

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 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.	TMD 2017-007
Procurement title	Telephony and Mobile Data
Name of Responsible Agency/Entity	TMD, Department of Premier and Cabinet

Supplier details

Name of supplier	Telstra Corporation Limited
Contact details for supplier	Name: Jeremy Mathieson Phone: 0432 569 888 Email: Jeremy.Mathieson@team.telstra.com

Local SME industry impact

What is the direct local impact of your business?

Telstra's Response

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

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

Telstra has invested in over 4,500 km of optic fibre cable in Tasmania and has over 200 base stations in Tasmania. Our Next G network extends over 39,000 square kilometres in Tasmania, covering half of the land in Tasmania and supporting 98.3% of the state's population.

This entire network connects Tasmanians to the world via the dual high capacity fibre links that Telstra has laid underneath Bass Strait.

In July this year, Telstra announced significant additional investment to massively increase these critical links increasing our network capacity across the Bass Strait from 400 Gigabit to 1 Terabit per second on each of our subsea cables.

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, education and the environment.

Telstra has compiled one of the most significant ICT teams in Tasmania to support our NT III service commitments and has continued to invest in this team in terms of skills enhancement, professional development and overall team size since its inception in 1996.

Telstra proactively supports participation of Tasmanian industry through the strengthening of local industry partnership agreements with Intuit Technologies and Vita Group, incorporating these partnership into our services model for delivering value added services.

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)
Network	\$5 million over 4 years	Ericsson	Tasmania and Mainland Aus	No
Software	\$1 Million	Zimperium, VMWare	Australia	No
Licenses		Zimperium, VMWare, Microsoft	Australia	No

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?

Dedicated specialist labour provided by Telstra accounts for over 60% of the cost.

Equipment and software is provided under global or national arrangements and no SMEs would be competitive in this space.

The only exception may be in the area of value added services where Telstra is proactively supporting participation of Tasmanian Industry through the strengthening of local industry partnership agreements with Intiut Technologies and Vita Group, incorporating these partnerships into our services model for delivering value added 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.

As above

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).

As above

Broader economic opportunities

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

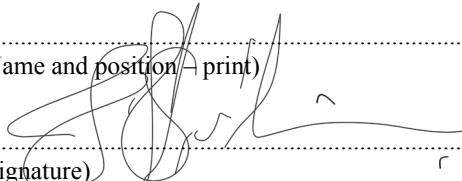
Examples: Your supply may lead to: new skills being developed locally; trainees/apprentices being appointed; cross transfer skills to a local SME partner/sub-contractor; your company (if you are not a local SME) setting up an office/employing local staff; scale for you to take your products/services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

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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)

Jeremy Mathieson, Team Manager VIC/TAS Government

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(Name and position – print)

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(Signature)

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(Date)