

LOCAL SME INDUSTRY IMPACT STATEMENT (TEMPLATE/GUIDE)

Information held by the Department

Tick ONE alternative as applicable:

- I/We have been allocated a score to be used as the Buy Local Policy's local benefits test score in the evaluation process for each relevant road and bridge tender (ie where suitable prequalification categories exist) submitted by the supplier, for the period of my/our prequalification and acknowledge and agree that score will be applied in the evaluation of my/our tender submission in respect of this RFT **[NOTE: Tenderers which select this alternative are not required to further complete the TIPP].**
- X I/We have completed the TIPP and have provided supplementary information in support of the degree of Local SME industry impact generated by my/our company. I/We acknowledge and agree that this information will be used to determine the Buy Local Policy's local benefits test score in the evaluation process for each relevant road and bridge tender (ie where suitable prequalification categories exist) submitted by the supplier, for the period of my/our prequalification, which will be applied in evaluation of my/our tender submission in respect of this RFT **[NOTE: Tenderers which select this alternative are required to complete the TIPP].**

Tasmanian Industry Participation Plan *for use in association with* **Department of State Growth's Prequalification System for Road and Bridge Construction Contracts**

The Tasmanian Government is committed to maximising opportunities for local SME¹ businesses to compete for and win Government procurements.

This Tasmanian Industry Participation Plan (TIPP) has been specifically developed for use in association with the Department of State Growth's Prequalification System for road and bridge construction and maintenance contractors are requested to prepare a TIPP. This TIPP is your opportunity to demonstrate how your business will positively impact on the local industry/economy. 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.

The TIPP will be reviewed by a panel of assessors who will attribute a score based on the information you have supplied. That score will be recorded by State Growth and used as the Buy Local Policy's² Local Benefits Test score in the evaluation process for each relevant road and bridge tender (i.e. where suitable prequalification categories exist) submitted by you. The score will contribute a minimum of 20 per cent of the procurement evaluation.

The score will remain valid for a period of three years. If you consider that material changes are required to the information originally supplied in the TIPP, you may request State Growth to seek a

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

² An overview of the Buy Local Policy is contained in the publication *Buy Local Policy* located on the Purchasing website at <http://www.purchasing.tas.gov.au/buyingforgovernment/publications.jsp>

review of the revised TIPP (and attributed score). Contractors that have not submitted a TIPP will receive a zero score in relation to the Local Benefits Test criterion.

Contractor details

Name of contractor	BridgePro Engineering Pty Ltd
Contact details for contractor	19 Faulkner Drive, Latrobe, TAS 8307. 03 6441 5274

- (a) I/We acknowledge and agree that the score allocated based on the information submitted in this TIPP will be used as the Buy Local Policy's local benefits test score in the evaluation process for each relevant road and bridge tender (i.e. where suitable prequalification categories exist) submitted by me/us for the period of my/our prequalification and acknowledge and also agree that score will be applied in evaluation of my/our tender submissions in respect of major road and bridge procurements for the period of my/our prequalification.
- (b) I/We agree that the financial and other information submitted in relation to my/our current or most recently completed prequalification application can be used to assist in arriving at the score allocated to me/us under the Local Benefits Test criterion, including to supplement and verify the information supplied in this TIPP.
- (c) I/We request that the following listed information and previous tenders, applications and submissions are considered in addition to the information supplied in this TIPP [contractor to list below].
- Our 'On File' TIPP

Local SME industry impact

What is the direct local impact of your business on local SMEs?

Examples: how many people do you employ, where is your business located, what is the ownership? How many people do you employ in Tasmania? Would you expect any new SME jobs to be created to undertake new State Government contracts - approximately how many?

How many people does the business employ in total?	68 total (49 directly, 19 through labour hire arrangements)
How many people does the business employ in Tasmania?	68
What is the businesses' three year planned annual intake of new employees?	We plan to grow to 75 direct employees, 100 total over the next 3 years
How many employee placements are planned for Tasmania?	32 employees over 3 years

How many trainees and/or apprentices do you employ?	4 apprentices (2 carpentry, 1 boiler maker, 1 draftsman). We also hire 1-2 engineer trainees yearly over summer and support several high schools
What is the businesses' three year planned annual intake of trainees and/or apprentices?	Target is for Over the next 3 years we expect 2 current apprentices to complete and expect to employ an additional 5 ~ 10% of the direct workforce to be apprentices / trainees.
How many trainee or apprentice placements are planned for Tasmania?	5 trainees and apprentices over 3 years

Other supporting information (free text):

BridgePro Engineering, located at Latrobe, North West Tasmania, is a an innovative and energetic private company owned by proud Tasmanian, Aaron Brimfield. Aaron started the company in 2010. Growing rapidly since then the company now has around 70 employees and sub contractors, all of whom are employed in Tasmania. With a turnover approaching \$20m, our goal is to continue to grow our business with a target of doubling in size within the next 4 years. We see State Government contracts as a significant contributor toward our achievement of that goal.

