

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	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	International Medical Recruitment Pty Ltd, trading as IMRLocumbank
Contact details for supplier	Laszlo Maklary National Business Solutions Manager – Health, Medical & Social Care – WorkPac Group P: 03 9647 5153 F: 03 8648 6846 E: Laszlo.Maklary@Workpac.com A: Level 6, West Tower, 608 St Kilda Road, Melbourne, VIC 3004

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?

IMRLocumBank's present operation is based in St Kilda Rd, Melbourne, VIC. We employ 17 Full Time Equivalent (FTE) staff, fourteen (14) of which are based in VIC, one (1) in NSW and two (2) in QLD. Our employment within Tasmania is under temporary staffing solutions of Locum Medical Practitioners to the DHHS and THS.

IMRLocumBank also provide for the direct recruitment of permanent medical practitioners to the DHHS/THS.

As a result of the proposed contract we would anticipate that 1.0 to 1.5FTE staff would be employed in addition to our current resources to ensure service delivery of the proposed contract.

IMRLocumBank will seek to, in the first instance and should the demand and service requirement necessitate it, set up a satellite operation within Tasmania, employing local staff.

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)

Car hire	>\$10,000	Unknown	Variable throughout Tasmania	Yes
Accommodation	>\$10,000	Unknown	Variable throughout Tasmania	Yes
Travel	>\$20,000	Unknown	Variable throughout Tasmania	Yes
Taxi	>\$5,000	Unknown	Variable throughout Tasmania	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?

In all instances, under the proposed contract the DHHS has provided clear guidance that best available price is to be utilised as the primary sourcing method. As such, each individual engagement that requires the sourcing and utilisation of the services will be treated as such. Components will be sourced locally so as not to disadvantage local SME companies from the provision of the services.

We would anticipate local SME involvement to be utilised in greater than 50% of the services required under the proposed contract.

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 intend to identify and engage with sub-contractors and/or other SMEs in relation to the delivery of the contract through recommendations provided by local DHHS/THS workforce staff; sourcing via web based search to meet our contractual compliance measures; and potential partnership with a local travel booking provider/service.

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).

As the services required will be ad hoc in nature and pricing is of paramount importance, procurements of the services will always remain small in nature, thus SMEs will not be disadvantaged when competing with other suppliers.

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.

Pending the outcome of the process and level of supply, our supply under the arrangement may potentially lead to the creation of a small satellite office to provide local support to incoming Locum Medical Practitioners.

In this instance we would anticipate the creation of a local office with 1.0-1.5FTE local staff. This would also lead to Corporate Social Responsibility (CSR) programs being created to provide local

community support, as part of our broader commitment to CSR activities in the local communities in which our organisation operates.

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.*