

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	DHHS / THS

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

Supplier details

Name of supplier	Medical Locum Services PTY LTD
Contact details for supplier	Contact Person: Dr Dominik Stepien Telephone: 0451557010 Email: dominik@medicallocumservices.com.au

Local SME industry impact

What is the direct local impact of your business?

Medical Locum Services – MLS is a SME located in Melbourne VIC currently employing 3 persons. Although MLS is not currently employing people in Tasmania we successfully contribute with the provision of Medical Officers to work there, contributing to reducing shortages of skilled Medical Officers in Tasmanian Health Organisations.

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?

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)
Medical procurement		MLS	Melbourne	Yes
MLS already has an established office capable of accommodating the requirements of the tender in question.				

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?

MLS sources Medical Officers globally that are registered and able to work in Australia. Therefore, we also source Medical Officers locally, by direct interaction with Medical Officers, not through other SME.

If a different opportunity arises preventient from Tasmanian SMEs partnerships that prove beneficial to MLS and stakeholders, then MLS would consider engaging with such SMEs. However, that's not the current situation.

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.

MLS is currently capable of delivering the contract with the existing supply chain. Currently the advertisement of vacancies are posted on MLS website, through advertisements on different specialties' Colleges websites and publications. Vacancies are also directly submitted to our pool of candidates directly via email, sms and phone calls.

MLS has an experienced team to assess potential candidates who is capable of delivering the current contract. As mentioned above, should a new member of staff be required to maintain or enhance the quality of the services provided, MLS would advertise on internet's appropriate recruitment websites to find adequate personnel to join the team.

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).

MLS is itself an SME that is not currently subcontracting any procurement, servicing Health Networks by engaging directly with Medical Officers from Tasmania or interstate to face shortages at different levels and specialties. We have a simple organisational structure, growing organically and contracting workforce as needed.

Our Medical Practitioners are trained doctors already practicing in different health organisations, being the hiring hospitals the entities who ultimately decide whether a doctor is adequate for a given vacancy.

In light of this, the question doesn't seem to apply to MLS context.

Broader economic opportunities

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

MLS will make efforts to extend the pool of candidates with Medical Officers that live in Tasmania, promoting employment in Tasmania.

On the other hand, by providing Medical Officers to Tasmania that might not originally live/work there, MLS potentiates the cross transfer of new skills within the health organisations.

If a new opportunity arises prevent from Tasmanian SMEs partnerships that prove beneficial to MLS and stakeholders, then MLS would consider engaging with such SMEs.

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.

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.*