

# Tasmanian Industry Participation Plan

## DOH-6023 - Supply of Consultancy Services (Audit, Tax, Clinical Expertise)

The Tasmanian Government is committed to maximising opportunities for local suppliers to compete for and win Government procurements. Suppliers/proponents are requested to prepare a Tasmanian Industry Participation Plan (TIPP):

- 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.

*Guidance information (can be deleted):*

- *Information provided in the Economic and Social Benefits Statement can be used as a basis for a TIPP.*
- *Where determined appropriate by the procuring entity, the supplier's obligations under a TIPP are to be captured in the contract and monitored as part of the contract performance.*
- *This template was specifically developed for procurement. Where a TIPP is required for a private sector project, the template should be adapted to suit the specific circumstances of the project.*

### Procurement details

<b>Procurement ID</b>	DOH-6023
<b>Procurement title</b>	Supply of Consultancy Services (Audit, Tax, Clinical Expertise)
<b>Name of Responsible Agency/Entity</b>	Tasmanian Health Service

### Supplier details

<b>Name of supplier</b>	Impact Co.
<b>Contact details for supplier</b>	Shol Blustein 49 Agnes Street East Melbourne VIC 3002 <a href="mailto:shol.blustein@impactco.com.au">shol.blustein@impactco.com.au</a> 0403 177 568

## Are you a Tasmanian SME\*? Do you employ Tasmanians?

No, Impact Co. is not a Tasmanian SME nor do we employ Tasmanians.

*Guidance information (can be deleted): Below are some examples you may consider including in response to this question:*

- *Are you a Tasmanian SME?*
- *How many Tasmanian jobs will be supported by this procurement activity?*
- *How many people do you employ in Tasmania?*
- *Provide an estimate of the number of labour hours worked by Tasmanian-based employees versus other employees.*
- *Would any new Tasmanian jobs be created by the proposed contract - how many?*
- *If you are not a Tasmanian SME, will you be setting up a local Tasmanian office and employing local staff?*

## Where are the goods or services to be used in the contract sourced from?

While Impact Co. is a Melbourne-based SME that employs a team of consultants based in Victoria, we endeavour to engage and include members of the local community where our services are required to a) ensure we bring local context and networks to our projects and b) support the local community and economy.

### **Our commitment to partnering with local experts and organisations**

For example, Impact Co. often engage with partners – individual experts and organisations - to add contextual knowledge to projects. Given that the work will focus on Tasmanian-focused work, where it is appropriate to add subject or content-matter expertise, we will do so by including personnel located in Tasmania to the project team.

This approach helps to bring local context and networks to our projects, while supporting the local economy.

### **Consulting with and engaging local members of the community and utilising local service providers**

The vast majority of our projects involve engagement with consumers and community members.

The extent of engagement can vary and include consulting consumers and community members as to provide input as well as employing consumers and community members as part of our project team (which we often do in projects related to co-design and co-evaluation). In addition, these engagements are often undertaken at venues that individuals will feel comfortable and safe. This means that we will often utilise venues and catering options in various locations in Tasmania, ensuring that we source from local businesses in doing so.

*Guidance information (can be deleted): Below are some examples you may consider including in response to this question:*

- *Does your business provide all the goods and services identified in your submission?*
- *If not, will the goods or services identified in your submission be provided by or sourced from Tasmanian SMEs? If possible, provide a list.*
- *Provide an estimate of the value of locally sourced goods and services versus imported.*
- *Outline how your submission will incorporate local products, services and capabilities.*

## **Opportunity for Tasmanian SME\* involvement**

While Impact Co. is a Melbourne-based SME that employs a team of consultants based in Victoria, we endeavour to engage and include members of the local community where our services are required to a) ensure we bring local context and networks to our projects and b) support the local community and economy.

### **Our commitment to partnering with local experts and organisations**

For example, Impact Co. often engage with partners – individual experts and organisations - to add contextual knowledge to projects. Given that the work will focus on Tasmanian-focused work, where it is appropriate to add subject or content-matter expertise, we will do so by including personnel located in Tasmania to the project team. This approach helps to bring local context and networks to our projects, while supporting the local economy.

### **Consulting with local members of the community and utilising local service providers**

The vast majority of our projects involve engagement with consumers and community members. The extent of engagement can vary and include consulting consumers and community members as to provide input as well as employing consumers and community members as part of our project team (which we often do in projects related to co-design and co-evaluation). In addition, these engagements are often undertaken at venues that individuals will feel comfortable and safe. This means that we will often utilise function rooms and catering in various locations in Tasmania, ensuring that we source from local businesses in doing so.

*Guidance information (can be deleted): Below are some examples you may consider including in response to this question:*

- *Will you source components of your offer from other Tasmanian SMEs or sub-contractors? If possible, provide details.*
- *How will you identify and engage with sub-contractors or other Tasmanian SMEs to deliver the contract? Will you use existing supply chains or advertise sub-contracting or supply opportunities? Will you liaise with local industry groups?*
- *How will you ensure that Tasmanian SMEs are not disadvantaged when competing with other suppliers to provide goods or services to be used as part of this contract?*
- *Are there opportunities to transfer skills to a Tasmanian SME or sub-contractor?*

## Broader social and economic opportunities

### **Knowledge transfer and translating evidence into practice for local communities**

Impact Co. has a strong focus on delivering practical solutions for the organisations we work with to ensure they can drive sustainable and positive change for the local communities they serve.

