

Tasmanian Industry Participation Plan (template)

The Tasmanian Government is committed to maximising opportunities for local SME* 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 (and including) \$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.

Procurement details

Procurement Reference No.	DOH-5824C
Procurement title	Provision of Short-Term Staff/Labour Hire Services
Name of Responsible Agency/Entity	Department of Health

* Local SMEs are Australian and New Zealand businesses employing less than 200 people, consistent with the obligations under various free trade agreements and procurement arrangements by which the Tasmanian Government is bound.

Supplier details

Name of supplier	Hays Specialist Recruitment (Australia) Pty Ltd
Contact details for supplier	NAB House, Level 12, 27 Elizabeth Street, Hobart 7000

Local SME industry impact

What is the direct local impact of your business?

Our national network of offices facilitates the transfer of people skills into the Tasmanian workforce, through active promotion of local opportunities in Northern markets. With this interstate migration of candidates comes the associated injection of household expenditure and domestic investment.

Hays supports the Tasmanian economy through the employment of permanent, temporary and contract workers. Hays provides direct employment to 16 Tasmanians through our Hobart and Launceston offices across the State and facilitates the placement of over 400 Tasmanians in permanent and temporary roles per year.

Goods and services to be utilised in the contract

How much of the goods and services in your submission will be provided by/sourced from local SMEs (this includes goods/services you provide as well as goods/services procured/produced from suppliers/sub-contractors/partners)?

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 and/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)
There are no additional goods or services which will need to be purchased in order to supply the delivery detailed in our submission.				

Hays further supports the local economies in which we operate, by purchasing the following goods and services on a local basis:

- Flowers,
- Gifts for long-serving employees,
- Catering and beverages,
- Event hosting,
- Newspapers,
- Trades people / construction services
- Milk, and
- Advertising in local publications.

In addition, Hays employees are actively involved in their local communities and regularly participate in local events and charity fundraisers.

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?

Hays confirms no part of our offer is sourced from another supplier or subcontracted.

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).

Hays confirms no part of our offer is sourced from another supplier or subcontracted.

Broader economic opportunities

Are there any other impacts that your business and/or this specific supply will provide to the local/regional economy?

Since the opening of our first Tasmanian office (Hobart) in 2004, and its sister office in Launceston in 2010, we have provided apprenticeship opportunities to more than a dozen local staff, a strategy that we are committed to as part of our unmatched investment in training and development. If successful in this tender, one of our most experienced staff, Wayne Ramsey, will manage the service. He will, however, be supported by more junior level staff, yielding direct employment opportunities for local individuals that are reflective of our unparalleled investment in the state.