

27 April 2015

Dr Richard Chadwick  
General Manager, Adjudication Branch  
Australian Competition and Consumer Commission  
By email: [adjudication@acc.gov.au](mailto:adjudication@acc.gov.au)



**MTC**  
AUSTRALIA

Dear Dr Chadwick

**Re: A91493 & A91494 – Job Futures Limited - Submission**

I am writing on behalf of MTC Australia in support of Job Futures applications for Authorisation and Interim Authorisation.

MTC Australia is a social enterprise which for the last 20 years has been helping people gain employment, skills training, work experience and greater self-confidence. We offer support through a range of training courses, employment services, youth programs and community initiatives.

Operating from 28 locations, with close to 500 dedicated staff, we deliver quality services to anyone at risk of social and economic exclusion. With a focus on empowering and encouraging disadvantaged Australians, we assist over 35,000 people annually to complete accredited training, find meaningful work and become self-sufficient.

As MTC Employment and Training, in 1997 we were a founding member of Job Futures Ltd. The co-operative tendering and delivery model for employment and related services under which Job Futures operates was developed based on the belief that local, community based organisations play a key role in developing community well-being and are ideally placed to support both job seekers and employers. However, as individual organisations, they had little chance of gaining business in a highly competitive, open tendering situation.

Between 1998 and 2008 MTC delivered Job Network and a range of other programs through Job Futures, resulting in a considerable growth in the capacity of the organization and the services we offered our community. In the lead up to the 2008 tender, MTC made the decision to tender on its own for JSA and consequently resigned as a member of Job Futures Ltd. We were successful in that tender and between 2009 and 2015 have delivered JSA across 9 Employment Services Areas.

While successful in our business, given the complexities and challenges of the employment services contract, we did feel the loss of being part of the Job Futures network with the ability to share expertise and work on strategies and solutions together. As the new tender period approached, knowing that the government would once again be looking to reduce the number of providers and introducing larger regions, we carefully considered the best approach to ensure that MTC Australia would continue to provide employment services to our communities and decided to join Job Futures and tender through their collective arrangements.

By tendering through Job Futures we were able to partner with other member organisations to

## Opportunities to become

MTC Australia is a leading provider of integrated employment, recruitment, community, youth and education services. As a social enterprise, we apply commercial strategies to create opportunities that enrich lives and benefit communities.

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achieve both the required geographical coverage and delivery capability and were successful in gaining business.

As anticipated the number of providers has decreased once more (from 77 JSA providers to 44 jobactive providers) and the profile changed significantly with more business going to larger organisations.

Job Futures current and proposed arrangements enable small and medium sized not for profit organisations to effectively compete for business, provide some diversity in the market and continue to deliver tailored employment services to disadvantaged Australians.

The community sector plays an important role in responding to the needs of the most disadvantaged in the community. In addition to employment services, MTC Australia delivers a range of social services which to a large extent is made possible by the steady revenue of employment services, including the No Interest Loans Scheme, Minto Access Point, Claymore Connections and Warakirri College. We are able to link these initiatives with our employment programs, providing a rounded service for our clients.

MTC Australia acknowledges that the strength of the Job Futures model is underpinned by the cooperative approach of the members to achieve a common goal. We support the principle that in order to gain the benefit of the co-operative, from time to time the individual organisation may need to forgo some freedom for the greater good, as per the non-compete clauses contained in Job Futures relevant documents. Consultation and discussion between Job Futures and members, and members with members, are open and frank, enabling acceptable outcomes to any issues.

MTC Australia supports this application for authorisation (and interim authorisation) and believes that the continued operation of the Job Futures co-operative model will result in ongoing public benefit by supporting both diversity within employment services and a strong social services sector.

Yours sincerely



Colin Lloyd  
**Chief Executive Officer**