

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.	
Procurement title	
Name of Responsible Agency/Entity	

Supplier details

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

Name of supplier	Corin Australia Pty Ltd
Contact details for supplier	Andrew Loader Director, Finance and Operations Andrew.loader@coringroup.com 02 9497 7400 0448 326 419

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?

Corin currently employ 3 full-time sales consultants and 1 full time clinical support role in the Tasmanian/Victorian market.

It is anticipated that an additional full-time employee in a sales/clinical support role will be employed in the next 12-24 months.

Of course, if Tasmanian volume is in excess of anticipated levels then the potential for employing further people is increased.

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)
Custom orthopaedic instruments	\$10k – 100k	TBC	Corin currently outsources these items to a range of local Australian engineering vendors, we are keen to further explore additional	Yes

			local partnerships.	
Storage Trolleys	\$20K	National Surgical	South Australia	Yes, Corin is keen to explore local vendors to fill this requirement
Corin Implants and Instruments	This directly relates to the number of surgeries performed in Tas using Corin Implants	Corin Australia is a subsidiary of Corin Ltd. The Cirencester, UK head office contains the implant and instrument manufacturing facility	Cirencester, UK	No
OPS Guides	This directly relates to the number of surgeries performed in Tas using Corin Implants	AMS, Sydney - 70% Objective 3D, Melbourne - 25% Materialize, UK & USA - 5% Qty based on Corin's global OPS guide manufacture	Per left	Yes, Corin is keen to explore local suppliers for these items
OPS Instrumentation	This directly relates to the number of surgeries performed in Tas using Corin Implants	MoMilling	Sydney	Yes, Corin is keen to explore local engineering vendors for these items

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?

Corin Australia has a history of investment in local innovation and supporting university research, internships and PhD sponsorship. We are currently exploring partners for clinical studies in Tasmania, this potentially will create and support employment opportunities in health, universities and the STEM sector.

Corin is also looking at alternative manufacturers for our locally developed OPS technology. If successful in the tender process, we will explore opportunities for local manufacture to cater for increased local volume.

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.

Through industry recommendations, Corin approaches potential manufacturers and evaluates partnership opportunities via our quality management system as to their suitability and feasibility.

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).

As above.

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.

Corin's team of engineers design and manufacture patient specific OPS™ technology in Sydney and Melbourne, exporting across the globe. Increased business in the Tasmanian market would open a window to employ a local team to deliver this technology to the local, national and international market. This would require investment in local STEM employment, and also support Tasmanian instrument manufacturers and 3D printing vendors.

Corin has a strategic view of success in Tasmania. Assuming this is realised, this would require investment in a local premises, warehouse and logistics staff in addition to the increased sales staff. This would also support Tasmanian logistics and transport partners.

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)

Kim Prendergast, National Marketing Manager
(Name and position – print)

 (Signature)

23rd Jan 2017