie Carling is a procurement professional with 14 years experience, principally in the Finance Industry. Rosalie applies this experience to cover a diverse range of commodities and to deliver savings.

*Précis*

The three universities in South Australia came under political scrutiny in the late 1990's and into the earlier part of 2000's for the required need to have this number of higher education facilities. The current financial pressures on Australian universities reinforces the need for universities to control costs and maximise performance.

To take advantage of the potential benefits associated with collaborative procurement, Mark Legg from Flinders University, Bill Aukett from Adelaide University and Neville Thiele from the University of South Australia commenced working together. Their increased buying power in the market place was initially applied to the provision of Taxi Services and then A4 paper.

The case study will be presented by Neville Thiele, Director: Services at the University of South Australia and Rosalie Carling, Strategic Procurement Consultant, and will cover the requirement to know your current business, collaboration on outcomes and delivering the results.