

Tasmanian Industry Participation Plan (template/guide)

Procurement details

Procurement Reference No.	DHHS-5778S
Procurement title	Supply of Corporate Uniforms
Name of Responsible Agency/Entity	Department of Health and Human Services

Supplier details

Name of supplier	Leigh Kelly Agencies
Contact details for supplier	Amie Kelly 13 Broadland Drive Launceston Tas 7250 0407800687 amie@lkatas.com.au

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?

Leigh Kelly Agencies employ 12 people Statewide. Buying locally and supporting the local community is a large factor in Sustainability within local markets. Leigh Kelly Agencies is a Tasmanian owned company that employs over 12 staff. By supporting us it should lead to an increase in the availability of more sustainable products and services within the local community.

Leigh Kelly Agencies as mentioned will have to employ new staff if all three components are won successfully. We will look at a trainee in the embroidery area, trainee in the warehouse and also fitting staff member for the NW coast. Leigh Kelly Agencies always try to help in local sponsorship were applicable. We are proud to be Tasmanian and also proud to promote it.

While, as a Tasmanian business, we would love to see all manufacturing made in Australia, efficiencies of scale and the well-recognised challenges for the Australian FTC industry make this problematical. We will, however, be pleased to work with the ICN and other bodies to seek and encourage local industry participation, and to liaise with our international suppliers to identify any opportunities for e.g. manufacturing under licensing arrangements

and technology transfer. We source services and buy vehicles and similar plant locally, where possible.

Clearly, given the cost and operational impacts, considerable analysis goes into these decisions, with the key benchmarks being operational suitability, performance and reliability, and whole-of-life cost.

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)
Freight	Unknown	Fastway	Launceston – Privately owned	
Packaging	Unknown	PacKings	Launceston	

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?

All depending on the fittings- the NW coast fittings will be performed by someone working in Burnie and in Devonport LKA may employ as person to conduct these fittings. Generally speaking Amie will be travelling and staying in the NW Coast with the flow on expenditure of her staying.

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

Leigh Kelly Agencies will source the items from manufacturers that are very SME aware. One item will be manufactured in Australia by an Australian owned company and that is the Wilderness wear Tasmanian Ambulance Jacket. The Most important aspect is that LKA are fully Tasmanian owned and will employee Tasmanians to conduct 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).

Leigh Kelly Agencies are Tasmanian, and we know the struggles with competing against larger companies. Therefore, we ensure our purchasing where applicable are from other Tasmanian companies. We are proud to be Tasmanian and proud to promote it.

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.

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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)

Amie Campbell (Kelly) – Manager
(Name and position – print)

15th of June 2018
(Date)