

Tasmanian Industry Participation Plan

Procurement 3273 – Automated Traffic Offences Program

The Tasmanian Government is committed to maximising opportunities for local suppliers to compete for and win Government procurements. Suppliers/proponents are requested to prepare a Tasmanian Industry Participation Plan (TIPP):

- 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 (and including) \$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.

Procurement details

Procurement ID	3273
Procurement title	Automated Traffic Offences Program
Name of Responsible Agency/Entity	Department of State Growth

Supplier details

Name of supplier	Sensys Gatso Australia Pty Ltd
Contact details for supplier	Name: [REDACTED] Title: Managing Director Postal address: Unit 8, 11-12 Phillip Court, Port Melbourne VIC 3207 Email address: [REDACTED] Telephone: (03) 9647 6470 [REDACTED]

Are you a Tasmanian SME*? Do you employ Tasmanians?

Sensys Gatso Australia (SGA) currently employs personnel from our Victorian office locations in Port Melbourne and additional personnel based in New South Wales. We are a wholly owned subsidiary of the Sensys Gatso Group that employs over 250 personnel globally.

As part of the proposed solution, SGA will establish a Tasmania based delivery service.

- Two (2) office locations will be leased and fitted out to provide a base of operations for Tasmanian employees. The main office will be based in Hobart with a satellite office setup in Launceston.
- New Tasmanian based resources will be employed as new job roles created in Tasmania.. The types of roles will vary from commercial & administrative to technical. We have engaged with the Local Jobs Program initiative from the Australian Department of Education Skills and Employment (Hobart & Southern region and North/North Western region), the Tasmanian Chamber of Commerce & Industry (TCCI), a "Not For Profit" organization called Workskills with 30+ years of experience of providing tailored recruitment services in

Southern Tasmania and the recruitment agency Searson Buck to prepare for the recruitment, employment, and training of new personnel.

- A subset of the roles are able to be delivered from either our office location or from a home office environment. This flexibility enables us to fulfil the roles with skilled personnel that otherwise may not be able to work in other environments. As an example, the Operational Command Centre support roles can be delivered by people with a disability from our accessible office or their own home office location.
- The Tasmania based service delivery will be supported by the experience of the SGA teams based in Victoria, New South Wales and the Netherlands, bringing the experience and knowledge of our more than 50 year heritage in traffic safety and enforcement into Tasmania.
- The Software as a Service component of the Automated Traffic Offence Enforcement program will use a local IT service provider to provide the Platform as a Service element of SaaS, with the integration, licensing and support component provided by SGA. This strengthens the commercial base of the Tasmanian based provider who already employs staff locally.

Where are the goods or services to be used in the contract sourced from?

Sensys Gatso Australia (SGA) is the accountable organisation for delivering all goods and services in the contract. Once in Steady State, the contract services will be delivered from the new SGA Tasmania office locations. SGA uses a number of sources of underlying goods and services (including personnel) that make up our solution.

A list of Tasmanian SMEs (and personnel) to be used to provide services is provided below:

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Our solution will incorporate local products, services and capabilities during the Transition phase and Steady State delivery by using local SMEs provide:

- Recruitment services (Workskills, Local Jobs Program, Searson Buck)
- New local employees + contracted labour
- Real Estate - facility leases
- Office fitout services (local builder yet to be selected)
- Office maintenance and security services
- Car dealership for vehicle procurement and maintenance services
- Vehicle markings (livery fitout)
- Platform as a Service (IT hosting services)
- Locally sourced technical equipment and manufactured bracketry (where able to be established from a local provider)

Opportunity for Tasmanian SME* involvement

An important part of the development of a technology solution for a new client or new project, is a review of the client's requirements. In particular the defining of a list of technology and services that will meet the solution design.

As part of this engagement, Sensys Gatso Australia has defined the:

1. Managed Services solution to produce Housing Units, establish office facilities and recruit local resources, manage the safe and secure deployment of Housing Units, facilities and people to meet agreed Deployment Schedules.
2. Software as a Service (SaaS) solution based upon our Xilium adjudication application as the core component. The other components of the SaaS solution consist of the Platform as a Service (Hosting Services Provider) who provides the infrastructure and managed hosting services for the application and the SGA technical resources to be applied in the Transition and Steady State phases of the contract.

