

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	Department of Health and Human Services 39 Frankland Street Launceston 7250

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

Supplier details

Name of supplier	Exactech Australia Pty Ltd
Contact details for supplier	Address: Unit 208, 14 Lexington Drive, Bella Vista NSW 2153 Phone: 02 8882 9688 Fax: 02 8883 0588 Email: admin@exac-australia.com.au

Local SME industry impact

What is the direct local impact of your business?

- Exactech Australia is a subsidiary and global office of Exactech Inc. (USA). Our head office is based in Norwest Business Park, Sydney
- In 2016 Exactech had a turnover of \$8.5 million
- Exactech Australia has 8 full-time employees and has set up a service and sales network throughout Australia including distribution centres in NSW, VIC, QLD, WA, SA & TAS
- Exactech has 1 sales manager and 1 sales rep based in Melbourne, VIC to support the sales activities in TAS and has appointed 1 clinical support based in Hobart TAS to provide technical support through TAS.
- Exactech Australia plans to hire 1 sales/support person and 1 warehouse/customer service once we are successful in the tender application.
- In the next 12-24 months, we will hire another 2 sales/support persons and 1 more warehouse support to efficiently deliver the contract to TAS Health if they are deemed necessary.

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)
Local courier	\$20,000 per year	Smartways	Hobart	
Office supply	\$10,000 per year	TBC	TBC	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?

- Exactech Australia is a sole distributor of Exactech Inc. (USA). All the product research and production are handled by Exactech Inc. at Gainesville FL in USA.

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.

- To deliver the contract, Exactech will hire 1 new sales representative and 1 customer service officer once we are successful in the tender application. We also plan to acquire a new warehouse and related equipment to supply the TAS health in a more efficient way.
- Through growth in sales and customer service roles Exactech contributes to the industry development in Tasmania.

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).

Broader economic opportunities

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

- To deliver the contract, Exactech will hire 1 new sales representative and 1 customer service officer once we are successful in the tender application. We also plan to acquire a new warehouse and related equipment to supply the TAS health in a more efficient way.
- Through growth in sales and customer service roles Exactech contributes to the industry development in Tasmania.

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)

..David Bing, Managing Director.....
(Name and position – print)


.....
(Signature)

..09...../01...../2017.....
(Date)