

## **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>	DHHS-5689S
<b>Procurement title</b>	SUPPLY OF PROSTHESES
<b>Name of Responsible Agency/Entity</b>	TASMANIAN HEALTH SERVICE

#### ***Supplier details***

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

<b>Name of supplier</b>	IQ Medical Pty Ltd
<b>Contact details for supplier</b>	2/86 Mary St UNLEY SA 5061 Phone: +61 8 8357 8022 Fax: +61 8 8357 8011

**Local SME industry impact**

What is the direct local impact of your business?

**IQ Medical is an SME based in South Australia. Staff employed both at the Head Office and based in Victoria service our Tasmanian accounts. The awarding of this tender would result in ensuring continued Head Count and potentially increasing employee headcount and ensuring these additional personal are trained and skilled with respect to the ophthalmic medical device industry.**

**Skills learned would include, but not be limited to, sales skills, technical knowledge development and ongoing training, inventory control, invoicing and order taking, accounting software.**

**The awarding of this tender will continue to assist IQ Medical to bring to market new and innovative ophthalmic medical devices.**

**The increased participation of SME's, such as IQ Medical, will continue the availability of new and emerging technologies as well as promulgate and promote increased competition, cost effectiveness and innovation. This will encourage advancement of and improvement in patient outcomes in Tasmania.**

**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.

**IQ Medical will not be required to purchase any additional goods or services to fulfil this tenders obligations.**

<b>Identified goods or services</b>	<b>Total estimated value</b>	<b>Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)</b>	<b>Location of supplier (where already determined through existing supply chain arrangements)</b>	<b>If supplier not yet determined, is there a local SME market for same? (Yes/No)</b>
N/a				

### **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?

**We will not require to source components for our offer. Our Victorian Based Sales Manager, plus additional supporting staff will be required to increase their travel to Tasmania to support the tender obligations.**

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.

**IQ Medical will not be engaging sub-contractors or other SME's in relation to delivery of the contract.**

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).

**IQ Medical believes that the supply of the products offered will not disadvantage local SME's in the current tender offering and will continue the availability of new and emerging technologies as well as promulgate and promote increased competition, cost effectiveness and innovation.**

### **Broader economic opportunities**

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

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**The awarding of this tender will continue to assist IQ Medical to bring to market new and innovative ophthalmic medical devices.**

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**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)**

Andrew Robertson – Director of Sales  
(Name and position – print)

A handwritten signature in black ink, appearing to read 'Andrew Robertson', written in a cursive style.

(Signature)

19/01/2017

(Date)