

## 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 / Tasmanian Health Service

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

**Supplier details**

<b>Name of supplier</b>	Medipeople Pty Ltd
Contact details for supplier	Account Manager: James Whitaker Email: james.w@medipeople.com.au Address: Suite 2 Level 18 45 Clarence Street Sydney NSW 2000 Phone: 02 8001 6272 Fax: 02 8324 7546

**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?*

Should Medipeople be successful in securing the contract we will look to open a local office in Tasmania with up to three local staff (one for each district). The office would be opened at a strategic location to support fast and efficient communication with the THS and key hospitals. Medipeople is an equal opportunity employer (see the corresponding policy in the appendices) dedicated to promoting fair and equal treatment of all people in the professional environment.

**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>
Staff Training Services	\$1000	-	-	Yes
Office Space Rental, Fitout & Operation	TBA	-	-	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?

When Medipeople opens a Tasmanian office, a wide range of local SME companies will benefit. Rent payments, office fit-out products, IT services, and other products and services will be purchased locally. An immediate benefit to Tasmanian businesses will be our logistical partnerships. We will work with many Tasmanian SME businesses to provide accommodation, car rental, consumables and more for any travelling locum candidate.

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 re-evaluate our current systems and supply chains to identify an effective and efficient approach for Medipeople to achieve the THS' tender goals. Where Medipeople's current systems and supply chains require improvements, priority will be given to local Tasmanian suppliers (after advertising Medipeople's requirements) wherever financially and strategically viable.

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).

Since no overly complex supply chains are required for delivering the THS' requirement, Medipeople will be able to fairly evaluate all necessary offers for goods and services based on the quantitative and qualitative details of any offers it will receive.

### **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.*

When Medipeople opens a Tasmanian office, then Medipeople will invest into the career opportunities and skill sets of its local Tasmanian staff. In addition, Medipeople will contribute to the economic growth of the area of its office location by increasing local

purchase power and spending. Our doctors and nurses are highly skilled and experienced and will provide a great learning environment for local Tasmanian health professionals.

**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.*