

Tasmanian Industry Participation Plan Executive Summary (template)

Procurement details

Procurement Reference No.	CMU V675 2015
Procurement title	Vehicles Hire and Drive Contract V675
Name of Responsible Agency/Entity	Department of Treasury and Finance

Supplier details

Name of supplier	W.T.H Pty Limited trading as Avis Australia
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Executive summary

WTH Pty Limited trading as Avis Australia is owned by Avis Budget Group Inc. In Australia our headquarters are located in Sydney. Avis has a major presence in Tasmania where our State Operations Office is located in Launceston. In Tasmania Avis employs 70 people either on a full time, part time and / or casual basis. Our state wide presence which includes rental locations in Hobart, Launceston, Devonport and Burnie employs from the local resident population of these centres and their immediate environs. Avis' market segmentation which includes Government, Corporate and Leisure ensures year round fulltime employment which in the majority of cases is not limited to high seasonal short term employment opportunity. Avis has had a presence in Tasmania since 1960 and has been an employer of the local community since that time. Avis' operations and level of activity, including the size of its rental fleet, reflects in part current economic activity both nationally and in the State of Tasmania. As Tasmania's (and Australia's) largest car rental company Avis' resultant contribution is likely, at any given time, to be more impactful than our competitors.

Of particular note is the structure and ownership of Avis' operations at Launceston City, Devonport City and Devonport Airport where Avis operates under Agency Agreements with local Tasmanian businesses who in turn employ their own workforce under their own local business name. This is a significant structural differentiator with Avis in terms of our local business impact as more than 50% of the Tasmanian Government rental vehicle requirement is undertaken at these locations where the touchpoint to the local Tasmanian community in terms of employment could not be more meaningful.

In Tasmania, Avis will continue to source components from its existing supply chain as well as looking for new SME relationships as the opportunities arise. By way of example, in 2016 Avis recently completed an upgrade to its Hobart Airport facilities including the replacement and construction of new rental counters. This work was undertaken in conjunction with Hobart International Airport Pty Ltd who oversaw and managed the upgrade project.

For any major capital investment Avis employs a policy of obtaining a minimum three quotations from either existing supply chains and / or potential new SME's through local advertising of the work to be done.

Avis is a non-discriminatory employer. We employ local men and women above the age of 18 years to fulfil administrative, customer service – including daily direct customer contact – mechanical and other related skills to our business. We employ a broad skillset. All new employees complete induction and on the job training. Many of these skills, particularly those directly in customer service- rental counter-positions, are transportable to other opportunities in the Tasmanian tourism and hospitality sector e.g. hotel reception, airline check-in and the like.