

ATTACHMENT 8

Tasmanian Industry Participation Plan

RFT TMD 2016-105

Networking Tasmania III – LAN as a Service (LANaaS) including managed Wi-Fi access point services

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.	RFT TMD 2016-105
Procurement title	LAN as a Service (LANaaS) including managed WiFi access point services
Name of Responsible Agency/Entity	TMD, Department of Premier and Cabinet

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

Supplier details

Name of supplier	
Contact details for supplier	

Local SME industry impact

What is the direct local impact of your business?

Telstra Response

As a long standing partner of the Tasmanian Government, Telstra is deeply committed to the state.

Telstra directly employs in excess of 600 people within Tasmania along with more than 300 other casual, contractor, agency or fixed term employees. In addition, Telstra maintains more than 500 facilities across the state including 139 exchanges.

Telstra has invested in over 4,500 km of optic fibre cable in Tasmania and with over 200 base stations our Next G network extends over 39,000 square kilometres in Tasmania, covering half of the land in Tasmania or 97.9% of the state's population.

In all, Telstra contributes 1.55% of Tasmania's gross state product. We invest heavily in regional ICT and fund a wide range of programs that support Tasmanian communities, businesses and the environment.

Specific to Networking Tasmania, Telstra has compiled one of the most significant ICT teams in Tasmania to support Network Tasmania and has continued to invest in that team in terms of skills enhancement, professional development and overall team size since its inception in 1996.

This Hobart based Networking Tasmania team is comprised of 2 subordinate groups. The first is our Technical team of highly qualified network and application specialists who oversees the operation of every facet of the network and its related connections and applications, while the Service team provide a dedicated service and support facility in order to manage our Networking Tasmania customer needs.

Working alongside the Networking Tasmania Technical and Service Teams is the Tasmanian Government Account team, comprising dedicated Account Executives, Solution Consultants, Service Executive and Sales Support.

Telstra proposes to leverage this highly successful delivery model which has serviced Tasmania Government well over the past 18 years and invest further in the team to enhance the skills and resource allocation in order to support LANaaS as another part of their BAU service delivery.

Telstra is proactively supporting further participation of Tasmanian industry through this RFT response by strengthening our partnership agreement with Intuit Technologies and incorporating this partnership into our services model for delivering LANaaS.

Intuit Technologies are a Tasmanian based ICT Systems Integrator specialising in infrastructure services who employ over 90 people across offices in Hobart, Launceston and Burnie. Intuit Technologies and Telstra have agreed back to back SLA's and they are a full Enterprise Partner of Telstra and a valued part of the supply chain for LANaaS.

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)
Cabling Services		Intuit Technologies	Sandy Bay	
Supply of Extreme Network Equipment		Intuit Technologies	Sandy Bay	

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?

Telstra Response

Telstra are asking Intuit Technologies to Provide LAN cabling infrastructure support and Extreme switching procurement and ongoing maintenance support for service supplied by Telstra to the Tasmanian Government as part of the NT III LANaaS offering.

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 and ICN 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).

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.

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)

Andrew McLaughlin, Group Manager Vic/Tas

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(Name and position – print)



(Signature)

.....5...../.....July...../.....2016.....

(Date)