

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.	RFT Number 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	Medic Oncall Pty Ltd
Contact details for supplier	Melissa Bennett Managing Director Phone: 1300 66 22 66 Mobile: 0408 422 664

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?

Response

Medic Oncall has several medical practitioners based in Tasmania who seek locum work within Tasmanian hospitals.

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.

Response

(estimated local services for 3 years of the contract)

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)
<i>Local accommodation</i>	<i>\$650,000</i>	<i>Various Tasmanian based accommodation venues</i>	<i>Tasmania</i>	<i>Yes</i>
<i>Ferry services</i>	<i>\$180,000</i>	<i>Spirit of Tasmania</i>	<i>Tasmania/Victoria</i>	
<i>Local flights</i>	<i>\$200,000</i>	<i>Jetstar, Virgin, Qantas</i>	<i>Tasmania/Victoria</i>	<i>Yes</i>
<i>Rental cars, Ubers, taxis</i>	<i>\$60,000</i>	<i>Local Tasmanian suppliers</i>	<i>Tasmania</i>	<i>Yes</i>
<i>Local travel agent</i>	<i>\$25,000</i>	<i>Local Tasmanian agent</i>	<i>Tasmania</i>	<i>Yes</i>

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?

Response

The provision of locum services to DHHS will be mainly undertaken by interstate medical locums due to the small number of existing medical staff in Tasmania available to locum.

Accommodation, air and sea travel and rental cars, taxis and Ubers will be sourced from within Tasmania. Medic Oncall intends to contract a local Tasmanian travel agent to organise travel arrangements for locums travelling to 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.

Response

Medic Oncall intends to advertise for a locally based travel agent to be appointed as Medic Oncall's representative 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).

Response

Medic Oncall is an SME and is aware of the disadvantages in competing with larger organisations so will be cognisant of recommending and using locally based Tasmanian SME's for the provision of accommodation and travel for Medic Oncall's locums.

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.

Response

Medic Oncall's Giving Fund targets rural health

Many locums choose to bring their families for extended holidays whilst locuming

Broader economic impact on tourist attractions, food and accommodation