Local SMEs were considered for all elements of solution with outcomes as follows:

1. *Local offices*: Sensys Gatso Australia will establish an office in Hobart within accessible proximity of the relevant Tasmania Police and Department of State Growth office location to enable collaboration and maximise the efficiency of project delivery. A satellite office will also be established in Launceston. Prior to establishing the office location, Sensys Gatso will document requirements and release to the local real estate industry for responses. A local supply chain will also be created for office fitout, office supplies and local IT infrastructure in the same manner. *Housing Units (Camera Cars)*: Sensys Gatso Australia's solution includes the procurement and fitting out of a number of vehicles to be used as Housing Units (Cameras cars) and company vehicles used to mobilise Housing Units (Trailer based) around Tasmania. These vehicles will be sourced locally from multiple optional supply sources. Livery marking provided from a Tasmania SME.

2. *Platform as a Service (Hosting Service Provider)*: Sensys Gatso Australia has established a commercial relationship with a local IT service provider. As part of establishing this relationship, Sensys Gatso assessed a number of Hosting Service Providers based upon quality of delivery and local presence. The selection of this provider and including their services within the Sensys Gatso delivery model has leveraged their participation in local industry groups such as TasICT and their existing service delivery to Tasmanian Government to:

- Department of Health and DPFEM,
- Key programs & services at Department of Health of similar size to the proposed environment for this enforcement solution being the Health Screening Solution, COVID Test booking solution, COVID Contact management solution, and
- Department Of Premier and Cabinet (DPAC) and Department of Primary Industry, Parks, Water, and Environment (DPIPWE).

As an existing supplier to the Tasmanian government framework, this provider has already satisfied Tasmanian government industry compliance and is a leading provider of Microsoft based services including the Azure platform that is part of the SGA solution.

SGA is currently a silver member of the Intelligent Transport Systems industry group. The additional future presence in Tasmania will be promoted in broad terms via our ITS membership and increased participation in local ITS industry activity.

Should SGA be successful in being awarded services from this engagement, we will join the Tasmanian Chamber of Commerce and Industry (TCCI). In doing so, we will have greater access and participation to local SMEs and industry activity. This will enable the potential expansion of goods and services sourced in Tasmania.

The establishment of a local presence in Tasmania encourages a local and alternate supply chain to be created to potentially replace imported goods and services.

As the delivered enforcement services solution matures in the Steady State phase, SGA will use our quality management process to assess the local supplier base with an objective of sourcing additional goods and services locally. In doing so, we will increase the skill base of any local SMEs successfully engaged. A simple example is that of metal work/bracketry for equipment. SGA will engage with local providers to transfer the manufacture of equipment mounting frames and specialised mounting brackets from our Mainland Australian operation to Tasmania.

Further local SME engagement is included in the SGA solution through a TasTAFE program. In preparation for potential award of contract, SGA has already commenced engagement with Tas TAFE Northern and Southern region representatives to establish a trainee sponsorship program. The program will sponsor a technical resource to complete TAFE studies and will include employment upon completion of course. This also provides a continuity of local skill base and local organisation resilience, as the installed base of Sensys Gatso technology increases.

Broader social and economic opportunities

The establishment of a local presence in Tasmania encourages a local and alternate supply chain to be created and more importantly with the recruitment of local resources, increased job opportunities and the subsequent training that evolves with them.

In particular, as an Equal Opportunity employer, a number of our roles will be available to people with a disability. A subset of the roles are able to be delivered from either our office location or from a home office environment. This flexibility enables us to fulfil the roles with skilled personnel that otherwise may not be able to work in other environments. As an example, the Operational Command Centre support roles can be delivered by people with a disability from our accessible office or their own home office location.

Sensys Gatso Australia has always worked with our parent Sensys Gatso Group, to ensure that the skills and knowledge transfer from the European based global operations, have increased the skills and competencies of our Australian delivery managers, software & hardware technicians and systems engineers. This has seen a steady capability uplift over recent times such that some staff have gone on to increase their qualifications at local educational institutions and to take employment with other companies at higher levels of work complexity.

