

Tasmanian Industry Participation Plan

IS-69 - Consultancy Services Panel for Health Infrastructure Projects

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

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

Supplier details

Name of supplier	AD Design & Consulting Pty Ltd
Contact details for supplier	Ryan Darwin admin@addconsulting.com.au North Level 1, Suite 3, 44 Formby Road, Devonport, TAS 7310 South Cat & Fiddle Centre, Level 2, 51 Murray Street, Hobart, TAS 7000



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

AD Design & Consulting Pty Ltd is a local Tasmanian owned SME which operates from our local offices located in Cat & Fiddle Centre, Level 2, 51 Murray Street, Hobart, TAS 7000 and Level 1, Suite 3, 44 Formby Road, Devonport, TAS 7310.

We have 11 team members with 90% is based in Tasmania. We are currently looking to grow the business to a level where we employ ten to thirteen full-time staff in Tasmania.

We are a local business which takes pride in our work. We strive to ensure projects which we deliver make a positive impact on the local and broader Tasmanian communities. We applaud the Tasmanian Government buy local policy as this gives us the confidence to continue to invest in local Tasmanian staff and suppliers. We strive to only partner with local Tasmanian SMEs as we believe the best talent is found locally and has the most significant impact on our community.

Whilst this procurement will not create any new positions; it does help support the utilisation of two-three of our staff and ultimately helps contribute to the longer-term sustainability of these roles within Tasmania.

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?

AD Design & Consulting Pty Ltd has established relationships with local suppliers across Tasmania, proven on a range of multi-discipline projects with local government clients. We believe that State-funded projects in Tasmania should be given to local SME suppliers to ensure that we see the economic benefits flow back into our Tasmania economy, which ultimately filters into our local communities.

We are not required to engage sub-consultants to complete services for this project, and the scope of services will be delivered by local Tasmanian based staff.

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

We have an established network of local SME consultancies that offer a range of services we procure for our projects across Tasmania. We are committed to sourcing local suppliers for all services, given Tasmania has the capabilities to deliver these services within the State. Our staff and local suppliers are committed to travelling state-wide to service all projects fully.

We are committed to providing opportunities to alternate suppliers outside of our core network to ensure that we can deliver quality projects throughout the year in a timely and safe effort. We seek alternate suppliers through recommendations, requests for quotations and suppliers requesting to be placed on our approved supplier list.

All suppliers are managed by AD Design & Consulting and are subject to an internal review process to ensure all suppliers meet the required legislative guidelines, insurances requirements, and updated policies (if any) to ensure compliance with our third-party certified Integrated Management System.

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

AD Design & Consulting Pty Ltd is a Tasmanian specialist civil engineering and project management consultancy that employs a range of highly skilled local engineers and technicians in Tasmania.

We source supplies from our local network of Tasmanian suppliers for elements of the project that fall outside the parameters of civil engineering. We prefer Tasmanian based suppliers in our procurement as we find this enables us to present the most efficient proposal of services and invest in the community.

When we are engaged in projects with the Tasmanian Government, it enables us to continue to invest in local Tasmanians. It helps us achieve longer-term sustainability as a Tasmanian SME. These projects also facilitate further knowledge and skills being developed within Tasmania.

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 have assembled a highly experienced team with diverse experiences, enabling us to foster innovation across project elements. We set out to achieve this by:

- Leveraging past project experience to predict and mitigate issues.
- Effective communication throughout the project team, promoting and encouraging solutions-based thinking and problem-solving.
- Constructability reviews ensure a practical and risk-based design approach intended to prevent unnecessary wastage.

- Review alternative materials and methodologies to aid performance, budget constraints and efficiencies.

At AD Design and Consulting, we have spent ten years building a highly-skilled civil engineering team with a strategy and passion for taking on Tasmanian Government projects that are often being sourced and supplied outside of Tasmania to bring the delivery back to Tasmania to benefit Tasmanians.

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.*

Completed and endorsed	<p>Alan Darwin - Director (Name and position – print)</p> <p>AD Design & Consulting Pty Ltd (Supplier name)</p> <p> (Signature)</p> <p>.21...../.....10...../.....2022..... (Date)</p>
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*A Tasmanian SME is a Tasmanian business employing less than 200 people