

## 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>	
<b>Procurement title</b>	
<b>Name of Responsible Agency/Entity</b>	

<sup>1</sup> Local SME are Australian and New Zealand businesses employing less than 200 people.

## Supplier details

<b>Name of supplier</b>	Balance Medical Pty Ltd
<b>Contact details for supplier</b>	PO Box 1184, St Kilda South VIC 3182

### Local SME industry impact

What is the direct local impact of your business?

**We are a SME medical device business based in Melbourne with less than 5 employees nationally. As a distributor of clinically unique products we pride ourselves on bringing new technology to Australia that meets a gap in current practice or performs in a superior way compared to currently available products.**

**As a small business we place a huge emphasis on customer service to differentiate us from larger multinationals and support our customers. As such we value the opportunity to interact with our customers and provide timely support regarding our products on a daily basis.**

**Having our product included on the proposed contract would open up an opportunity to appoint a new agent in Tasmania to further support daily interactions with the sites in addition to supporting the products from our Melbourne head office.**

### 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>

### **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?

**If BloodStop iX was successful in being included on this contract it would mean the engagement of a new Tasmanian medical device agent to help support the sites ongoing. As a Melbourne based SME, staff from Balance Medical would work alongside the appointed Tasmanian agent to support the sites on an at least weekly-monthly basis (or as often as required) to deliver a high level of Customer Service to each site using our products.**

**Our product is imported from the USA so there is no additional, local sourcing required in order to supply the finished product to the service.**

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.

**Balance Medical has existing relationships with a Tasmanian-based medical device agent. Upon achieving listing on the contract we would engage with them immediately. The nature of the engagement with the agent would be for both distribution and sales support of the contracted products. This would include (but is not limited to) any product training or operating room attendance required.**

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).

**Balance Medical only engages agents on an exclusivity basis in each state. Hence, the appointed Agent would hold the exclusive distribution rights for the products in Tasmania and would therefore not be competing with any other companies to represent the contracted products.**

### **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.*

As mentioned previously, the most significant impact of gaining a listing of our products on this contract are the appointment of a Tasmanian base medical device agent (SME) to represent the product exclusively across the state.

**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)**

..Cassandra Garson....Sales & Marketing Director.....  
(Name and position – print)

.....C. Garson.....  
(Signature)

....20...../.....1...../.....2017.....  
(Date)

