

## ATTACHMENT 5

### Tasmanian Industry Participation Plan RFT TMD 2017-007 – Telephony and Mobile Data

The Tasmanian Government is committed to maximising opportunities for local SME<sup>1</sup> 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**

<b>Procurement Reference No.</b>	TMD 2017-007
<b>Procurement title</b>	Telephony and Mobile Data
<b>Name of Responsible Agency/Entity</b>	TMD, Department of Premier and Cabinet

<sup>1</sup> Local SME are Australian and New Zealand businesses employing less than 200 people.

## Supplier details

<b>Name of supplier</b>	MyNetFone Australia
<b>Contact details for supplier</b>	Suzanne Howard Bid and Contract Manager MyNetFone Australia <a href="mailto:suzanne.howard@mnfgroup.limited">suzanne.howard@mnfgroup.limited</a>

### 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?*

MyNetFone Australia currently employs 3 people in Tasmania. Should MyNetFone Australia be selected to provide services in all categories and is successful in providing these services to the Tasmania Government we would expect that a further 2-5 people may need to be added to the Tasmanian based account management team. Depending on the model of support ultimately adopted and the service categories purchased by the Tasmania Government, MyNetFone may expand its Tasmania based team to include engineering and/or operational support staff and may also expand the use of existing channel partners including Taz ICT, Intuit Aerus Technology and 41<sup>st</sup> Degree Software.

MyNetFone has already demonstrated a significant commitment to Tasmania through the build and support of the dedicated TMD network as well as interconnectivity with TasmaNet to provide redundancy support the Tasmania Government.

### 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)
Onsite Technical Support	TBC	Taz ICT	Tasmania	
Onsite Technical Support	TBC	Intuit	Tasmania	

### **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?

In most instances MyNetFone will not need to rely on external assistance to meet the needs of the Tasmania Government. In the even that a need arises MyNetFone would rely on local sub-contractors for example should specific onsite work be required. Should major engineering or technical work be required MyNetFone Australia will source engineering and software support from its parent company MNF Group these resources are based in Sydney and Melbourne. MyNetFone has 20 channel partners in Tasmania who are able to support deployment of MyNetFone services.

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.

Should MyNetFone require a sub-contractors with skills and/or experience that cannot be met from existing partners, MyNetFone would advertise for Tasmanian based partners to fill the need.

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).

Should MyNetFone require a sub-contractors with skills and/or experience that cannot be met from existing partners, MyNetFone would advertise for partners to fill the need. An EOI followed by a simple request for quotation would be undertaken.

**Broader economic opportunities**

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

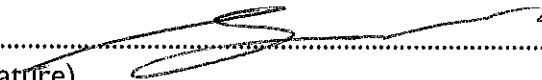
*Examples: Your supply may lead to: new skills being developed locally; trainees/apprentices being appointed; cross transfer skills to a local SME partner/sub-contractor; your company (if you are not a local SME) setting up an office/employing local staff; scale for you to take your products/services interstate/overseas; local community sponsorship etc.*

MyNetFone is committed to supporting the Tasmanian economy and will continue to invest in the Tasmania based Network and Infrastructure. MyNetFone has a Hobart office and is committed to expanding this presence to meet the needs of the Tasmania Government. Increasing our presence in Hobart will also allow MyNetFone and MNF Group to expand its retail and business offering to the Tasmania Community. Finally MyNetFone has sponsored TasICT Events as well as local government ICT forums, in addition to supporting our 20 channel partners who undertake local Tasmanian based marketing activities.

**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)**

Greg Round, Manager Partner Solutions

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(Signature) 

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25, 08, 2017  
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(Date)