

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.	17/55401
Procurement title	Networking Tasmania III – Network Core Services
Name of Responsible Agency/Entity	DPAC (TMD)

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

Supplier details

Name of supplier	Telstra Corporation
Contact details for supplier	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?

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 the Tasmania 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 and supporting 97.9% 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 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.

Specific to Networking Tasmania, 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.

The Hobart based Networking Tasmania Operations Centre is today comprised of 2 subordinate teams coordinated by a dedicated Networking Tasmania Operations Manager

The first is the 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. The second is the Service team who provide a dedicated service and support facility in order to manage the needs of our Networking Tasmania customers.

Telstra has committed to supporting the contracted NT III services through our Hobart based Networking Tasmania Operations Centre into the future. Telstra has this year expanded the number of dedicated employees in the Hobart Operations Centre as a result of recent commitments with the Tasmanian Government. Telstra is committed to further expansion of the Hobart team in order to respond to any increase in demand.

Working alongside the Networking Tasmania Technical and Service Teams is the Tasmanian Government Account team. Led by a Hobart based State Manager the account team comprises dedicated Hobart based 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 21 years and invest further in the team to enhance the skills and resource allocation in order to support the Tasmanian Government and its constituents.

In addition, Telstra is proactively supporting 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.

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?

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, IT equipment	\$6 - \$8 million over the initial term (5 years)	Cisco, F5	Tasmania and mainland Australia	No
Software	\$1 - \$3 million	McAfee, F5,	Australia	No

licences		VMWare, Veam, Redhat and Microsoft		
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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.

Telstra contributes 1.55% of Tasmanian’s gross state product. We invest heavily in regional ICT and fund a wide range of programs to support Tasmanian communities, businesses, education and the environment.

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)

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(Name and position – print)

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(Signature)

...../...../.....
(Date)