

Tasmanian Industry Participation Plan

Procurement details

Procurement Reference No.	DHHS-5700S
Procurement title	Services to the Major Tasmanian Public Hospitals (outlying buildings), Wilfred Lopes Centre and Ashely Youth Detention Centre
Name of Responsible Agency/Entity	Department of Health and Human Services

Supplier details

Name of supplier	Wilson Security Pty Limited
Contact details for supplier	Derek Hagstrom (03) 9452 0797/ 0407 104 587

Introduction

The Wilson Group has made a significant commitment to the Tasmanian market, investing in the opening of offices in Devonport and Hobart. We also have a strong management team based in Tasmania, including a State Operations Manager, Operations Coordinator and Client Services Manager. Our commitment to growing our business across the state is reinforced through our servicing of security contracts for the Magistrates Court of Tasmania in the Northern and Southern regions, Department of Defence, Nyrstar in Hobart, TT-Line in Devonport and our recent acquisition of DCM Security Services.

Community Involvement Local Development

We are committed to local development; we understand that our success relies on the support of the communities in which we operate and we recognise that it is important for us to provide employment and business opportunities in return. Each new contract we secure in Tasmania and Melbourne allows us to take on new staff and provide training and career development opportunities to our team.

As a local business we are committed to the following:

- Providing more choice and competition in the local industry, which will increase quality and encourage more competitive pricing
- Aiding the employment market by providing job opportunities to the local population
- Sourcing goods and services from local suppliers. Our procurement policy underpins our identification of local products and capabilities and states that locally produced or delivered goods and services should be preferred in order to support local communities. This includes the procurement of vehicles, uniforms, signage, fuel and radio/communications equipment
- Our RTO accreditation allows us to maintain the capability to design, manage and deliver our own training packages internally. This enables us to increase the skills of employees in Tasmania and Melbourne

- Supporting local community groups who are crucial to the local way of life.

Community Engagement

We understand the importance of local development and it is important to us to provide employment and business opportunities in the communities in which we are based.



We hope to develop stronger ties to the community in Hobart, Devonport and across Tasmania as we increase our footprint in the State. As part of our commitment to local community engagement, we have negotiated a sponsorship agreement with Cricket Tasmania and Devonport Surf Life Saving Club.

— Cricket Tasmania – Hobart Hurricanes

Wilson sponsored Cricket Tasmania and the local Hobart Hurricanes during the 2015/2016 season of the T20 Big Bash League (BBL05). The Hobart Hurricanes take pride in being a big part of the local community and as a commercial partner, Wilson is able to support the development of sport in Tasmania while positively impacting the local community. Wilson's local staff and clients were able to participate in this initiative through corporate tickets and invitations to other related events.



— Devonport Life Saving Club

Wilson has entered into a sponsorship arrangement with the Devonport Life Saving Club. We are the uniform sponsor and look forward to a fruitful relationship with the Club as time progresses.

Local Tasmanian Offices:

Hobart: 3A Burnett Street North Hobart TAS 7002

Devonport: Unit 1 2 Stewart Street Devonport TAS 7310

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?

The Wilson Group, including Wilson Security is a national business that strives to operate like a local business: directly employing local staff and managers, providing our local teams with the autonomy to successfully and efficiently deliver their contracts, and offering every client regular communication and customer-focused commitment. Wilson Security Pty Ltd is a wholly owned subsidiary of Wilson Parking Australia 1992 Pty Ltd.

We are committed to growing our business in Tasmania and providing employment, training and career development opportunities for Tasmanians. We recently opened local branches in Hobart and Devonport and currently employ over 114 personnel in Tasmania. As we continue to grow our business and contract base, we anticipate this number to grow significantly.

If successful in our bid, we anticipate that the DHHS contract will bring the number of permanent, direct staff to 169 in Tasmania through offering employment to incumbent personnel approved by DHHS.

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)
Alarm Monitoring	\$7,500 per annum	Mekina Technologies	Hobart	Not Applicable
Mobile Patrols and Escort duties	\$25,000 per annum	Elite Protective Services (Tas) Pty Ltd	Scottsdale	Not Applicable

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?

Wilson Security will be engaging local subcontractor Mekina Technologies and SPT Security who will provide services directly to the DHHS contract. In addition, we will engage other local providers for the purchase of mobile phones, torches and production of identification cards for new personnel; other than incumbent staff.

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.

Wilson Security has an existing working relationship with Mekina Technologies and SPT Security through a variety of other contracts with which we both work. Mekina Technologies and SPT Security are engaged under the Wilson Security Subcontractor Management program and must fulfil the following annual audited criteria. These criteria include (but not limited to):

- Master Security Licence (active)
- Copies of security licenses for personnel
- Financial capacity
- Insurances i.e. WorkCover & Public Liability
- Legal instruments for employee remuneration
- Safety and Quality Systems.

Additional Personnel

While we intend to staff the contract with directly employed personnel, there may be opportunities for local SMEs in a support capacity. Ad hoc/surge support will be sourced from among our direct resources in the first instance (within the DHHS staff pool), or from local providers.

We also anticipate some potential flow-on benefit from this and other local contracts to a variety of Tasmanian businesses. As we secure more contracts in Tasmania, we also anticipate that our national management team will be required to travel more widely and frequently within the state to pursue opportunities and support our Tasmanian-based teams. This is expected to provide benefits to local travel and hospitality providers.

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).

Wilson Security operates within the guidelines of provision of payment under the Security Services Industry Award 2010. Under this award any or all allowances are paid to the employee and conditions of employment also met under this model.

In respect of this, we will not be disadvantaging any other competitor regardless of size. We wish to offer incumbent personnel positions to ensure retention of employment and benefits.

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.

Wilson Security appreciates the value of local development – our success relies on the support of the communities in which we operate, and we recognise that it is important for us to provide employment and business opportunities in return. Our local managers are empowered to make

decisions regarding local impact, support and sponsorships within their communities, and we offer support to a wide range of community events, charitable causes and local clubs in the areas in which we operate.

As part of our commitment to local community and engagement, we have negotiated a sponsorship agreement with Devonport Surf Life Saving Club and the Hobart Hurricanes BBL05 team.

As a local business we are:

- Providing choice and competition in the security industry, which increases quality and encourages competitive pricing
- Aiding the employment market by providing job opportunities to the local population – 100% of work awarded in Tasmania is filled by Tasmanian residents. We plan to employ any additional staff from Tasmania
- Sourcing goods and services from local suppliers – Wilson Group's procurement policy underpins our identification of local products and capabilities, and states that locally produced or delivered goods and services should be preferred in order to support local communities. This includes the procurement of vehicles, uniforms, signage, fuel and radio/communications equipment wherever possible
- Providing training – with our accreditation as a Registered Training Organisation (RTO), we maintain the capability to design, manage and deliver our own training packages internally. This enables us to contribute positively to furthering the skills of employees in Tasmania...

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)

Brett Pickens – General Manager Strategy and Development
(Signature)

07/09/2016
(Date)