

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-5810A
Procurement title	Provision of MFD Fleet Management Services
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	Winc Australia Pty Limited
Contact details for supplier	Ben Machin Sales Manager 120 Campbell St, Hobart TAS 7000 P: 03 6232 4121 M: 0418 173 074 E: ben.machin@winc.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?

Winc is not a SME but is local and we have offices at:

- 120 Campbell Street, Hobart TAS 7000 (State Office)
- 18A Don Road, Devonport TAS 7310
- 3/34 McKenzie Street, Invermay TAS 7248

Winc has 24 staff dedicated to its Managed Print Services line of business with a total of 51 staff state-wide and their families living in Tasmania. Winc have demonstrated a significant commitment to Local Business through our wide ranging contributions to the Tasmanian community.

We regularly employ trainees as part of our commitment to develop young Tasmanians. Of our 24 current Managed Print staff five (5) have come through traineeships to gain fulltime employment with Winc – 3 x technicians and 2 x administrative staff, employed throughout the state.

We believe we have the current resources to sufficiently and professionally deliver on what is required for this submission, however the jobs that may be created could include, additional technical support and professional services staff.

Of the 51 Tasmanian jobs Winc currently provides, 24 of these are dedicated to the Managed Print Services team with 13 on-site Service Technicians, 6 Administration/Customer Service Staff and 5 Sales/Account Representatives throughout Tasmania. Winc and associates directly support thousands of businesses and jobs throughout the state. Winc Australia are committed to sourcing products through local suppliers in an effort to support our local economy. Over 85% of the products we sell across all categories are sourced through local Australian businesses rather than imported directly from overseas companies, this specific

tender is sourced not only through our broader ANZ SME network but from local SME's with regional head office locations based in NSW.

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)
Fuel	\$50k p.a.	Bennett's Petroleum	Self's Point, TAS	
Transport/delivery	\$150k + p.a.	Local Winc Contractors	Hobart, Launceston, Devonport	
Vehicles (techs x 8)	Ongoing each 48 month period	Motors Holden and Neil Buckby Skoda	Hobart, Launceston	
Miscellaneous electrical components	\$10k p.a.	Active Electronics	Hobart, Launceston, Devonport	

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?

Due to the nature of our business and vast array of products available, we will always have a requirement to source product from a variety of suppliers. SMEs hold licences and exclusive agencies for a range of products that are not available elsewhere. The fragmented nature of our market will ensure this always remain so.

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.

Winc Tasmania runs an extensive motor vehicle fleet, all of which are purchased locally with fuel to run the fleet purchased through a local wholesaler. Our 3rd party transport provider employs four full time staff across the state.

It is this commitment to local businesses and our ongoing partnership that enables Winc to provide a robust supply chain, maintain flexibility to respond to urgent customer requirements and provide a consistent level of service across Tasmania.

We will continue to work with our local SME suppliers throughout the coming years and will share results of our combined successes as part of the annual review process.

We also support a large number of organisations at a local level. Winc is heavily involved with several local Tasmanian community support programs, including sponsorship and donations to local based community groups, sporting, and not for profit organisations. Putting back into the local community in which we operate our business is an important aspect of our ongoing focus on Corporate Social Responsibility.

Winc in Tasmania – Supports a number of community and Educational organisations throughout the State including:

University of Tasmania – Scholarships to the value of \$15K per annum

Menzies Institute - Scholarships to the value of \$8K per annum and provide other services free of charge.

Tasmanian Principals Associations - \$15K per annum.

Colony 47 Xmas Lunch - \$1.5K in product donations.

Special Children's Christmas Party – free products to the value of \$500

TasTafe – Winc provides a work placement for special needs teenagers once a week.

Schools – Winc makes numerous donations in this area in either monetary value or in product donations.

Sporting Clubs – Winc currently supports the following sporting organisations: Huon Valley Golf Club, Tasmanian Golf Club, Kingston Beach Golf Club, Hobart Football Club, Kingborough Tigers Football Club, Hockey Tasmania, Huonville Cricket Club & Kingborough District Cricket Club.

Winc Tasmania is very proud of our commitment to support the local community and continually looks at new ways to provide support.

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).

Due to the nature of the goods required for the tender there will be no local SME's disadvantaged as the tendered products will not be able to be sourced locally.

