

Media Release

Supply Nation launches new report to strengthen Indigenous procurement partnerships and drive economic empowerment

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Images for download available [here](#).

Supply Nation has launched a pioneering new report designed to support the next phase of Indigenous procurement and ensure continued economic empowerment, greater self-determination and sustainable economic opportunity for Indigenous businesses.

Pathways to Partnership provides practical guidance for Supply Nation's verified Indigenous businesses and corporate, government and not-for-profit members to strengthen existing commercial relationships and build mutually beneficial, long-term partnerships.

Drawing on research undertaken by the Jumbunna Institute for Indigenous Education and Research at the University of Technology Sydney (UTS) and commissioned by Supply Nation, the report identifies the factors that underpin successful Indigenous procurement partnerships.

The document is designed to provide practical guidance and a toolkit that can be accessed by business leaders and procurement professionals to guide open and meaningful conversations resulting in real world outcomes and shared value.

The *Pathways to Partnership* framework identifies three foundational conditions, which are organisational enablers that allow Indigenous procurement commitments to be translated into sustained action. They are leadership and organisational commitment; understanding procurement systems and enabling system change; and governance, accountability and measuring success.

The report also provides criteria on five success factors. These are research informed practices that Supply Nation suppliers and members can apply to strengthen partnerships and create lasting economic, cultural and community value.

The Indigenous business sector continues to grow, contributing to Australia's economic resilience, jobs growth and innovation. In the 2024-25 financial year, Supply Nation's corporate, government and not-for-profit members recorded a total of over \$5.83 billion in procurement with verified Indigenous businesses.

Federal, state and territory governments continue to perform well in committing to procurement from verified Indigenous businesses. A significant opportunity exists at the local government level to form

stronger partnerships and commit to procurement targets to enhance economic empowerment and generate local spending and jobs growth.

Supply Nation's report *The Sleeping Giant Rises* found that for every dollar of revenue produced by Indigenous-owned businesses, \$3.66 of positive economic and social value was generated into the Australian economy. Indigenous businesses create this value purely by operating as a business; it excludes any formal or informal support or other philanthropic programs.

As Indigenous businesses and procurement commitments continue to grow, *Pathways to Partnership* provides a practical roadmap for organisations to deepen commercial relationships and ensure Indigenous procurement delivers sustained economic, cultural and community outcomes.

Supply Nation Registered and Certified Indigenous businesses and Members gain exclusive access to the full *Pathways to Partnership* toolkit by logging in at ibd.supplynation.org.au.

To read the full report, visit the Supply Nation website [here](#).

Supply Nation CEO Kate Russell said:

"While progress has been made, there remains a gap between policy intent, organisational commitment, and day-to-day procurement practice. The *Pathways to Partnership* report is about bridging those gaps and building genuine, long-term partnerships with Indigenous businesses.

"The goal should be sustainable partnerships, not simply transactions or meeting an arbitrary target. Understanding the deep connections many Indigenous businesses have to Country, Community and Culture can create stronger commercial relationships and deliver broader Environmental, Social and Governance (ESG) outcomes.

"Strengthening these partnerships is a win-win for business. It also supports good governance and greater confidence across supply chains, including through stronger safeguards against practices such as 'black cladding' and ensuring procurement professionals are engaging with genuine Indigenous businesses."

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