

RESPONSE SCHEDULES

Response Schedule E – Tasmanian Industry Participation Plan

Tasmanian Industry Participation Plan (template/guide)

The Tasmanian Government is committed to maximising opportunities for local SME¹ 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.

Procurement details

Procurement Reference No.	
Procurement title	
Name of Responsible Agency/Entity	

¹ Local SME are Australian and New Zealand businesses employing less than 200 people.

Supplier details

Name of supplier	Abbott Vascular
Contact details for supplier	Jaydee Wilk Regional Controller ANZ

Local SME industry impact

What is the direct local impact of your business?

Examples: Are you a local SME (how many people do you employ, where is your business located, what is the ownership)? How many people do you employ in Tasmania? Would any new SME jobs be created by the proposed contract - how many?

Abbott Vascular is a division of Abbott Australasia Pty Ltd, which was incorporated on 29th June 1956. Abbott Vascular is located in North Ryde NSW with 59 employees within Australia with none located in Tasmania. No new employment opportunities will be available under this contract.

Goods and services to be utilised in the contract

Identify the goods and/or services you expect to purchase in order to complete the contract and provide the requested information in relation to same, where known.

Identified goods 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)
Finished Products	\$1,000,000 per annum	Abbott Vascular	Temecula (USA) and Heerlen (Netherlands)	No
TNT Transport for local deliveries	\$100,000 per annum	TNT Transport	Mascot NSW	No
Wayne Richardson Sales (Packaging Materials)	\$30,000 per annum	Wayne Richardson Sales.	Campbellfield, VIC	No

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?

In the instance that Abbott Vascular is successful under tender with Tasmania Health, we will provide dedicated and committed sales resources within the medical device industry and support Tasmania Health local businesses and business employees through ongoing education, service and support along with providing Tasmania Health with the latest technologies and product that we have in our pipeline.

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.

Abbott Vascular contracts through a national courier network and will provide increased local courier work as a result of increased business from this tender.

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).

Abbott Vascular provides goods and services in the same manner as all suppliers in this field and as such would not create any disadvantage for service as a result of tender award.

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.

Abbott Vascular works directly within Australia. We source local freight services to service our customers' stock requirements. These investments would change with a change in tender. Abbott Vascular would look to optimise education within TASMANIA HEALTH if our business changes in these areas.

Training and education for clinicians. On- site training for new products and product iterations for all physicians & nursing staff. These in-services guide physicians in the correct and safe preparation and deployment of devices.

Nurses Meetings and Workshops. These can also be local or interstate. On a local level we run in-servicing, nurses workshop days, and interstate we run vessel closure best practice meetings and more.

Educational support for trainees (fellows / advanced trainees) across interventional cardiology /

vascular intervention. Education is carried out by Abbott for registrars, advanced trainees and interventional fellows on topics pertinent to their field and level of expertise. This education is generically based and focusses on such aspects as cardiac anatomy, disease states, equipment design and utilisation and approaches to lesion revascularisation.

In-service Training and education, including simulated workshops. Clinical Training Sessions (CTS) have been designed for registered nurses and radiographers. These programs are intended to provide foundational knowledge as well as information on new technologies and techniques.

Physician invitations to attend local & international educational symposium.

Provision of clinical case support where required.

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)

Thomas Curnow, General Manager, Abbott Vascular ANZ

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(Name and position – print)



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(Signature)

25/Jan/2017.

(Date)

