

## Tasmanian Industry Participation Plan (template/guide)

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-2799A
<b>Procurement title</b>	Provision of Services for the Engagement of Locum Medical Officers and the Recruitment of Medical Practitioners
<b>Name of Responsible Agency/Entity</b>	Challis Recruitment Pty Ltd

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

## Supplier details

<b>Name of supplier</b>	Challis Recruitment Pty Ltd
<b>Contact details for supplier</b>	<p>Jaime Challis Director</p> <p>Challis Recruitment Pty Ltd PO Box 546, Broadway NSW 2007</p> <p>Ph: 02 9509 3000 Fx: 02 8905 9229</p>

### **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?*

Challis Recruitment is a specialised medical recruitment agency based in Sydney, New South Wales. Our agency recruit Medical Officers in both Locum and Fixed Term/Permanent positions with the THS. The successful recruitment by our agency of doctors into Tasmania on both short and long term contracts has a positive impact on local SME by bringing in revenue through travel, accommodation, meals and other incidentals (just to name a few) which has the potential to create new SME jobs and offer SME further growth and opportunities.

### **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.

<b>Identified goods or services</b>	<b>Total estimated value</b>	<b>Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)</b>	<b>Location of supplier (where already determined through existing supply chain arrangements)</b>	<b>If supplier not yet determined, is there a local SME market for same? (Yes/No)</b>
Accommodation, Car Hire and other transport	20,000			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?

Medical Officers on both short and long term contracts require accommodation/housing, transport and sustenance. Those on longer term contracts can require education options (for e.g. for accompanying children), employment opportunities for spouses and/or partners and all other every day to day living requirements.

All of the above requirements of Medical Officers visiting or relocating to Tasmania has a positive impact on local SME.

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.

Our agency engage a number of Tasmanian SME's to facility the successful recruitment of Medical Officers to the THS including but not limited to the booking of hire car/travel 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).

We can ensure that local SMEs are not disadvantaged with the placement of Medical Officers by our agency with the THS as their successful recruitment generates additional revenue rather than reduces it. In addition it ensures that reliable healthcare services are available not only to SMEs but the entire patient population of Tasmania.

### **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.*

The broader economic opportunities and benefit of Challis Recruitment successfully recruiting Medical Officers into the THS is that it allows the opportunity for 'up-skilling'

of current THS employees by newly introduced medical staff both through supervision and general day to day clinical work and observation.

Medical Officers that undertake locum contracts with the THS also have the advantage of gaining a glimpse of Tasmania's rare and natural beauty which can peak the interest for a return to the region in the terms of tourism and permanent relocation – all providing a positive outcome for SME.

**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.*