

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	Robert Carroll & Associated Pty Ltd
Contact details for supplier	Rob Carroll 0400 106 129 68 Elphin Road, Launceston TAS 7250

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

Robert Carroll & Associates (RCA) is a Tasmanian SME.

RCA is small specialist company based in Launceston and directly employs 3 Tasmanians and engages other local contracted architectural resources as required depending on workload.

Our 3 direct Tasmanian jobs/employees will be supported by this commission should we be selected to provide services under this RFT.

RCA does not engage contracted architectural staff from outside Tasmania and therefor all of our labour hours (nom.130hrs per week) are worked by Tasmanians and the money remains in the state.

Given the nature of this RFT, (ie. not knowing the extent of projects we may or may not be commissioned to undertake) it is difficult to predict if we will require additional resources should we be successful. However, given the resources we have allocated in this RFT, it is envisaged that (depending on workload), we would possibly require our additional local resources to assist with other projects resulting in additional hours for our contracted personnel ie. more part time work for possibly 1 or 2 people.

RCA also engages additional local SME's in the form of sub-consultants providing non architectural services. These include engineers, landscape architects, quantity surveyors, building surveyors, land surveyors, acoustic consultants and planners. **RCA**, as a general rule, does not engage sub-consultants based outside Tasmania or larger engineering firms with token representation in the state resulting in fees being siphoned interstate or overseas.

The only occasion that would warrant engaging interstate sub-consultants is when specialist resources are required that can not be sourced within Tasmania.

RCA has a strong preference for fees earned in the state to stay in the state and benefit local businesses and the local community.

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

All of the architectural services identified in our submission will be provided directly by **RCA** with possible input from our associated quantity surveyor who is also a Tasmanian SME. If additional resources are required to support our other projects then other Northern Tasmanian SME's will benefit as per below:

- Main Commission - Robert Carroll & Associates - Launceston
- Quantity Surveyor - Lifecycle Cost Management - Launceston

- Architectural support - Mark Rhodes – Longford
- Technician Support – Mike Flood – Clarence Point

However, the above only refers to local professionals and IP resources related directly to our architectural commissions. **RCA** also engages other local SME providers to supply goods and services for our business. These include such Tasmanian SME's as (but not limited to):

- Insurance Providers - Armstrong's Insurance Brokers - Launceston
- Accounting Support - Chrisara - Gravelly Beach
- Accountants - Deloitte - Launceston
- Solicitors - Douglas & Collins - Launceston
- Vehicle Support - Neil Buckby's - Launceston
- Internet Provider & Support - Launtel - Launceston
- IT Maintenance & Service - The Mac Shop - Launceston
- Printer Support & Networking - Link Technologies Tasmania - Launceston
- QA Services – Peter Neilson (QMS) - Launceston
- Printing - Flying Colours / Doc Signs - Kings Meadows

In addition to the above **RCA** as principal consultant, also require the services of multiple other sub consultants that form part of our broader professional team. As mentioned in the previous section, these businesses are all Tasmanian SME's and the money that we receive filters through these practices and flows directly back into the local community. These local SME's include (but not limited to):

- JMG Engineers - Launceston & Hobart
- EST, Services Engineers - Launceston & Hobart
- Green Building Surveying - Launceston
- Pitt & Sherry Building Surveying - Launceston & Devonport
- Rebecca Green & Associates, Planning Consultant - Launceston
- PDA Surveyors – Launceston, Devonport & Burnie
- Lange Design, Landscape Architect - Launceston
- Tarkarri Engineering (Acoustic Engineers) - Newstead
- TCS Traffic & Civil Services - Trevallyn

With regard to the value of locally sourced goods and services versus imported, this may vary slightly from year to year however we estimate that close to 100% of all goods and services are sourced from Tasmanian SME's.

As mentioned above, our submission will directly incorporate all local resources / personnel and IP from the greater Launceston area and our business utilises the services and goods from suppliers from the broader Northern region. This approach not only provides strong outcomes for the local economy but is also the right approach for our business model. By incorporating local resources we receive a faster response, deal with people face to face, build a stronger resource network and can ensure better outcomes and deliverables to our clients.

Virtually all of our fees from our commissions flow directly back into the local Tasmanian community and support the sustainability and growth of other local SME's.

Opportunity for Tasmanian SME* involvement

Without knowing the details of projects that may eventuate from this RFT, it is expected that components of our offer will be potentially 100% sourced from Tasmanian SME's.