Our company has a strong emphasis on innovation and a focus on training our personnel. We are heavily involved in the Tasmanian Advanced Manufacturing Network and continue to implement world best practise Lean Manufacturing and construction initiatives. We scour the world for the latest innovations and bring them to Tasmania. To date we have reinvested the vast majority of our profits back into the business, helping us to grow and employ more Tasmanians.

State Government contracts form a significant part of our target income in any given year. Their impact on our employment numbers vary depending upon the size and scale of the contract as well as other work currently being undertaken. On average, State Government contracts contribute approximately 20% to our turnover and sustain 23% of our workforce. As part of our growth strategy, we expect this proportion to grow to approximately 50%.

Gaining State Government Contracts would mean we would need to employ more people. The actual number would be dependent on the size of the contract or contracts. Our focus on Lean Manufacturing Practices flows through to our labour force and as such we don't carry excess staff. As an approximate guide this ~\$5m bridge contract would result in us hiring several people across our prefabrication facility and our site crews. This would include construction workers, boilermaker welders carpenters and an engineer.

There would also be a natural flow on of business to the other SMEs such as those listed below

Goods and services expected to be utilised in State Government contracts

Identify the types of goods and/or services you expect to purchase when undertaking road and bridge construction works and services activities and provide the requested information in relation to same, where known.

Materials

Identify the materials that you do or will purchase for utilisation in road and bridge construction works and services activities.

Description	Name of supplier	Location of supplier	Estimated annual value
Concrete (Precast)	Hazell Bros	Devonport	\$500k
Concrete Site	Various	Various	\$300k
Reinforcing	Onesteel	Launceston	\$500k
Quarry Materials	Various inc Hazell Bros, Stornoway, Treloar, Hardings Hotmix, Boral	Various	\$500k
Concrete Chemicals	Buildtech	Derwent Park	\$300k
Bolts, Cast in items	Rapid Supply	Devonport	\$250k
Asphalts / Sealing	Hardings Hotmix	Ulverstone	\$350k

Manufacturing

Identify the materials or components you manufacture or produce which are used in road and bridge construction works and services activities, the locations of your production facilities and the number of people you employ as a result of your manufacturing and/or production activities.

Description	Location of facility	Number of employees
Precast / Prestressed Concrete elements	Latrobe, Tasmania	15
Structural Steel elements	Latrobe, Tasmania	7

Professional services

Identify the consulting and other technical services that you do or will require when carrying our State Growth road and bridge contracts.

Description	Name of supplier	Location of supplier	Estimated annual value
Quality Assurance Verifier	CSE Tasmania	Leith	\$150k
Drafting / Shop drawing	Tasmanian Consulting Service	Devonport	\$120k
Proof Engineering	CSE Tasmania	Leith	\$100k
Design	Pitt and Sherry	Hobart	\$50k

Labour hire services

Identify the labour hire that you do or will require when carrying our State Growth road and bridge contracts.

Description	Name of supplier	Location of supplier	Estimated annual value	Tasmanian labour %
General Labour Hire	Custom Resources	Devonport	\$750k	100%
Boilermaker Hire	L&L Welding	Ulverstone	\$350k	100%

Other (free text)

Identify any other supply chain related activities and relationships employed by your company to, wherever local capability exists, maximise the use of SME and/or local content in the goods and services used in State Growth road and bridge contracts.

BridgePro is a 100% Tasmanian owned company. We have grown from 2 people to almost 70 in less than 8 years by drawing on the skills and experience of

Opportunity for local SME involvement

Would you expect to source components relating to State Government contracts from local SME companies/sub-contractors or do you expect new work to be undertaken locally as a result of you fulfilling any new contracts or workers travelling to the local area/s to undertake the work? How much?

Subcontractors

Does the business routinely subcontract work: YES (yes/no)

If yes to the above, can you estimate the proportion (percentage) of work subcontracted based on the financial level applied for or granted and technical categories applied for and granted under the NPS? 55% per cent

Identify the subcontractors used by the business.

