

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 | Prosthetics |
| Name of Responsible Agency/Entity | Dept. of Health Tasmania |

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

Supplier details

| | |
|-------------------------------------|--|
| Name of supplier | Cook Medical Australia Pty Ltd |
| Contact details for supplier | Cau-contracts@cookmedical.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?

Cook Medical Australia is a division of privately owned Cook Medical Inc registered in the United States of America. Cook Medical Australia does not employ any Tasmanian based staff. We support our Tasmanian business with 8 representatives who regularly fly into Tasmania to support clinical and sales requirements. We do not have any plans to increase or reduce the number of representatives in the next 12-24 months, but this may be reviewed at any time based on business needs.

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) |
|------------------------------|-----------------------|--|--|--|
| Non identified | \$0 | None | None | No |
| | | | | |
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| | | | | |

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 Australian head office is based in Brisbane Queensland where all administration and manufacturing functions are undertaken.

We do not have any plans to move our operations, administration or manufacturing, from Queensland.

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.

Cook Medical does not use distributors for the sale or marketing of our products. We use a national freight company who may use the services of sub-contractors to deliver our products to hospitals however Cook Medical does not have control over the use of sub-contractors in the supply chain.

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).

Not appropriate for our products referenced within the tender scope.

Broader economic opportunities

Are there any other impacts that your business and/or this specific supply will provide to the local/regional economy?

Not at this time.

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.

Completed and endorsed (Supplier)

Sandy Giles

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(Name and position – print)

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(Signature)

19, 01, 17

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(Date)