

## **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 SME<sup>1</sup> 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**

<b>Procurement Reference No.</b>	DHHS-5689S
<b>Procurement title</b>	Supply of Prostheses
<b>Name of Responsible Agency/Entity</b>	Tasmanian Health Service

<sup>1</sup> Local SME are Australian and New Zealand businesses employing less than 200 people. (Small and Medium Enterprises)

## Supplier details

<b>Name of supplier</b>	Advanced Biomedical (Sales) Pty Ltd
<b>Contact details for supplier</b>	<p>Marion Lindsay Ph: 03 9879 7605 / 0418 454 842 E: <a href="mailto:marion.lindsay@advancedbiomedical.com.au">marion.lindsay@advancedbiomedical.com.au</a></p> <p>Justin Rowe Ph: 03 9879 7605 / 0425 730 106 E: <a href="mailto:justin.rowe@advancedbiomedical.com.au">justin.rowe@advancedbiomedical.com.au</a></p>

## 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?*

**Note: Total Sales for 2015 to Tasmanian Public Hospitals (Jan to Dec) \$ 21,732.00**

**Advanced Biomedical (Sales) Pty Ltd is an Australian, family-owned business based in Melbourne, Victoria and employs 13 staff of which 2 are full-time and 11 are part-time (3 & 4 days per week). We commit to maintaining this level of employment with the view to increase staff on a needs basis.**

Name	Title	Location
John Clarke	Owner / Consultant	Melbourne
Carolyn Clarke	Finance Manager	Melbourne
Justin Rowe	National Sales & Marketing Manager	Melbourne
Stacey Rowe	Business Manager	Melbourne
Peter West	Accountant	Melbourne
Marion Lindsay	Office, Quality & Regulatory Affairs Manager	Melbourne
Nicole Scherer	Territory Manager	Melbourne
Jan Wilkins	Territory Manager	Brisbane
Kerry McCurley	Territory Manager	Sydney
Gladice Walton	Customer Service	Melbourne
Lorraine Carlile	Accounts Payable	Melbourne
Stuart Lamont	Systems Engineer / Customer Service	Melbourne
Gus Lindsay	Storeman	Melbourne

**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.

<b>Identified goods or services</b>	<b>Total estimated value</b>	<b>Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)</b>	<b>Location of supplier (where already determined through existing supply chain arrangements)</b>	<b>If supplier not yet determined, is there a local SME market for same? (Yes/No)</b>
Mechanical Heart Valves	Dependent on outcome of tender	CardiaMed	The Netherlands	N/A
Supple Peri-Guard	Dependent on outcome of tender	Baxter HealthCare	Australia	N/A
Flo-Thru Intraluminal Shunts	Dependent on outcome of tender	Baxter Health Care	Australia	N/A
Suture Guides	Dependent on outcome of tender	Teleflex	Australia	N/A
Freight	Dependent on outcome of tender	TNT	Australia-wide	N/A
INR Monitor	Dependent on outcome of tender	Roche Diagnostics	Sydney	N/A
Travel	Dependent on outcome of tender	Qantas		N/A
Accommodation	Dependent on outcome of tender	Tasmanian Hotels	Tasmania	N/A

### **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?

**Yes, local TNT sub-contractors would be used in Tasmania.**

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.

### **Existing procedures in place for the supply of products to Tasmania using TNT.**

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).

**Not applicable**

### **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..*

**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.

The Advanced Biomedical Group is a small, Australian, family-owned distributor with no manufacturing capabilities. As a small business operating within a niche area of the health care industry, our administrative roles can be completely controlled by our experienced team at head office in Melbourne.

While the current tender may not initially increase our direct payroll in Tasmania, we do envisage that this opportunity may have future benefits to the Tasmanian economy by opening position(s) to further increase the local level of support for the products covered by this tender.

If required, having a local representative working in parallel with our Melbourne head office may further add value to our contract by ensuring even shorter delivery times for purchase orders and/or consignment stock replenishment. The flow-on effect may increase business for associated industries such as couriers.

**Completed and endorsed (Supplier)**

Justin Rowe, National Sales Manager  
(Name and position – print)

**See attached: Signature Endorsed ABS**

(Signature)

...../...../.....  
(Date)

