7. Ability to articulate how your submission will positively impact on the local industry/economy in an Industry Participation Plan (Refer to Attachment 1).

Being a small business, any work undertaken by Great Scott Design typically employs other SMEs that work in the industry or related fields. Great Scott Design is acutely aware that if we can contract/utilize the skills of a local company, it means that their business has the opportunity to grow and develop skills, therefore positively contributing to the local industry and economy.

The amount of impact a project has on the local industry/economy is dependent on the size of the budget and nature of the project. Great Scott Design strives to support the local economy by utilizing the skills of local suppliers where and whenever possible.

Other documentation is attached.
Attachment 1

Tasmanian Industry Participation Plan (template/guide)

The Tasmanian Government is committed to maximising opportunities for local SME1_ 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 will 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 will need to ensure you can verify the information you submit and where possible should 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 will be used by the procuring entity to evaluate your submission. In these circumstances, the Plan will contribute a minimum of 10% of the procurement evaluation. Suppliers that fail to submit a Plan will receive a zero score in relation to this criterion.

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**

<table>
<thead>
<tr>
<th>Procurement Reference No.</th>
<th>CPU 2015-01</th>
</tr>
</thead>
</table>

---

1. SME: Small and Medium Enterprises
The Tenderer:

(a) agrees to the Conditions of Tender (and in particular, clause 13.3 and 14.10 of the Conditions of Tender);
(b) declares that the information and particulars provided as part of this Tender are accurate and correct; and
(c) acknowledges that it has received and accounted for the following addenda (if any) to the RFT:

The Tenderer must list below all addenda to the RFT that it has received.

| Addendum - RFT CPU 2015-01.pdf |
| Addendum 2 - RFT CPU 2015-01.pdf |

Name of Tenderer: Great Scott Design
Address of Tenderer: 1 Lawless Road, Margate TAS 7054
damian@greatscottdesign.com.au | 0409 544 335
ABN of Tenderer: 78 923 008 788
Signed by: Damian Scott

[Signature]

in the presence of:
Signature of Witness

[Signature]

Full Name: Georgia Palmer
Address: 1 Lawless Rd, Margate TAS 7054
Occupation: Policy Manager
<table>
<thead>
<tr>
<th>Procurement title</th>
<th>Panel of preferred providers of marketing and communication services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name of Responsible Agency</td>
<td>Department of Premier and Cabinet</td>
</tr>
</tbody>
</table>

1 Local SME are Australian and New Zealand businesses employing less

| Contact details for supplier          | Damian Scott  
Great Scott Design  
1 Lawless Road, Margate TAS 7054  
T - 0409 544 335  
E - damian@greatscottdesign.com.au |

Local SME industry impact

What is the direct local impact of your business?

Great Scott Design is a local business run solely by Damian Scott. It is located in Margate, Tasmania and would outsource to local contractors and use local suppliers when and where ever possible.
**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.

<table>
<thead>
<tr>
<th>Identified goods or services</th>
<th>Total estimated value</th>
<th>Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)</th>
<th>Location of supplier (where already determined through existing supply chain arrangements)</th>
<th>If supplier not yet determined, is there a local SME market for same? (Yes/No)</th>
</tr>
</thead>
<tbody>
<tr>
<td>unknown</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>
**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?

Great Scott Design would outsource to local contractors and use local suppliers when and where ever possible.

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.

Use existing supply chains.

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).

Due to the size of my business, it is likely that the services that I provide will involve existing local supply chains. When engaging with sub-contractors and/or other SME's, Great Scott Design will endeavour to source quality, local suppliers who provide value for money. The exact process will depend on the type of contract and it's dollar value.

**Broader economic opportunities**

Are there any other impacts that your business and/or this specific supply will provide to the local/regional economy?

This will depend on the contract size and type. There may be a need to employ staff members.
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)

Damian Scott
Great Scott Design

25/08/2015