

Tasmanian Industry Participation Plan

DCT- 5876- MODHomes Modular Housing Program

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.*

Procurement details

Procurement ID	DCT- 5876
Procurement title	MODHomes Modular Housing Program
Name of Responsible Agency/Entity	Homes Tasmania

Supplier details

Name of supplier	Total Buildings and Excavations (Podmatrix)
Contact details for supplier	1102 Cambridge Road, Cambridge Tas 7170 Ph: 0448 539 680 Email: zack@podmatrix.com.au

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

Podmatrix is a family owned and operated Tasmanian Company who is fully committed to supporting our local community by routinely engaging as many Tasmanian services and products as possible. Our attached ESBS report will show this commitment, with most of our supplier companies, staff and contractors being Tasmanian owned and operated.

We further demonstrate our commitment to the future of Tasmania by actively training and up-skilling our existing staff, sub-contractors and providing employment opportunity to the youth of Tasmania by apprenticeship placement and on the job training opportunities for unskilled workers. We are committed to ensuring the construction industry remains viable in Tasmania by assisting in the training for our future. We are also strongly committed to the

engagement of young people aged 16-24 as demonstrated in the additional engagement of underrepresented young people aiming to provide a pathway to a career in the building industry for them.

We are partnering with recognised skill trainers to ensure that both our staff and the young people we hope to engage in this program can continue to have opportunity to upskill their abilities.

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?

Podmatrix have operated within Tasmanian for ten (10) years supplying quality relocatable homes/units within Tasmania. Podmatrix's annual turn-over exceeds \$20,000,000 of which at least \$15,000,000 is filtered directly back into the Tasmania economy with \$6,000,000 of this being contributed to staff wages and sub-contractors.

Podmatrix employs its own highly skilled team of tradespeople and apprentices. We also have a loyal base of sub-contractors and suppliers positioned around the state that are routinely called upon for their services and materials concurrent to the end site

destination of our modular homes/units, thus further positively impacting upon Tasmania's economical position.

Whilst Podmatrix is predominately operated in the South of the State, we plan to expand our operations to include the North and North-West of the State as required to meet the needs of this Tender as we have successfully done in the past. To enhance equal share and gain to the community we engage local contractors and suppliers specific to the site location of each home/ unit wherever possible (see attached SME). By utilizing both small and large local suppliers Podmatrix, endeavours to spread work across Tasmania with real benefits to local communities.

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

Podmatrix takes financial governance very seriously and understands the requirement to provide an excellent product along with great service to ensure ongoing growth. The Company is in a very healthy financial position and would love to continue to grow.

Podmatrix directly employs twenty-eight Tasmanians and indirectly employs over seventy subcontractors and trades throughout the year. Winning this tender would mean increasing that workforce by approximately 20%. We would envisage the engagement of four new apprentices, two Carpentry, one plumbing and one electrician in the short term. Our contractors are also planning on taking on new staff.

Being Tasmanian owned and operated Podmatrix, is passionate about, and strongly supports local Industries and Companies, which has a significant benefit on local community. The SME below shows our commitment to use Tasmania Companies and industries wherever possible.

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

Podmatrix also shows further commitment to Tasmania's economic growth in other areas of the building industry, investing substantially in local Business's.

Total Prefabrications: Employs 20 Tasmanian staff and supplies Podmatrix with quality roof trusses, wall frames and floor systems. Total prefabrications have grown into a market share leader in the Tasmanian economy and this initiative will continue that growth.

Podmatrix would expect our own staff would increase if awarded this tender. Both through our own apprentice induction program and through our contractors who also want to train more staff.

The new training program that this tender has highlighted brings alignment to our own drive as a company to employ young, disadvantaged Tasmanians who may not have the opportunities that may be available to others.

Podmatrix has supplied and delivered services at a high level to organisations such as the Cats Home.

Podmatrix has supported many local sports clubs and local schools, for example we have delivered both new buildings and site works at a much reduced cost to Eastside Lutheran College.

The recent delivery of the home to Valleyfield Road in Sorell was completed at a reduced cost of \$20,000 as the recipient was a returned serviceman.

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?*

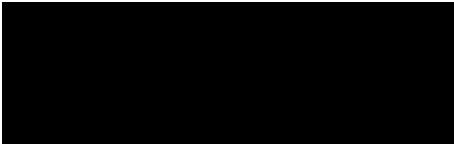
- *Do you support the Tasmanian community, for example through formal support, sponsorship, volunteering or in-kind support?*

Local innovative solutions

Our factory now manufactures all of our own floor joists for our construction program. These floor joists have become popular and are being sold to many other builders. This came into place when it was difficult to obtain laminated floor beams over the past few years. This ensured we had control of our own supply.

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	<p>Zack Harris (Name and position – print)</p> <p>Podmatrix (Supplier name)</p> <p></p> <p>30/11/2023 (Date)</p>
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*A Tasmanian SME is a Tasmanian business employing less than 200 people