

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

Supplier details

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

Name of supplier	ConMed Australia
Contact details for supplier	1800 238 238 australianmarketing@conmed.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?

ConMed do not currently have an office in Tasmania. However, it is ConMed's policy to establish, staff and resource state offices commensurate with the business they provide to the Australian group. The award of this tender will result in an increase in business in Tasmania with future potential for an office to be established in 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)
Hotels	\$8000	Not determined		Yes
Couriers	\$2000	Star Trak/Toll		Yes
Training Facilities	Dependent on requirements	Not determined		Yes
Rental Cars	\$1500	Avis		No
Restaurants	\$2000	Various		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?

Yes. Where a national agreement is not in place ConMed will partner with local SME's where commercially viable. Based on current sales the value would be approximately \$12,000 per annum. Growth in business with the service would drive these volumes higher.

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.

The product suite that ConMed offer to our current customers ensures that we partner with courier and

ancillary business sourced from locally based national carriers. ConMed Australia will rely on local Tasmanian SME businesses for:

1. Logistics
2. Education Focussed Entertainment / Events
3. Training including in-house workshops
4. Travelling staff

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).

ConMed's provision of goods and services to the Service is such that local SME's will not be disadvantaged in the procurement process.

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.

ConMed has traditionally hired full time staff whom we train and invest heavily in to ensure that their skill set is consistent with and compliant to ConMed's global standards providing our customers with a high level of local in field support. ConMed's training program ensures that this knowledge will be transferred to local clinicians.

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)

Lorna Horsnell Business Development Manager- Govenment
(Name and position – print)


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(Signature)

25/1./2017
(Date)
