

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	Skilled Medical Pty Ltd
Contact details for supplier	PO BOX 1408, Carlton VIC 3053 contracts@skilledmedical.com

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

Skilled Medical Pty Ltd. operates across Australia from its premises located at 27 Keele St, Collingwood Victoria 3066 and from its office in London UK. Currently we have no staff physically located in Tasmania.

Our corporate office provides a locum and permanent nursing, midwifery and medical recruitment business to all states and territories of Australia. Skilled Medical has 77 staff - incorporating 36 recruitment and placement consultants, compliance and credentialing officers.

Since our appointment to DHHS-5799A in 2018 and subsequently DOH6020 for the provision of service for the engagement of Locum Medical Officers and recruitment of Medical Practitioners panel, we have engaged additional staff members in our Melbourne corporate office to manage medical placements in Tasmania. Skilled Medical's Nursing Division has grown over the last 3 years, now comprising 12 recruitment consultants and we envisage engaging additional staff members to manage nursing and midwifery placements in Tasmania.

Skilled Medical operates during business hours Monday to Friday and provides a 24x7 after-hours customer service that enables clients to contact Skilled Medical at any time. We expect to be able to meet all our obligations to Tasmania through the above staffing located in our Melbourne office.

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

All agency nurses and midwives will be sourced from the Skilled Medical's candidate pool to meet the requirements of the health services in Tasmania. Skilled Medical is a national firm, supplying nurses and midwives who are not only based locally but also from interstate locations.

Skilled Medical has and will, as far as possible attempt to provide agency nursing and midwifery personnel who are Tasmania based. We currently have 178 nurses and midwives on our database with their principal place of practice listed as Tasmania. We will increase our marketing to attract the highest possible percentage of local candidates through our intake system. Skilled Medical has a strong referral program and we will leverage our current database of more than 4500 AHPRA nurses and midwives Australia-wide to secure local candidates.

Opportunity for Tasmanian SME* involvement

Where possible we will source Tasmanian based nurses and midwives for THS agency nursing and midwifery roles. We do not envisage sourcing any of the candidates from other local SME companies/ sub-contractors. Skilled Medical has more than 4500 AHPRA

registered nurses and midwives nationally on its database and we envisage that we will be able to meet the demands of TAS Health from our pool.

As mentioned above, should Skilled Medical be successful in its bid we expect the proportion of our nurses and midwives who are TAS domiciled will increase. For example, over the last 3 years, as a panel supplier for the provision of LMOs to DHHS Tasmania, the number of doctors domiciled in Tasmania has increased significantly.

Broader social and economic opportunities

Skilled Medical will, as far as possible, attempt to provide nurses and midwives who are Tasmania based. We will increase our marketing campaigns accordingly to target and attract the highest possible percentage of local candidates particularly around skills shortages identified in by TAS Health. It is expected that highly qualified and experienced senior nurses and midwives will bring wide-ranging clinical expertise to THS facilities and share knowledge and skills with local candidates.

Visiting agency nurses and midwives, particularly with their families, will spend time and money in Tasmania on essential and leisure services such as food, wine, travel and holiday accommodation.

Local innovative solutions

Skilled Medical would be open to partnering with Tasmania organisations and businesses in innovation and technology regarding workforce planning, development and deployment.

Completed and endorsed

Dr David H. Campbell
(Name and position – print)

Skilled Medical Pty Ltd.
(Supplier name)

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(Signature)

10 / 04 / 2024
(Date)

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