

# Tasmanian Industry Participation Plan

<Procurement ID - Procurement Title>

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>	IS-69
<b>Procurement title</b>	Consultancy Services Panel for Health Infrastructure Projects
<b>Name of Responsible Agency/Entity</b>	Department of Health

## Supplier details

<b>Name of supplier</b>	ADG Engineers
<b>Contact details for supplier</b>	Tenancy 1B, Level 1, 199 Collins Street Hobart TAS 7000 <b>Phone:</b> 1300 657 402 <b>Email:</b> info@adgce.com

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

ADG Engineers was founded in 2002 in SEQ, and is continuing today to be led by our founding partners. Today the firm has grown to a staff of over 230 in 10 offices throughout Australia. We have an established office in Hobart employing 5 local members. With our unrivalled network of design offices throughout Australia ADG is leveraged with a strategic advantage to service the Tasmanian Government for the duration of the panel term of engagement. By employing locals not only in engineering but also drafting and administrative services ADG offer an investment into the growth development of the Tasmanian local economy. Our leased office, infrastructure and business we rely on to carry out our operations from day to day also further contribute to the local economy.

With a national network offices and expertise including Hobart; ADG is able to quickly adapt and respond to all on site demands or stakeholder meetings no matter the location.

This procurement would generally be wholly delivered (95%+) by our Tasmanian team, with only minor assistance provided by staff in our other Melbourne and Brisbane offices if additional expertise is required.

It is this sort of procurement that enables ADG to both maintain and further grow the Hobart office by employing more of the Tasmanian workforce. Every year we aim to hire at least one UTAS Engineering undergraduate, majority of whom we will encourage to our guided graduate program following completion of their studies.

To assist in delivering future packages ADG is already advertising for an additional senior engineering position for the Hobart office. This is in addition to the discussions with UTAS about hiring undergraduates.

*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?**

The services, expertise and documentation provided by ADG would generally be wholly delivered (95%+) by our Tasmanian team, with only minor assistance provided by staff in our other Melbourne and Brisbane offices if additional support is required.

This submission will incorporate local products, services and capabilities by:

- Payment of wages and overheads for ADG and subconsultant staff
- Use of Hobart based services such as
  - Office stationery supplies from Office Works (Campbell St) for printing of project drawings (when digital files are not used)
  - Office kitchen supplies from Coles (Elizabeth St) within weekly re-supply delivery for coffee, milk, and fruit for our staff and visitors.
  - Hobart office servicing, including rent, electrical, NBN, water and security. These services would include many different Tasmanian service people working locally and remote.
  - Local petrol suppliers for our staff transport to the project site
  - UDIA engagement. Noting there is no local UDIA chapter, ADG's involvement within this development supporting organisation across Australia, including committee and sub-committee membership, will provide further support for developing the UDIA membership in Tasmania.
  - ADG sources the following services locally and through the project will be supporting local Tasmanian businesses.
    - Stationary – Office works Hobart
    - Communications. Telstra & Mynetphone
    - Recycling/Shredding – Oak Industries
    - Printing and copying – Digital Office Solutions
    - Office Social Events – Shamrock Hotel
    - Office Groceries – West Hobart Express
    - Office Cleaning – Lill's Commerical Cleaning

All travel within Tasmania including car hire, meals and accommodation would be procured by other local SMEs.

*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**

ADG have local office in Hobart where the majority of our project team will be based. The geographical position of our offices will facilitate collaboration, enhance communication and enable rapid and flexible response.

It is our aim to deliver this project locally in our Hobart office while bringing in appropriate specialist expertise from our broader infrastructure business as required. These can all be called upon at short notice should the need arise.

ADG will approach the delivery phase utilising the experience and knowledge of our multi-disciplinary design team and other highly capable personnel.

We will also endeavour to source supporting services from locally based subconsultants.

Our project team will also ensure that the design is developed conscientiously with due consideration of availability of materials and equipment in the local area. Specifically, we will ensure that the design solutions do not significantly exclude local contractors and businesses from being able to tender for the subsequent construction works. This will be achieved by utilising simple structural forms and readily available materials.

*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**

Our industry professionals at ADG provide depth and extensive knowledge in their field to inform evaluation and design documentation review. Our team are committed to advancing skill levels within ADG and consultatively with our engineering peers, through industry forums and tertiary education involvement. Our experience with design, operation, maintenance, rectification and end-of-life works informs our own internal strategies and policy and ensures we can provide a range of effective, valuable and analytical solutions. In addition this expertise also provides significant educational value which we intend to instil local stakeholders, subconsultants, contractors and other involved parties.

Our senior team actively participate in Industry bodies to influence positive change in our industry. Members of ADG's senior team lecture at several Universities, participate in code committees for Australian Standards and engage with external experts to have complex analysis

and solutions which are derived using performance-based designs outside of the codes and standards independently peer reviewed and challenged.

*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**

We continually seek innovative approaches to design and implementation opportunities, and pride ourselves on providing our clients with solutions that demonstrate measurable benefits. ADG welcomes the opportunity to question conventional thinking and exhibit our appetite for quantified risk.

We are also happy to assist Tasmanian Government with the evaluation of new technological developments where a benefit may be provided to this scope of services. This approach will ultimately benefit the Commonwealth through leveraging our broad experience from previous projects and adopting our continuous learnings on future projects.

ADG's internal innovation platform, the ADGility Framework, allows staff to transform ideas into reality to ensure good ideas are prioritised, encouraged, shared, identified, developed, project-managed, recognised and celebrated at ADG.

ADGility is a corporate function in charge of organically scaling innovation and value creation across the individual business units at ADG, and in time external partners. It is used as a tool to achieve and strengthen the strategic goals of ADG, by providing structure and consistency to how ideas are explored and developed using disciplined creativity.

The framework is made up of five key elements which provide direction (focus), support and resources (culture), a platform to collaborate and celebrate (discover and celebrate), and a process (transform) to work on ideas. The Tasmanian Government Panel Manger, Alex Symes, together with our Practice Manager in Hobart / Melbourne, Matthew Obst as well as with our Managing Director, Marco Ficca, can apply this framework to new technological developments where a benefit may be provided to this scope of services.

ADG is actively involved in research and Development (R&D) and in fact applies and is successful in R&D Incentive claims every year, as core to our business is design and thus innovation.

Therefore, all projects, including this procurement activity contributes to our knowledge and innovation, and improve the design capabilities of our Tasmanian team.

*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.*

<b>Completed and endorsed</b>	Alexander Symes – Hobart Project Manager ..... (Name and position – print)
	ADG Engineers ..... (Supplier name)
	..... (Signature)
	10/11/22 (Date)

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