

# 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>	WLF
<b>Contact details for supplier</b>	Maryellen Salter Partner <a href="mailto:Maryellen.salter@wlf.com.au">Maryellen.salter@wlf.com.au</a>  Level 1/160 Collins Street Hobart Tasmania 7000

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

WLF Accounting & Advisory is a locally owned Tasmanian firm. The Partners of WLF Accounting & Advisory operate solely from Hobart, Tasmania but service clients across Australia and overseas.

A contract with WLF Accounting & Advisory supports approximately 90 full-time Tasmanian jobs.

As a firm, we are committed to Tasmania. Each year we hire a minimum of four (4) Tasmanian University graduates, and we commit to training and developing our people over the course of their careers. Due to the growth of our business year on year, in 2023 we have recruited seven (7) Tasmanian University graduates and three (3) undergraduates. Our focus is to build Tasmanian capability and expertise to meet the needs of our clients locally and face to face. As a firm, we do not offshore any of our work.

*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?

WLF Accounting and Advisory supports local employment. We purchase goods and services for our firm locally where possible and aim to support our local clients in every way we can. We support local Tasmanian businesses through office supplies, technology, cleaning, marketing services, and other support functions. WLF Accounting & Advisory is a proud Tasmanian firm working to move our State forward.

*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**

We utilise the national services of EY as required to technically support our staff and clients, however we are an independent partnership, and 100% of the profits of the firm stay within Tasmania. We would not require any additional resources from other firms to provide this contract. We only provide EY as an option if our clients have specific needs.

*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**

The team specified within our tender will be your primary resource. The team will be supported by the firm's administrative assistants and graduates for reports writing purposes. No outside inputs will be required for this contract.

WLF Accounting & Advisory support local charities through in-kind accounting services. Some of these include Hobart Legacy Incorporated, Variety the Children's Charity Tent 78 Tasmania Inc. and St Vincent Industries Incorporated.

Staff donate to charities each Friday as part of our casual clothes Friday. The firm matches funds raised by staff and contributes to the wider community through sponsorship. Staff are encouraged to volunteer on Boards to support improved governance and financial literacy.

*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**

Supporting a Tasmanian business like WLF Accounting & Advisory ensures that we can continue to develop the financial and advisory skills within Tasmania. Having a local firm ensures that Tasmanian businesses can source financial services locally at competitive rates. We can provide value for money within the Tasmanian context. The wealth of knowledge and experience within the Tasmanian environment allows us to present solutions that have worked elsewhere.

Our repeat advice provided to Tasmanian businesses and the public sector means that we understand the risks presented and we can provide timely advice.

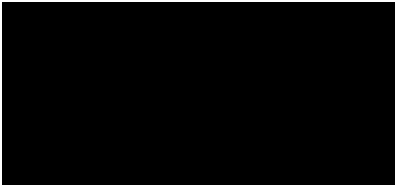
*Guidance information (can be deleted): Below are some examples you may consider including in response to this question:*

- *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.*

**Completed and endorsed**

..Maryellen Salter, Partner.....  
(Name and position – print)

...WLF Accounting & Advisory.....  
(Supplier name)



(Signature)

....05...../...09...../....2023  
(Date)

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