

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	The Crown in Right of Tasmania The department responsible is the Department of Health

Supplier details

Name of supplier	Larter Consulting
Contact details for supplier	Peter Larter 2081/1 The Vistas Dr, Carrara, Qld 4211 larteradmin@larter.com.au 1800 527 837

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

Larter Consulting is not a Tasmanian registered SME. However, Larter is an SME nonetheless, with offices in Queensland and Victoria, and has experience working in Tasmania, delivering stakeholder engagement and research services for Primary Health Tasmania.

We regularly work in Australian jurisdictions where Larter may not have a physical presence (in the form of an office or staff). In situations such as these, Larter endeavours to engage local subcontractors, such as subject matter experts, and lived experience consultants to ensure that local knowledge and context are included in project delivery. This approach also enables us to build local capacity, and to ensure that community and stakeholder engagement is led and owned locally.

Later will endeavour to use this approach in any projects generated through this panel, to contribute to the Tasmanian economy, and to build local skills and capacity.

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?

As mentioned in the box above, while Larter Consulting possesses the experience and expertise to deliver the services identified in this tender. Respecting local knowledge, and local ownership of community health and wellbeing is key to sustainable service delivery.

To this end, we will engage local Tasmanian consultants, for services including but not limited to:

- Expert academic advice
- Stakeholder engagement facilitation
- Community engagement facilitation
- Lived experience involvement (co-design and consultation)
- Research support services.

In our experience, local services have accounted for up to 40% of the total value of Larter projects requiring such inputs.

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

As mentioned above, Larter Consulting will source service from Tasmanian SMEs or subcontractors if a project requires such services and expertise.

In the first instance, any prospective sub-contractors or SMEs will be identified and approached via LinkedIn prior to submitting a proposal for RFQs intended for this panel. A brief about the opportunity will be provided and if acceptable, a verbal agreement will be confirmed.

For successful proposals, the subcontractor or SME will be informed, and a formal sub-contract for services will be signed, setting out services to be procured, milestones for payment, and project management mechanisms.

If this approach fails, any opportunities to collaborate will be advertised through local Tasmanian portals, such as the University of Tasmania's jobs portal, as well as focused promotion through portals such as Seek.com.

Larter Consulting will also work with the Department to identify relevant subcontractors or SMEs as required.

Skills that could be transferred to subcontractors or SMEs through experiential learning by working with Larter staff include:

- Program evaluation methodologies
- Quantitative and qualitative data collection tool design and analysis
- Principles of co-design
- Stakeholder engagement and facilitation skills.

Larter Consulting may also organise project specific training for subcontractors if required.

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

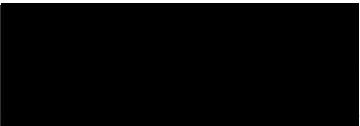
As above.

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

- Does your organisation offer any innovative solutions that might benefit the broader Tasmanian community and economy? Provide details.

Completed and endorsed	Peter Larter, Managing Director (Name and position – print)
	Larter Consulting (Supplier name)
	 (Signature)
	16/11/2022 (Date)

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