

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

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

Supplier details

Name of supplier	SwasMedical Recruitment Agency
Contact details for supplier	A: 23 Sundown CCt North Lakes 4509 QLD T: 07 34917181 E: info@swasmedical.com.au

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?

SwasMedical Is located in Queensland and at the present moment we have no employees based in Tasmania, but should the company grow SwasMedical is open to employing Consultants based anywhere in Australia, Recruitment Consultants can work from anywhere in Australia including Tasmania, they do not need to be QLD based. However, Accommodation and Transport services for the Locum Doctors will be sourced from Local companies in Tasmania, creating opportunities for Local SMEs that employ in Tasmania.

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)
Accommodation and Transport Services	-	-	Tasmania	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?

Accommodation and Transport services for the Locum Doctors will be sourced from Local SME companies in Tasmania

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.

SwasMedical has sound and fair process to source products and services from local suppliers. The process assesses the following attributes in suppliers:

- *Quality Assurance*
- *Australian origins and contents*
- *Human Resources and management skills*
- *Environmental sustainability*

In all cases the following objectives are applied, in particular:

- *Securing value for money*
- *Enhancing capabilities of Australian business and industries*
- *Protecting the environment*
- *Promoting open and effective competition*

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).

SwasMedical has adopted a fully transparent procurement plan, which includes procedures and policies that encourage local industry participation and local suppliers.

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.

The more Locum Doctor placements SwasMedical makes in Tasmania, the more local SMEs can have people working in accommodation and transportation sector, and the more people working means the local economy grows and prospers.

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.*