

Tasmanian Industry Participation Plan Executive Summary

Procurement details

Procurement Reference No.	F200 - 2018
Procurement title	Fleet Management Services for the Tasmanian Government Motor Vehicle Fleet
Name of Responsible Agency/Entity	Department of Treasury and Finance

Supplier details

Name of supplier	LeasePlan Australia Pty Limited
-------------------------	---------------------------------

Executive summary

A respected global company, LeasePlan has operated in Tasmania since 1997 and have maintained a local staff presence since the inception of the Hobart office in 2010. The LeasePlan Hobart Office is located at 199 Collins Street in Hobart's CBD.

During it's time in operation LeasePlan has maintained a local staff of between four and five full time equivalent staff.

LeasePlan will continue to support local industry by procuring goods and services through local suppliers.

As a key player in the local automotive fleet industry, LeasePlan spend approximately \$9 million per year in vehicle procurement (excluding Tasmanian Government Fleet) and approximately \$3.4 million per annum with Tasmanian maintenance providers.

LeasePlan utilises staff in the Hobart office to maintain relationships with local suppliers, and additionally utilise the resources of its national team to ensure that relationships and process in Tasmania with local suppliers remains strong.

Travelling LeasePlan staff stay at local preferred suppliers and would generally stay for a number of nights across the state.

LeasePlan would anticipate approximately 25 nights per annum accommodation for travelling interstate staff with accompanying meal and incidental spend. This would see in excess of \$6,000 per annum spent on travel and meals by interstate staff each year.

Additionally, local LeasePlan staff travel across Tasmania to fulfil business requirements, and would anticipate approximately 24 nights of accommodation for this person and in excess of \$5,000 spend per annum within the local hospitality industry.

Broader economic opportunities

In 2018, LeasePlan has committed to extending its partnership with the Tasmanian Chamber of Commerce and Industry. This will see us upgrade our membership to 'Premium' and increase our financial investment and involvement with the local chamber.

This will see LeasePlan participate in key forums on relevant local topics, allowing local industry to benefit from LeasePlan Australia expertise, as well as allow LeasePlan to broaden local network for future growth opportunities.

As we move into the future, LeasePlan aim to be an early adopter in the push towards electric vehicles in Tasmania, and have recently partnered with RACT to promote electric vehicles through the lease of a fully electric Hyundai Ioniq for the purpose of promoting more sustainable automotive solutions.