

## **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>         | DHHS 5689S              |
| <b>Procurement title</b>                 | Supply of Prostheses    |
| <b>Name of Responsible Agency/Entity</b> | Tasmania Health Service |

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

## Supplier details

|                                     |  |
|-------------------------------------|--|
| <b>Name of supplier</b>             | Coloplast Pty Ltd  |
| <b>Contact details for supplier</b> | Level 4, 1 Acacia Place<br>Ferntree Business Park<br>Notting Hill VIC 3168<br><br>Tel: (03) 9541 1111<br>Fax: (03) 9541 1155<br><br>Carmel Aldridge, Contracts Administrator Urology<br>Tel: (03) 9541 1138<br>Mob: 0428 777 512 |

### **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?*

Coloplast Urology manufactures and distributes a full range of urology products to help people who suffer from urological disorders such as erectile dysfunction (E.D.), urinary incontinence, weak pelvic muscles, kidney stones and enlarged prostate. Coloplast have three focus areas: Urology Single Use Devices, Female Pelvic Health and Men's Health. All three areas are dedicated to developing devices that can make life easier for people suffering from intimate urological disorders.

The Urology team consists of the following:

Desi Mavros - Business Manager

Nicole de Sousa – Territory Manager VIC / TAS

7 Territory Managers - each specialised in Men's and Women's pelvic health conditions and are available to support customers across all Australian States and Territories where required.

If Coloplast were successful in this tender, Coloplast Urology would employ one FTE to support Tasmanian customers.

### **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> |
|-------------------------------------|------------------------------|---|---|---|
| Freight                             |                              | Toll  | All Service sites   |   |
| Accommodation                       |                              | Various   | All Service sites   |   |
| Car Hire                            |                              | Various   | All Service sites   |   |
| Restaurants                         |                              | Various   | All Service sites   |   |

### **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?

Coloplast will not be sourcing components from other companies to fulfil the requirements of this contract.

Coloplast Territory Managers will be travelling to the Service locations and will be required to use the services of local businesses, such as; Hotels, car hire companies and restaurants.

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.

Coloplast do not intend to engage with sub-contractors. Coloplast will use Toll Express to deliver the goods to the Service. This will require the use of local contractors for freight delivery.

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).

Local SME's will not be disadvantaged through any supply chain or services required by Coloplast to service this contract.

**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.*

**Coloplast would employ a second Territory Manager from local Tasmanian residents, if awarded on this contract.**

**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)**

*Carmel Aldridge - Business Support*

.....  
(Name and position – print)

*C. Aldridge*  
.....  
(Signature)

*24/1/2017*  
.....  
(Date)