

Tasmanian Industry Participation Plan (template/guide)

The Tasmanian Government is committed to maximising opportunities for local SME¹ 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

Procurement Reference No.	DHHS-5799A
Procurement title	Provision of Services for the Engagement of Locum Medical Officers and the Recruitment of Medical Practitioners
Name of Responsible Agency/Entity	Department of Health and Human Services

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

Supplier details

Name of supplier	Blugibbon Pty Ltd
Contact details for supplier	Sam Whitaker 0289606445 sam@blugibbon.com

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?

1, Over three years Blugibbon would commit to a potential investment of \$186,000 towards local Tasmanian medical education. Blugibbon has invested in a medical online training program. The platform assists medical students, Australasian College for Emergency Medicine (ACEM) Fellowship Exam, Australasian College for Emergency Medicine (ACEM) Primary Examination pass their exams.

Blugibbon if successful with the Tasmanian tender we will commit to offering all medical students, advanced trainees and emergency junior registrars residing in Tasmania the platform for free.

The cost per student is usually \$200 per annum.

The University of Tasmania enrol 120 medical students per year. Blugibbon would like to offer free access to the online study portal (usually \$200 per annum per person)

120 students in total multiplied by \$200 membership fee per annum equals \$24,000 investment per year.

There are approximately 10 Advanced trainees located in Tasmania each year and 40 candidates sitting the ACEM primary exams in Tasmania – 50 Emergency students located in Tasmania.

Over three years Blugibbon would be investing \$186,000 towards the training of medical students and emergency professional development and skills in Tasmania.

2, Should we be successful with the Provision of Services for the Engagement of Locum Medical Officers and the Recruitment of Medical Practitioners we would be flying a dedicated team to Tasmania each calendar month.

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	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)
Accommodation for site visits	\$500 per month	TBC	Launceston/Hobart and Burnie	YES
Food allowance for site visits	\$200 per month	TBC	Launceston/Hobart and Burnie	YES
Car hire	\$100 per month	TBC	Launceston/Hobart and Burnie	YES

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?

Upon successfully tender Blugibbon will ensure during its next internal recruitment drive to hire a Tasmanian locum to increase our companies knowledge. Blugibbon would not need to subcontract out any services

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).

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.

Blugibbon if successful with the Tasmanian tender we will commit to offering all medical students, advanced trainees and emergency junior registrars residing in Tasmania access to medical professional education. The upskilling of the Tasmanian medical workforce will not only save Tasmanian lives but will also reduce the need to use locum doctors from other states to provide senior cover.

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.