

# 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.

### 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>	EDWARDS AND SIMPSON PTY LTD
<b>Contact details for supplier</b>	E: <a href="mailto:martin@edwardsandsimpson.com.au">martin@edwardsandsimpson.com.au</a> T: (03) 6331 1681 A: LEVEL 1, 68 ST JOHN STREET LAUNCESTON TAS 7250 P: PO BOX 5047 LAUNCESTON TAS 7250

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

Edwards + Simpson is a locally owned and operated Tasmanian SME based in Launceston. We work with other Tasmanian SMEs, community groups and individuals across the state to deliver design and project management services for buildings and spaces that have a positive impact on the Tasmanian community and economy.

All labour hours worked for procurements as part of the Consultancy Services Panel will be worked by Tasmanian-based employees, including those labour hours worked by subconsultants. We anticipate that the receipt of an Official Order for the supply of services to the Department of Health will provide the direct ongoing support for the jobs of around 20 Tasmanians employed directly by Edwards + Simpson and by our subconsultants.

Edwards + Simpson currently employs 3 full time staff with the capacity to increase employee numbers to 5 full time staff as project commitments allow. The award of previous contracts has seen our workforce increase to 4 full-time staff and 1 part time or casual employee, typically a student or recent graduate of architecture.

Based on our current and forecast project commitments, if Edwards + Simpson was to receive an Official Order for the supply of Lead Design Consultant/Architectural Services or Project Management/Contract Administration Services as part of the Consultancy Services Panel, we would likely need to employ another full-time Architect and depending on the required services, we may be able to employ an experienced graduate to assist in resourcing our projects.

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

Edwards + Simpson provides architecture, facility planning, urban design and project management services to State Government, local government and private sector clients. Where goods and services are not able to be sourced directly from Edwards + Simpson, we identify other Tasmanian SMEs and engage as subcontractors, or recommend they be separately appointed by our clients to provide them.

We work with around 20 different Tasmanian SMEs to provide the goods and services required by our clients, including engineering, surveying and science-based consultancy services. The services we provide incorporate only local products, services and capabilities provided by Tasmanian-based employees. Except where highly specialised goods and services are required, no goods and services are imported for the services we provide.

Where highly specialised goods and services are not able to be sourced directly from other Tasmanian SMEs, we work with interstate suppliers and Tasmanian SMEs to provide opportunities to incorporate local products, services and capabilities, and facilitate the transfer of skills to Tasmanian SMEs.

## Opportunity for Tasmanian SME\* involvement

Edwards + Simpson is an experienced lead design consultant and is used to engaging and managing the sub consultants needed to provide a comprehensive range of services. We have an excellent knowledge of local consultants including their strengths and weaknesses, capabilities and capacity to deliver. We maintain good relationships with the leading consultants in Tasmania who we select to work with us on a project by project basis.

When we prepare an offer for our goods and services, we invite submissions from a wide range of Tasmanian SME subconsultants to compare the services offered and their fees to select the most appropriate subconsultant team to deliver the services. For recent health projects we have worked with Rare, EST, Pitt and Sherry Building Surveying, Tarkarri Engineering and Matrix Management Group. We have achieved good results with this team, however we continue to seek submissions from other subconsultants and are constantly identifying new Tasmanian SME suppliers to work with us on future projects.

Where the necessary expertise is not available locally, we are able to call on the services of specialist consultants based interstate. Typically, we will work with one of our local suppliers and/or subconsultants to identify and make recommendations for the appointment of a specialist interstate consultant, who will in turn engage a Tasmanian SME consultant to act as their local consultant for the delivery of the services.

Through our role as lead design consultant we seek to improve opportunities for Tasmanian SME involvement by nominating goods and services sourced from Tasmanian SMEs and identify where local products and capabilities to be incorporated into the works, particularly in terms of furniture fittings and equipment but also included applied finishes and fabrication incorporating techniques which are available in Tasmania.

### **Broader social and economic opportunities**

The ability to maintain our workload has a significant impact on the economic and social benefit able to be provided by Edwards + Simpson and in turn improves the opportunities we can provide for future recruitment, pathways to employment for Tasmanians and the number of work placements we can offer for pre-tertiary and university students.

Our workload can vary significantly in type and scale, which provides good learning opportunities for our team but is problematic from an economic perspective. For our business to continue to grow and to offer stable employment for our team, we aim to work more frequently on projects of a similar typology with a construction value between \$2 million and \$10 million. We recognise that being part of the Consultancy Services Panel does not guarantee the receipt of an Official Order to provide services, but it doesn't preclude the opportunity to provide services to the Department where a suitable opportunity exists.

Receipt of an Official Order to provide services will provide an economic boost to our business and in turn to our employees and the social impact they can have through having a stable job and greater opportunities for professional development, personal growth, career advancement and executive decision making. If we were to recruit, it would have an incredibly positive social impact for our team and a positive economic impact on the Tasmanian SMEs who provide goods (mainly computers and software licensing) and services, including training in design software, technical document writing, contract management and work health and safety.

Edwards + Simpson purchases goods and services from around 40 Tasmanian SMEs, including accounting, legal, insurance, finance, personal protective equipment, training, photography, catering, cleaning, parking, petrol, vehicle servicing, furniture and accommodation among others.

Through our work, we are fortunate to be able to give back to the Tasmanian community and economy by participating in community activities and supporting the work of local charitable groups such as the Police Charity Trust, the Beacon foundation, Movember and the Fairbrother Foundation. By maintaining a busy practice, our team is able to contribute to the work of our professional associations and membership bodies, including City Prom, Learning Environments and the Australian Institute of Architects as committee members and past jury members for the Tasmanian Architecture Awards.

Edwards + Simpson also participates in the University of Tasmania's Work Integrated Learning program and provides sessional tutors and guest critics for undergraduate programmes.

## Local innovative solutions

Edwards + Simpson is a leading consultant in the use of Building Information Modelling software. Our team have been leaders in the introduction and use of BIM in the design construction industry for over 15 years and continue to develop innovative approaches to development of coordinated design documentation and the delivery of construction phase services by using BIM.

We have been working with our subconsultant project partners for over a decade to increase their understanding of the benefits of preparing design and construction documentation using Autodesk Revit. Finally, we have a team of subconsultants working with BIM including some quantity surveying consultants who are able to do quantity take offs from our BIM Model.

BIM allows us to communicate ideas clearly with project stakeholders who may have little understanding of buildings and construction or simply struggle to visualise 2-dimensional drawings in 3-dimensions. It allows us to identify coordination issues that might otherwise go un-noticed and resolve them before commencement on site. BIM also allows us to communicate complex construction and fabrication issues to contractors and suppliers which in turn benefits Tasmanian SMEs through efficiencies during construction and fabrication and clients through lower construction costs due to the removal of any doubt or uncertainty around the construction or assembly of components.

We are committed to the advancement of BIM and produce all of our design and documentation using Autodesk REVIT. Our model is cloud based and is shared with the consultant team using BIM 360 to ensure that the model that all consultants are working on is current and up to date. We believe that parametric modelling is not a value-add, it is an integral part of our service delivery.

### Completed and endorsed

MARTIN SIMPSON, DIRECTOR AND  
PRINCIPAL ARCHITECT  
(Name and position – print)

EDWARDS AND SIMPSON PTY LTD  
(Supplier name)



(Signature)

01/11/2022  
(Date)

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