

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	Culpan Medical Pty Ltd
Contact details for supplier	Unit 26, 92-102 Keys Road Moorabbin VIC 3189 Ph: 1800 820 193 Fax: 1800 750 194

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?

- Culpan Medical Pty Ltd is an ISO 9001:2015 accredited Australian SME, a national distributor organisation marketing high quality niche medical devices
- The products listed for this contract are imported from overseas manufacturing companies. The products offered are stored and dispatched from a Melbourne warehouse.

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)
NEURO INTERVENTION	\$350,000	MicroVention	USA	No
PULMONARY-PERITONEAL DEVICES	\$10,000	Argon Medical	USA	No
EMBOLIC PROTECTION DEVICES	\$23,000	Argon Medical	USA	No

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?

- Culpan Medical product specialists will travel to end users in various Tasmanian regions for training and education, product support, and follow up. Team members will utilise local accommodation, training venues, catering, and vehicle hire, to a value of approximately \$10,000 annually.
- Further componentry or the use of sub-contractors not expected to be required in fulfilling this contract.

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.

- Culpan Medical will encourage its product specialists and visiting staff to use their discretion in selecting local SMEs for accommodation, training venues, catering, and vehicle hire.

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).

- The nature and frequency of the SME services to be utilised in Culpan Medical's fulfilment of the contract are such that bulk procurement is not applicable, and local SME's will not be disadvantaged from a pricing or capability standpoint.
- Being an SME itself, Culpan Medical encourages staff autonomy and freedom to exercise best judgement in selecting enterprises to boost local trade and economy.

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.

- As a small and focussed enterprise, Culpan Medical has the flexibility to expeditiously hire a locally based Product Specialist and storage space should service requirements exceed current staff capability.

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)

Ingrid Bean – Office Manager
(Name and position – print)



.....
(Signature)

24/01/17

(Date)