

Tasmanian Industry Participation Plan

DOH-6040 - Provision of Services for the Supply of Agency Nurses and Midwives

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.

Procurement details

Procurement ID	DOH-6040
Procurement title	Provision of Services for the Supply of Agency Nurses and Midwives
Name of Responsible Agency/Entity	Department of Health

Supplier details

Name of supplier	DNA Recruit PTY LTD (Trading as DNA Medical Recruitment)
Contact details for supplier	Suite 103/272 Pacific Hwy Crows Nest NSW 2065 David@dnarecruit.com.au

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

- DNA Medical Recruitment although Sydney based have a national reach and started with the main part of our business placing Medical Officers where we have supported Tasmanian businesses with General Practitioners in multiple areas and also the Prison Health service where one of the Drs we placed has lived in Tasmania with his family for many years. Recently in 2023 we were appointed to the government panel to provide medical Officers (Doctors) to THS DOH hospital, since then we have placed 8 Locum Doctors across a number of the Tas hospital.

Post being an appointed panel provider we placed Locum doctors as a 3rd Party through a panel provider called Your Doctors Jobs (YDJ) PTY LTD, Invoicing, valuing at \$198k in just 6 months. YDJ 14 times in 6 months.

- Considering the size of our network of doctors, nurses and the associated revenue they generate within, and for Tasmanian communities, we have capacity to bring stronger levels of employment and benefit to the Tasmanian economy.
- We are very keen to further access the Tasmanian state to see strong growth in the number of employees coming into the state to work along with settling with their families. We believe this tender, besides direct injection of nurses into Tasmania, will also generate opportunities for bringing employment into the state by their varied business acumen and associated family resources.

If you are not a Tasmanian SME, will you be setting up a local Tasmanian office and employing local staff? –

Yes we are looking to open an office in Hobart for employing recruiters with local knowledge to manage the division. We also have a doctor business on the panel to also come under the Hobart office as we develop the network. In addition to this, we will be coming to see the local services on a quarterly basis so that includes hotel stay and other business-related activities for the recruiters while there.

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

We predominantly will be providing nurses from other states and territories into Tasmania with some nurses in return to work programs that are currently within the state. With regards to managing the independent audit, we are finalizing talks with Red health based in Murray Street in Hobart, although we have our state auditor, as we develop offices, it makes more sense to have local knowledge within each state and territory.

- 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.

As listed below in Opportunity for Tasmania SME involvement

Opportunity for Tasmanian SME* involvement

There is a number of opportunities for SME involvement for but not limited to:

- Taxis services
- Accommodation
- Gyms
- Dry Cleaners
- Restaurants, supermarkets and other retailers
- Local CPD course providers
- Postal and courier services
- Events and tourist activities for LMOs
- Ferry crossing
- Car hire
- Printing Services
- Legal, verifying and Document signing
- Internet and phone

Broader social and economic opportunities

Nurses generate a lot of activity into their respective local economies as mentioned in the SME involvement opportunity section and DNA Medical spend a lot of time and resources on ensuring that needs are met. We do it with the interstate nurses predominantly in mind which is why it's always good to have local and interstate providers to ensure Tasmania maximizes the benefits of both.

Like other states we currently partner with, we will adopt a full supply chain of local sub-contractors to support our nurses while contracting in Tasmania.

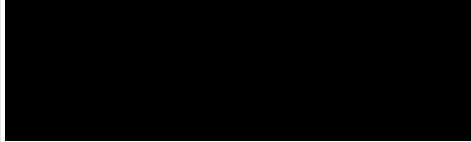
Local innovative solutions

The agency is focused on digitisation and automation to remove double handling of documentation and to secure more cyber solutions and innovation. Efficiencies naturally tend to get adopted locally as better methods are identified.

Completed and endorsed

David Pereira : Managing Partner
(Name and position – print)

DNA Nursing Recruitment
(Supplier name)



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(Signature)

10/04/2024
(Date)

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