

## **RESPONSE SCHEDULES**

### **Response Schedule E – Tasmanian Industry Participation Plan**

#### **Tasmanian Industry Participation Plan (template/guide)**

The Tasmanian Government is committed to maximising opportunities for local SME<sup>1</sup> 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 10% of the procurement evaluation. Suppliers that fail to submit a Plan will receive a zero score in relation to this criterion.

#### ***Procurement details***

<b>Procurement Reference No.</b>	
<b>Procurement title</b>	
<b>Name of Responsible Agency/Entity</b>	

#### ***Supplier details***

<sup>1</sup> Local SME are Australian and New Zealand businesses employing less than 200 people.

<b>Name of supplier</b>	Extend Medical
<b>Contact details for supplier</b>	03 8060 1824

**Local SME industry impact**

What is the direct local impact of your business?

*Extend Medical staff travel regularly to Tasmania to provide services. Growth in the number of goods provided would necessitate the employment of a local sales representative.*

**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.

<b>Identified goods or services</b>	<b>Total estimated value</b>	<b>Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)</b>	<b>Location of supplier (where already determined through existing supply chain arrangements)</b>	<b>If supplier not yet determined, is there a local SME market for same? (Yes/No)</b>
Freight	\$5,000 pa	Smartways	HQ in NSW, local drivers in TAS	
Marketing and Events	Depending on demand driven by tender			Yes

### **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?

*Marketing and Events, such as dinners, training etc, would be sourced through local SMEs.*

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.

*Seeking advice from locals and searching providers within the local area.*

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).

*Seeking quotes from local SMEs in the first place and only making it available to others if no local providers are available.*

### **Broader economic opportunities**

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

*Examples: Your supply may lead to: new skills being developed locally; trainees/apprentices being appointed; cross transfer skills to a local SME partner/sub-contractor; your company (if you are not a local SME) setting up an office/employing local staff; scale for you to take your products/services interstate/overseas; local community sponsorship etc.*

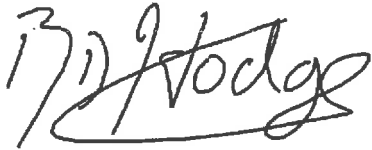
Employment of a new sales representative would lead to ongoing training and education to ensure appropriate skillsets.

**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)**

Ben Hodge - Director

.....  
(Name and position – print)

A handwritten signature in black ink that reads "Ben Hodge". The signature is written in a cursive style with a large, sweeping underline that loops back under the name.

.....  
(Signature)

25 / 01 / 2017

(Date)