

Tasmanian Industry Participation Plan (template/guide)

The Tasmanian Government is committed to maximising opportunities for local SME¹ businesses to compete for and win Government procurements. Suppliers/proponents are requested to prepare a Tasmanian Industry Participation Plan:

- 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 \$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.

This Plan is your opportunity to demonstrate how your submission will positively impact on the local industry/economy. You do not need to answer all of the questions below and your submission may not necessarily be limited to these issues (which are provided as prompts). You will need to ensure you can verify the information you submit and where possible should provide actual numbers of staff (full-time equivalent)/values of goods and/or services.

For procurements, the Tasmanian Industry Participation Plan is an essential part of your submission and will be used by the procuring entity to evaluate your submission. In these circumstances, the Plan will contribute a minimum of 20% of the procurement evaluation. Suppliers that fail to submit a Plan will receive a zero score in relation to this criterion.

Procurement details

Procurement Reference No.	RFT DOH-5863H
Procurement title	Ophthalmology Services
Name of Responsible Agency/Entity	Tasmania Health Services

Supplier details

Name of supplier	The Eye Hospital
Contact details for supplier	Benjamin Roberts The Eye Hospital 262 Charles Street Launceston, TAS, 7250

Local SME industry impact

¹ Local SME are Australian and New Zealand businesses employing less than 200 people.

What is the direct local impact of your business?

The Eye Hospital is a well-established facility with good community perceptions currently employing around 50 local employees, nurses, doctors and administration staff. There is the potential to increase the number of staff with the provision of ophthalmic surgical services.

Many of the staff and doctors working at The Eye Hospital have substantial investment in the local communities of greater Launceston; children in local schools and undertaking sport with local clubs. The staff, doctors and families predominantly reside within the greater Launceston area, owning homes and contributing to paying rates and utilising services that employ other members of the community.

Our consultants are regular speakers for local community organisations such as Rotary and Lions. These opportunities enable us to reach the wider community and raise the awareness of ophthalmic eye health to improve the public understanding of common eye conditions by dissemination of accurate and relevant information about eye disease and treatment.

Regular patient and carer support sessions are held at our medical centre for patients with Age Related Macula Degeneration (AMD).

General Practitioners and Optometrist education is provided through out the year to the community and regions.

The Eye Institute one of the associated Ophthalmic Clinics provide art gallery and student education in the ophthalmic clinic setting for Waverley primary school.

Our Doctors provide ophthalmology services to Flinders Island up to 4 times per year with a focus on indigenous patients. Doctors also provide services to St Helens, Burnie and Ulverstone on a very regular basis.

Goods and services to be utilised in the contract

Identify the goods and/or services you expect to purchase in order to complete the contract and provide the requested information in relation to same, where known.

Opportunity for local SME involvement

Will you source components of your offer from other local SME companies/sub-contractors or is there new work to be undertaken locally as a result of you fulfilling the contract or workers travelling to the local area to undertake the work? How much?

The clinical services supplied to undertake this contract include 100% of the Ophthalmologists residing in and currently servicing the North Region /Launceston and North West Region.

100% of our employed staff are Tasmanian residents.

Detail how you intend to identify and engage with sub-contractors and/or other SMEs in relation to the delivery of the contract including your supply chain ie use of existing supply chains, advertising of sub-contracting or supply opportunities, liaison with industry groups, etc.

The Eye Hospital has held this contract for many years and actively sources and engages local sub-contractors and supply companies.

Detail the process that you are to undertake to ensure that local SMEs are not to be disadvantaged where competing with other suppliers in the provision of goods or services to be used as part of this contract (ie unpacking of procurements into smaller components so that local SMEs can compete more effectively etc).

Local Supply companies are The Eye Hospitals preferred suppliers and are utilised as much as possible.

The current contract for ophthalmology services enables a higher utilisation of these services than what would be required if The Eye Hospital were not successful.

Broader economic opportunities

Are there any other impacts that your business and/or this specific supply will provide to the local/regional economy?

The provision of the contract may require the employment of additional staff in the areas of administration and sterilising. The Eye Hospital has a history of encouraging and supporting trainees in these areas. The Eye Hospital employees' local graduate nurses increasing the retention rate of qualified nurses in the local area.

Note: Where determined appropriate by the procuring entity, the supplier's obligations under this Plan are to be captured in the contract and monitored as part of the contract performance.

Completed and endorsed (Supplier)

Peter Freeleagus

13/08/2019