

Attachment 7: Tasmanian Industry Participation Plan template

The Tasmanian Government is committed to maximising opportunities for local SME* 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 (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 Reference No.	DoE 1121
Procurement title	Supply of Retail Electricity Services
Name of Responsible Agency/Entity	The Departments responsible for the procurement are the Department of Education, the Department of Police, Fire and Emergency Management, the Department of State Growth, the Department of Primary Industries Parks, Water and the Environment and the Department of Justice (the Departments)

Supplier details

Name of supplier	AURORA ENERGY PTY LTD
Contact details for supplier	Postal address: GPO Box 191, Hobart TAS 7000 Email address: Jamie.reardon@auroraenergy.com.au Telephone number: 03 6237 3538 Mobile number: 0407 047149

Local SME industry impact

What is the direct local impact of your business?

Aurora Energy Pty Ltd is a State Owned entity providing electricity and gas retail services for more than 283,000 Tasmanian customers. Aurora Energy's two shareholders are the Minister for Energy and the Treasurer. Aurora Energy employs approximately 210 people, based in Hobart and Launceston.

* Local SMEs are Australian and New Zealand businesses employing less than 200 people, consistent with the obligations under various free trade agreements and procurement arrangements by which the Tasmanian Government is bound.

Further details in relation to Aurora Energy and its Corporate Brochures can be found at:
<http://www.auroraenergy.com.au/about/about-aurora/aurora-energy-annual-report>
<http://www.auroraenergy.com.au/about/about-aurora>

Aurora Energy will provide the services mentioned within the tender and agreed under the proposed contract within its existing resource capability, with no new direct SME jobs created. However securing the proposed contract will provide Aurora Energy with the capability to further develop and improve systems, which will provide flow through benefits to all Tasmanians.

Goods and services to be utilised in the contract

How much of the goods and services in your submission will be provided by/sourced from local SMEs (this includes goods/services you provide as well as goods/services procured/produced from suppliers/sub-contractors/partners)?

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 and/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)
Purchase of wholesale electricity	\$12M pa	Hydro Tasmania	Tasmania	
Distribution of wholesale electricity	\$5M pa	TasNetworks	Tasmania	

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.

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)

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capability to further develop and improve systems, which will provide flow through benefits to all Tasmanians.

Broader economic opportunities

Are there any other impacts that your business and/or this specific supply will provide to the local/regional economy?

Aurora Energy maintains a core focus on its customers and generating value for its shareholders and the Tasmanian community. We specifically do this by returning an annual dividend to our shareholders which is in turn used for the benefit of the state. In addition, Aurora Energy operates its key functions of Customer Service and Business Support, Credit and Collections, Finance, Marketing, Sales and Billing locally within its Launceston and Hobart offices. Aurora Energy also supports the State through employment provision, with the vast majority of its 200+ Tasmanian workforce locally based, with a number moving back to the State in recent times as a result of taking up employment opportunities offered by the business.

Aurora Energy currently holds ongoing arrangements with approximately 100 service providers. Wherever possible, Aurora Energy will enter into arrangements with fully local entities, or with entities who hold a level of presence within the State.

Completed and endorsed (Supplier)

Jamie B Reardon Commercial Energy Manager

(Name and position – print)