

## 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 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>	MedRecruit PTY Ltd
<b>Contact details for supplier</b>	Siobhan McDonald <a href="mailto:Siobhan@medrecruit.com">Siobhan@medrecruit.com</a> Phone 07 5553 9600

## Local SME industry impact

What is the direct local impact of your business?

Our business is based in Queensland and we employ 25 people in Australia. Were we successful in this tender we would add headcount to our business. To successfully deliver to this contract we would look to employ doctors who are resident in Tasmania but not currently working for the Tasmanian Health Service. We also believe we would be able to attract doctors to move to Tasmania for work. Our travel and the travel of our doctors to Tasmania to deliver to the contract would add income to the accommodation and hospitality sector in Tasmania.

## 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)
Travel	\$211,000			Yes
Accommodation	\$309,000			Yes
Employment	\$350,000			Yes
Food etc	\$65,000			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?

We would expect to see a significant increase in the locums we supply into the Tasmanian market, with that will come an increase in spend on travel and accommodation.

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.

Where possible we will use Tasmanian business to deliver to the additional services we will require, in addition we are investigating the opportunity to partner with agencies/individuals who already operate in this sector 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).

Where we see the opportunity to partner with local suppliers we will do so and share revenue equitably. The result for the local company will be an increase in overall business income.

### **Broader economic opportunities**

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

Depending on the outcome of the tender we would consider opening a local branch in Tasmania, the benefits for Tasmania would be increased employment, rental and services income and upskilling of the local workforce. In addition, the employment of doctors in Tasmania will lead to the skill development of the Tasmanian medical workforce.

**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.*