

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.

Grant details

Grant Reference No.	
Grant title	Copping C Cell
Name of Responsible Agency/Entity	State Growth

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

Grant beneficiary details

Name of grant beneficiary	Southern Waste Solutions
Contact details for grant beneficiary	PO Box 216 New Town 7008

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?

Southern Waste Solutions (SWS) is a local business owned by four local governments: Clarence City Council, Kingborough Council, Sorell Council and Tasman Council. It currently directly employs 6.2 FTEs (excluding Board members). SWS' administration offices are in Lutana, as is its waste transfer station. It subcontracts operation of its landfill located at Copping, and its waste transport operations. These additional functions employ approximately 8 FTEs. SWS also regularly engages a variety of local subcontractors to assist with maintenance and related matters.

The C cell project will be constructed and operated by a Unit Trust, with 60% ownership by SWS and the remaining 40% with the private sector. The construction period is relatively short at approximately 4 months. During that time, it is expected that approximately 8 – 10 FTEs will be working on site.

SWS will be responsible for site operations via a management agreement between the Trust and SWS. It is expected that the project will result in the employment of approximately 2 additional direct FTEs, plus a number of indirect FTEs employed by consultants, sub contractors etc.

Please refer below to the section dealing with broader economic opportunities for the potential impact of this project on the State's economy.

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)
Earthworks	\$2m	Tenders not yet closed	Only businesses with a Tasmanian presence requested documents	Yes
Liners	\$2.8m	Tenders not yet closed	It is possible that the distributor will be local	Yes
Leachate evaporation	\$0.6m	Ixom	Victoria	No
Pond (complete)	\$0.2	Various	Tasmania	N/A
Preliminaries (complete)	\$0.4	Various including Pitt & Sherry	Tasmania	N/A

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?

Yes we will use local businesses, particularly in relation to earthworks and project management. Liners may be supplied by a local distributor, however there are no local businesses with specialist liner welding skills. There are no local suppliers of the leachate evaporation system, however local contractors will be engaged to install it.

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.

We are subject to the Local Government Act 1993 and must comply with that legislation in relation to all purchases exceeding \$250,000. We advertised the C cell tenders in the local newspaper.

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).

Under the Local Government Act 1993 we are prohibited from splitting contracts to avoid our statutory obligations. We have advertised in the local newspaper.

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.

The 2008 Sustainable Infrastructure Australia report titled "Current & Future Controlled Waste Practices in Tasmania" prepared for the then State Government stated that the lack of a secure landfill cell in Tasmania "may result in significant costs to Tasmanian businesses and may impede economic expansion for the State." The report also states that "in addition to considerable economic impacts, inadequate controlled waste management facilities and practices have the potential to result in significant harm to the environment and may also have adverse effects on human health."


The Copping C cell provides the State with an adequate waste management facility. It is therefore expected that it will have a positive impact on the State's economy, the environment and public health.

It will have a small direct impact on local employment, and a potentially far larger indirect impact on employment within the State as a result of its expected positive economic impact.

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 (grant beneficiary)

Christine Bell, Chief Executive Officer
(Name and position – print)



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(Signature)

..17...../....03...../2016.....

(Date)