

## 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 the 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>	ZEEP Medical Pty Ltd
<b>Contact details for supplier</b>	Glenn Young, Managing Partner <a href="mailto:glenn@zeepmedical.com.au">glenn@zeepmedical.com.au</a> 0475 889 906

### 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.

<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>
Travel Arrangement	\$50,000	Andrew Jones Travel	Hobart and Launceston	

### **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?

Most doctors sourced to be engaged in locum work under the contract will not be Tasmanian residents. They will be traveling to Tasmania, utilising local accommodation, car hire, food services and entertainment. We propose to use Tasmanian based Andrew Jones Travel to organise travel, accommodation and car hire where ZEEP Medical is required to arrange such services under the contract. This would be a specific change from our current supplier Flight Centre Business Travel.

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.

ZEEP Medical has proactively identified and engaged Tasmanian based Andrew Jones Travel to provide all travel, accommodation booking.

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).

Andrew Jones Travel will be positively advantaged by the transfer of travel and accommodation bookings.

### **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.*

ZEEP Medical, given our technology allows staff to be employed anywhere in Australia, will employ Tasmanian based personnel should a suitable candidate, with the right qualifications and experience present themselves. We will also look to employ a Tasmanian based Account Manager, when the level of locums working on any given day reaches 20.