This means we measure our success not by the number of well-written reports that we have developed, but instead by the proposed recommendations that have been implemented by our clients and the outcomes that have been achieved as a result.

Our approach to delivering practical solutions leverages our experience of working with startups and the team's operational management experience, to ensure that we adopt a 'bias towards action'. This means that we support our clients to validate ideas through practical means and by developing actionable recommendations. Ultimately, this grounded approach ensures that the recommendations that Impact Co. produce are implementable and understandable, requiring minimal translation to take them from recommendations to reality. We also recognise that the nature of consulting can mean that we are not often involved in the implementation of recommendations/outputs from projects. For this reason, to ensure the longevity of our recommendations, we recognise the importance of capacity building and knowledge transfer during the project itself to maximise the potential for broad and ongoing social and economic benefits.

Ways we do this include:

- Involving staff and important stakeholders across key stages of a project, particularly in the synthesis of findings and the development of recommendations. From experience, not only does this help to build capacity and support knowledge sharing, but it also ensures that the project has the buy-in of the key individuals who will likely play a significant role in the implementation and operationalisation of the findings and recommendations of our work.
- Producing interim reports/learning briefs to support the ongoing improvement of the codesign process
- Conducting dedicated knowledge sharing sessions at the end of projects. This is typically a valuable opportunity to involve other staff members, partners and members of the communities who may have been more removed from the day-to-day activities of the project to ensure that knowledge is disseminated as widely as possible.

Our focus on capacity building also extends to the people with a lived experience, carers and families members who will be involved in projects. We understand that by building the capacity of people and communities (particularly those that have a lived experience), we are strengthening the overall service system by supporting and enabling them to contribute to the design, improvement and evaluation of other programs and services more actively in the future.

*Guidance information (can be deleted): Below are some examples you may consider including in response to this question:*

- *Are there any other benefits that your organisation or this specific contract will provide to the Tasmanian economy?*
- *Will this contract lead to new skills or expertise being developed within Tasmania?*
- *Will trainees or apprentices be appointed? If yes, how many and in which profession?*
- *Does your organisation provide opportunities for pathways to employment for disadvantaged Tasmanians?*
- *Do you support the Tasmanian community, for example through formal support, sponsorship, volunteering or in-kind support?*

## Local innovative solutions

While Impact Co. is a Melbourne-based SME, we have a strong focus on delivering practical solutions that are inclusive of, and benefit the local communities and economies they are designed

for. We achieve this by integrating the following ways of working across all of our projects:

### **1. Our commitment to partnering with local experts and organisations**

In addition to its core team of 20 consultants, Impact Co. frequently partners with experts across the sectors in which we specialise – i.e., health, mental health, First Nations, social services. This is done to provide advice and unique perspectives on the projects we work on – including local context and knowledge.

These individuals are engaged on a case-by-case basis, chosen based off their specialised experience, knowledge and skills relevant to the project. Critically – and unlike many of our competitors – when we partner with other organisations or partners we do so in a genuine way. This means that partners are active contributors to the project, ensuring that the collective wisdom and experience of the Impact Co. team and relevant partner is maximised to benefit the project outcome. Given that the work will focus on Tasmanian-focused work, where it is appropriate to add subject or content-matter expertise, we will do so by including personnel located in Tasmania to the project team.

### **2. Consulting with local members of the community and utilising local service providers**

The vast majority of our projects involve engagement with consumers and community members. The extent of engagement can vary and include consulting consumers and community members as to provide input as well as employing consumers and community members as part of our project team (which we often do in projects related to co-design and co-evaluation). In addition, these engagements are often undertaken at venues that individuals will feel comfortable and safe. This means that we will often utilise function rooms and catering in various locations in Tasmania, ensuring that we source from local businesses in doing so.

### **3. Knowledge transfer and translating evidence into practice for local communities**

Impact Co. has a strong focus on delivering practical solutions for the organisations we work with to ensure they can drive sustainable and positive change for the local communities they serve.

This means we measure our success not by the number of well-written reports that we have developed, but instead by the proposed recommendations that have been

implemented by our clients and the outcomes that have been achieved as a result.

**Key**

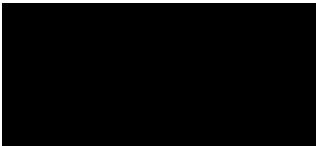
ways of working we implement to achieve this include:

- Involving staff and important stakeholders across key stages of a project
- Producing interim reports/learning briefs to support the ongoing improvement of the co-design process
- Conducting dedicated knowledge sharing sessions at the end of projects.

Our focus on capacity building also extends to the people with a lived experience, carers and families members who will be involved in projects. We understand that by building the capacity of people and communities (particularly those that have a lived experience), we are strengthening the overall service system by supporting and enabling them to contribute to the design, improvement and evaluation of other programs and services more actively in the future.

*Guidance information (can be deleted): Below are some examples you may consider including in response to this question:*

- *Does your submission involve adding value to imported goods or services through local development or innovation?*
- *Is your organisation developing strategies to provide goods or services to the Tasmanian economy that have historically been imported from interstate or overseas?*
- *Does your organisation offer any innovative solutions that might benefit the broader Tasmanian community and economy? Provide details.*

<b>Completed and endorsed</b>	Shol Blustein, Director ..... (Name and position – print)
	Impact Collaborative Pty Ltd (t/a Impact Co.) ..... (Supplier name)
	 ..... (Signature)
	31/08/2023 (Date)

\*A Tasmanian SME is a Tasmanian business employing less than 200 people