

Tasmanian Industry Participation Plan Executive Summary

TASNET - 948475

Procurement details

Procurement ID	TASNET - 948475
Procurement title	Traffic Management Services
Name of Responsible Agency/Entity	Tasmanian Networks Pty Ltd

Supplier details

Name of supplier	Altus Traffic Pty Ltd
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Executive summary

Altus Traffic while a national business, has maintained a Tasmanian operation near since its inception in 2002. The TasNetworks Contract was the primary driver for our establishment of operations in the State and our servicing of the Contract for almost 17 consecutive years has allowed us to drive substantive economic and social benefits across multiple Tasmanian Communities.

In sum we estimate the outgoings into the Tasmanian economy over this period has approached **\$100m**, with approximately **\$80m** being paid out in salary and wages to local Tasmanians, and a further **\$20m** being paid out to members of our supply chain, consisting of both Tasmanian businesses as well as national businesses with a Tasmanian presence, where no alternative was available.

The economic impact of our presence is significant and will remain so should we be successful in securing the next period of the Contract under this RFP.

Attendant social benefits are also demonstrably significant, spanning the direct impact we have been able to make on the lives of those who work, or who have worked for us, as well as the many social and community programs we have invested in.

In a broad sense, the traffic management industry is characterised by a large casual workforce prone to high levels of turnover. This is too often a feature of poor treatment and respect for workers who are often not valued highly enough by their employers, customers and the public, given their important role in keeping their customers and the public safe.

To have developed a direct workforce for **Altus Traffic** whereby >85% of all current staff have greater than 5 years of experience working with us, with a high number exceeding 10 years of experience is a testament to the social contribution we have made to people who may otherwise find it challenging to secure long-term careers. Importantly, we have invested in the training and upskilling of our staff, to keep them engaged and safe, and to help them feel better about themselves. As we continue to grow in Tasmania, we will continue to employ more local Tasmanians, ensuring they are respected and treated well for the important work they do. In turn, they will be able to support their families reliably and with the pride that comes from being a responsible provider.

Our Tasmanian Industry Participation Plan details the substantive economic and social contributions we would continue to make to the local community with a summary of points outlined below:

- Economic and social benefits
 - Continued injection of salary, wages and supply chain expenditure into the local community, building on the approximately \$100m spent since commencement
- Local industry impact
 - Continued employment of 52 direct staff
 - Continued employment of additional 15-25 staff through local labour hire firms, with a track to direct employment with Altus
 - Direct and hired in staff working approximately 685,000 per year
- Tasmanian goods and services
 - Support of local SMEs where fulfillment is available and guaranteed
 - Supply chain spanning vehicle purchasing, labour hire, signage, PPE, fabrication, vehicle maintenance, materials, traffic equipment hire, office supplies and fuel
- Opportunity for local SME involvement
 - Priority to local businesses, or absent supply National businesses with local operations
- Broader Economic Opportunities
 - Dedicated training and upskilling programs for local Tasmanian staff
 - ESG related commitments in the areas of mental health and well-being, social impact, indigenous impact, safety legacies and environmental sustainability, each benefiting local Tasmanian communities
 - Economic development advocacy via support of Industry Associations and community events
- Local Innovative Solutions
 - Local calibration of innovations such that they are optimised for Tasmanian regulatory conditions and operating environments via our collaboration offer
 - Leading skill sets in these innovations for the Tasmanian workforce
 - Reputational kudos for TasNetworks in introducing and leading implementation of advanced safety and data systems on an end-to-end basis