

Tasmanian Industry Participation Plan

< TASNET-986328 - Overhead Transmission Line Inspection, Patrol and Maintenance Services by Helicopter >

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	TASNET-986328
Procurement title	Overhead Transmission Line Inspection, Patrol and Maintenance Services by Helicopter
Name of Responsible Agency/Entity	Tasmanian Networks Pty Ltd

Supplier details

Name of supplier	Aeropower Pty Ltd
Contact details for supplier	Adam Roy Adam.roy@aeropower.com.au 0400 887 511

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

Aeropower has, and has had a Tasmanian presence for over 20 years. We have an office and hangar space in Glebe (Launceston). We employ two people in Tasmania permanently who are rostered for the TasNetworks programme – annually this generally equates to circa 1,152 work hours of the total approximately 2,160 work hours that a typical TasNetworks programme entails. These Tasmanian-based employees are employed on a full-time basis and tasked on interstate jobs when no operations are planned for TasNetworks. In total these employees will complete approximately 3,722 work hours per annum. Aeropower also engages the services of a subject matter expert consultant with experience in TasNetworks, Peter Johnson – Hobart-based, on an as required basis. In addition to this, we procure the following goods and services from Tasmanian suppliers on a regular basis as part of our 20-year relationship with TasNetworks / presence in Tasmania:

- Office & hangar lease,
Aircraft maintenance,
Vehicle maintenance,
Aircraft and vehicle fuel,
Accommodation, and
Meals / hospitality

The two permanent positions and the abovementioned support of Tasmanian suppliers will continue. In addition to this, Aeropower is currently seeking expressions of interest for further seasonal Tasmanian-based employees to complete the circa 1,008 hours per annum currently tasked Aeropower's national workforce.

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

Identified goods and/or services	Total estimated value	Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)	Location of supplier (where already determined through existing supply chain arrangements)	If supplier not yet determined, is there a local SME market for same? (Yes/No)
Accommodation	45,000 – 55,000 P/A	Not determined (various suppliers)	Not determined (various suppliers)	Yes
Hospitality	25,000 – 35,000 P/A	Not determined	Not determined	Yes
Office & Hangar Space	5,000 P/A	Pentridge Pty Ltd	Launceston	N/A
Aircraft Maintenance	22,500 – 150,000 P/A	SureFlight Aviation	Devonport Airport	N/A
Airborne Electrical Services	500,000 P/A	Aeropower Pty Ltd	Launceston	N/A

Opportunity for Tasmanian SME* involvement

Aeropower will deliver the services without subcontracting. Work for local SMEs will continue as it has for the past two decades in support of Aeropower's operations. Due to the nature of Aeropower's operations, Tasmanian suppliers are utilised exclusively to support our operations for TasNetworks.

Based on our 20-year operating history, Aeropower will utilise existing Tasmanian SME supply networks to identify (where not already identified) local suppliers for services arising from winning this Tender.

Broader social and economic opportunities

Aeropower's requirements for aircraft maintenance & support in the state of Tasmania will continue. It is not unfathomable that this would support an apprentice in the field under the employ of our supplier. Furthermore, our intent is to develop at least one qualified helicopter ground support person employed seasonally. Finally, the positioning of aircraft and equipment in Tasmania in support of TasNetworks' requirements allows us to better service the Victorian market, and thus provide further potential work for our Tasmanian base's supply network.

Local innovative solutions

Aeropower provides a very specific specialist set of products in our airborne electrical services business. This had let to the development of a base and two permanent workers in the state over

20 years. Said workers are now two of Aeropower's most experienced in their respective areas. Our Tasmanian-based lineworker, Chris Lawes, is also Aeropower's electrical training and compliance officer, meaning our specialist high voltage live line training and oversight function is based out of Tasmania.

These things provide latent skills and capability to Tasmania which are not available in many other jurisdictions (including interstate in Australia).

Completed and endorsed

ADAM ROY CCO

(Name and position – print)

AEROPOWER PTY LTD

(Supplier name)

(Signature)

4 MAR 2022

(Date)