

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	Pulse Staffing Australia Pty Ltd
Contact details for supplier	Level 18, 120 Spencer Street Melbourne VIC 3000 paul.tinker@pulsestaffing.com.au

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

Pulse Staffing Australia Pty Ltd are headquartered in Sydney with additional offices in Melbourne and Perth. Our Acute Nursing Team are based in Sydney, and we will manage any agency nurses and midwife requirements from this office initially. We are happy to commit to travelling to Tasmania when required. Long term Pulse Staffing has a roadmap that sees us planning to open manned offices in every state and territory by 2030. Of course, this is subject to business levels and our strategy to build a public health portfolio is part of that. Should we eventually open an office in Tasmania we would actively seek to employ Tasmanians and likely would start with a compliment of 2 personnel. Although part of a global business we are encouraged to source products and services locally. Infrastructure requirements such as IT support, finance and HR are all based in Sydney and unlikely to be provided locally. The contract information provided declares a spend of approximately \$20M delivering 240,000 hours of labour.

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

As a recruitment business we will always look to attract and recruit talent from the local area or state. This is preferable for many reasons. The contract we are applying for is a panel to provide agency nurses and has been running for some years with a panel of 4 suppliers: 2 in state and 2 in Sydney. By virtue of the fact that the contract is being opened up to add new suppliers, this would indicate that the current panel are unable to fulfil all the requirements placed upon them. It's therefore reasonable to assume that most of the available labour in Tasmania has already been recruited and new recruits, such as those we would manage, will come from the mainland. These candidates will of course be living and working in Tasmania both in metro and regional locations and will be accommodated and be living locally. This will ensure aspects of the circular economy such as food, fuel, entertainment, personal services (haircuts, beauty treatments, fitness, etc) are all consumed in Tasmania.

Opportunity for Tasmanian SME* involvement

We will not be using any sub-contractors if successful but as previously stated will manage our talent pool from our headquarters in Sydney until such time as business levels mean we can commit to hiring permanent staff locally. We envisage, again as previously stated, that most of the talent we recruit for the ACT Department of Health will come from the mainland or from overseas, given that there is a finite amount of nursing personnel in Tasmania and this contract is being extended beyond the current supplier base.

Broader social and economic opportunities

As a business who is keen to be seen as an employer of choice for all states and territories in which we operate we will do whatever we can to provide broader social and economic impact. The work that we will undertake under this arrangement will bring workers to the public health system possibly with their families and children. Community groups, schools, businesses will all benefit. As a Silver Affiliate with the Australian College of Nursing we will also use their network to highlight the social and economic benefits of what we do and the people that do it. We have already had preliminary dialogue with a senior staff member at TAS Health about appearing on her podcast to talk about the benefits of regional nursing.

Local innovative solutions

As previously stated, whilst we won't have a physical presence in Tasmania in the early stages of this contract (Assuming our bid is successful) we will have an employed flexible workforce in situ and, subject to business levels, will have an operational office with employed Tasmanians during the lifetime of the contract. We will provide workers to the public health system who will likely be from the mainland or overseas and be contributing to the social economy with the wages they earn and the care they deliver.

Completed and endorsed

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(Name and position – print)

Paul Tinker
Client Development & Engagement Principal

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(Supplier name)

Pulse Staffing Australia PTY Ltd

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(Signature)



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(Date)

08/04/2024

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