

Tasmanian Industry Participation Plan

DOH-6065 Multi-Function Device and Fleet Management Services

The Tasmanian Government is committed to maximising opportunities for local suppliers to compete for and win Government contracts. 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/Project details

Procurement/Project ID	DOH-6065
Procurement/Project title	Multi-Function Device and Fleet Management Services
Name of Responsible Agency/Entity	Department of Health and the THS

Supplier details

Name of supplier	Winc Australia Pty Limited
Contact details for supplier	Sam Allwright E sam.allwright@winc.com.au T 03 6232 4147 M 0402 450 131

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

Winc is not a SME however we are local, and have offices at:

- 76 Sunderland St Derwent Park TAS 7009
- 18a Don Road, Devonport TAS 7310
- Unit 2/34 Mackenzie St Invermay TAS 7248

Winc has 23 staff dedicated to its Managed Print Services line of business with a total of

48 staff state-wide and their families living in Tasmania. Winc have demonstrated a significant commitment to Local Business through our wide-ranging contributions to the Tasmanian community.

All labour hours will be performed by Tasmanian based employees.

Winc also currently employs two trainees through a local third-party provider. We regularly employ trainees as part of our commitment to employ and train young Tasmanians. Of our 23 current staff three have come through their traineeships to gain fulltime employment with Winc having 3 x technicians, employed throughout the state.

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

Due to the nature of our business and vast array of products available, we will always have a requirement to source product from a variety of suppliers. SMEs hold licences and exclusive agencies for a range of products that are not available elsewhere. The fragmented nature of our market will ensure this always remain so.

Our engagement with local SME's in the supply chain for delivery of the associated services will remain a clear focus.

Opportunity for Tasmanian SME* involvement

Winc Tasmania runs an extensive motor vehicle fleet, all of which are purchased locally with fuel to run the fleet purchased through a local wholesaler. Our 3rd party transport provider employs three full time staff across the state.

It is this commitment to local businesses and our ongoing partnerships that enables Winc to provide a robust supply chain, maintain flexibility to respond to urgent customer requirements and provide a consistent level of service across Tasmania.

We will continue to work with our local SME suppliers throughout the coming years and will share results of our combined successes as part of the annual review process.

We also support a large number of organisations at a local level. Winc is heavily involved

with several local Tasmanian community support programs, including sponsorship and donations to local based community groups, sporting, and not for profit organisations. Putting back into the local community in which we operate our business is an important aspect of our ongoing focus on Corporate Social Responsibility.

Broader social and economic opportunities

The staff who work in our Distribution Centres and Offices and the Sales Team on the road are all Tasmanian based. They contribute to the Tasmanian economy, as does Winc itself. Winc currently employs 2 x trainees (IT Cert 4) in the Managed Print Services team and will look to continue this into the future. In the last 10 years Winc have employed 12 trainees with 3 still with us and the rest have developed skills to move on to other roles within Tasmania.

Winc is committed to the growth of local suppliers as demonstrated through our efforts to source products locally. Over 85% of the products we sell through Winc Australia are sourced through local businesses rather than directly from overseas companies.

Developing the skills, training and technology of our SME supplier base is an established practice in how Winc does business in Australia. Local suppliers provide greater flexibility in the supply chain process to Winc, enabling us to support our customers changing needs and demands more readily.

We support a large number of organisations at the local, regional, national and international level. Winc is heavily involved with several local Tasmanian community support programs, including sponsorship and donations to local based community groups and not for profit organisations. Putting back into the local community in which we operate our business is an important aspect of our ongoing focus on Corporate Social Responsibility.

Winc's partnership with Close the Loop means all Winc customers can take advantage of a free toner cartridge recycling service, including OWA cartridges. As part of our commitment to the circular economy, Close the Loop uses advanced recovery processes

and technologies to transform used cartridges into valuable materials that are repurposed for new uses - helping to reduce waste and demand for virgin resources.

Winc is a proud member of the Australian Packaging Covenant Organisation (APCO), a not-for-profit organisation leading the development of a circular economy for packaging in Australia. APCO's vision is to create a packaging value chain that collaborates to keep packaging materials out of landfill, to retain the maximum value of the materials, energy and labour within the local economy. As part of this membership, Winc sets packaging improvement targets and reports annually on our progress.

By 2030, our goal is to divert 90% of all waste from landfill to recycling in Winc operations. In 2024, as we work towards that goal, our target was to achieve at least 70% diversion by volume (rolling 12-month average).

Achieved and exceeded. For the 2024 calendar year, the volume of waste diverted from landfill for recycling at Winc's Distribution Centres was 75.7% for the rolling 12-month average – or 21,048 cubic metres.

Since September 2021, we have diverted 100,239 cubic metres of waste from landfill to recycling at Winc's Distribution Centres. To achieve this result, Winc's Operations team leaders meet regularly to discuss strategies and progress. To achieve consistencies between sites, a national recycling framework was developed and embedded across our sites.

Winc has been a partner of Good 360 since 2015. In that time, we have redirected surplus items worth over \$6.6 million to the Australians who need them most. Over 500 different not for profits and schools have been supported through this donation.

Winc also supports Foodbank. In 2024, Winc donated 21 tonnes of grocery items to Foodbank.

Completed and endorsed

Sam Allwright
WINC MPS National Sales Manager

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WINC Australia Pty Limited



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(Signature)

20 / 1 / 2026
(Date)

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