

## **RESPONSE SCHEDULES**

### **Response Schedule G – 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 must 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 must need to ensure you can verify the information you submit and where possible must 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 **must** be used by the procuring entity to evaluate your submission. Suppliers that fail to submit a Plan must receive a zero score in relation to this criterion.

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

<b>Procurement Reference No.</b>	DHHS-5705S
<b>Procurement title</b>	Provision of Food and Beverages Products
<b>Name of Responsible Agency/Entity</b>	Department of Health and Human Services

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

<b>Name of supplier</b>	Bidfood Australia Limited
<b>Contact details for supplier</b>	7 Runway Place Cambridge, 7170 Tasmania Ph: (03) 62745777 Fax: (03) 62484901

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

## **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?*

Bidfood currently supplies several Departmental Ordering Facilities under the current DHHS5593S contract. If Bidfood is awarded the DHHS5705S contract again it will allow Bidfood to retain its current employees and continue to offer them ongoing secure employment.

If Bidfood is successful in gaining more business and in additional regions then Bidfood will increase its current workforce and be able to expand its reach into more regional and rural areas. As a result, Bidfood will be able to provide more customers with a choice of supplier and the benefits of trading with a well established large professional company that offers an extensive product range and competitive pricing to regional and rural areas.

If Bidfood were to lose a significant contract such as DHHS5593F then staff levels would have to be reviewed and adjusted in line with the decline in revenue.

Bidfood is committed to supporting Local Industry by dealing with Local and Small to Medium Enterprises, by supporting local manufacturers and suppliers eg. Juicy Isle Fruit Juices, Westhaven Dairy, Wicked Cheese Company, Tasmanian Flour Mills and Ashmore Seafoods etc by ranging their products and inviting them to participate in tender and contract business. Bidfood also supports local service providers by using their services eg. mechanics, cleaners, pest controllers, security providers, refrigeration mechanics, plumbers, electricians, lunch bars.

Bidfood actively participates in the Local Industry and is committed in supporting the local employment and economy of Tasmania by;

- Securing continued employment for all employees.
  - Bidfood employs over 2500 employees across Australia
  - 38 of these employees are in Tasmania (26 in Hobart and 12 in Launceston)
- Supporting Local Industry by dealing with Local and SME, for example;
  - supporting local manufacturers and suppliers eg. Juicy Isle Fruit Juices, Tasmanian Flour Mills, etc by ranging their products and inviting them to participate in tender and contract business
  - supporting local service providers eg. mechanics, cleaners, pest controller, security providers, refrigeration mechanics, plumbers, electricians, lunch bars
- Offering a 'one stop shop' supply solution
  - All products can be purchased from Bidfood and allows one delivery, one invoice, one order etc resulting in reduced transport and labour cost

- Offering an innovative online ordering and transaction management facility
  - Bidfood's online facility allows cost savings to the user by helping them to run their business more effectively. The online facility provides features such as menu planning, product information such as ingredients, fast track ordering templates, transaction history, stock take templates and secure payment facilities
  
- Providing ongoing training and skill development to employees
  - Bidfood run a robust training and skills development program, The Bidfood Academy. The program identifies opportunities where employees can expand their skill set and engages suitable candidates in apprenticeships and training courses at Certificate and Diploma level. The training courses cover numerous areas of the business eg Management, Warehousing, Distribution, Sales, Customer Service etc. The units studied are strategically selected to align with current work practices and business KPI's and ensures courses are relevant to our business and meets industry requirements
  
- Supporting regional and rural development
  - Through acquisition, Bidfood is continually expanding its reach into regional and rural areas providing more customers with a choice of supplier and the benefits of trading with a well established large professional company that offers an extensive product range and competitive pricing to regional and rural areas.

**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)

### **Opportunity for local SME involvement**

Must you source components of your offer from other local SME companies/sub-successful Tenderers 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?

As a distributor, Bidfood's procurement is primarily based on supply and demand. Bidfood, where possible supports local suppliers in the first instance. Bidfood recognises that by supporting local suppliers it allows them to establish volumes and grow production to a level where they can become competitive in both local and international markets.

Bidfood has over the years established a small amount of its 'own brand' lines, some of which are imported lines based purely from customer demand for a good quality, competitively priced alternative products. By providing customers with an alternative option Bidfood is assisting to keep the market place competitive.

On this tender Bidfood has offered both local and imported product where possible so the customer has the choice to buy Australian/ local at a premium price or buy an imported product at a very cost effective price for example SPC fruit vs Dew Fresh fruit

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

Bidfood sources products and services from a vast range of business sizes and uses the products and services of numerous SME's throughout its supply chain. Products and services are sourced to meet our customers' needs and the operational needs throughout the business.

Throughout the entire supply chain Bidfood uses and supports numerous SME's, for example; suppliers of products eg. Edlyn Foodservices, Big Sister Foods Pty Ltd, Prune Products Pty Ltd etc and service providers eg. mechanics, cleaners, pest controllers etc.

Through award of this contract Bidfood will be able to continue using and supporting the numerous SME's it uses throughout the supply chain as well as retaining its current employees.

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 (i.e. unpacking of procurements into smaller components so that local SMEs can compete more effectively etc.).

Bidfood alerts its suppliers of upcoming tenders and contract requirements through email communications and one on one meetings.

### **Broader economic opportunities**

Are there any other impacts that your business and/or this specific supply must 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-successful Tenderer; 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.*

Bidfood recognises that the development of human capital serves not only the economic interests of the company, but also the broader requirements of the society within which Bidfood operates. It means ensuring not only that staff members have skills to deliver on strategy, but also that statutory and social obligations in relation to issues such as racial, gender and disability demographics are met.

Bidfood employs people from the local area of each branch and all employees are employed based on skill level and suitability to the job. Bidfood provides in-house training and upskilling free of cost which improves the future employability of employees. Bidfood has a vast range of job opportunities at each site ranging from low skill to executive level positions. Bidfood has 38 employees in Tasmania (26 located in Hobart and 12 located in Launceston) and over 2,500 employees Australia wide.

Bidfood aims to;

- empower employees with the training, the authority and the responsibility to deliver the desired results;
- enable employees to realise their potential through training and development of their skills;
- create a culture of non-discriminatory employment practices and the promotion of employees;
- to create a safe and productive work environment

**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)**

Mike West – Branch Manager  
(Name and position – print)



(Signature)

25/01/2017  
(Date)