

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 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 10% 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.	
Procurement title	
Name of Responsible Agency/Entity	

Supplier details

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

Name of supplier	
Contact details for supplier	

Local SME industry impact

What is the direct local impact of your business?

Examples: Are you a local SME (how many people do you employ, where is your business located, what is the ownership)? How many people do you employ in Tasmania? Would any new SME jobs be created by the proposed contract - how many?

We aim to create two Sales Associate roles with indefinite employment period in the next 12-24 months should we be successful in this tender.

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.

Identified goods or services	Total estimated value	Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)	Location of supplier (where already determined through existing supply chain arrangements)	If supplier not yet determined, is there a local SME market for same? (Yes/No)
Logistic Services	\$10K	Toll Priority, Startrack	Statewide	
Building Rent	\$2500	Kennards Storage	Statewide	
Catering	\$800	Oliver Tree Catering & Hire	TAS	
Site office	\$20K	LJ Hooker	Statewide	
Finance/Accounting	\$5k	BDO	Statewide	
Utilities	\$5K	Telstra, Energy Australia	Statewide	
Venue hire/Events	\$8K	Leishman Associates	TAS	
Legal	\$5K	TressCox	Sydney	
Insurance/Work Cover	\$500	Allianz	TAS	

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?

Administrative functions would include various support from our headquarters in NSW such as Customer Service & Purchasing, Human Resources, Payroll, Office manager and Quality Management supports. It would definitely allow us to move these functions to TAS should we be successful in this tender.

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.

Administrative functions would include various support from our headquarters in NSW such as Customer Service & Purchasing, Human Resources, Payroll, Office manager and Quality Management supports. It would definitely allow us to move these functions to TAS should we be successful in this tender.

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).

Being part of the Medical Devices Industry will certainly support in the development of these opportunities. We have the intentions to manufacture in TAS, but we do not currently manufacture in TAS. We are in the process of evaluating sites of manufacturing implants. If KLS Martin Australia becomes successful, it will help to strengthen the sites in TAS that we have in plans. We do have the intentions to distribute our products and services from TAS, by creating a distribution hub to distribute should we become successful. There will not be an intention to build or develop plant and equipment in TAS. The plan is to utilise the Oceania S.O.R.G surgeons group and liaising with TAS Health Clinical to develop any new research opportunities/collaborations in the next 12-24months.

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.

Administrative functions would include various support from our headquarters in NSW such as Customer Service & Purchasing, Human Resources, Payroll, Office manager and Quality Management supports. It would definitely allow us to move these functions to TAS should we be successful in this tender.

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)

.....
(Name and position – print)

.....
(Signature)

...../...../.....
(Date)