

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

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	Resonance Consulting Pty Ltd
Contact details for supplier	Rebecca Greenwood Managing Consultant rebecca@resonance.com.au contact@resonance.com.au

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

Insert your answers here (*refer Guidance information below*).

Resonance Consulting Pty Ltd is a local SME. We are a private company registered in Tasmania. Our headquarters are located in Moonah.

We currently employ 14 people, in addition to the two directors who work in the business. In addition, we have a number of individuals undertaking ongoing work for us on various projects, who are subcontractors.

We envisage this panel will aid in assisting to achieve our target of employing a further six Tasmanians over the next 12 months.

Our two directors are Tasmanian based, along with all of our employees.

The award of this and other Tasmanian Government contracts to a Tasmanian based firm, is essential for the survival of local small businesses such as ours in the current economic climate. Tasmania has a large number of small businesses, and the health of local economy and retention of local jobs depends on keeping small businesses like ours alive.

Being local, we offer excellent value with the advantage of on-ground networks to enhance our stakeholder engagement work, and deep on-ground knowledge of the Tasmanian context.

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

Insert your answers here (*refer Guidance information below*).

For this panel we will be engaging six NSW based consultants who brings health sector experience to the team.

Resonance's NSW based subcontractors will provide 25% of the consulting services. Resonance's Tasmanian based employees will provide 75% of the consulting services.

We will source any other additional goods and services (such as consumables or disbursements) that may be required from local SMEs.

Opportunity for Tasmanian SME* involvement

Insert your answers here (*refer Guidance information below*).

We employ Tasmanians, and all our employees who will work on this panel are Tas based. Panels such as this are vital for ensuring that locally based firms survive and thrive, given the tough economic climate.

For this project we will engage interstate consultants as required, to supplement our on-ground capability and capacity. This will provide an opportunity for our Tasmanian employees to enhance their capabilities in these areas.

Broader social and economic opportunities

Insert your answers here (*refer Guidance information below*).

We employ a graduate engineer as we think it is important to nurture emerging talent and provide entry level opportunities for new graduates. We have invested in our graduate, providing 100% support to complete a Diploma of Project Management. We intend to employ more graduates as part of our growth plan.

We do pro-bono work to support disadvantaged groups in the Tasmanian community. For example, this has included a pro-bono package of work comprising stakeholder consultations, facilitating a workshop, advocacy and preparing a submission to the Premier's Economic and Social Recovery Advisory Council on behalf of one of the most heavily impacted groups in Tasmania.

In addition, individual employees are involved in volunteering for a wide range of community, leadership and sporting groups and are encouraged and supported to give back to the Tasmanian community, in line with our values.

Local innovative solutions

Insert your answers here (*refer Guidance information below*).

We do not import goods.

We adapt and improve national and international best practice methodologies and frameworks to suit the Tasmanian context.

We work with interstate consultants where we feel they can add value and provide our people with the opportunity for professional development that will allow us to develop

these specialist skills in-house.

As a Tasmanian firm, our goal is to increase our market share of consulting and project management services in the health infrastructure sector, by winning work and replacing services currently provided by interstate firms.

Health is a core sector we have identified in our strategic plan as one we wish to focus on and grow. We have partnered with Gavin Meredith to build our service offering and increase our client base in the health sector. This has proven to be a successful arrangement for the DoH Project Management Panel. Our goal is to recruit more employees specialising in health infrastructure consulting and project management services, as we win a greater market share and replace interstate firms in the local market.

Completed and endorsed

Rebecca Greenwood, Managing Consultant

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(Name and position – print)

Resonance Consulting Pty Ltd

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(Supplier name)



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(Signature)

..... 17...../..... 10...../..... 2022.....

(Date)

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