

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 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.

Your Tasmanian Industry Participation Plan is an essential part of your submission and will be used by the procuring entity to evaluate your submission. 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 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.

Procurement details

Procurement Reference No.	2307
Procurement title	Huon Highway (A0168) Glendevie Climbing Lanes
Name of Responsible Agency/Entity	Department of State Growth

Supplier details

Name of supplier	DCS Civil Tasmania
Contact details for supplier	181 East Tinderbox Road Blackmans Bay 7052 Phone 0457 099 949 Simon Heazlewood – Operations Manager

Local SME industry impact

What is the direct local impact of your business?

Examples: Are you a local SME (how many full time employees and casual employees 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, and if so how many people will be employed to undertake this contract, and how many new jobs are likely to be created should your company be awarded the contract?

Goods and services to be utilised in the contract

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

Identify the goods and/or services (including plant hire) 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)
Pavement Supply	\$500,000	HBMI	Leslie Vale	
Guardrail Install	\$25,000	Protector Rail	Kingston	
Sealing Works	\$120,000	Roadways	Glenorchy	
Fencing Works	\$25,000	KM&R Agricultural	Richmond	
Equipment hire	\$860,000	Reardon Contracting, Hazell Bros, Gordon Contracting	Various	

NOTE: All Goods and Services must be to State Growth Specifications and Standards and may be subject to a Contract Hold Point.

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?

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.

The use of local subcontractors and suppliers for the works will assist in keeping the economic stimulus generated by the project in Tasmania.

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, estimated value of subcontracting arrangements and estimated salary impacts etc.

The benefits of our submission, is that local labour will be utilised for all of the works. Local suppliers will be used for all materials to be used in the works.

DCS Civil Tas Pty is actively involved in the Civil Contractors Federation, which has strong focus on assisting Tasmanian civil engineering contracting companies to develop and grow.

The engineering staff at DCS Civil also directly provides professional development assistance to other peers in the Tasmanian Civil Engineering Construction industry.

DCS Civil has a proud track record regarding payment of suppliers and Subcontractors. We ensure that companies that provide services to our company are paid within agreed payment terms, generally 30 days terms. By paying promptly this ensures that economic activity generated by this project is rapidly dispersed into the local economy.