

## 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-5799A
<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>	Department of Health and Human Services

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

## Supplier details

<b>Name of supplier</b>	Locum Life Recruitment
<b>Contact details for supplier</b>	Arron Hughes 0450959844/arron@locumlife.com.au

### 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?*

*Locum Life is a SME recruitment agency with its head office based in Sydney, NSW and is owned by two directors. Locum Life currently has nine recruitment consultants each covering their own specialities and two admin support staff. Although Locum Life's head office is based in NSW. Locum Life services Australia on a national level including Tasmania. Locum Life frequently sources and engages with doctors from Tasmania and places them into short or long-term positions.*

*Locum Life has a key interest in Tasmania and believes will be a potential growth hot spot for the business. If successfully selected to supply Medical officers to Tasmania and the demand allows it. Locum Life is interested in opening up an office in Tasmania to specifically service local hospitals and tap into the local candidate market. This expansion into Tasmania will allow Locum Life to rent/buy office space and employ new recruitment consultants and supporting 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.

<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>
ISO Compliance	\$9,000	International Certification LTD	Tasmania	Yes (Used)
Increased	\$5700	Biz Cover	National	Yes (Used)

Public Liability Insurance			(Including Tasmania)	
Professional Services	\$2000	BID	National (Our Consultant is in Tasmania)	Yes (Used)
Legal Services	\$1000	PWB	Tasmania	Yes (Used)

### **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?

If we are successful in tendering with Tasmania Health, we will be able to do two things immediately that will impact the SME market in Tasmania:

- Add revenue streams to local Sole Traders & PTY LTD companies in Tasmania. This will be accomplished by finding work for consultants under a sole trader or PTY LTD with businesses based in Tasmania
- We will also be able to provide local SME's in Tasmania Health with both contract and permanent staff, and therefore can provide jobs within Tasmania

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 are able to liaise with hospitals in Tasmania to find contract work for consultants who are not employed by TAS Health, but live in Tasmania to allow their local business to find contract work, while simultaneously creating jobs, and filling crucial vacancies for all hospitals in Tasmania
- We currently work with and will continue to source contractors based in Tasmania via new business development that all of our consultants at Locum Life are KPI'd against
- As conferences, industry events, and general networking events are planned, we will send consultants to join the events, and identify local businesses that could benefit from our successful tender
- When we are required to provide travel or accommodation, we will use a local travel agent in Tasmania to make our booking. This will again, bring money back into the SME market in Tasmania

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).

- When opportunities arise for Locum Life to engage with the local SME market in Tasmania (Examples of when this may occur, answered in previous questions), We will get in touch with multiple vendors to allow the players in each market a fair opportunity to win our business

### **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.*

- If successful in this tender, we plan to source candidates for all grades in terms of seniority for both permanent and contract work requiring cover in local Tasmanian health facilities. Due to the nature of the health industry, by placing candidates in more junior roles, we will be able to take part in their professional development by giving them the exposure they need to secure more senior grades of practitioner in the future. Tasmania Health will benefit from this lifecycle as these junior doctors will be able to perform in a more senior capacity for Tasmania Health in future.

**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.*