

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	Department of Health and Human Services

Supplier details

Name of supplier	Skilled Medical Pty Ltd
Contact details for supplier	27 Keele St, Collingwood Vic 3066 Phone: 03 8413 3000 Email: enquiries@skilledmedical.com

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

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?

Skilled Medical Pty Ltd operates across Australia from its premises located at 27 Keele St, Collingwood Victoria 3066. Through this corporate office we provide a full service medical recruitment business to all states and territories of Australia and to New Zealand. All staff and service functions are provided from within the corporate office.

We also have a permanent medical recruitment team based in London UK that manages transnational medical recruitment between the UK, Ireland, Australia and New Zealand.

Our organisation includes Managing Director, Director of Business Services, Senior Medical Advisor, Recruitment Team Leaders, Recruitment Consultants, Compliance Officers, IT Team, Finance Team, Quality Manager and Marketing Manager.

Skilled Medical has a complement of 35 staff - 30 in our Melbourne Office and 5 in our London office. Depending on service demands we expect that we will engage an additional two staff members in our Melbourne corporate office to manage placements in Tasmania.

We will also undertake staff visits to key THS clients and be available for scheduled virtual meetings.

Skilled Medical operates during business hours Monday to Friday and provides a 24x7 after-hours customer service that enables client to contact Skilled Medical at any time.

We expect to be able to meet all our obligations to Tasmania through the above staffing located in our Melbourne office.

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)
Ground Transport	<\$10,000pa	-	-	Yes
Transit Accommodation	<\$10,000pa	-	-	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?

Where possible we will source Tasmanian based doctors for THS Locum roles.

We do not envisage sourcing any of the candidates from other local SME companies / sub-contractors.

Skilled Medical has in excess of 5000 APHRA registered Locum Medical Officers (LMOs) nationally on its database and we envisage that we will be able to meet the demands of TAS Health for LMOs from our pool.

Further, to estimate our supply, we have reviewed our own extensive database of registered medical practitioners; comparing those from Tasmania to our total number of registered Australian medical practitioners; to that of the (national) Medical Board of Australia/AHPRA records.

Our database reflects 2% of all our medical practitioners are from Tasmania comparable proportion to The Medical Board of Australia.

Should Skilled Medical be successful in its bid we expect the proportion of our doctors who are TAS domiciled will increase.

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.

Skilled Medical does not intend to use third party medical recruitment firms as partners or subcontractors.

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).

Skilled Medical expects to compete with any local SMEs on an equal footing based on our capacity to meet THS locum medical officer staffing needs.

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.

Should Skilled Medical be successful in its bid we expect the proportion of our doctors who are domiciled in Tasmania will increase.

Skilled Medical will as far as possible attempt to provide doctors who are Tasmania based. We will increase our marketing campaigns accordingly to target and attract the highest possible percentage of local candidates particularly around skills shortages identified in by TAS Health.

It is expected that highly qualified and experienced senior locum doctors will bring wide-ranging clinical expertise to THS facilities and share knowledge and skills with local doctors.

Visiting locum doctors are expected to spend time and money in Tasmania on essential and leisure services such as food, wine, travel and holiday accommodation.