

Tasmanian Industry Participation Plan

<Procurement ID - Procurement Title>

The Tasmanian Government is committed to maximising opportunities for local suppliers to compete for and win Government procurements. Suppliers/proponents are requested to prepare a Tasmanian Industry Participation Plan (TIPP):

- for all procurements with a value exceeding \$5 million;
- for nominated procurements (at the discretion of the procuring Government entity) greater than \$2 million and up to (and including) \$5 million; and
- for private sector projects valued at over \$5 million that receive support, including in-kind support, valued at or greater than \$500 000 from the Government.

Procurement details

Procurement ID	IS-69
Procurement title	Department of Health. Consultancy Services Panel for Health Infrastructure Projects
Name of Responsible Agency/Entity	Department of Health

Supplier details

Name of supplier	Hames Sharley (VIC) Pty Ltd
Contact details for supplier	Mr Ian Piggott (Associate Director) 0421 706 347 i.piggott@hamesharley.com.au Mr Phillip Parker (Principal / Health Portfolio Lead) 0400 219 931 p.parker@hamesharley.com.au Level 3, Podium, 530 Collins Street, Melbourne VIC 3000

Are you a Tasmanian SME*? Do you employ Tasmanians?

Are you a Tasmanian SME?

No. However Hames Sharley is active in the Tasmanian market. Hames Sharley currently does not have a Tasmanian Studio.

Hames Sharley's strategic plan includes providing services locally in every state and territory. We are working towards achieving this with studios yet to be opened in Tasmania and ACT.

Our Studio in the Northern Territory is a great example of a local and permanent studio that was established after being awarded a sizeable project in Darwin. This studio is now 20+ years old and is the only national architectural practice located in Darwin employing eight staff.

How many Tasmanian jobs will be supported by this procurement activity?

Hames Sharley is committed to supporting local industry development, through delivering projects in capital cities, metropolitan and regional areas across Australia. We will directly contribute to creating jobs by employing local talent, engaging local trades and services and purchasing locally sourced materials.

We will also be subcontracting and inviting local businesses to tender for projects we are involved in. We will not seek subcontractors or suppliers outside Tasmania unless it is specifically requested and/or if the product, services, or quality required are unavailable locally.

As consultants for this panel, we will utilise where possible Tasmanian resources (businesses and materials) for work commissioned.

It is our intention to assist the Tasmanian government in its promotion of supporting the local economy and generating opportunities for Tasmanians by:

- Exploring the capacity of local businesses to meet supply requirements.
- Engaging/partnering with local sub consultants and professional services businesses who are headquartered or maintain permanent operations locally, with experience in successfully delivering health planning and design to assist with the delivery of future contracts.
- Maximising the opportunities where local products can be incorporated into the fit-out design.
- Providing fair and reasonable opportunity for locally based trades to supply products and services that are cost efficient and sustainable.
- Maximising the short-lead time to obtain local products.

Employment creation and growth in small industry service sectors will be the main benefactors of this policy.

Our commitment to local resources and businesses will also contribute to the wider economic standing of Tasmania.

How many people do you employ in Tasmania?

We currently employ one person working with our Urban Development team who lives and works from Tasmania.

As a panel consultant, we will potentially be provided with the opportunity to employ local designers, and procure local subconsultants/professional service providers which will contribute to the Tasmanian labour market and economy.

Provide an estimate of the number of labour hours worked by Tasmanian-based employees versus other employees.

Dependant on the projects offered and skills required, this would vary. In the short term whilst we establish ourselves in Tasmania it would be 0%.

Would any new Tasmanian jobs be created by the proposed contract - how many? If you are not a Tasmanian SME, will you be setting up a local Tasmanian office and employing local staff?

It is Hames Sharley's intention to provide services locally in every state and territory of Australia. We are working towards achieving this with studios yet to be opened in Tasmania and ACT.

As a panel consultant this will potentially provide Hames Sharley the opportunity to establish a Tasmanian studio that will provide employment opportunities for locally based talent and economic benefits.

In the immediate term whilst Hames Sharley is achieving the above aim, we will contribute to the Tasmanian job market by partnering when required with local businesses.

Where are the goods or services to be used in the contract sourced from?

Does your business provide all the goods and services identified in your submission?

Hames Sharley will provide all architectural and health planning goods and services identified in the submission from our national pool of talented health planners, architects, and urban and interior designers.

If not, will the goods or services identified in your submission be provided by or sourced from Tasmanian SMEs? If possible, provide a list.

Hames Sharley will seek to engage with specialist local sub consultants and professional service businesses (i.e., engineers, DDA consultants, surveyors and cost planners, etc) to provide any professional services required to inform the architectural and health planning scope.

