



Tasmanian Industry Participation Plan

Procurement Reference No. Tender No: DOH-5865H

Procurement Title: Pathology Services to the Tasmanian Health Service North West Region

Name of Responsible Agency/Entity: Tasmanian Health Service

Name of Supplier: Consultant Pathology Services Pty Limited trading as North West Pathology (**North West Pathology**)

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Local SME industry impact

North West Pathology has had a presence in the North West for more than 40 years and has successfully provided pathology services in the North West region for the Public Health System since 1993. As such, our service is firmly fixed in the local community and has provided employment opportunities and career pathways for many Tasmanians.

Specifically, in Tasmania, we employ 480 staff including:

- 24 specialist pathologists
- 162 scientists and technical officers
- 294 other support staff.

In the North West region, we employ 105 staff, which consist of laboratory scientists and technicians, specimen collectors, couriers, and administration and data entry staff.

Our support staff, such as accounts, administration and results enquires, are locally based with no outsourcing to the mainland or internationally.

We are the only private pathology provider that operates a Tasmanian based GX laboratory.

Should our tender be successful, it will enable us to support the North West community by maintaining and growing our staffing levels in the region and across Tasmania. As mentioned above, we currently employ 105 local people in the region. We would expect to increase the number of local jobs by approximately 5% during the initial three year contract term if we were to be awarded the contract.

Goods and services to be utilised in the contract

Details of the goods and services that we will utilise if we are awarded the contract is below.

Identified goods or services (#)	Total estimated value per annum	Name of supplier anticipated to be used	Location of supplier
Rent & outgoings	\$450,000	Various	Multiple sites across the North West Coast
Courier cars	\$153,000	Bruce Gowans Toyota	Coonee
Motor vehicle fuel	\$74,000	Caltex	Multiple sites across the North West Coast
Waste removal	\$30,000	Veolia Environmental Services	Spreyton
Motor Vehicle repairs and maintenance	\$18,000	Burnie Auto Plant	Burnie
Electrician services	\$18,000	Contact Electrical	Burnie
Accommodation for supervisory visits	\$10,000	Ikon and Voyager Hotels	Burnie
Air conditioning services	\$57,000	Haden Engineering	Devonport
West Coast courier services	\$18,000	W and A Styles	Burnie
Motor vehicle tyre replacements	\$5,000	Bob Jane T-Mart	Burnie
Photocopier servicing	\$5,000	Ricoh Business Centre	Devonport

Only major suppliers have been listed

Opportunity for local SME involvement

As outlined in the section above, we will acquire a number of goods and services from local SMEs in the provision of the pathology services.

In addition to the estimated use of local SMEs outlined in the table above, if our tender is successful we will seek to identify and increase opportunities for other local SMEs to become involved in the services. As a business that has operated in the North West region for more than 40 years, we have developed a great awareness of local SMEs and will use this knowledge to endeavour to engage local SMEs to supply any goods and services required to provide the services.

Broader economic opportunities

If our tender response is successful, it will allow us to continue:

- Accepting placements of final year University of Tasmania Bachelor of Laboratory Medicine students at North West Regional Hospital and Mersey Community Hospital
- Our participation in the University of Tasmania Rural Clinical School Year 9 Health Careers Day at the Mersey and Burnie campuses
- Our participation in 'Speed Careering' at Burnie High School
- Offering laboratory tours for interested Year 11 students at Leighland Christian School
- Sponsoring the \$400 Hellyer College Scholarship each year
- Sponsoring a \$150 scholarship for Year 10 students at Burnie High School
- Participating in Pathology Awareness Australia laboratory tours for state and federal Members of Parliament.

We are proud of the support that we provide to students at all levels, which assists them to further their education and develop the skills and the experience necessary to contribute to the local economy.