

# Tasmanian Industry Participation Plan

The Tasmanian Government is committed to maximising opportunities for local Small to Medium Enterprises (SMEs\*) to compete for and win Government procurements.

Suppliers 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*

<b>Procurement Reference No.</b>	DOH-5924
<b>Procurement title</b>	Provision of Clinical Waste Treatment and Disposal Services
<b>Name of Responsible Agency/Entity</b>	Department of Health

## *Supplier details*

<b>Name of supplier</b>	Cleanaway Daniels Services Pty Ltd
<b>Contact details for supplier</b>	Oskar Laszczyk Health Services Business Unit Sales Manager oskar.laszczyk@cleanawaydaniels.com.au 02 92967521 / 0438 472 257

## **Local SME industry impact**

What is the direct local impact of your business?

Cleanaway Daniels (CWYD) is a Tasmanian SME employer, currently employing 2 Tasmanians for the collection of Clinical waste. Should Cleanaway Daniels be successful in this tender we expect to employ 20-25 persons during the site development phase of which ~70% are expected to be Tasmanians. Cleanaway Daniels expect to employ 6-7 Tasmanians ongoingly if we were successful in fulfilling our Tasmanian strategic expansion which includes been successfully appointed to complete this scope of works. Cleanaway Daniels expect 4-5 new jobs to be created should our strategic expansion be successful.

The wider Cleanaway enterprise employs 45 Tasmanians and in 2019 welcomed the SKM team . As part of Cleanaway's strategic footprint 2025 expansion. Cleanaway endeavour to develop a Container Deposit Scheme sorting facility on the same parcel of land the Autoclave treatment facility is expected to be positioned, which is owned by Glenorchy City council. During the development phase of this project a further 20-25 will be employed, 70% of which are expected to Tasmanian. Cleanaway expected to create

10-15 new Tasmanian jobs or which it expects 100% of the employees will be Tasmanians.

\* 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

**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)?

Cleanaway Daniels expect all building materials to develop the Autoclave facility will be sourced locally in Tasmania estimated to be circa \$2.0M, however specialised deployable equipment such as the Autoclave, boiler and shredders will be sourced interstate estimated to be \$2.1M. Cleanaway Daniels will provide all services within Tasmania once the treatment facility is operating. Any consumable parts required to maintain and or operate the site will be sourced locally in Tasmania. Cleanaway Daniels will consume electricity and gas sourced from the existing Tasmanian network. Cleanaway Daniels estimate spend for ongoing operations will be circa \$0.8M spend within Tasmania.

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)
Environmental Consulting	~\$100K			Yes, CWYD will endeavour to use local SME's where possible
Building Construction	~\$2M			Yes - likely subcontractors to larger builders which might be contracted to complete the works
Autoclave and associated equipment	~\$2.1M		QLD, however we expect some local TAS fabrication of axillary equipment	No
Gas & Electricity	~\$0.1M PA	Aurora Energy		
Water	~\$0.02M PA	TasWater		
Lanfill	~\$0.05M PA	Southern Waste Solutions		
Ongoing Labour (New)	~\$0.45M PA	Tasmanian individuals		
Maintenance	~\$0.09M PA			Yes, CWYD will likely utilise a contract SME



## **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?

Cleanaway Daniels expects the facility development phase to be outsourced to local Tasmanian SME's and or Subcontractors. Any skills local SME's and subcontractors attribute during the development phase and installation of specialised equipment will remain a forged skill in Tasmania. Cleanaway Daniels expect to subcontract engineering maintenance to a specialised Tasmanian SME. This subcontractor will develop steam pressure vessel experience and skills from the greater Cleanaway Daniels enterprise which will be forged in Tasmania.

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; for example, use of existing supply chains, advertising of sub-contracting or supply opportunities, liaison with industry groups, etc.

The project team will complete a statement of requirements, identify the products and services for each deliverable component. The project procurement team will then seek out suppliers to deliver against each deliverable, this includes seeking out local SME's to quote on the scope of works. The tight timelines will dictate the utilisation of local SME's.

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 (eg: unpacking of procurements into smaller components so that local SMEs can compete more effectively etc).

Cleanaway Daniels utilise the greater Cleanaway enterprise project management team for all capital projects. The team normally compartmentalise the scope of work into smaller components, thus allowing SMEs expects to compete and participate more readily. SMEs are normally more nimble and accommodating. Due to the short timeframes it is expected SMEs will play a vial roles to bring the plant online.

## **Broader economic opportunities**

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

Cleanaway has become a member of Social Traders' business network to develop a social procurement strategy that will identify opportunities to increase our social impact through the supply chain. The membership is part of our ongoing efforts to increase sustainable employment opportunities through our operations and improve our impact on the communities where we operate.

Social Traders is a non-profit organisation whose mission is to foster social enterprise growth by helping to connect businesses and government with social enterprise businesses that are delivering social and environmental benefit. Social Traders is currently working with organisations like WorkSafe, ANZ, Westpac, Lend Lease, Microsoft, Australia Post, AMP and John Holland.

While Cleanaway already has a number of social enterprises in our procurement network, our membership with Social Traders is intended to identify opportunities in the supply chain to increase social enterprise spend, particularly in Tasmania where we are looking to expand our footprint through both direct employment and indirect economic benefits through procurement.

Through Social Traders, Cleanaway have access to 77 certified suppliers.

### **Community Engagement**

Three schools in Burnie, Tasmania have introduced innovative recycling solutions thanks to Cleanaway's Sustainable Schools Waste Education Grant, an \$8,000 community engagement initiative launched in Burnie in 2017.

Havenview Primary School, Montello Primary School and Leighland Christian School have benefited from the grant, successfully engaging their students in the development and implementation of practical waste reduction projects and inspiring environmental sustainability in their community.

Through a new contract to significantly expand the Cleanaway Daniels team in Tasmania, we would be looking to increase our community involvement in community-based initiatives such as the Sustainable Schools Waste Education Grant, which would involve the Health Sector.