

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	Applied Medical Australia Pty Ltd
Contact details for supplier	<p>Address: Unit 1 / 32 Windorah Street, Stafford, QLD 4053 Mail: PO Box 1545, Stafford City, QLD 4053 Phone: 07 38532100 Fax: 07 33526211 FreeCall: 1800 666 272 Email: Enquiries-AU@appliedmedical.com</p> <p>Please see Schedule F for contact details of relevant individuals related to the management of the Contract.</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?

Applied Medical Australia's Head Office is based in Brisbane, QLD. Our Sales team members are locally based individuals that serve our Customers in a direct setting via interactions with surgeon, hospital and other stakeholders. Applied Medical Australia employs a Sales Territory Manager (TM) which is based in Hobart. The Sales Territory Manager is the most regular contact for our Tasmanian customers with daily and weekly in person interaction with all customers. The Sales Territory manager and our Tasmania customers are supported by our Regional Sales Manager (RSM) for Tasmania who is based in Melbourne (also managing the Victorian sales team members). The RSM is regularly present in Tasmania to support the TM and provide in-service support and assistance to our Customers. Additionally, at times clinical support staff, trainers and other Applied Medical team members will be present to deliver other service outcomes for the Tasmanian health system including training, performance review meetings, industry setting interactions such as conferences, and more.

Applied Medical at this time does not believe any new SME jobs would be created by the proposed 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)	Location of supplier (where already determined through existing supply chain)	If supplier not yet determined, is there a local SME market for

		arrangements)	arrangements)	same? (Yes/No)
None				

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?

Applied Medical’s Logistical service is supported by local individuals and companies that service our Freight outcomes. All Applied Medical deliveries are serviced by StarTrack for the Tasmanian market which employs local individuals to support the complete freight network of their Tasmanian operations including drivers, depot support individuals and related management of the service.

Applied Medical’s supporting team members utilize many other services in the support of our local team member and customers during our travel to Tasmania including Travel service providers such as Hotels, car hire and Restaurant services.

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.

Applied Medical’s Logistical service is provided by an existing supplier being StarTrack. StarTrack is an established contractor for Freight provision in the Tasmanian market which employs local individuals to support the complete freight network of their Tasmanian operations including drivers, depot support individuals and related management of the service.

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).

Applied Medical does not have any identified processes that would directly impact or support a local SME in provision of goods or services as part of this contract beyond our current operations. Applied Medical policy where able is to support local business, individuals and customers through the provision of direct support and utilization of relevant local providers and contractors in the provision of all service outcomes for our customers. Applied Medical employs a local team member and employs contractors that employ or benefit local service providers where possible.

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.

Applied Medical is committed to the provision and development of Training to all stakeholders in the Tasmanian health industry. Applied Medical provides a number of training, sponsorship and service offerings that provide access to training for surgeons and/or support programs of health industry professionals. Where relevant this training is provided locally or offered interstate to improve the overall health service outcomes through improvement of health industry professionals skills and outcomes for patients and the health industry associated cost outcomes. Our training focuses on the improvement of patient and surgical outcomes through the utilization of new technology and procedure techniques to improve surgical times, outcomes, infection rate reduction and overall hospital costs through many areas of the business beyond solely product tendered price.

Further details of Applied medical's training programs can be seen in the Attached Training attachment (DHHS-5689S_Training_Applied_Medical_Australia.pdf) or can be discussed in further detail as requested. Applied Medical is committed to the provision of the full customer service outcome and provision of Value to the Australian Health industry.

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)

.....
(Name and position – print)

.....
(Signature)

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



