

## Tasmanian Industry Participation Plan (template/guide)

The Tasmanian Government is committed to maximising opportunities for local SME<sup>1</sup> businesses to compete for and win Government procurements. Suppliers/proponents are requested to prepare a Tasmanian Industry Participation Plan:

- 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 \$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.

This Plan is your opportunity to demonstrate how your submission will positively impact on the local industry/economy. You do not need to answer all of the questions below and your submission may not necessarily be limited to these issues (which are provided as prompts). You will need to ensure you can verify the information you submit and where possible should provide actual numbers of staff (full-time equivalent)/values of goods and/or services.

For procurements, the Tasmanian Industry Participation Plan is an essential part of your submission and will be used by the procuring entity to evaluate your submission. In these circumstances, the Plan will contribute a minimum of 10% of the procurement evaluation. Suppliers that fail to submit a Plan will receive a zero score in relation to this criterion.

This template was specifically developed for procurement. Where a Tasmanian Industry Participation Plan is required for a private sector project, the template should be adapted to suit the specific circumstances of the project.

### Procurement details

<b>Procurement Reference No.</b>	DHHS – 5765A
<b>Procurement title</b>	Pharmaceutical Products
<b>Name of Responsible Agency/Entity</b>	Department of Health and Human Services

<sup>1</sup> Local SME are Australian and New Zealand businesses employing less than 200 people.

## Supplier details

<b>Name of supplier</b>	Clifford Hallam Healthcare Pty Ltd (CH2)
<b>Contact details for supplier</b>	13 Lampton Ave. Derwent Park Tasmania 7009 Tim Hepburn - Warehouse Manager Ph 1300 720 274 Fx 1300 364 088

### **Local SME industry impact**

What is the direct local impact of your business?

*Examples: Are you a local SME (how many people do you employ, where is your business located, what is the ownership)? How many people do you employ in Tasmania? Would any new SME jobs be created by the proposed contract - how many?*

**CH2 is an Australian Medical Distribution business with Warehouse facilities in all States. This proposal represents no direct increase to the current CH2 footprint in Tasmania.**

**CH2 currently has 14 full time employees in its Derwent Park facility. We provide supply chain and logistical support for the Tasmanian medical facilities including hospitals, medical centres and aged care facilities. Currently we engage with a fleet of contractors to provide our deliveries to these facilities up to 2 times per day.**

**This proposal would include opportunities for local employment and for local SME's as we would need to upscale our service provision.**

**CH2 would continue its engagement with several local service providers e.g. delivery contractors, to service this contract.**

**Goods and services to be utilised in the contract**

Identify the goods and/or services you expect to purchase in order to complete the contract and provide the requested information in relation to same, where known.

<b>Identified goods or services</b>	<b>Total estimated value</b>	<b>Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)</b>	<b>Location of supplier (where already determined through existing supply chain arrangements)</b>	<b>If supplier not yet determined, is there a local SME market for same? (Yes/No)</b>
Pharmaceutical Products	\$10 Mil.	These products will be purchased from over 200 Suppliers	National and International pharmaceutical companies	No
Logistic Delivery services	\$100K	Kings, Other local delivery services	Hobart and Launceston	Yes

### **Opportunity for local SME involvement**

Will you source components of your offer from other local SME companies/sub-contractors or is there new work to be undertaken locally as a result of you fulfilling the contract or workers travelling to the local area to undertake the work? How much?

**All additional work will be sourced by existing local contractors or suppliers. CH2 would not bring people or services from outside of Tasmania to service this contract, regardless of any growth factor.**

Detail how you intend to identify and engage with sub-contractors and/or other SMEs in relation to the delivery of the contract including your supply chain ie use of existing supply chains, advertising of sub-contracting or supply opportunities, liaison with industry groups, etc.

**CH2 currently have several provider agreements in place in Tasmania. It is anticipated that where possible, the same supplier agreements will be extended to cover any additional work in the contract. However, if necessary, CH2 may seek quotes from other local providers to ensure our competitiveness. We are likely to engage directly with the providers for quotations.**

Detail the process that you are to undertake to ensure that local SMEs are not to be disadvantaged where competing with other suppliers in the provision of goods or services to be used as part of this contract (ie unpacking of procurements into smaller components so that local SMEs can compete more effectively etc).

**N/A – as the nature of the work requires local providers.**

### **Broader economic opportunities**

Are there any other impacts that your business and/or this specific supply will provide to the local/regional economy?

*Examples: Your supply may lead to: new skills being developed locally; trainees/apprentices being appointed; cross transfer skills to a local SME partner/sub-contractor; your company (if you are not a local SME) setting up an office/employing local staff; scale for you to take your products/services interstate/overseas; local community sponsorship etc.*

**Direct functional training will be provided to the team servicing the contract. CH2 will extend the technology used at its current facility to include SSCC labelling and this technology will extend to the hospital location. All relevant employees will be trained in this functionality.**

It is anticipated that additional travel from the mainland for managerial and administration staff may be required, adding some support to the local hospitality industry.

CH2 will continue to provide local support and sponsorship for education and conference for the hospital staff as agreed.

**Note:** *Where determined appropriate by the procuring entity, the supplier's obligations under this Plan are to be captured in the contract and monitored as part of the contract performance.*