Description of the work subcontracted	Name of subcontractor	Location of subcontractor	Estimated annual value	Tasmania n labour %
Civil works	DCS Civil Tasmania Andrew Walter Constructions Gradco Treloar Hardings Hotmix	Tinderbox Austins Ferry St Leonards Sheffield Ulverstone	\$3000k	100%
Sealing / Linemarking	Hardings Hotmix Rockit Venarchie Roadways	Ulverstone Kingston Launceston Burnie / Hobart	\$250k	100%
Guardfence Install	Protector rail Geotas	Glenorchy Derwent Park	\$300k	100%
Painting	Clarkes Painting	Latrobe	\$100k	100%
Heavy Steel Fabrication	Haywards	Breadalbane	\$700k	100%
Specialist Concrete repair / coating	MPH	Devonport	\$450k	100%

General services

Identify the general services, such as administration, accommodation, transportation, operational support, that the business utilises.

Description	Name of supplier	Location of supplier	Annual value
Management support	Locum Manager	Exeter	\$40k
HR Support	People and Safety	Launceston	\$35k
Accounting Support	Crowe Howarth	Burnie	\$38k
Information Technology	IT Excellence	Devonport	\$120k
Heavy Transport	Tasmanian Heavy Haulage Gradco Transport Sales and Hire	Devonport Launceston Burnie	\$700k
Light Transport	Marshall Carriers	Devonport	\$30k
Interstate Transport	JBR Transport	Devonport	\$200k
Accommodation (Latrobe)	Argosy Motor Inn	East Devonport	\$20k
Accommodation (Project Sites)	Various For Example – The Junction Motel	Various – Typically smaller 2 star pubs and motor inns New Norfolk	\$200k \$49k

Consumables and other products

Identify the consumables and other products (eg fuel supplies, parts, tools, protective and other clothing and the like) the business purchases in support of it undertaking State Roads road and bridge construction operations.

Description	Name of supplier	Location of supplier	Annual value
Fuel	Caltas	Quoiba (Tas)	\$150k
Protective Clothing	Rapid Supply RSEA Safety	Devonport Devonport	\$45k
Tools /General Supplies	Nubco Precision Tools Rapid Supply	Devonport Devonport Devonport	\$250k

In relation to the manufactured or produced components, provide details of any businesses that you engage in order to provide maintenance or other services, goods or equipment to support and maintain your manufacturing and production activities.

Description	Name of supplier	Location of supplier	Annual value
Light Vehicle Mechanical	RD Mechanical	Latrobe	\$25k
Heavy Vehicle / Plant Mechanical	Sam's Heavy Mechanical	East Devonport	\$350k
Hydraulic Fitting	Hindsight	Devonport	\$200k
Tyres	Lockett and Reeves	Latrobe	\$50k

Detail how you intend to identify and engage with sub-contractors and/or SMEs in relation to the delivery of any new State Government contracts including your supply chain, ie use of existing supply chains, advertising of sub-contracting or supply opportunities, liaison with industry groups, etc.

Generally speaking we use existing subcontractors. BridgePro already has an extensive pool of sub contractors across the state that we use regularly and have formed long term, mutually beneficial relationships with. These sub contractors range from boilermaker welders to concrete finishers, heavy haulage companies, road builders etc. State Government contracts will increase our work with all these sub contractors.

Our contracting model is based upon forming a virtual larger organisation by forming long term relationships with local sub-contractors. For this to work effectively, we have a strong preference to team with local companies. In fact, there are very few examples of times where we have chosen to preference interstate companies over local ones.

For this particular contract we will enter into a major subcontract arrangement with DCS Civil. Working collaboratively, both companies will be stronger, smarter, and well positioned for the next wave of Tasmanian infrastructure projects.

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 any new State Government contracts (ie unpacking of procurements into smaller components so that local SMEs can compete more effectively etc).

We have a policy at BridgePro to source major procurements of goods and services from local suppliers - as evidenced by the lists above. BridgePro is committed to using local skills. Considering our top 50 list of suppliers by value, the only supplier not owned by Tasmanians or with a Tasmanian

office is in South Australia - they supply our bridge and foundation piles for which we are unable to source economically within Tasmania.

The nature of our business means that with the exception of piles we can source everything we need from Tasmanian suppliers. Further to this there is no opportunity to advantage local suppliers by unpacking procurements.

Our local suppliers range from local excavator operators through to the likes of larger organisations such as Liberty One Steel or Hazell Bros..

Specifically for Doctors Crk and Wacketts Bridges we will source a significant amount of material from Wallaroo Contracting in Bicheno and East Coast Concrete (working under Hazell Bros control). The use of these contractors will require significant initial input to ensure compliance with State Growth requirements. This work will position them well from future bridge contracts planned for nearby areas.

