

Tasmanian Industry Participation Plan

<Procurement ID - Procurement Title>

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	Department of Health

Supplier details

Name of supplier	Safyre Consulting Pty Ltd
Contact details for supplier	Mobile: 0411 439 786 Email: dmitry@safyreconsulting.com.au

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

Safyre Consulting Pty Ltd is small fire engineer consultancy based in Tasmania. Dmitry Kiselev is the sole employee of the company. As part of my role, I work with local Tasmanian design and engineering consultancies to provide fire engineering solutions in the Tasmanian context. I have referred work to local fire services consultants for building projects.

We are looking to hire a graduate fire safety engineer in the next 6 months. This contract could aid in providing certainty / additional contracts to validate the feasibility of employing someone. Our aim is to hire a mechanical or civil / structural graduate locally.

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?

Safyre Consulting Pty Ltd provides fire safety engineering design services. As a consultancy, we utilise limited resources. Our electronics have been sourced locally – ie laptops, phones, furniture, etc. We also rent an office in Hobart. Per month, we spend approximately \$1,500 on rent and incidentals.

Our services can enable local materials to be utilised as alternatives to complying with the requirements of the National Construction Code (NCC). For example, the NCC typically limits the use of Tasmanian Oak as an internal ceiling / wall lining in certain occupancies. There are also circumstances where timber construction would not be allowed by the code. We have previously provided fire engineering services to allow local timbers to be installed as linings within buildings and framing in commercial buildings.

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

There are few local fire safety engineers that have experience in large and complex building projects. Anecdotally, it is understood that fire engineering is typically outsourced to Victoria. Being local provides the opportunity to work directly with design and engineering consultants within the state and provide fire safety solutions which are conscious of the resources and the challenges that are specific to the Tasmanian building industry.

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

Safyre Consulting Pty Ltd aims to grow the Tasmanian fire safety engineering base by employing and training graduate fire engineers. This contract will aid in providing sufficient work / contracts to justify hiring the first graduate within the next 6 months.

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

Fire safety engineering enables performance solutions to be utilised in the building design instead of directly complying with the provisions of the building code. This enables unique designs to be implemented.

For example, a local school building in Tasmania was focused on implementing sustainable materials. The code required fire-rated board to be provided which comprises gypsum and glass particles. The material is largely unsustainable and not re-usable. Fire engineering was undertaken to allow the use of Tasmanian Oak and Huon Pine members to provide a structural fire-resistance for fire-rating between floors.

Structural fire engineering is becoming more relevant in building design. Safyre Consulting is currently liaising with structural engineering firms to collaborate on developing structural fire safety engineering capabilities in the state (which are anecdotally sourced from Victoria).

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

Dmitry Kiselev - Director
(Name and position – print)

Safyre Consulting Pty Ltd
(Supplier name)



(Signature)

24/10/22
(Date)

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