

## Tasmanian Industry Participation Plan

The Tasmanian Government is committed to maximising opportunities for local SME<sup>1</sup> 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.

### Procurement details

<b>Procurement Reference No.</b>	DHHS-5783A
<b>Procurement title</b>	RURAL MEDICAL SERVICES FOR SCOTTSDALE
<b>Name of Responsible Agency/Entity</b>	TASMANIAN HEALTH SERVICE

### Supplier details

<b>Name of supplier</b>	OCHRE HEALTH PY LTD
<b>Contact details for supplier</b>	Dr Ross Lamplugh PO Box 572 Ulverstone, TAS 7315 0428 128 190

<sup>1</sup> Local SME are Australian and New Zealand businesses employing less than 200 people.

## **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?*

As a local SME, Ochre Health's direct impact on local industry is through being an established Tasmanian-based business supported by Tasmanian-based employees. Our Tasmanian operations are managed by our Tasmanian State Manager, Cathy Back, who is based in our Hobart office.

Ochre Health is majority-owned by its founders, Dr Ross Lamplugh and Dr Hamish Meldrum. Dr Lamplugh lives in and works from Ulverstone, Tasmania.

Our current and proposed Tasmanian staffing is shown in the table below.

	Scottsdale	St Helens	Flinders & Cape Barren Islands	Queenstown	Rosebery	Strahan	Zeehan	King Island	Hobart	Ulverstone	Total FTE
<b>General Practitioner</b>	4	4	2	1.8	1.6	0.8	0.6	2			16.8
<b>Registrar/ intern</b>	1	1	1	2				1			6
<b>Medical Coordinator</b>				0.2							0.2
<b>Medical Student</b>	0.5	0.5	0.5	0.5		0.5		0.5			3
<b>Nursing</b>	2	2	1.2	2	1	0.6	0.6	1.2			10.6
<b>Practice Manager</b>	1	1	1	0.25	0.25	0.25	0.25	1			5
<b>Reception</b>	2.5	2.5	1.5	2	1.2	1	0.6	1.5			12.8
<b>Allied/Mental Health</b>	1	1									2
<b>State Manager</b>									1		1
<b>Recruitment</b>									5	1.2	6.2
<b>Total FTE</b>	12	12	7.2	8.75	4.05	3.15	2.05	7.2	6	1.2	<b>63.6</b>

## **Opportunities for new employment**

There are opportunities to create new jobs for Tasmanians in addition to those positions already in place in these locations. For example, following Ochre's successful tender for the provision of medical services to St Helens and Flinders Island, Ochre has led the successful application for commonwealth funding for five additional intern positions in

Tasmania. These additional full-time employees are in Flinders Island, King Island, Queenstown, St Helens and Huonville.

Ochre plans to increase the provision of occupational medicine services across all our sites, which will include an increase our nursing workforce. This is expected to increase the number of employees by two over the next two years.

To meet THS and community needs, Ochre will engage with relevant parties to develop additional positions in allied health services as required. Allied health practitioners who are currently working in the Ochre Health network include psychologists, physiotherapists, diabetes educators, podiatrists, exercise physiologists, speech pathologists, occupational therapists and dietitians. Ochre Health works with local organisations when planning to engage these practitioners to service the evolving needs of the communities. Ochre will work with other health organisations to share resources as appropriate.

Ochre Health will engage six interns and registrars which provides further depth to the medical services on-call roster and keeps Tasmanian trained doctors in Tasmania.

Ochre GPs support medical student placement programs, which sees medical students located in all of our medical centres on a rotation basis.

To fulfil our aim of increasing the number of healthcare workers in Tasmania, we sustain and retain our workforce through competitive pay rates and employment packages. Ochre is a learning organisation, and, with Ochre Health’s support, each employee develops a personalised professional development plan. This results in a gradual improvement in the skills and knowledge of the local workforce and improves staff retention.

**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 per annum	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)
Medical Waste/Security Shredding	\$7200	Veolia	Launceston	NA
General Waste Removal	\$1620	Dorset Council Rubbish Removal	Scottsdale	NA
Local Courier – Pathology and Mail	NA	Scottsdale Express Freight/ Launceston Pathology	Scottsdale/ Launceston	NA
Oxygen and N2	\$494	Health Dynamics (O2) Bovine Breeding Services (N2)	Scottsdale	NA
Local Courier – Oxygen & N2	NA	Health Dynamics (O2)	Launceston	NA
Paper and stationary supplies	\$500	Local Stationary suppliers	Scottsdale	NA
Ink Cartridges	\$1000	Forum Direct	Sydney	NA
Medical Software	\$1500	Best Practice	Bundaberg QLD	NA
Wound Care	\$12,000	Team Medical Supplies	Sydney	NA
Dry cleaning services	\$520	North East Laundry	Scottsdale	NA
Validation, collaboration – vaccine	\$1500	SILTEX	Launceston	NA