For Sensys Gatso Australia it has seen our staff technicians be accredited in the level of skills that qualify our Australian operations for Warranty and Maintenance technical support. Our support staff now have the responsibility for diagnosis and remediation of systems under warranty and support contracts in Australia. This means that while source code updates are the domain of the global operation team, contract specific and local diagnostics, configuration changes, "work-arounds" and initial fixes required by warranty & maintenance support can be undertaken by local resources.

This skill transfer will continue into the Tasmanian jurisdiction. Through the Transition phase and into the Steady State phase, local resources will be trained in Sensys Gatso solutions and retained for the life of the contract and beyond.

Further skills transfer, local community development and industry sponsorship is included in the SGA solution through a TasTAFE program. In preparation for potential award of contract, SGA has already commenced engagement with TasTafe Northern and Southern region representatives to establish a trainee sponsorship program. The program will sponsor a technical resource to complete TAFE studies and will include employment upon completion of course. This also provides a continuity of local skill base and local organisation resilience, as the installed base of Sensys Gatso technology increases. It provides pathways for the youth student and youth workforce to transition into employment.

Sensys Gatso Australia has a policy for Social and Sustainable Procurement (*QAH-0037 Rev 1.3 Social & Sustainable Procurement Plan*) which we will use in operating our business in Tasmania. We measure performance against it for the benefit of our client contracts. It confirms Sensys Gatso Australia has a focus on:

- Diverse employment
 - Gender
 - Ethnicity
- Environment
 - Australian Packaging Covenant Organisations (APCO) membership
- Fair and Safe Workplace
 - OH&S policies and processes
 - Open door practices
- Wellness programs
 - Annual fun run fundraiser

- Annual (and quarterly) team meetings
- Annual facilitated team event

With respect to disadvantaged Tasmanians, those with a disability and women in the workplace, SGA does not have a designated target for individuals employed or Social Enterprises from which product or services are procured. We do however, focus on following our policies, as an example our policy is to present opportunities that may allow Tasmanians with a disability (or without), those disadvantaged, men and women from all backgrounds to be employed on a contract by contract basis. For this contract we will be recruiting new personnel into the Sensys Gatso Australia organisation as well as using some existing Sensys Gatso Australia (and Sensys Gatso Netherlands) personnel. Our office facilities will be established and maintained to enable people from all diverse categories (whether employees or clients) to engage with the broader organisation and our clients.

The Sensys Gatso Australia team typically participates in a fundraising event each year to raise money for a specific charity and promote health and well-being within the organisation. Our past events have included the Victorian "Around the Bay in a Day" bike ride (for the Smith Family) and Melbourne Marathon (for Stroke Foundation). SGA organises personal training and group training sessions for the employees that are participating to prepare for the event(s). Should SGA be selected, we would undertake a similar program in Tasmania and candidate would be events such as:

- Tasmanian Iconic Walk (for Stroke Foundation)
- Hobart Fun Run (for Royal Hobart Hospital Children's Unit)
- Mother's Day Classic (for Breast Cancer Research).

Local innovative solutions

In order to successfully deliver the solution to Tasmania, Sensys Gatso Australia (SGA) is tailoring existing technology (hardware and software) and processes to meet the specific requirements on enforcement in Tasmania.

Whilst the proposed Roaming Enforcement solution included in the Sensys Gatso Australia response is in use in multiple countries such as France, Algeria and United Arab Emirates. In terms of local innovation, if selected, this solution is not currently in use anywhere in Australia and as such Tasmania will be recognised as having brought this innovative solution into production into the Australian marketplace.

With the implementation of the Xilium application as part of the delivered adjudication system using a SaaS model, the Tasmania jurisdiction becomes inherently part of the Sensys Gatso solution roadmap for this platform moving into the future. This means that the benefits will flow both ways:

- Tasmania is able to influence the direction of the solution roadmap, and
- Tasmania receives the benefit from the improvements and innovation introduced at the global level.

This presents a further opportunity to use local innovation for the benefit of Tasmania .