

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.

Note: 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.	DOH-5897
Procurement title	Chemistry Analysers
Name of Responsible Agency/Entity	Tasmanian Health Service

Supplier details

Name of supplier	Roche Diagnostics Pty Limited
Contact details for supplier	Julius Avenue, North Ryde, NSW 2113 +61 2 9860 2222

Local SME industry impact

What is the direct local impact of your business?

* 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.

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?

**** Please refer to company profile and table below**

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)
Hobart based service engineer employment	Approx. \$200,000 per annum including staff wages, car allowance, travel costs and ongoing benefits	Roche Diagnostics Australia	Tasmania	N/A
Locally based courier services	Approx. \$20,000 per annum including freight service provided	Tasmania based TOLL and COPE affiliates	Tasmania	N/A
Ongoing increase of Roche visitors in to the state to support these accounts	Approx. \$25,000 per annum including travel allowance,	Travel agencies, local hospitality and transportation services (hotels, cafes, taxi, car hire etc.)	Tasmania	Yes

	airfares and hospitality			
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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).

Tenderer's response:

Roche will increase participation of local industry participation at every opportunity throughout this contract delivery, particularly through direct provision of on-site services throughout the state.

Local businesses will benefit through an increase of Roche visitors into the state. This would include Engineers, Application Specialists, Account Managers and Product Managers. This will further support such areas as accommodation, car hire, taxis, general retail, restaurants and food outlets. Roche currently supports these sectors through existing activities with public and private laboratories in Tasmania.

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.

Tenderer's response:

Roche will increase participation of local industry participation at every opportunity throughout this contract delivery, particularly through direct provision of on-site services throughout the state.

Local employment is also supported through the utilisation of locally based service engineer and courier services in delivering both initial instrumentation as well as the ongoing service, support, reagents and consumables required.

Local businesses will benefit through an increase of Roche visitors into the state. This would include Engineers, Application Specialists, Account Managers and Product Managers. This will further support such areas as accommodation, car hire, taxis, general retail, restaurants and food outlets. Roche currently supports these sectors through existing activities with public and private laboratories in Tasmania.

Completed and endorsed (Supplier)

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(Name and position – print)

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(Signature)

...../...../.....
(Date)