fridges				
Electricity for GP's residences	\$6000	Aurora Energy	Tasmania	NA
Electrical repairs/ maintenance	\$500	Northern Electrical	Launceston	NA
Water for GP's residences	N/A	TasWater	Tasmania	NA
Tea/ coffee/ consumables	\$1200	Woolworths	Scottsdale	NA
Accommodation & hospitality venues for visiting locums & management; and for education and other events.	\$5000	Various but most commonly Anabel's	Scottsdale	NA
Air travel	NA	Various	Tasmania	NA
Taxi and Car Hire	NA	Various	Launceston/ Scottsdale	NA
IT support	\$12,000	AUFY (mainly)/Local	Sydney	NA
Security	\$3000	Jackson's Security	Launceston	NA
Cleaning	\$12,800	Dianne Wheldon Patricia Gard	Scottsdale	NA

### **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?

Ochre Health will source components from other local SME companies and sub-contractors. However, Ochre Health will pursue new networks from local SME companies and subcontractors as they become available and applicable to meeting service delivery needs.

The following opportunities exist to source from local services.

#### **Opportunities for local SME involvement**

- A local service provider, Mindfulness Programs Australasia. MPA has been delivering courses on Mindfulness Based Stress Reduction for health and helping professionals and for the general community in most Ochre locations. The course is focused on providing tools and coping mechanisms to deal with day to day events. Although the courses are funded by PHT, they are being delivered in these locations rather than larger centres through the provision of accommodation and other support by Ochre Health. Ochre will look to replicate this service in Scottsdale.
- Local small business – as service provider numbers (doctors and other health professionals) increase there will be a corresponding increase in usage of surrounding small businesses.
- Local Schools – as Ochre Health secures additional permanent doctors to reside in the towns, there will be a direct impact on usage of the local schools and community services by the supporting families.
- Local catering services – education and information events for the community and for internal staff, hosted by Ochre Health, will draw on local catering services.
- Local accommodation and care hire services - Ochre Health management will use local accommodation and cars hire services on their regular visits.

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.

Ochre Health is already engaging with many SMEs for the provision of medical services in Tasmania, as demonstrated in the table above.

Whenever a good or service is required our local staff are empowered to try to source the requirement from a local SME to a predetermined value (depending on the requirement).

For more expensive goods or services, and longer-term contracts, suppliers are selected on a competitive basis. Preference is still given to local SMEs unless there is a significant (usually greater than 20% depending on total contract value) difference in cost.

Ochre follows practical procurement strategies with a focus on developing local Tasmanian suppliers.

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).

To ensure that local SMEs are not disadvantaged, Ochre Health does not require supplies to be ordered in a quantity that would preclude a local supplier from competing.

Local practice managers are empowered to deliver on their own budgets and have reasonable delegation limits to allow them to engage directly with local suppliers for goods and services such as stationary, accommodation, sustenance, and maintenance.

When larger contracts for goods or services are required Ochre actively sources local SMEs and invites them to tender/apply.

All reasonable effort is taken to secure local Tasmanian suppliers prior to considering non-local.

### **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.*

A positive impact on the regional and local economy of Scottsdale results from the following features of Ochre Health's engagement:

- Positive experiences in rural settings during training are closely associated with later choices to work in a rural area generally, and the location that the training took place specifically.

A recent study (2015)<sup>2</sup> by UTAS Rural Clinical School, Burnie, concluded there is "growing evidence that training medical students in rural areas delivers graduates that work rurally".

Ochre Health’s focus on providing quality local training opportunities for GP Registrars, Interns and medical students will lead to an increase in local graduates returning to work in these rural Tasmanian locations.

- The presence of quality health services is known to be a marker of the viability of rural communities. We will contribute to the longer-term viability of the Scottsdale community by providing quality medical services. This will contribute to attracting people to live and work in these communities.
- Provision of quality occupational health services will boost productivity in local industries as it contributes to a healthier workforce. A local occupational health service also removes the need for employees to travel long distances to access these services.
- Establishing more permanent doctors in Scottsdale, as Ochre plans, will add to the economy of this community. The doctors shop locally and their children will attend local schools. We have found that these tangible economic benefits do not arise under fly-in/fly-out services or with a high usage of locums.

**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 (Supplier)**

.....  
 (Name and position – print)

.....  
 (Signature)

...../...../.....  
 (Date)

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<sup>2</sup> *Regional universities and rural clinical schools contribute to rural medical workforce, a cohort study of 2002-2013 graduates.* L Shires, P Allen, C Cheek, D Wilson