

Tasmanian Industry Participation Plan

DOH-5905 – Agency Nurses

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	DOH-5905
Procurement title	Agency Nurses
Name of Responsible Agency/Entity	Tasmanian Health Service

Supplier details

Name of supplier	D & S Maloney Pty Ltd ATF D & S Maloney Family Trust
Contact details for supplier	Address: 28 Main Road PERTH TAS 7300 Telephone: 0407 005 516 Email: admin@pulsenursing.com.au Attention: Sonya Maloney

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

Pulse Nursing Employment was established in 2008 in Launceston by David and Sonya Maloney. Pulse Nursing staff are recruited locally, some are “tree changers” who make the choice to come and live in beautiful unspoilt Tasmania. However these “tree changers” soon become permanent locals.

Presently Pulse Nursing Employment employs around 73 local Tasmanian staff, all located in Northern and North East Tasmania. This figure changes weekly as we are always striving to recruit and attract new staff.

Should we be successful on the THS agency staff Tender DOH-5905 we will implement a recruitment action plan to recruit and attract more local staff to Pulse Nursing, this will ensure a reliable supply to fill THS shifts. We will be aiming to increase our local staff base by 20 to 30 RN and EN Nurses.

The number of Tasmanian employees is 100%. The labour hours for a week would average at 550.25 hours/week of Pulse Nursing Employment staff, this includes company administration staff.

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

As a Tasmanian Small Business we make a priority to source all goods and services through local suppliers.

As per our financial reporting for 2018, the local purchasing was \$78,697.00, no imported goods or services were utilised.

Suppliers, Location and Services provided are listed below:

Tasmanian Police, Hobart – National Police Checks, Criminal History Services

Instyle Uniforms, Launceston – Staff Uniforms

Office Works, Invermay - Office stationary, office equipment, photo ID name badges

Another Computer Store, Launceston - Computer support and supply

Hans Wanders & Associates, Prospect - Bookkeeping and IT support

A & L Loone Accountants, Launceston – Accounting and professional advice

Telstra Australia Shop, Kings Meadows – Telecommunications and support

Walkers Flowers, Launceston – Staff and Client gifts

Australia Post, Perth Post Office - Postage and courier services

Tasmania Printer Cartridges, Launceston - Printer cartridges

Flying Colours, Kings Meadows - Corporate printing needs

Seven Monks Café, Kings Meadows - Staff interviews/coffee meeting

The Examiner Newspaper, Launceston - Advertising and editorials

Walker Designs, Launceston - Corporate designs and website

Neil Buckby Motors - Company Car and maintenance

AMNF, Launceston - Corporate support

Benidgo Bank, Kings Meadows - Financial/business support

Advanced Lifecare, Launceston – Medical equipment

St Johns First Aid Shop, Kings Meadows – Medical supplies and training courses

McLean Healthcare, Launceston – Medical supplies

City Capital Chemist, Launceston – Medical supplies

Lani Helbig Physiotherapist, Launceston – Staff training

Independent Living Centre, Launceston – Staff training

Statewide Continence Service, Launceston – Staff training

Taxis Combined Services, Launceston – Staff travel and transport

Perth Pharmacy, Perth – Medical supplies

Coles Supermarket, Kings Meadows – Staff incentive vouchers

Sharp Airlines, Launceston – Staff travel Flinders Island

Seabrook Hotel, Somerset – Staff Accommodation

Hayes Healthcare, Launceston – Medical supplies

Comfort Hotel Bayside, St Helens – Staff accommodation

Tasmanian Health Services – Staff accommodation

- Beaconsfield
- St Helens
- Campbelltown

- Scottsdale

Steadfast Taswide Insurance Brokers, Newstead – Supply insurance and advice

We will continue to use existing local supply chains.

Success of this tender will result in increased use of our current suppliers.

Opportunity for Tasmanian SME* involvement

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We liaise with local industry groups currently and will continue to such as – AMNF, APHRA.

Broader social and economic opportunities

The more staff we employ and send to our clients then the more jobs and money spent in the local economy.

Potentially this contract will lead to Pulse Nursing Employment needing to increase the range and skill set of its future staff so that it would be providing a need that is currently short in the market to benefit the THS. For example at present we have identified that midwives and theatre staff are flying in and out of Tasmania to service the needs at the THS. We have identified some methods to attract and recruit potential new-comers to Tasmania with the skill sets that are currently being flown in.

As a company, Pulse Nursing Employment has a social conscience and likes to give back to the community. We currently support and financially sponsor local sports groups for young people, Netball and Tennis. We also make regular donations to the local Breast Cancer support group/Centre; we also participate in their local sporting fun runs etc.

Local innovative solutions

There is a definite skills set shortage in nursing staff. Pulse Nursing Employment will endeavour to source those skills locally with a recruitment drive focusing on new arrivals into Tasmania. Currently the shortage in these skills set is covered by fly in- fly out Interstate Nursing staff.

Use of popular social media platforms to capture new arrivals into Tasmania with Nursing qualifications, and encouraging current staff via an incentive scheme to attract new nursing candidates to Pulse Nursing Employment.

Pulse Nursing Employment are also reviewing current training and upskilling to ensure nursing staff are multi skilled where possible.

Completed and endorsed

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(Name and position – print)

.....
(Supplier name)

.....
(Signature)

...../...../.....
(Date)

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