



**Te Tāhuhu o
te Mātauranga**
Ministry of Education

School Property

Regional Supplier Programme

Supplier Market Engagement Briefing

June 2026



**Te Kāwanatanga
o Aotearoa**
New Zealand Government

Key information for participants



Probity

An independent probity auditor will oversee the engagement to support a fair and transparent approach. Probity queries can be directed using the contact details provided.



Participation

This is not a procurement process. Participation, or non-participation, will not provide any advantage or disadvantage in any future procurement.



Feedback

Suppliers are invited to provide written feedback using the response process outlined in this pack. Follow-up discussions may be held where further clarification is helpful.



Confidentiality

As part of their written response, suppliers should identify any information they consider commercially sensitive. Both parties will take reasonable steps to protect any confidential information.



Programme Commercial Lead

Maxwell-Taylor Hallett

School Property Programme Lead

David Hobern

Probity

Jonathan Roylance

Jonathan.Roylance@auditnz.parliament.nz


All questions should be submitted through the GETS Q&A function.

All feedback through SurveyMonkey

Why we are exploring change

The way we currently work isn't always resulting in value for money or delivering the best service for schools. Following the Ministerial Inquiry into School Property, we have been engaging with schools to better understand where the current approach is creating challenges and where improvements may be needed.

The current system is constrained by a range of complex and rigid processes that do not enable our suppliers to best deliver outcomes

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- Challenges for our Schools**
- Fragmented approaches that are difficult to navigate
 - Too slow to respond to school needs
 - Process driven rather than school centred
 - Inconsistent in delivery



- Work spread thinly across multiple arrangements/panel
- Requirements that change too often during delivery
- Limited certainty of pipeline
- No transparency for subcontractors



Challenges for our Suppliers

We want to better understand what's working well so we can do more of it, and what isn't so we can change it.

What we do today



A possible solution

We've developed an initial idea — the Regional Supplier Programme (RSP) which we think could help and want to understand if a regional supplier model delivers better value, service and outcomes than continuing to procure and manage projects individually through multiple panels.

The RSP Model would involve:



Shifting from project-by-project delivery to longer-term relationships with our suppliers



Allowing our suppliers to manage delivery across a forward pipeline of work



Suppliers working better together including consortia and subcontracting



Allocating future work based on performance, not just on tender responses



Building strong, ongoing relationships with suppliers who can meet a broad range of our needs, rather than relying on multiple separate panels for different project types or delivery methods



We are seeking supplier perspectives to help test and refine this concept before any decisions are made.

- The model is intended to support both building new classrooms and upgrading existing ones, with a more coordinated approach to planning and delivery.
- The initial intent is for the model to apply to School Property-led projects only.
- This excludes maintenance

We want to understand what would need to be true for this model to work well for Schools and suppliers

Proposed Regional Supplier Programme

THREE SERVICE REGIONS

Local delivery with national alignment



Suppliers are selected for capability, capacity, local knowledge and values. Competition in each region drives performance and value.

A PIPELINE OF WORK

Planned, prioritised and transparent



SCOPE OF WORK

End-to-end delivery for our schools



Maintenance is out of scope.

OUR DELIVERY MODEL – ONE LEAD, THE RIGHT TEAM

Regional consortia or main contractors lead delivery, working with the right trades and partners to deliver the full scope of work.



