

## **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 SME<sup>1</sup> 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**

<b>Procurement Reference No.</b>	
<b>Procurement title</b>	
<b>Name of Responsible Agency/Entity</b>	

<sup>1</sup> Local SME are Australian and New Zealand businesses employing less than 200 people.

## Supplier details

<b>Name of supplier</b>	Global Orthopaedic Technology Pty Ltd
<b>Contact details for supplier</b>	Angus Dixon Email: <a href="mailto:angus.dixon@globalortho.com.au">angus.dixon@globalortho.com.au</a> Office number: 02 8887 0116 Mobile: 0426 879 379

### 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)?*

Global Orthopaedics is a wholly owned Australian company, with head office in Sydney, NSW, and we distribute our products to Tasmania for use in the Public and Private Hospital system. We currently employ 60 people in Australia.

*How many people do you employ in Tasmania?*

Currently 1 person. Could grow to potentially 3 or 4 through the term of the contract. All of whom would have their principal place of residence in Tasmania.

*Would any new SME jobs be created by the proposed contract - how many?*

Potentially 2 to 4 jobs may be created through the term of the contract depending on the success of the tender.

### 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)
Hip and Knee Implants	Tender volume dependent	Global Orthopaedic Technology	NSW	No - regulatory requirements prohibit a change in supply chain.

Hip and Knee Instruments	Tender volume dependent	Global Orthopaedic Technology	NSW	No - regulatory requirements prohibit a change in supply chain.
Clinical Services	Tender volume dependent	TBA	Local - Tasmania	Yes
Professional Education - Proctorship	Tender volume dependent	TBA	Local - Tasmania	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?

Five small and medium enterprises would gain business through this proposed contract.

Product side regulated through the TGA which does not allow for alternate sourcing.

Provision of Technical Sales and Clinical Support services - an opportunity locally (Tasmania)

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.

Sub-contractors and/or other SMEs are notified of the tender and its requirements by word of mouth and/or email. E.g. They are aware of the opportunity and directly engaged if their input is required for a submission.

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).

Strict oversight of product (implant) and instruments due to the Regulatory environment will ensure we provide exactly what has been requested per predetermined technical specifications.

### **Broader economic opportunities**

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

Early identification and training of local service providers will be key and due to the high demands make it difficult to chop and change.

**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)**

Angus Dixon - Director, Marketing and Business Development

(Name and position - print)

*Angus Dixon*

(Signature)

23.1.17

(Date)

