Tasmanian Industry Participation Plan (template/guide)

The Tasmanian Government is committed to maximising opportunities for local SME\(^1\) 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**

<table>
<thead>
<tr>
<th>Procurement Reference No.</th>
<th>Contract Number CW2225911</th>
</tr>
</thead>
<tbody>
<tr>
<td>Procurement title</td>
<td>Agreement for the periodic Supply of Goods for Supply of Luminaires, Lamps and Controls</td>
</tr>
<tr>
<td>Name of Responsible Agency/Entity</td>
<td>Tasmanian Networks Pty Ltd</td>
</tr>
</tbody>
</table>

**Supplier details**

| Name of supplier | Aldridge Traffic Systems Pty Ltd |

\(^1\) Local SME are Australian and New Zealand businesses employing less than 200 people.
Local SME industry impact

Aldridge Traffic Systems already has a local branch in Glenorchy, Tas, currently employing 5-7 Staff. Aldridge Traffic Systems is part of the Traffic Technologies Ltd group. Most of Aldridge Traffic Systems manufacture is currently based in Rhodes, NSW and Eltham VIC. The servicing of this contract will require the expansion of the group’s operations in Tasmania. This will increase with a variety of new FTE fields including Sales, Manufacturing, Assembly, Engineering and Research & Development facilities. As a company we have started discussions with the State Government Minister for Innovation and technology for us to establish a lighting Laboratory in Tasmania which is the first of its kind in Australia with all the latest technology.

Goods and services to be utilised in the contract

<table>
<thead>
<tr>
<th>Identified goods or services</th>
<th>Total estimated value</th>
<th>Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)</th>
<th>Location of supplier (where already determined through existing supply chain arrangements)</th>
<th>If supplier not yet determined, is there a local SME market for same? (Yes/No)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Luminaires, lamps &amp; controls</td>
<td>$15m</td>
<td>Aldridge Traffic Systems</td>
<td>Rhodes NSW and Eltham VIC Glenorchy TAS</td>
<td>No</td>
</tr>
<tr>
<td>Components</td>
<td>$1m</td>
<td>Rexel</td>
<td>Launceston &amp; Derwent Park</td>
<td>No</td>
</tr>
</tbody>
</table>

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?
We will undertake to source as much componentry locally, consistent with the technical standards of the products to be supplied. Local labour is likely to be required for distribution and possibly installation and/or maintenance.

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.

We will use existing local knowledge to identify suitably qualified sub-contractors to assist with the delivery of this project. Local sub-contractors are most likely to be required for installation and/or maintenance. We already have existing relationships with local sub-contractors through our existing business operations in Tasmania.

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).

Local firms will be used for installation and/or maintenance work because of their local presence, local knowledge and existing relationships. It would be uncompetitive to import labour from other states or countries for this work. Traffic Technologies are committed to increasing our footprint and presence in Tasmania.

**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.*

The products to be supplied are environmentally friendly in that they save significant amounts of electrical power and greenhouse gas emissions. They are market leaders in that there is likely to be significant further opportunity to changeover to LED lighting technology in the years ahead. Further, the control systems supplied are state-of-the-art in that they link in with “smart city” technology. There is likely to be a broader roll-out of this technology in the years ahead, creating new economic and up-skilling opportunities.

**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.

**Completed and endorsed (Supplier)**
Tasmanian Industry Participation Plan Executive Summary
(template)

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Executive summary

- Aldridge Traffic Systems already has a local branch in Glenorchy, Tas, currently employing 5 staff. Aldridge Traffic Systems is part of the Traffic Technologies Ltd group. Most of Aldridge Traffic Systems manufacture is currently based in Rhodes, NSW and Eltham VIC. The servicing of this contract will require the expansion of the group’s operations in Tasmania. We have already started planning the assembly of individual fittings within our Tasmanian facilities, which in turn will increase the FTE in our local factory with a variety of new FTE fields including Sales, Manufacturing, Assembly, Engineering and Research & Development facilities. As a company we have started discussions with the State Government Minister for Innovation and technology for us to establish a lighting Laboratory in Tasmania which is the first of its kind in Australia with all the latest technology.

- We will undertake to source as much componentry locally, consistent with the technical standards of the products to be supplied. Local labour will be required for distribution and possibly installation and/or maintenance.

- We will use existing local knowledge to identify suitably qualified subcontractors to assist with the delivery of this project. Local subcontractors are most likely to be required for installation and/or maintenance. We already have existing relationships with local subcontractors through our existing business operations in Tasmania.

- Local firms will be preferred for installation and/or maintenance work because of their local presence, local knowledge and existing relationships. It would be uncompetitive to import labour from other
states or countries for this work. Traffic Technologies are committed to increasing our footprint and presence in Tasmania.

- The products to be supplied are environmentally friendly in that they save significant amounts of electrical power and greenhouse gas emissions. They are market leaders in that there is likely to be significant further opportunity to changeover to LED lighting technology in the years ahead. Further, the control systems we are able to supply are state-of-the-art in that they link in with “smart city” technology. There is likely to be a broader roll-out of this technology in the years ahead, creating new economic and up-skilling opportunities.