

Tasmanian Industry Participation Plan (template)

The Tasmanian Government is committed to maximising opportunities for local SME* 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 (and including) \$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.

Note: This template was specifically developed for procurement. Where a Tasmanian Industry Participation Plan is required for a private sector project, the template should be adapted to suit the specific circumstances of the project.

Procurement details

Procurement Reference No.	DOH 5843H
Procurement title	King Island Hospital Stage 2 Redevelopment
Name of Responsible Agency/Entity	Department of Health

Supplier details

Name of supplier	Vos Construction & Joinery PtyLtd
Contact details for supplier	Mark Smith 0419 140 024 msmith@vosgroup.com

* Local SMEs are Australian and New Zealand businesses employing less than 200 people, consistent with the obligations under various free trade agreements and procurement arrangements by which the Tasmanian Government is bound.

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?

Vos Constructions and Joinery Pty Ltd is a family owned and run Tasmanian business with offices in Launceston, Devonport and Hobart and a wider presence throughout Australia.

Formerly known as Laver Pty Ltd, we are a privately-owned company established in 1967 and incorporated in 1986. We have operated successfully in Tasmania for over 52 years, and have been a 100% family owned business, owned and operated by the Vos family. In 2008, Vos acquired Matthews Construction Pty Ltd, a Devonport based construction company with long history of supporting the local community with many long serving employees and apprentices, and we have continued this commitment

Today, Vos employs more than 250 staff in Tasmania, 45 of whom are based on the Northwest Coast of Tasmania. Our annual turnover exceeded \$140m for the 2019 financial year and it is projected to be around \$180m for the 2020 financial year. The company directly contributes more than \$17m in wages to the Tasmanian economy. Due to the multiplier effect for industry utilising local suppliers, our total annual input to the local economy is approximately \$122m, based on awarded contracts for the 2019 financial year.

Goods and services to be utilised in the contract

How much of the goods and services in your submission will be provided by/sourced from local SMEs (this includes goods/services you provide as well as goods/services procured/produced from suppliers/sub-contractors/partners)?

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)
Gravel / Plant hire two coat seal	\$210K	King Island Council / local quarries and plant operators	King Island	YES Local earth working Quarries / subtrades
Reinforcement supply	\$8K	Australian Reinforcement Company – ARC	Burnie/ Launceston	Yes – Local supplier.
Concrete Supply	\$50K	Stephen Helbig concrete	King Island	Yes – Local supplier.
Brick & Blockwork Supply	\$36K	Adbri Masonry / Lilloco Bricklaying	Ulverstone /Ulverstone	Yes – Local supplier.
Timber Framing Elements	\$75K	Becks Home Timber. K&D Timber Supplies.	Devonport	Yes – Local supplier.

Cladding and external Linings	\$35K	Becks Home Timber. K&D Timber Supplies.	Devonport	Yes – Local supplier.
Structural Steel Elements	\$65K	DanMor	Sisters Beach	Yes – Local Steel working business.
Door Hardware and Misc Items	\$40K	Access Hardware	Burnie and Launceston	Yes – Local state-wide specialist supplier
Roofing and rainwater plumbing items	\$98K	SERS P/L	Burnie	Yes – Local supplier.
Windows and glazing	\$295K	GP Glass	Devonport and Launceston	Yes – Local Suppliers
Timber Doors & Frames	\$48K	Access Hardware	Launceston	Yes – Local Suppliers
Joinery	\$228K	UCI	Ulverstone	Yes – Local Suppliers
Painting	\$148K	ART painting	Georgetown	Yes – Local Suppliers
Floor Coverings	\$258K	Choices Flooring	Burnie	Yes – Local Suppliers
Tiler supply	\$1K	Wyllie Tiles	Devonport	Yes – Local Suppliers
Plumbing and drainage works	\$927K	Palmers Plumbing	Devonport	Yes – Local Suppliers
Electrical Services	\$870K	Lanes Electrical	Launceston	Yes – Local Suppliers
Mechanical Services	\$875K	Superheat	Hobart	Yes – Local Suppliers

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?

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.

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).

We bring a loyal and dedicated crew to each and every project we undertake and, wherever possible, we endeavour to utilize local sub-contractors, trades and materials. We have developed a detailed list of Tasmanian based preferred consultants, suppliers and subcontractors developed over many years.

Due to the scale of this project and our established relationship with local Tasmanian businesses and subcontractors, we predict that there will be no requirement to employ any contractors or individuals from outside Tasmania, including King Island.

We have invited subcontracts and suppliers to tender for this project from the local region to maximize the opportunity for the locals to secure work for this project. Wherever necessary, we have divided up procurements to allow groups of smaller, local suppliers to compete on an even playing field with larger suppliers.

Due to the remote nature of this project, we have partnered with a local firm, King Island Constructions, whom we have worked closely with before. This relationship allows maximum exposure and opportunity for local, King Island based businesses and local labour to be involved in this major project for the local economy. There will also be additional stimulus to the local King Island through accommodation providers, food and beverage retailers, car hire, flights and freight companies.

Having completed previous projects on the island with King Island Constructions we are well aware of the size and scale of the local market to be able to play a part in this project and will review all opportunities to maximise local, King Island based content.

We provide access to complete tender documents so local SMEs can download and print documents as required. We also offer dedicated one-on-one reviews of tender documents with subtrades and suppliers to assist them with scope and detail, to ensure they have the understanding of the project necessary effectively tender.

We will engage with sub-contractors through formal sub-contractor meetings which will take place on a fortnightly basis and if required during peak periods weekly. Our Site manager will be in constant contact with sub-contractors ensuring program is maintained and with suppliers to ensure materials are delivered when required.

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.

In addition to the local economic benefits outlined above, we see King Island Hospital Stage 2 project as an opportunity to further our training and apprenticeship program and to help local SMEs broaden their skillsets and experience.

- We employ 48 apprentices across Tasmania, 11 of whom are based on the northwest coast and will directly benefit from exposure to this project.
- We are proud of the long-standing relationships that projects of this kind have allowed us to develop, and look forward to building new relationships during this project.
- We encourage local subcontractors to work as an integral part of our team to help deliver the completion of our projects on time, as this incorporation facilitates and encourages the cross-transfer of skills between Vos employees and local SMEs.

With Vos as the successful tenderer for the project, a direct impact to Tasmania's work force will occur, reducing the state's unemployment rate. The project brings possibilities of additional requirements for administration and management roles, as well as additional carpenters and/or apprentice opportunities, benefitting both Vos' work force and the broader community.

Furthermore, our commitment to making a positive difference for the Tasmanian community can be demonstrated through the work of the Vos Foundation, which was founded in 1987 to help those who are suffering extreme hardship in the communities where we live and work.

Each year, a percentage of our profits are channelled through the Foundation into helping the needy, and provide support for:

- Needy persons such as widows, orphans, poor, aged and other needy persons
- Charitable institutions and purposes
- Churches and religious institutions and purposes which provide some public benefit
- Schools and other educational institutions / scholarships
- The provision of scholarships for the advancement of education

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.*