

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.	DHHS-5689S
Procurement title	Supply of Prostheses
Name of Responsible Agency/Entity	Department of Health and Human Resources

Supplier details

Name of supplier	B. Braun Australia Pty Ltd
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¹ Local SME are Australian and New Zealand businesses employing less than 200 people.

Contact details for supplier	Level 5, 7-9 Irvine Place, Bella Vista NSW 2153	
	CONTACT NUMBERS	
	Reception:	(02) 9629 0200
	Fax:	(02) 9629 0299
	Email:	info.au@bbraun.com
	Website:	www.bbraun.com.au
	Customer Service:	1800 251 705
	Customer Service Fax:	1800 628 045
	Customer Service Email:	customerservice.au@bbraun.com
	Loan Services:	1 800 206 645
Loan Services Email:	loankit.au@bbraun.com	

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?

B. Braun currently employs a local clinical nurse consultant, on successful award of this contract, B. Braun will add additional locally based sales agent/consultant to fulfil the needs of this contract hence creating employment outcomes for Tasmania.

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)
Couriers	\$50,000 pa	Toll Couriers		Yes
Accommodation	\$10,000 pa			Yes
Care Hire	\$5,000 pa			Yes
Food & Beverages	\$5,000 pa			Yes

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?

B. Braun will have visiting sales and product management staff visiting the area regularly to conduct training, provide clinical support, consignment stock takes. These visits will require accommodation, care hire and hospitality 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.

B. Braun Australia currently uses Toll couriers for Tasmania and will continue with this relationship. Delivery of goods between services (locations) will be managed by local courier services.

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?

B. Braun foresees no other impacts that this specific supply will provide to the local 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.

Completed and endorsed (Supplier)

David Wilbow - Chief Financial Officer
(Name and position – print)



(Signature)

11th January 2017
(Date)