

## 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>	OCHRE RECRUITMENT PTY LTD
<b>Contact details for supplier</b>	Malcolm Reeve Phone: (03) 6224 4399 Mobile: 0457 004 475 Email: <a href="mailto:malcolm@ochrerecruitment.com">malcolm@ochrerecruitment.com</a> Address: Level 12, 39 Murray Street, Hobart

### **Local SME industry impact**

What is the direct local impact of your business?

Ochre Recruitment is part of the Ochre Health Group of companies, with also comprises Ochre Health.

Ochre Recruitment employs seventeen (17) FTE in offices in Hobart, Sydney and Wellington (NZ). Eight (8) FTE are employed directly in Hobart.

Ochre Recruitment anticipates that an additional two (2) FTE would potentially be added in its Hobart operations throughout the term of the ensuing Agreement should it be successful in this RFT process and increase the volume of services provides to DHHS/THS.

Ochre Recruitment also supports other local SMEs in the Tasmanian economy, engaging a local IT business for managed services and other suppliers on a contract basis, such as creative design agencies.

In addition, as part of the Ochre Health Group, Ochre Recruitment also works closely to support Ochre Health. Ochre Health deliver medical services to several rural and remote communities across Tasmania and directly employ a significant number of local doctors, nurses and practice staff accordingly.

### **Goods and services to be utilised in the contract**

Identify the goods and/or services you expect to purchase to complete the contract and provide the requested information in relation to same, where known.

Please note – information below is based on the initial three (3) year Agreement term. The Total Estimated Value of each item would increase if the optional extension periods were executed.

<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>
Office rental	\$150,000	Edwards Windsor Real Estate	Hobart	n/a
IT services	\$75,000	TazTech	Hobart	n/a
Creative agency	\$30,000	TBC	Hobart	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?

Ochre Recruitment will be required to source Medical Practitioners from across Australia, including from within Tasmania, to provide Locum Services to DHHS/THS under this Contract.

It is not possible to specify an accurate volume of Medical Practitioners that Ochre Recruitment would use to deliver the services. However, it is estimated that Ochre would utilise at least fifty (50) Medical Practitioners each year to deliver locum medical services to DHHS/THS facilities.

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.

Ochre Recruitment maintains a database of Medical Practitioners who are both suitably qualified and interested in providing locum medical services in DHHS/THS facilities.

Ochre Recruitment has contractor agreements in place with these medical practitioners.

Communication with and direct marketing to these medical practitioners will enable Ochre Recruitment to engage them for specific placements to provide locum medical services in DHHS/THS facilities.

In addition, Ochre Recruitment invests significantly in a range of marketing activities aimed at continually growing its database of suitable medical practitioners. These activities include digital advertising strategies, attendance at industry conferences and events, and marketing via Australian/Australasian medical colleges.

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).

As outlined above, Ochre Recruitment already engages local SMEs to supply goods/services and has done for more than ten (10) years. This will continue to occur.

### **Broader economic opportunities**

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

As outlined above, Ochre Recruitment has maintained an office in Hobart for more than ten (10) years, which comprises a significant investment in the ongoing training and development of locally engaged staff.

Ochre Recruitment intends to continue to provide career development and training to existing and new staff.

Ochre Recruitment maintains active engagement with other local recruitment suppliers to share industry expertise and insights. Ochre Recruitment is also a recognised Tasmanian Employer of Choice and actively participates in a range of Employer of Choice forums and events with other Tasmanian organisations.

**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.*