

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	Department of Health and Human Services

Supplier details

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

Name of supplier	CareFusion Australia 316 Pty Ltd
Contact details for supplier	Arpitha Hegde Au.contracts@bd.com 02 9624 9066

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?

On March 17, 2015 Becton, Dickinson and Company (NYSE: BDX) ("BD") announced that it completed its acquisition of CareFusion. With this acquisition, CareFusion Australia's business has become part of BD. The Company employs 14 associates based in Victoria who are responsible for different areas of the business in Tasmania (Sales management, account management, Training & Education). We estimate the maximum potential revenue available for the Company submitted products from this contract would be approximately \$10,000 per annum. Consequently we expect there would be no additional SME jobs created should we be successful on this tender.

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)
Transport carrier services	Not available	Toll IPEC	Toll IPEC, 56 Sunderland St, Moonah TAS 7009, Australia	Not applicable

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?

Our company's Head Office is at 3/167 Prospect Highway, Seven Hills, NSW 2147 and supports our Australian based operations. We do not have any offices in Tasmania.

We cater to our customers in Tasmania through direct distribution. In the past, major TAS Public hospitals have purchased directly from us and leveraging from this experience of dealing directly with the customers has provided greater service as well.

We do not employ full time staff in Tasmania. We have 14 employees based in Victoria who are responsible for account management, sales management and training & education services for Tasmanian Health should we be successful on this tender. Hence we will not source our components of our offer from other sub-contractors/companies.

Although we do not have a physical office presence in Tasmania, we do support local suppliers in the following areas:

- Couriers/Transport – We use Toll IPEC to ship directly into Tasmanian Health Services.
- Hotels, Restaurants, Rental Cars/Taxi – Use of hotels, rental cars, taxis, restaurants, cafes etc. for when our employees visit Tasmanian Health Services for training purposes and other regular customer contact visits which approximately amounts to a total spend of \$20K per annum;
- Stationary, Printing Services – Utilise local printing/laminating services and office supplies for Educational material;
- Meeting Facilities – Utilise meeting rooms/training venues for provision of ongoing technical and clinical education;
- Training venues; and
- Meeting room hire

We have had a long term business partnership with Tasmania Health of over 10 years and our relationship has been built on a platform of strong communication, efficient delivery and service with regular onsite support.

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.

We utilise Toll IPEC as our contracted transport carrier for deliveries direct from our Warehouses. Toll IPEC provide logistics from our warehouses to Tasmanian Health 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).

Our company cater to our customers in Tasmania through direct distribution. In the past, major TAS Public hospitals have purchased directly from us and leveraging from this experience of dealing directly with the customers has provided greater service as well.

We utilise Toll IPEC as our contracted transport carrier for deliveries direct from our Warehouses. Toll IPEC provide logistics from our warehouses to Tasmanian Health Services.

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.

There will be no additional impacts or economic opportunities available.

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)

Liz Carnabuci - Vice President & GM
Medication Procedural Solutions and Medication Management Solutions ANZ

(Name and position – print)



(Signature)

16/01/2017
(Date)