

Tasmanian Industry Participation Plan

IS-69 – Contract for Supply of Consultant Services Related to Construction

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	Contract for Supply of Consultant Services Related to Construction
Name of Responsible Agency/Entity	Department of Health

Supplier details

Name of supplier	
Contact details for supplier	Wolferstan Verney & Partners Pty Ltd

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

As Tasmania's oldest established Quantity Surveying and Cost Management practice, WT is proud of our long-standing involvement and commitment to the Tasmanian construction industry. Since establishing our Hobart office in 1956, we have spent the last 66 years building a successful track record working on major developments throughout Tasmania.

Our Hobart office currently employs 8 staff who would be involved in work on the Panel projects. The WT Hobart office is a Tasmanian SME and is locally registered and incorporated within Tasmania.

We estimate that around 50% of the hours required to undertake the quantity surveying role will be undertaken by Tasmanian based employees.

WT is currently experiencing growth in the Tasmanian office as we are working on a number of significant projects including the TasPorts Capital Plan, the Davis Aerodrome Project with the Australian Antarctic Division, UTAS Stadium and the Bridgewater Bridge Development. Our ongoing role on the Panel would allow the Hobart office to potentially create an additional role for a quantity surveyor or cadet to support projects issued under the Panel. This would allow knowledge transfer to train the next generation of Tasmanian Quantity Surveyors on significant health developments.

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?

The services provided under this commission will all be delivered from our inhouse WT teams in Hobart and Melbourne. As we are able to undertake the whole scope of services using our specialist inhouse team, the entire role will be serviced by locally sourced resources.

Throughout the years that WT has operated in Tasmania we have always sought to support local business when purchasing goods or services for use in our business operations. Our Company Policy is that where an appropriate supplier can be found locally with effective local support then that supplier should receive preference over the equivalent interstate or overseas organisation wherever possible.

In undertaking this role, Tasmanian based business support functions will be utilised to allow WT to fulfill the commission. These will include:

Identified Goods And/ Or Services	Name Supplier	Location of Supplier
Accounting	Findex	Hobart
Stationary/Copying	Office National	Hobart
Communications	Telstra & <u>Mynetphone</u>	Hobart
Recycling/ Shredding	Oak Industries	Hobart
Car Servicing	Precision Car Care	Hobart

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

Having already established a long-term presence in Tasmania, we are able to service projects without the need to rely on “subconsultant practices,” where roles and scope of services are typically split between different practices at various stages of the project.

We strongly believe that the existing relationship between our team members who have successfully worked together on previous projects will ultimately result in the best outcome for both the projects issued under the Panel and the Department. This approach allows for a seamless transition throughout the various stages of the projects as the invaluable knowledge developed in the early stages is shared and owned by each of our team members.

We consider that this approach will benefit the client as we combine our proven track record and experience in national health projects with our local and in-depth knowledge of the local Tasmanian construction market.

With the forecast construction spend over the coming years in Tasmania, we are seeing competing resources for significant projects including State Government projects, Local Government projects and multiple private developer projects. With this significant volume of work, we are forecasting a shortage in subcontractor trades being experienced.

Through our experience on local and national health projects, we are well placed to advise the client and design team of cost implications of design choices as the documentation is developed. Our local knowledge and proven innovative approach to achieving best market value on subcontractor trade packages will help ensure that the best outcome is achieved with respect to value for money for the project, but also in maximising involvement of local building subcontractors.

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

Through our submission, we have demonstrated our proven track record of successfully working on health projects throughout Australia.

At WT we strongly believe in developing world class expertise in differing construction sectors throughout all our offices. The Tasmanian office has a long history of successfully helping to deliver significant landmark projects throughout the State.

We are excited at the opportunity of being part of the Panel and believe our involvement would not only allow us to help shape the development of important health infrastructure, but would enable us to transfer skills to our local Tasmanian office and further develop local expertise in major health projects.

WT is currently working with the Australian Antarctic Division on the proposed Davis

Aerodrome Project and Macquarie Island Project in Antarctica, a number of major TasPorts Capital works projects, the UTAS Stadium Redevelopment, The Hobart Airport Redevelopment and the Bridgewater Bridge. We have recently embedded a team member in the Hobart office to work on the Davis Aerodrome/Macquarie Island Project. Our involvement on the Panel would provide WT with the opportunity to take on Hobart based cadets or trainees who can assist on the Davis Aerodrome, Utas Stadium Redevelopment, Bridgewater Bridge, Hobart Airport and TasPorts projects.

If successfully appointed to the Panel, members in the WT Hobart and Melbourne offices will work closely together on relevant projects. There will be a transfer of knowledge and skills from our Melbourne team to the local Hobart based staff.