Other supporting information (free text):

Broader economic opportunities

Are there any other impacts that your business and/or specific supply will provide to the local/regional economy when undertaking State Government contracts?

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.

BridgePro has grown rapidly since it first started in 2010. An absolute key to this growth has been training. We have invested heavily in training our people. Examples of some of the training either currently being undertaken or provided in the recent past are:

- Lean Manufacturing
- Supervisor training
- Company Director Training
- Leadership
- Project Management
- Working at Heights
- Crane
- Rigging
- First Aid
- As well as many others

We have apprentices contracted in through external suppliers and are interviewing for 3 additional apprenticeships.

Our commitment to developing our people was recognised through our success as being recognised as an Employer of Choice in 2017.

We are also working with the Beacon Foundation on Schools Based Apprenticeships. We currently have 3 people employed through this scheme and expect to take a further intake commencing next year.

From a sponsorship perspective some recent examples are:

- Rotary Club of Devonport
- Redwater Creek Steam Railway
- Devon Netball Association
- Devonport Gymnastics
- City of Devonport Scouts

- International Sailing Competition in the Tamar River
- Masters Games Devonport Soccer Team
- Student Formula 1 Racing - St Brendans College

Contract 2353 Specific

- Due to the technicality of the concrete mix designs, we have engaged Hazell Bros concrete to supply the VicRoads registered concrete mixes. To ensure delivery and workability they will be supplying concrete from the local concrete plant in Triabunna (East Coast Concrete). Supply through a local plant allows for the utilisation of local plant, equipment and labour which provides greater economic benefit to the local community. In addition, this alliance will allow for the upskilling of local personnel in the supply of VicRoads Registered mixes. Usually, this type of supply is not common to local concrete plants due to the complexity of the mixes and specification requirements. Because of this engagement, this type of upskilling would provide a greater platform for local concrete plants to self-perform these types of material supply in future DSG projects within the region.
- Utilising local quarries for fill and pavement materials will allow local SME to participate by providing plant, labour and equipment in the construction of the works. Additionally, with the pavement materials, we will engage Wallaroo Quarry in Bicheno. We have previously worked closely with Wallaroo quarry who have VicRoads Registered pavements materials. Supplying pavement material to both projects will create jobs in the local community and upskill their own personnel in constructing DSG roads. This will provide greater opportunities for the local personnel on future DSG projects within the region.
- Some accommodation will be leased by personnel on a temporary basis. This form of leasing will provide stimulation to the local community as temporary housing consequently leads to money spent on food, groceries and cleaning services. Our personnel have a reputation of fitting in with the community forming close bonds that will assist in engaging local community support for the project. The added benefit of this is that if casual positions arise, we are often able to find suitable people by way of word of mouth that will be willing to work with us due to our positive community engagement.
- Fuel will be purchased in the locally owned franchise outlets, and small plant repairs carried out at the local service stations as well. This will aid in keeping local mechanics employed.
- We already have a relationship with the adjacent landowner (Salmon – Wackett Creek) from previous projects. We have an agreement in place to establish our site compound on their property. Additionally, their local quarry will provide fill for the project. In turn we will utilise their plant and equipment to deliver the material to site.
- As a SME ourselves, we would purchase plant and materials from other local SME (ie formwork materials from Triabunna and Bicheno) to provide greater benefit to the local community. This creates involvement and financial boost to the local community. This also helps SMEs employ more people.
- Traffic controllers will be engaged from companies who have local personnel within the Bicheno and Triabunna regions. This will provide reliability in traffic management needs and allow faster response times if an emergency response is required after hours.
- We have engaged recruitment companies to source local personnel to assist in the construction of both bridges. By sourcing locally, we will provide employment and upskill the local personnel.
- We already have a relationship with the local school in Triabunna and have had preliminary discussions about a site visit for the local school students as part of their career development program. As part of this visit, we will discuss with the group about the various career paths within the construction industry. This will provide insight and guidance for the next generation of construction participants.

BridgePro is 100% Tasmanian with the owner residing in Tasmania. To date 93% of the profits from the company have been reinvested back into the company to enable further growth and opportunities for our people, our company and ultimately our State.

We employ locals and are a good news story for the North West Coast. We pride ourselves on doing things differently and have introduced several new technologies to Tasmania which have resulted in

significant benefit to the community at large. This includes a Jack Up Barge, designed and built locally, specialised piling equipment, and innovative prestressing technology.

We are 100% Tasmanian with our profits, payroll taxes, registrations, all expended here in Tasmania.