

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. | DHHS-5689S |
| Procurement title | Supply of Prostheses |
| Name of Responsible Agency/Entity | Tasmanian Health Service |

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

Supplier details

| | |
|-------------------------------------|---|
| Name of supplier | Bard Australia Pty Ltd |
| Contact details for supplier | Phone: 1800 257232 Fax: 1800 625701 Email: Sales.Australia@crbard.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?

Bard is a global manufacturer and distributor of medical devices. Our ANZ head office is in Sydney NSW, with approximately 50 sales and clinical staff located throughout the country. Tasmania is currently managed by Victorian based staff. In 2017 we will be adding 2 additional people to manage the VIC/TAS business. It is possible that these new heads could be based in Tasmania and travel to parts of Victoria to cover the full territory. Irrespective of their location, the increase in headcount will have a direct impact on Bard's ability to service Tasmanian public hospitals and benefit the Tasmanian economy through increased frequency of visits, longer stays, greater need for accommodation and more consumption in the major centres.

In 2016, Bard Australia sent 64 direct shipments of product to Tasmanian public hospitals. It is anticipated that the number of products sold and shipments generated will increase significantly as a result of this contract which will have a direct benefit for local courier companies and their respective servicing agents.

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) |
|-------------------------------|-----------------------|--|--|--|
| Accommodation | \$30,000 | undetermined at time of submission | typically Hobart or Launceston | Yes |
| Staff meals while in Tasmania | \$21,600 | undetermined at time of submission | typically Hobart or Launceston | Yes |
| Clinical education in | \$13,000 | undetermined at time of submission | typically Hobart or Launceston | Yes |

| | | | | |
|-------------------------------------|----------|--|--------------------------------|-----|
| Tasmania | | | | |
| Courier companies/freight providers | \$15,000 | Bard uses Startrack nationwide, who often subcontract local work | typically Hobart or Launceston | 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?

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.

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).

All products submitted as part of this tender are manufactured outside of Australia. Given the requirement of next day delivery, it is anticipated that there will be a significant increase in freight usage to support the contract. We have a national contract in place with Startrack, who were appointed in 2015 following an extensive review of the capabilities of a number of logistics support providers, their ability to support smaller centres is dependent on them engaging local SMEs.

The new work associated with the clinical implementation of this contract will be carried out largely by Bard sales and clinical staff. Bard Australia prides itself on delivering an education and support service that is beyond expectation; this frequently results in us engaging local SMEs or sub-contractors in a direct manner. For example, Bard often employs local health care professionals/educators (where appropriate and in line with state/national regulations around engaging healthcare professionals) to supplement the education and support provided by direct bard employees. This approach ensures that local capability is developed, clinicians are supported and implementations are streamlined and more effective. Health care providers are engaged based on clinical capability, belief in the value of the change being implemented and support from direct managers and the healthcare network

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.

Being a multinational medical device company Bard focusses heavily on developing clinician capability in utilising emerging technologies. Through comprehensive training programs we work with local clinicians to develop skills in new and exciting procedures that improve patient outcomes and often improve patient flow through the hospital network. For example, we have developed system wide programs to help clinicians to assess their current approaches, identify areas for improvement and implement change that improves patient outcomes and improves utilisation of system resources.

For example, in our Vascular Access Division, we have a device that supports PICC insertion without the use of expensive radiology equipment using the Sherlock 3CG PICCs. This not only reduces the total cost of the procedure, but has the capacity to reduce wait time for PICCS and take the pressure of the radiology department for PICC insertion, freeing them up for more emergent cases. This could lead to the creation of more vascular access nurses within the hospital network. For example, Westmead hospital in NSW have estimated that utilisation of this technology saves them up to \$300,000 per annum and they have employed 2 full time nurses to manage their service. It is also conceivable that this technology (and others within the scope of this tender) could allow SMEs in the health provision space (private HITH providers for example) to manage vascular Access in the outpatient setting saving the government money, improving service levels and generating employment outside of the hospitals.

In addition we offer training and education on the use of our products at local, national and international training events, we have clinical trainers and set up centres of excellence across the country to ensure that knowledge is shared and expertise is created on the use of our products to improve the outcomes of all patients. These could be developed in Tasmania with the support and interest of local clinicians.

