

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 or 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	Triple0 Medical Recruitment
Contact details for supplier	Mike Adam Managing Director 0427 220 700 mikeadam@triple0.com www.triple0.com P O Box 803, Cleveland, QLD, 4163

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?

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	\$20,000			Yes
Taxi / Transport	\$5,000			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?

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.

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).

We will be supplying locum doctors from across Australia who will likely fly into Tasmania and undertake work at local public hospitals. The local SME businesses to benefit from these doctors include:

1. Local taxi companies and other transport providers will benefit as they will be used to transport the doctors from the airport to the hospital.
2. Local rental car companies will benefit as some doctors are likely to require a rental car for the duration of their locum work.
3. Local hotel/motel accommodation and food providers will benefit as the doctors will require accommodation when they are in Tasmania to undertake the locum work.
4. Locum doctors often bring their families with them when working. These family members will explore the local area during the day and will inject money into the economy through tourist attractions, restaurants and other retail outlets.

We will be sourcing doctors who are wanting to move to Tasmania to live and work as a full-time employee of Tasmania Health. This will likely inject money into the economy by the doctors purchasing houses, cars, attending local schools, sports facilities and other daily activities as a result of moving to Tasmania.

Currently 2% of the doctors registered and credentialed with Triple0 and asking to be kept informed of suitable locum positions across Australia are residents of Tasmania.

As part of our commitment to deliver value for money services, we would like to increase our number of Tasmania resident candidates and utilise the skills of these doctors to fill Tasmania Health locum vacancies. The benefits for Tasmania Health will be numerous – these doctors are more likely to be already trained and experienced in the Tasmania Health IT systems and processes and the travel costs will be significantly less than if the doctors are based in other states.

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.

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.*