

## Tasmanian Industry Participation Plan Executive Summary

### **Procurement details**

<b>Procurement Reference No.</b>	Not Applicable
<b>Procurement title</b>	Supply of Landside Security Services
<b>Name of Responsible Agency/Entity</b>	TT-Line Company Pty Ltd

### **Supplier details**

<b>Name of supplier</b>	Wilson Security Services Pty Ltd
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### **Executive summary**

TT-Line Company Pty Ltd (TT-Line) canvassed the market for Security Service providers to tender for Landside Security Services required by TT-Line for the Spirit of Tasmania's passenger ferry service between Devonport, Tasmania and Melbourne, Victoria.

TT-Line consulted the industry and conducted market research on security service providers that should have the necessary credentials to satisfy the requirements to service the Spirit of Tasmania operation at East Devonport and Port Melbourne.

Invited tenderers we required to have extensive Maritime Industry experience.

The tender offered a contract for 3 years with options to extend; 3 X 1 year extensions.

The tender process was being conducted due the current contract for Landside Security Service which is due to expire on 1 September 2015.

On 18 February 2015 TT-Line invited 9 organisations to participate in a formal tender process for Security Services.

Wilson Security Pty Ltd was selected for their extensive maritime skill sets, future leverage opportunities and delivering the best financial outcome for the Company.

Wilson Security Pty Ltd is a wholly owned subsidiary of Wilson Parking Australia 1992 Pty Ltd. Wilson Security is now the largest security provider in the Australian market.

Wilson Security has significant experience in delivering contracts in highly regulated environments including:-

- Australian Defence Bases in Tasmania, Victoria, South Australia, Western Australia and the Australian Capital Territory
- Australian Crime Commission
- Australian Taxation Office
- Magistrates Court of Tasmania

Wilson Security has an existing commitment in Tasmania and with the TT-Line contract they are looking to increase their presence in the North West of Tasmania.

Wilson Security have committed to the transfer of existing Tasmanian based employees from the incumbent, ensuring no negative impact on the remuneration of each Tasmanian employee.

Awarding this contract to Wilson Security, Tasmania will benefit from a company that invests on the local community and will manage this contract directly from its Tasmanian base.

Wilson Security will provide security services utilising their Local Delivery Model, which allows Wilson to provide the full range of contract management functions at state level. Wilson Security will manage the TT-Line contract from their newly opened Devonport offices with day to day support for the Melbourne terminal from their Melbourne office.

Due to this contract Wilson Security has made an additional significant commitment to Tasmania market by investing in the opening of their new offices in Devonport.

Wilson Security understands the importance of local development and it is important to them to provide employment and business opportunity in the communities in which they are based.