

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	Tasmanian Health Service

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

Supplier details

Name of supplier	Jon & Jon Consulting Pty Ltd
Contact details for supplier	Jonathan McKenzie Director Tel: 0413 970 835 Email: jon@jonandjon.com

Local SME industry impact

What is the direct local impact of your business?

Jon & Jon has a long history of performing a vital role in the economies we work in. We specialise in placing locum medical officers and practitioners in rural, remote and metropolitan areas, and strongly believe that investment in and access to quality healthcare in local communities boosts both economic and social wellbeing.

While our head office and all our employees are currently based in Sydney, we place doctors across Australia. In Tasmania, we have placed doctors in Mersey Community Hospital, Launceston General Hospital and Royal Hobart.

If appointed to the panel, we will look at setting up a satellite office in Hobart, and will recruit and base at least one full time permanent recruitment consultant in this office.

As we will be responsible for arranging and facilitating the landing and arrival of locum medical officers to the required hospital, clinic or member organisation, organising flights, ground transport (hire vehicle/taxi/personal vehicle) and accommodation, we will engage with SMEs to provide these services wherever possible.

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)
Hotel	Unknown at present	TBC	TBC	Yes
Taxi	Unknown at	TBC	TBC	Yes

	present			
Hire vehicle	Unknown at present	TBC	TBC	Yes
Travel agent	Unknown at present	TBC	TBC	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?

New work will be undertaken locally and workers will be relocating to the local area as a result of Jon & Jon Consulting fulfilling the contract.

We will provide locum medical officers and practitioners to hospitals across Tasmania on a locum and permanent basis. These doctors will be relocating to Tasmania on a temporary or permanent basis and will help to stimulate the Tasmanian economy by using local services, spending money with local businesses – which in turn creates more jobs and contributes to a vibrant community.

We will focus our efforts on providing long term locums and permanent doctors who are willing to relocate to Tasmania for the long term with their families – which will further stimulate the Tasmania economy.

~~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 will engage with local SMEs to make travel arrangements and source accommodation for our traveling locum medical officers and practitioners.

Our administrative officers will work in partnership with the local hospital's medical administration team to research, source and compile a list of local services providers, based on value for money, convenience, and the quality of service provided.

~~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).~~

The nature of the service that we provide will not negatively impact upon nor disadvantage local SMEs.

To the best of our knowledge, the vast majority of medical recruitment agencies that supply Tasmanian Health do not have a local presence. For this reason, local SMEs will not be disadvantaged if we are appointed to the panel.

Broader economic opportunities

Are there any other impacts that your business and/or this specific supply will provide to the local/regional economy?

Jon & Jon's mission is to help ensure that all areas of Tasmania are sufficiently staffed with quality clinicians, and benefiting from continuity of service.

We will directly impact and stimulate the Tasmanian economy by relocating doctors to live and work in Tasmania. We will also consider establishing an office in Hobart and recruiting a local staff member if there is sufficient demand.

We look forward to continuing to provide services that positively impact on the local community: employment for doctors, essential health services for all Tasmanians, engagement with SMEs, and the contribution to the local economy that doctors bring.

We value highly our strong working relationship with Tasmanian Health Service, and are committed to doing all we can to help this vital organisation achieve its goals. We look forward to continuing our relationship, as we collectively strive to provide Tasmanians with continuous access to world-class healthcare and clinicians.

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.*