Attachment 6: Tasmanian Industry Participation Plan / Economic and Social Benefits Statement template

Tasmanian Government Buy Local Policy

Tasmanian Industry Participation Plan

DECYP 2141 – ICT Professional Services Panel of Provider

The Tasmanian Government is committed to maximising opportunities for local suppliers to compete for and win Government contracts. 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/Project details

Procurement/Project ID	ICT Professional Services Panel of Providers
Procurement/Project title	DECYP 2141
Name of Responsible Agency/Entity	Department for Education, Children and Young People

Supplier details

Name of supplier	***S.J.A.S. Pty Ltd trading as Phase 2 Consulting***
Contact details for supplier	***Mr Scott Strachan*** ***Director*** ***0477 383 111*** ***GPO Box 174, Hobart Tasmania 7001***

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

Phase 2 Consulting operates as the consulting arm of S.J.A.S. Pty Ltd, a proprietary limited company based in Tasmania. As a Small to Medium Enterprise, we are committed to supporting the Tasmanian Information and Communications Technologies (ICT) sector.

Led by Scott Strachan (Director) and Melanie Strachan (Managing Director), both long-time Tasmania residents with extensive experience in the ICT industry, S.J.A.S.

Pty Ltd has been in operation since 2000. Recognising the evolving needs of the local ICT sector, we established Phase 2 Consulting in 2022 to provide specialised consulting services. Since then, we have built a strong network of project delivery specialists across Tasmania and Australia.

With expertise in Project Management and Business Analysis, we leverage both local and interstate talent to deliver tailored solutions to our clients. Our ability to draw from a diverse and skilled resource pool ensures we meet the demands of complex projects with the right expertise.

Phase 2 Consulting has a proven track record of delivering critical initiatives in Tasmania. Recently, we played a leading role in executing various projects under the Tasmania Health Digital Health Strategy. In this engagement:

- *40% of our team was locally based in Tasmania,*
- *30% relocated to Tasmania after securing this engagement, and*
- *30% contributed remotely, traveling as needed to meet client requirements.*

For future engagements, we aim to maximise the involvement of our local team members.

Our Managing Director, Melanie Strachan, is actively involved in Tasmania's ICT community and serves on the Board of Directors for the Project Management Institute, Tasmania Chapter and is a member of other local professional associations including TasICT and AIPM. She is also working actively with the Australasian Institute of Digital Health to open a local Tasmanian Chapter.

Looking ahead, our goal is to continue delivering high-quality services in Project Management and Business Analysis while expanding into new ICT professional domains. The number of jobs supported through this procurement will depend on the opportunities provided by the Education Department. We are confident in our ability to meet these needs and are eager to grow our presence, expand our local infrastructure, and contribute to the ongoing development of Tasmania's ICT industry

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

Under this engagement, Phase 2 Consulting will prioritise our local resources to deliver Education Department's desired initiatives. If additional capacity is needed, we will then draw from our interstate team. With a strong focus on Project Management and Business Analysis, we are confident in our ability to meet project demands. Additionally, we are eager to explore horizontal growth into other ICT professional domains, expanding our presence and infrastructure while continuing to support the growth and maturity of Tasmania's ICT industry.

This delivery model has been successfully implemented in our work with Tasmania Health. In that engagement:

- *40% of our team was locally based in Tasmania,*
- *30% relocated to Tasmania after securing this engagement, and*
- *30% contributed remotely, traveling as needed to meet client requirements.*

Our annual turnover for the above engagement has been $1.5 million, and for future projects, we remain committed to maximising the involvement of our local team members.

Phase 2 Consulting is dedicated to supporting the local industry. Whenever possible, we prioritise sourcing products and services from Tasmanian-owned businesses and suppliers.

We also encourage our team members to be actively engaged in the local ICT community. Our team participates in professional organizations such as TasICT, the Project Management Institute (PMI) Tasmania Chapter, the Change Management Institute Tasmania Chapter, and the Australian Institute of Project Management Tasmania Chapter.

Our Managing Director, Melanie Strachan, serves on the Board of Directors for the Project Management Institute Tasmania Chapter and has been actively working to establish a local chapter of the Australian Institute of Digital Health.

Opportunity for Tasmanian SME* involvement

Phase 2 Consulting has strong relationships with other Tasmanian SME organisations. We have previously collaborated on joint tenders to expand the range of services available to local businesses and institutions. Additionally, we are open to supporting and working in collaboration with other local labour hire organisations to meet the requirements of this engagement. Our goal is to invest in Tasmania and strengthen our operations within the state.

With our extensive involvement in the local ICT industry and professional associations, we are well-positioned to leverage our established networks to source the expertise needed for this engagement.

Furthermore, through our active participation in local professional associations, we remain committed to fostering the growth and maturity of Tasmania's ICT industry by continuing to contribute our time and expertise through local volunteer associations.

Broader social and economic opportunities

Phase 2 Consulting remains committed to actively engaging in and contributing to Tasmania's ICT industry. Our team members actively participate in local professional associations, including TasICT, the Project Management Institute (PMI) Tasmania Chapter, the Change Management Institute Tasmania Chapter, and the Australian Institute of Project Management Tasmania Chapter.

Our Managing Director, Melanie Strachan, serves on the Board of Directors for the PMI Tasmania Chapter and has been actively working to establish a local chapter of the Australian Institute of Digital Health. We are passionate about strengthening Tasmania's project delivery capabilities to drive better outcomes for the local community.

Melanie has also delivered training courses and information sessions on a volunteer basis, including sessions on Benefits Realisation to help project professionals maximise and track the impact of their initiatives for Tasmania's economy and community. She is also scheduled to present on the value of Project Management Offices (PMOs) in optimising project outcomes at the PMI Conference in April 2025. Additionally, she has served as a PMI mentor, guiding junior project professionals in Tasmania through the formal PMI mentoring program.

Through this engagement, we aim to upskill our team and mentor local professionals to strengthen Tasmania's project management capabilities. This may include training and supporting junior project professionals and trainees, equipping them with the skills needed to contribute effectively to this engagement and future projects.

Local innovative solutions

Our Managing Director, Melanie, is a recognised industry expert in Value Delivery and Benefits Realisation. She has delivered training sessions and industry briefings on these topics through her involvement with local Project Management professional associations.

Passionate about enhancing project management capabilities across Tasmania, Phase 2 Consulting is dedicated to strengthening expertise in project delivery, business analysis, and benefits realisation.

Ask us how we can help your organisation maximise project outcomes and value.