

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	Department of Health

Supplier details

Name of supplier	Timmins Ray Public Relations
Contact details for supplier	Jacque Ray, Managing Director M: 0429 683 779 E: jacque@timminsray.com.au

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

Insert your answers here (refer Guidance information below).

Timmins Ray is a Tasmanian owned and operated small business, employing six full-time Tasmanian, qualified public relations professionals.

Our office is located in Battery Point, Hobart and is leased from a local Tasmanian business owner.

We use the following services for the day-to-day running of the business, all of which are provided by Tasmanian SMEs:

- Tas Ethical – car parking
- Collins SBA – strategic advisers
- Abetz Curtis Lawyers – legal advisers
- SMF Environmental Solutions – landlord
- Pritech – IT support
- 145 Financial – accounting services.

We also partner with a number of Tasmanian small businesses and sole operators to provide a wide range of services to our clients. These include local photographers, videographers, film editors, graphic designers, web developers, printers, writers, event managers and media monitors (list provided below).

We have every ambition to grow the business, both in the immediate and longer-term future and this will involve employing more Tasmanian professionals, including potentially graduates from the University of Tasmania.

We provide work placements for UTAS students undertaking studies in the School of Media and Communication.

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?

Given the nature of our professional services, we are often required to source external service providers to support our projects, including graphic designers, videographers, photographers, web developers, printers, event managers and media monitors.

All our third-party partners are Tasmanian. The proud local businesses we work with most frequently, are as follows:

- Holly Webber – graphic design
- The20, Before Creative, Walker Designs and Futago – campaign creative
- Ionata and Neon Jungle – web development
- Gerathy and Madison – media monitoring
- Andrew McCarthy and Rob Reibel – news cameramen for media training
- Rob Burnett, Al Bett and Peter Matthew – photographers
- Creative Grit – video production
- PML and Foot & Playstead – printing
- EventSphere – event management
- ERA Planning – environmental planning
- Ellis Richmond – sustainability services
- WLF – accounting services (feasibility studies).

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

While we can source and brief selected third-party contractors to deliver on projects as required, we also collaborate with the preferred suppliers of our clients as needed.

It is our standard policy to source three proposals and quotations for client consideration and approval, prior to engaging a local sub-contractor.

This process ensures that local SMEs are not disadvantaged when competing with other suppliers and demonstrates an open and transparent process in engaging additional suppliers to deliver our services under contracts.

The value of our role in these cases is identifying the best partners for the program of work and connecting them with the client, exposing Tasmanian SMEs in the marketing, design, creative and web development sectors with a range of organisations, enabling networks to be built and new business opportunities to be explored.

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

Timmins Ray is soon to embark on another program of work placements for students studying Media and Communication at the University of Tasmania, with a view to hiring a full-time Graduate Consultant at the end of the year.

Being on government panels such as this provides the business with the security to employ new people, and a paid internship provides a Tasmanian graduate with unmatched exposure to the industry, learning on the job with the support of our team of highly-skilled and experienced consultants.

Timmins Ray provides a significant proportion of in-kind support to a range of Tasmanian organisations, including RSPCA Tasmania, Orange Sky Laundry, Landcare Tasmania and the Festival of Voices.

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

The team at Timmins Ray provides a level of experience that might once have been sourced interstate, especially in specialist areas such as media training, crisis management, media monitoring and market research.

Recognising that traditional methods of community sentiment tracking and market research don't always adequately meet contemporary expectations of community engagement, we have developed our own proprietary model of 'stakeholder auditing' which provides Tasmanian organisations with the most robust and meaningful feedback from key stakeholders and members of the community.

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	Jacquie Ray, Managing Director (Name and position – print)
	Timmins Ray Public Relations (Supplier name)
	 (Signature)
	.29...../.....10...../.....22.... (Date)

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