

Key acronyms

ABN	Australian Business Number	ISO	International Organisation for Standardisation
APP	Aboriginal Procurement Policy	ITR	Invitation to Register
ATM	Approach to Market	QMS	Quality Management System
BCA	Business Council of Australia	USP	Unique Selling Proposition
CCP	Contract Change Proposals	UVP	Unique Value Proposition
CN	Contract Notice	RFI	Request for Information
CPR	Commonwealth Procurement Rules	RFP	Request for Proposal
COT/C	Conditions of Tender / Contract	RFQ	Request for Quote
EOI	Expression of Interest	RFT	Request for Tender
GFM	Government Furnished Materials	SON	Standing Offer Notice
GST	Goods and Services Tax	SOW	Statement of Work
IBR	Indigenous Business Direct		
ICN	Industry Capability Network		
IPP	Intellectual Property		
IPP	Indigenous Procurement Policy		

Other helpful information

Find case studies, examples and links to business support services all via the "Winning" guide on Supply Nation's website.

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