In tandem with the Tasmanian Government's commitment to managing, maintaining, building and improving health capital assets in Tasmania, WT is wholly committed to developing expert local Tasmanian knowledge within the health sector to assist the Tasmanian Government on future health projects.

Our Melbourne based team members will regularly travel to Hobart to attend meetings and work alongside the Tasmanian based staff in the Hobart office. This will directly bring money into the Tasmanian economy supporting local hotels and restaurants.

WT is heavily involved in the local Tasmanian community. We provide ongoing support to local charities such as Rotary, Lions Club of Tasmania and Immune Deficiencies Foundation Australia in providing events for unwell and disadvantaged children through sponsoring to tickets to annual events such as Circus Quirkus.

We also regularly provide pro bono cost management to local charities. Most recently this has included cost management for construction projects for Mona's 24 Carrot Gardens charity, The Elsie Cameron Foundation and Your Church Moonah.

Inclusion and diversity are fundamental to our culture and values at WT and we are committed to creating an equal opportunity workplace including opportunities for disadvantaged staff.

Through practical and effective policies and practices, we have implemented a range of initiatives that reinforce equal opportunity and inclusion to ensure WT is a supportive and rewarding place for all employees. This includes:

Training and coaching programs including leadership programs with a focus on diversity and inclusion

Pre-screening and interviewing processes to eliminate unconscious bias

A physical and virtual environment that is inclusive and accessible (including EAP)

The removal of barriers to success – WT makes a concerted effort to identify reasonable adjustments in order to make its work practices and programs accessible. This includes interpretation services for one of our senior employees who has a hearing disability.

In addition, WT participates in the job support program, supporting the employment of people with an intellectual disability.

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

WT's recent appointment on a number of health projects within the Royal Hobart Hospital has provided us the opportunity to grow our team and experience in health projects in the Tasmanian office. The appointment of WT on the Consultancy Services Panel for Health and Infrastructure will afford us the opportunity to further develop the Tasmanian office's health project experience and team. Through our ongoing commitment to developing cost consultancy health experience in Tasmania, we are developing a skill base which will prove invaluable to the ongoing expansion of Tasmanian's health facilities.

WT is at the forefront of developing and providing inhouse expertise in both cost management and specialist in house cost management software. Our expert services combined with the implementation of leading technology provides a powerful set of tools for use throughout the project lifecycle. Through our innovative approach to integrating cost management and specialist software packages, we will not only be able to upskill local staff in the use of the new software, but will be able to use the software as a case study to demonstrate to the Department benefits which have been achieved on health infrastructure projects.

Examples of the recent leading technologies we have implemented for the benefit of our business include:

Benchmarking dashboards - PowerBI

We utilise interactive dashboards to assist our clients in understanding the costs of their project against similar projects that WT has worked on. This enables real time analysis on the one dashboard.

Our benchmarking dashboard allows clients to review key project indicators and how they compare to other projects.

Our cost plans are also submitted in a PowerBI dashboard to create a client interface with all project information and metrics. This assists in decision making regarding supply rates, value management options and reconciliations to understand why the costs are what they are.

We can work with our clients to create a customised client portal and dashboard reporting to enhance your ability to access real time data on demand.

ProClaim

ProClaim is WT's own post contract claim management system that allows a collaborative approach to reviewing the contractor's progress claim submission and assessing works completed on site.

The benefits include:

Real time monitoring of post contract costs as they are claimed:

Link stages and precincts for a total cost

Ability to review at high level or drill down into the detail of the individual claims Future forecasting of cashflow based on historical data

Should we progress to interview stage we would relish the opportunity to present these IT solutions to the interview panel to show the capability and benefits of the systems.

Embodied Carbon Dashboard

We are seeing an increasing number of clients wanting to pay particular regard to the embodied carbon within their respective building projects.

In response we have developed a proprietary carbon dashboard tool to enable us to identify and quantify the impact of design choices. This helps to make informed decisions on material selection to achieve sustainability objectives.

We are able to monitor and keep a live dashboard identifying the targets Co2 saved and the actual tonnes used/saved.

WT is also currently providing the role of independent estimator and programming on the Bridgewater Bridge Development. These services go hand in hand, with programme having a significant impact on the cost of a project. Through our innovative approach to integrating cost management and programming on the Bridgewater Bridge, we are not only upskilling local staff in programming roles but will be able to use the project as a case study to demonstrate the Tasmanian State Government benefits which have been achieved on the Bridgewater Bridge project with regards to integrating cost management and programming. This has the opportunity to shape many future Tasmanian construction

projects with identifying and managing programme risks which can have significant time and costs implications on project.

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	Chris Hawkins (Name and position – print)
	Wolferstan Verney & Partners Pty Ltd (Supplier name)
	 (Signature)
	01/11/2022 (Date)

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