As already mentioned our engagement with local SME's in the supply chain for delivery of the associated services will remain a clear focus.

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 staff who work in our Distribution Centres and Offices and the Sales Team on the road are all Tasmanian based. They contribute to the Tasmanian economy, as does Winc itself.

Winc is committed to the growth of local suppliers as demonstrated through our efforts to source products locally. Over 85% of the products we sell through Winc Australia are sourced through local businesses rather than directly from overseas companies.

Developing the skills, training and technology of our SME supplier base is an established practice in how Winc does business in Australia. Local suppliers provide greater flexibility in the supply chain process to Winc, enabling us to support our customers changing needs and demands more readily.

Through working with our suppliers to develop their own businesses, Winc gains strong business partners rather than just suppliers who work with us to develop

products, processes and technologies which help deliver innovation to our customers.

With over 90% of our Winc Own brand range of products sourced locally in Australia, we work with a number of local suppliers to help develop their business and the range of products they offer. Through working with these local SMEs they have been able to adopt more stringent standards, technologies, quality control processes and auditing requirements.

Another example within our own brand range relates to our Sustainable Earth by Winc range of products. Recently we worked with a local SME supplier to introduce one of our global products but through a local source. This involved working with the supplier to develop/adapt their manufacturing process to extend from regular paper pulp to converting sugar cane bagasse into a range of facial tissues, thereby introducing a new technology into their business and allowing them to utilise this in other product ranges sold beyond Winc customers.

We will continue to work with our local SME suppliers throughout the coming years and will share results of our combined successes as part of the annual review process.

We support a large number of organisations at the local, regional, national and international level. Winc is heavily involved with several local Tasmanian community support programs, including sponsorship and donations to local based community groups and not for profit organisations. Putting back into the local community in which we operate our business is an important aspect of our ongoing focus on Corporate Social Responsibility.

Supplier Diversity – Winc commitment to diversity extends to our suppliers and partner organisations. To Winc this commitment means supporting Supply Nation Indigenous-owned and small-to-medium enterprises. Winc was a founding member of Supply Nation which is a not-for-profit organisation whose purpose is to provide opportunities for small-to-medium sized, Indigenous-owned businesses to enter into commercial partnerships with large corporate and government entities over the course of a three-year pilot program. Indigenous businesses certified with Supply Nation are able to showcase their goods and services to corporate members and may enter directly into commercial contracts and tender for public contracts offering by supplier council members.

Supporting Supply Nation Certified Suppliers – As a business here in Australia we not only procure products and services as part of our offering from Supply Nation Certified Suppliers – we actively partner with them to develop not only the products that they offer, but their business. As an example of such partnership since 2010, we have worked with an indigenous office supplies company based in NSW - Nalliwilli Office Wares (NOW) to not only develop their products that we sell but to establish the supply chain and technology required to maintain a consistency of supply for working with corporate and government clients. This business through our partnership has now achieved a level of maturity making them ready to on sell beyond our supply chain and customer network.

We will continue to work with suppliers such as NOW through the Supply Nation certified supplier network into 2015-16 to support indigenous based business grow and develop their product to be competitive in the marketplace. To date none of

the specified products in this tender basket can be sourced through Supply nation certified partners however it is our commitment to continue to work with Supply Nation to identify market opportunities for products/services that there members may be in a position to offer in this specific product category.

Small-to-medium enterprises – Our Winc brand range of products is designed to make it easy for customers to get the quality they expect from branded product but offering better levels of value. We work with our local SME suppliers to adapt their practices and technologies which enable them to expand their operations as well as enter into new customer markets.

Through working with NOW, Winc has been able to coach them through introducing more stringent standards, quality control, supply chain practices and auditing requirements. This has enabled them to start to be able to offer products in the broader retail market. This has decreased their reliance on Winc from being over 90% of their business to around 60%.

Eco-conscious products – Winc launched its environmental classification program in 1998. Since then we have worked with our suppliers to not only assist them in developing their own range of eco-conscious products, but also transform the way they do business. This not only relates to the way they conduct their own business, but the technologies, practices and processes used to develop products which offer a reduced impact on the local environment.

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.*

Completed and endorsed (Supplier)

(Name and position – print)

(Signature)

03 / 09 / 2018

(Date)

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Completed and endorsed (Supplier)

Ben Machnin

(Name and position – print)