
COMPLETED TASMANIAN INDUSTRY PARTICIPATION PLAN

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

Procurement Reference No.	CPU 2015-01
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Procurement title	Panel of preferred providers of marketing and communication services
Name of Responsible Agency	Department of Premier and Cabinet

¹ Local SME are Australian and New Zealand businesses employing less than 200

Contact details for supplier	Tracey Allen Liminal Graphics 60 Barrack Street Hobart Tasmania tracey@liminalgraphics.com.au
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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?

Liminal Graphics is owned by Tracey Allen and has operated in Hobart for 4 years as an SME with 2 full-time employees. It previously traded under Tracey Allen Design for 10 years. Liminal Graphics is part of a collective and forms part of the multi-disciplinary practice Liminal Studio. Our collective companies employ 11 full-time employees. We have created a collaborative workspace than enables us to share and exchange with other local SME contractors as and when a project requires. Our network extends far beyond Hobart and our name has enabled us to partner internationally with some of the worlds best in our field. We are a strong supporter of the local businesses as well as the design and arts communities and winning future projects will allow us to further support Tasmania economically.

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)
N/A	N/A			

Not enough information is known at this stage to the extent of the services required and therefore it is difficult to provide names of 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?

100% of listed consultants in this tender are themselves local SMEs. We believe that the listed consultants are on that list not because they are based in Tasmania, but because they offer a premium service. We share our networks broadly and with that ensure that our consultants and contractors also benefit.

Other local services providers such as print production are offered as first choice to DPAC with a cost comparison against other providers. We have some of the best printers available in the country, but they may not always be the most economical. This process allows for the DPAC to make the decision on whether quality, cost or environmental impact has priority for any given project.

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.

Not enough information is known at this stage to the extent of the services required and therefore it is difficult to provide information.

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).

Each provider is different, but an example of procuring a print quote we may provide a budget range and ask if they have better paper choices at better prices. Often our local printers are disadvantaged because they have extra shipping charges to absorb into their prices while mainland printers don't. We have some of the best printers available in the country, but they may not always be the most economical.

We offer to DPAC alternative printing quotes. This process allows for the DPAC to make the decision on whether quality, cost or environmental impact has priority for any given project.

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.

Tracey Allen of Liminal Graphics is an active participant in the design business community. She has grown a local business that supports and mentors young designers and is an active researcher through international fellowships. She has partnered with international companies who are now interested in future projects that may bring them to Tasmania. Tracey Allen’s profile and knowledge sharing style means that she is an advocate for the region of Tasmania. And as her business grows so will younger future design business owners’ benefit.

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)

Tracey Allen

Principal

(Name and position – print)

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(Signature)

...21...../.....8.../.....15.....

(Date)



