

RESPONSE SCHEDULES

Response Schedule H – Tasmanian Industry Participation Plan

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-5805A
Procurement title	SUPPLY OF RADIOGRAPHY AND RADIOLOGY SERVICES AND ASSOCIATED EQUIPMENT TO THE TASMANIAN HEALTH SERVICE INCLUDING THE NORTH WEST AND ST HELENS
Name of Responsible Agency/Entity	TASMANIAN HEALTH SERVICE

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

Supplier details

Name of supplier	REGIONAL IMAGING PTY LTD
Contact details for supplier	<p>Mark Simpson General Manager, Regional Imaging</p> <p>E Mark.Simpson@regionalimaging.com.au P (03) 8587 5181 M 0413 088 887</p> <p>Brandon Business Park, Building 2, Level 3, 540 Springvale Road, Glen Waverley VIC 3150</p>

Local SME industry impact

What is the direct local impact of your business?

RIL directly employs over 200 locally resident North Tasmanian staff (see table below).

	Full Time	Part Time	Total Permanent	Casual	Total Staff
Radiologists	12	9	21	4	25
Radiographers	34	41	75	9	84
sonographers	13	22	35	0	35
Nuc Med Technologists	7	3	10	1	11
Clerical	20	43	63	2	65
Total	86	118	204	16	220

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)
Bed Covers		Advance Life Care	355 Wellington Street – South	

		Solutions	Launceston	
Fruit Delivery		Feeling Fruity	Best Street - Devonport	
Flower Delivery		Bouquet Florist	83 Wilson Street - Burnie	

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?

RIL employs all staff directly required for the delivery of services under this contract. These staff are locally resident in Tasmania. RIL will use other local SMEs as identified in the table above.

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.

RIL will be providing all services directly and as such there is no supply chain apart from the employment of local staff as identified above.

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).

RIL's procurement policy is to engage with SMEs in order to ensure a fair and competitive procurement process. This covers the spend categories identified in the table above.

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.

As part of the service, RIL staff will be providing training and education to local referrers including:

- Appropriate referrals for imaging requests
- Training to local GPs to perform urgent radiographic examinations

This will result in significant upskilling of the local medical community, enhancing access to quality health care for local Tasmanian residents.