Hames Sharley has via past projects in Hobart an established relationship with the local Tasmanian teams of Davis Langdon and JMG engineers and planners who have direct relationship with other sub consultants and subcontractors such as Surveyors, Geotech Consultants, etc.

Provide an estimate of the value of locally sourced goods and services versus imported.

Dependent on the project and sub consultants required this could vary from 0-60% of the total fees.

Outline how your submission will incorporate local products, services and capabilities.

As consultants for this panel, we will utilise Tasmanian resources (businesses and materials) for any work commissioned.

It is our intention to support the Tasmanian government in its promotion of supporting the local economy and generating opportunities for Tasmanians by:

- Exploring the capacity of local businesses to meet supply requirements.
- Engaging/partnering with local sub consultants and professional services businesses who are headquartered or maintain permanent operations locally, with experience in successfully delivering health planning and design to assist with the delivery of future contracts.
- Maximising the opportunities where local products can be incorporated into designs.
- Providing fair and reasonable opportunity for locally based trades to supply products and services that are cost efficient and sustainable.
- Maximising the short-lead time to obtain local products and materials.

Employment creation and growth in small industry service sectors will be the main benefactors of this approach.

Our commitment to local resources and businesses will also contribute to the wider economic standing of Tasmania.

Opportunity for Tasmanian SME* involvement

Hames Sharley will involve other Tasmanian businesses by subcontracting and inviting local businesses to tender for any work we are involved in. We will not seek subcontractors of suppliers outside Tasmania unless specifically requested and only if the product or services required are unavailable locally.

We have established local relationships in Tasmania and will look to continue to develop more through industry channels. Hames Sharley will identify and engage local sub-consultants and sub-contractors by liaising with Tasmanian Industry Associations, including the Tasmanian Institute of Architects, Building Designers Association, Property Council of Australia; Engineers Australia – Tasmanian Division to name a few.

Our design process requires our teams to identify and communicate with local suppliers directly as a priority, as local suppliers typically re-circulate their revenue directly to residents and businesses in the local area, which in turn provides greater benefit to the local economy.

Dependent on the opportunities that are requested of us we will partner with local architectural companies to efficiently deliver projects.

Broader social and economic opportunities

Hames Sharley's vision is **'Enabling Communities to Flourish'** and we implement principles around community and social responsibility within every project, targeted to the requirements of the States and Territories that we operate within. We understand that economic growth of our company and clients is linked to the social and economic wellbeing of our employees and wider community.

Hames Sharley will provide broader social and economic opportunities by supporting local furniture designers, suppliers and artisans on all our projects, backing up local communities, micro economies and sustainable design. This includes supporting the first peoples of Australia in their own ventures and enterprises a strategy embedded in the Hames Sharley Reconciliation Action Plan (RAP).

If appointment by the Tasmanian Government to provide health planning and design services, this will allow us to directly contribute to job creation, retention of employees and development of local industry skills.

Examples of support that we provide in our other studios include the provision of scholarships to students with direct employment within the group, community support through various sponsorships, volunteering, and participation in local community events. Hames Sharley's vision requires us to, and we will look to engage in a similar manner as our other studios.

Local innovative solutions

Hames Sharley has developed specialist areas of knowledge that are led by Portfolio Leaders (SME's). Portfolio Leaders are highly qualified individuals renowned for their capability and contribution to their respective sector. They are responsible for the development and growth of their portfolios and play an active role in the research and cross pollination of their skills and knowledge to employees, customers, and the general community.

Our portfolios include:

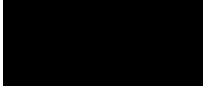
- Health
- Office and Industrial
- Workplace
- Education, Science and Research
- Retail & Town Centres
- Urban Development
- Public and Culture
- Sport & Recreation
- Residential

Our portfolio experts and champions are not defined geographically but selected on skill and knowledge.

Our design review process requires that these experts are involved in all project reviews and therefore ensuring that the latest in thinking and experience on projects is delivered. This knowledge will be passed on to our clients and the local sub consultants, subcontractors that are used on projects.

As a national practice we bring to all our projects the latest in technologies with the implementation of BIM, virtual reality and office management technologies. Having this expertise within the practice allows us to seamlessly blend that expertise with our Hames Sharley design process. This ensures that our design solutions become an integral part of their environment and their community.

If appointment by the Tasmanian Government to provide health planning and design services, this will allow us to directly contribute to job creation, retention of employees and development of local industry skills.

Completed and endorsed	Harold Perks, Director Hames Sharley (VIC) Pty Ltd  (Signature) 20 October 2022 (Date)
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*A Tasmanian SME is a Tasmanian business employing less than 200 people