**Tasmanian Industry Participation Plan (template/guide)**

The Tasmanian Government is committed to maximising opportunities for local SME\(^1\) 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

<table>
<thead>
<tr>
<th>Procurement Reference No.</th>
<th>DHHS-5799A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Procurement title</td>
<td>PROVISION OF SERVICES FOR THE ENGAGEMENT OF LOCUM MEDICAL OFFICERS AND RECRUITMENT OF MEDICAL PRACTITIONERS</td>
</tr>
<tr>
<td>Name of Responsible Agency/Entity</td>
<td>DEPARTMENT OF HEALTH AND HUMAN SERVICES</td>
</tr>
</tbody>
</table>

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\(^1\) Local SME are Australian and New Zealand businesses employing less than 200 people.
Supplier details

<table>
<thead>
<tr>
<th>Name of supplier</th>
<th>Omega Medical Pty Ltd</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contact details for supplier</td>
<td>Warwick Burton 02 8005 3447, <a href="mailto:warwick@omegamedical.com.au">warwick@omegamedical.com.au</a></td>
</tr>
</tbody>
</table>

Local SME industry impact
We are an Australian based business operating outside of Tasmania that employs many Tasmanians on short and long-term contract work. We also engage with local service providers for accommodation and hire care purposes.

Last year we had 267 Tasmanians registered with us who were available for work in Tasmania and we employed 31 of them in contract work. We will continue to employ local Tasmanians and engage with local service providers. There are many opportunities to engage with local accommodation suppliers and hire car providers rather than engage with larger corporates where the profits go off the island. Where ever possible we will choose the local suppliers.

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.

<table>
<thead>
<tr>
<th>Identified goods or services</th>
<th>Total estimated value</th>
<th>Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)</th>
<th>Location of supplier (where already determined through existing supply chain arrangements)</th>
<th>If supplier not yet determined, is there a local SME market for same? (Yes/No)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accommodation</td>
<td>$80,000</td>
<td>Various</td>
<td>Various</td>
<td>Yes</td>
</tr>
<tr>
<td>Hire Car</td>
<td>$30,000</td>
<td>Various</td>
<td>Various</td>
<td>Yes</td>
</tr>
</tbody>
</table>
**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 have existing relationships in place with local suppliers and these suppliers will experience an increase in trade if we are selected on this contract. The amount of increase is difficult to establish, from experience an estimate of a 20% increase will be achieved.

We will also increase the number of workers we engage with in Tasmania to meet the demands of the new business that this contract should deliver.

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 have existing local supply relationships in place. We will also engage with many more people to supply contracting services. There are many ways to attract local talent most of these tactics are proprietary.

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).

Our clients give the final sign off on expenditure. We will always present local suppliers as a viable option and it will depend on our clients as to who we use.

**Broader economic opportunities**

Are there any other impacts that your business and/or this specific supply will provide to the local/regional economy? Nothing known.


**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.