

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 RECRUITMENT OF MEDICAL PRACTITIONERS
Name of Responsible Agency/Entity	Horner Recruitment Systems Pty Ltd

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

Supplier details

Name of supplier	HORNER
Contact details for supplier	Mark Griffiths, Manager Medical & Healthcare Recruitment medical@horner.com.au 0433 55 1691 or (03) 9335 9935

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?

HORNER confirms we are a local SME with an office locally based in Tasmania. We are proudly 100% Australian owned and operated. Peter Langford, the current owner/sole Director, acquired the business from the retiring founder 13 years ago and has managed the organisation through a period of unprecedented growth and diversification of service lines and service offerings. Peter is an elected Vice President of the RCSA and has held a Board position for almost 10 years.

HORNER has its Medical & Healthcare Divisional manager physically located in Hobart on a full-time basis, and has done so since May 2017.

Local providers like HORNER can provide services at a reduced economic and environmental cost. As a local provider we are close in proximity and can reduce the costs of providing the service in relation to our attendance on site.

HORNER prides itself on providing personalised and customised service and this means for our customer that you just pay for what you need. You aren't paying for large advertising campaigns to promote our brand. Our advertising and candidate attraction benefits you as our client.

There is an opportunity that should the workload dictate with this contract we may employ additional staff within Tasmania, however, the remaining 40 HORNER staff work primarily out of our three Melbourne offices.

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)
Local Petrol Stations	Unmeasured	Various	Throughout Tasmania	N/A
Water	Limited	TasWater	Local	N/A
Power	Limited	Aurora Energy	Local	N/A
Temporary Regional Accommodation & Incidentals	As required	Various	Throughout Tasmania	N/A

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?

HORNER Medial & Healthcare Divisional manager being physically located in Hobart on a full-time basis will be conducting scheduled physical visits throughout THS facilities.

At this stage HORNER does not need to source any components of our offer from local SME/subcontractors.

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.

We identify all interested parties via industry events, word of mouth, online searches and direct approach. Where possible, HORNER aims to utilise other similar SME's that are Australian, privately owned suppliers. At the moment there is no need to identify any engagement processes of SMEs as they operate physically within Tasmania. However, it is safe to state that we communicate via all mediums: email, phone and physical.

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).

Our local SMEs work daily with our Melbourne based teams and we therefore do not see any disadvantages.

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.

HORNER confirms we would be open and willing in supporting and contributing to the economy in Tasmania to assist the local/regional economy and community.

We may be able to contribute to Tasmanian economy in the following ways, including but not limited to:

- ***Utilising Tasmanian-based suppliers such as transport, accommodation and printing/stationary***
- ***Employing Tasmanian-based staff should we expand the local team***
- ***Sponsoring local events***
- ***Participating in local job fairs***
- ***Holding an Industry Forum in the local area***
- ***Sponsoring local Business Awards***
- ***Being a speaker at local business events***
- ***Volunteering, financial contributions and/or donations of equipment to local charities***

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.