

Tasmanian Industry Participation Plan

IS-69 - Consultancy Services Panel

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
Name of Responsible Agency/Entity	Department of Health

Supplier details

Name of supplier	Engineering Solutions Tasmania
Contact details for supplier	Andrew Blackberry Mobile 0417478994

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

Yes

Engineering Solutions Tasmania is locally owned and run business. Established in 2004 by Andrew Blackberry and Steven Banbury. Andrew was born in Tasmania growing up in Launceston and St Helens, he completed his apprenticeship as an Electrician in Launceston before going into the Engineering field. Steven born in Canberra relocated to Tasmania in 1994 with his wife. Steven worked as an industrial Engineer before moving into Consulting Engineering in 1998. Both Steven and Andrew have 2 children. Andrews Son Callum is Currently studying Electrical Engineering at UTAS.

Engineering Solutions Tasmania has grown over 15 years to employ 14 Tasmanians in 2 offices, Launceston and Hobart. Over 70% of employees at EST have been with the business for over 5 years, with more than half having more than 10 years of service. This demonstrates the dedication Steven and Andrew have in creating and maintaining a flexible and friendly environment for their staff.

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?

All of the resources in this contract are directly sourced from Tasmania. All our staff are Tasmanian with our offices in Launceston and Hobart.

We support local business's via asset purchases, Fuel and Sponsorship.

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 are a Tasmanian owned and operated business that undertakes significant department of health works.

This Contract / Panel will allow our business to continue to grow and establish itself as one of Tasmanian largest Building Services engineering firms.

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

EST has for many years facilitated work experience opportunities for a number of local high schools, the Australian Maritime College and UTAS engineering students. This is an opportunity for EST to share the experience and knowledge with the community giving students an understanding of what our industry is about and university students valuable work experience required to complete their degrees. Engineering Solutions Tasmania has supported many local community groups including RSPCA, World Vision Kids Hope Mentoring Program, Swimming Tasmania, Motors Sports Club of

Tasmania, Riverside Golf Club, Tasmanian Motorcycle Club, Local Cycling. EST has also

competed in local sporting events such as Ben Lomond Descent and Freycinet Challenge. As an employer EST encourages and supports its employees to be involved in sport as a supporter, participant, competitor volunteer or official.

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

Engineering Solutions Tasmania has invested significantly in software and staff training to provide cutting-edge three-dimensional design and documentation across our entire project portfolio. We utilise the Autodesk Revit and BIM360 solutions on every single office desk within our organisation. This puts us at the leading edge of consulting company's nationally. Our organisation thus has the capability of having every staff member working on a single model simultaneously. This in turn benefits the entire Tasmanian design community, resulting in improved project outcomes with fewer clashes, leading to lower project costs.

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

Andrew Blackberry – Director

.....
(Name and position – print)

Engineering Solutions Tasmania

.....
(Supplier name)



.....
(Signature)

..... 1.../.... 11...../.....22.....

(Date)

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