Over a number of years, **RCA** and Rob Carroll (through previous Tasmanian businesses - over the last 30 years) has engaged multiple Tasmanian SME's in the form of suppliers and sub-consultants. The nature of this RFT provides for the continuation of this process and the delivery of high quality locally sourced consultant services.

Obviously where specific specialised advice is concerned, **RCA** will always engage the best resource for the situation. For example, if specialised commentary or certification was required around infection control, then we may engage the likes of HICMR from Victoria. Similarly, if we require advice on anaesthetic pendants we will take advice from our local consultants first but ultimately detailed input may come from the likes of Schneider, a global specialist in this area.

RCA will always provide the best advice to achieve the best outcomes.

RCA would normally directly engage sub-consultants from our existing and proven supply chain. However, should our usual suppliers not be able to provide input in a timely manner (due to the current industry pressures) then we would give new sub-consultants opportunities to provide services. In this instance **RCA** would most likely input more time and guidance and consult with industry groups and the like to ensure that our required standards and the project expectations are met.

Ultimately this process benefits all parties by providing **RCA** with a larger pool of local service providers to select from, spreads government funds further into the local community and assists the new sub-consultant by providing them with exposure to different projects. This can allow them to possibly gain experience in different areas and then undertake future opportunities on varying (possibly larger) projects assisting with the growth of their business. This process could provide a direct opportunity to transfer project skills to other Tasmanian SME sub-consultants but for this commission it is really dependent on the type of projects, size, complexity and general parameters to provide these opportunities.

Broader social and economic opportunities

Rob Carroll has been working in the architectural profession for 3 decades providing the Tasmanian building industry with consistent high level consultant services.

RCA was established by Rob, as a vehicle to deliver complex commissions with a preference for health projects of a clinical nature. To date this local Tasmanian SME has undertaken multiple critical projects and continues to be engaged by repeat clients due to our consistent high level of deliverables.

We believe that Rob's stability and longevity in the Tasmanian building industry has provided broader social and economic opportunities by consistently engaging other Tasmanian SME's and further providing opportunities to younger architectural professions through employment, professional development and networking opportunities.

This has occurred through Rob's previous business endeavours and now through **RCA** and the intention is to continue to support Tasmanian SME's, employ additional Tasmanian's and continue to deliver consistent professional services for the benefit of the local community.

Should we be successful with this submission it is intended that our current staff will gain further technical and practical experience, not only in the broad delivery of health project but also in specialised clinical areas providing further upskilling for future projects. This increased knowledge and continued professional development in this area will provide our team (and those in our broader professional network) with new skills and result in increased expertise being developed within Tasmania.

RCA is also an equal opportunity business and currently employs more females than males. **RCA** through Rob also support community organisations such as the local scout group by volunteering to assist with recent fundraising projects.

This RFT (if successful) and others allow **RCA** to continue to provide clients with a trusted, experienced, informed and value added architectural based Tasmanian consulting service resulting in a high level of deliverables.

To maintain this high level of service, ongoing training and interaction with other SME service providers is continuous. This constant education and interaction process results in an evolving skill base for our practice and for those with whom we share our knowledge.

Local innovative solutions

Given the scope of this commission is focussed on providing professional human resources there is little opportunity to value add to imported goods. However, as mentioned previously, here is the opportunity increase knowledge and specialised services within the Tasmanian SME community.

By offering to assist the department with providing services to this professional panel, it is hoped that there will be less need to import professional resources from interstate.

It is understood that this commission is for a limited period to assist in the delivery of projects and services over this challenging period. We would hope that if successful, **RCA** can provide independent services on numerous upcoming projects for the department and assist in developing a stronger pool of project delivery resources that DoH can rely on beyond the timeframe for this current Standing Offer Period.

Finally, from a broader innovative perspective, **RCA** is engaged in gaining knowledge related to the implementation of innovative solutions through technology. This means supporting and specifying local innovative products, techniques or materials in lieu of imported solutions.

This is also relevant when specifying products that demonstrate ways to lower the embodied carbon in the materials we use. For example, **RCA** are actively pursuing ways to incorporate timber (and more importantly sustainably managed Tasmanian timber) where possible into buildings where steel might normally be considered.

It is hoped that by supporting local industries that provide low carbon and value added products or services, more money will flow back through these businesses supporting industry development in areas where there is a clear growth path in national and international markets.

This ultimately benefits the broader Tasmanian community and the local economy.

Completed and endorsed

Robert Carroll - Director
(Name and position – print)

Robert Carroll & Associates Pty Ltd
(Supplier name)

A solid black rectangular box used to redact the signature of Robert Carroll.

(Signature)

22/10/22
(Date)

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