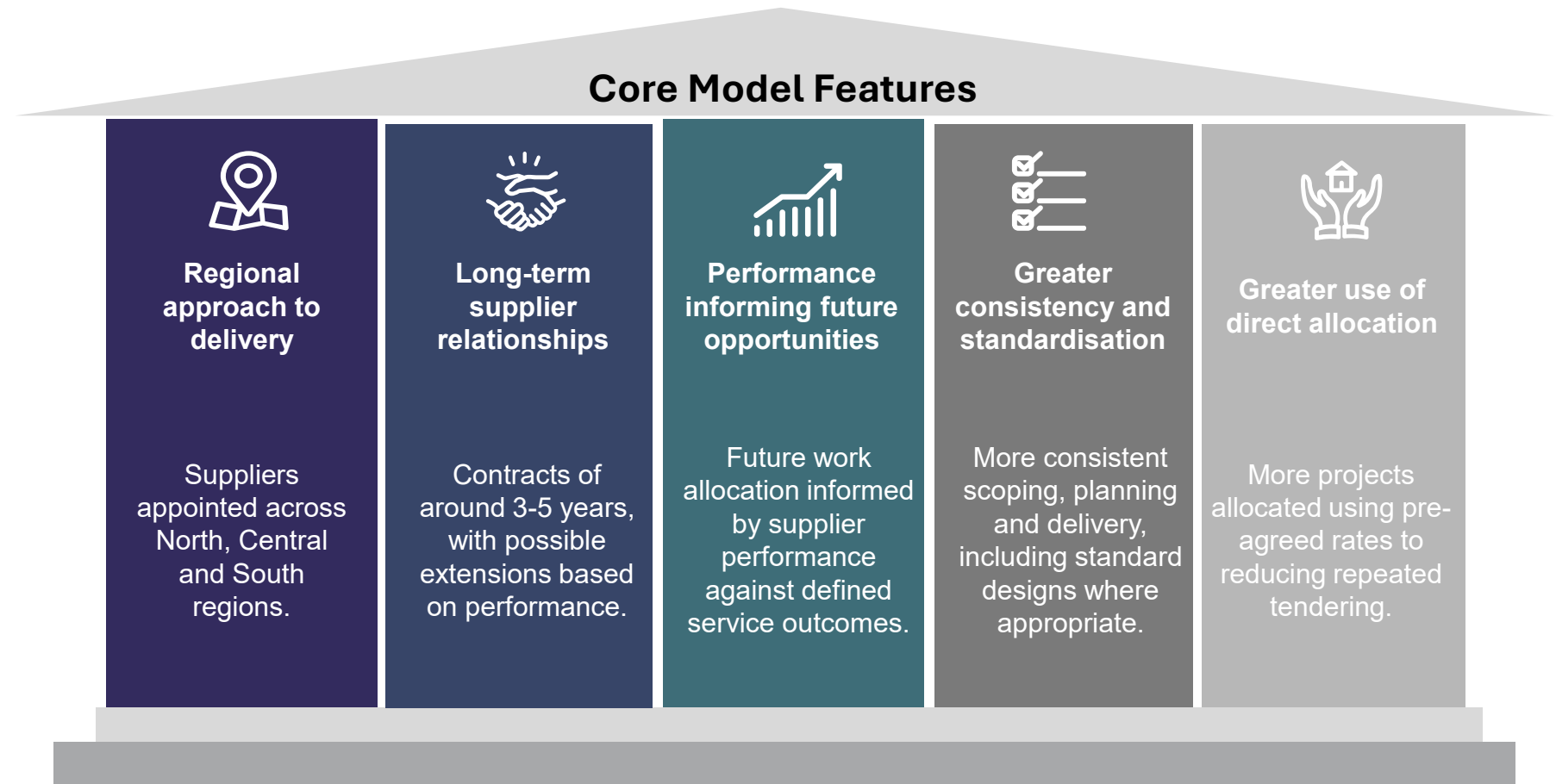
- ✓ One team. One contract. One point of accountability.
- ✓ Modern building methods used where appropriate
- ✓ Flexible and scalable to deliver the right work, at the right time.

How the model would work

The proposed RSP model is a regional, portfolio-based delivery model designed to support stronger supplier relationships, more consistent outcomes and better value.

Under the RSP Model

- School Property would define project needs, outcomes and requirements.
- Work would be allocated across regional suppliers, with clearer visibility of the pipeline.
- Suppliers are empowered to plan, sequence and deliver work within those requirements and to tell us what isn't working



Feedback we are seeking

We are seeking practical supplier input on how the proposed RSP model could work in the market and what would be needed to make it effective.

How to participate

- Review the engagement materials and feedback questions.
- Submit written feedback using the structured survey response.
- Use the Q&A process outlined through GETS for clarification questions.
- School Property may request a follow-up session to clarify your written response.

We want your input on:

- How the model would work in practice across different project types and school contexts
- How it may affect different parts of the market, including regional, specialist and subcontractor suppliers
- What would need to change for the model to work well
- Key risks, challenges or unintended consequences
- Whether the model supports broad market participation with subcontractors
- Whether the proposed commercial and delivery settings are workable in practice



Engagement timeline and process

Suppliers will review the engagement materials, provide written feedback, and may be invited to follow-up sessions before feedback is consolidated.



He mea tārai e mātou te mātauranga
kia rangatira ai, kia mana taurite ai ōna huanga.

We shape an education system that delivers
equitable and excellent outcomes.
