

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.	RFT Number: 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	LMT Surgical Pty Ltd
Contact details for supplier	Daniel Jones – 07 3367 6600 or 0422 627 473

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?

LMT currently employs 1 FTE based in VIC to support the Tasmanian business. If LMT were to be successful on this tender and added to the panel of approved suppliers, then this would present a great opportunity to employ another 1 FTE based in Tasmania to support the business in time. This would not occur immediately and would need to be assessed following the volume of increased business that is derived from being on contract. This is the goal for LMT Surgical to grow the business sufficiently to establish a Tasmanian office.

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 Logistics	\$30,000	Smartways or TOLL	Hobart	Yes
Local caterers	\$5,000	Multiple	Hobart, Launceston, Bernie	Yes
Local accommodation	\$10,000	Multiple	Hobart, Launceston,	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?

As outlined in the previous table, LMT Surgical will utilise local logistic contractors to deliver goods to and from hospitals. LMT will also engage local caterers to provide food and refreshments for dinners, meetings and presentations to hospital groups. As currently covered via Victorian based staff, accommodation will be spent in the course of executing the contract and as business grows to sustain a Tasmanian FTE, serviced office space would need to be rented as well as payroll tax being required.

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.

LMT Surgical currently has business dealings with logistics companies that have a presence within Tasmania. Primarily, LMT Surgical engages TOLL and Smartways Logistics to perform deliveries to and from hospital locations. LMT Surgical also currently partners with the following local accommodation chains: Mantra, Best Western, Travelodge and Hotel Grand Chancellor.

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).

Due to the nature of the products that LMT Surgical would supply under this tender, I do not see disadvantage to other local SME's (similar to LMT). Product is supplied directly to hospitals in kit form and there is no bulk breakdown of product locally regardless of company size (i.e. SME or multi-national). Currently LMT Surgical uses local SME support from Smartways Logistics in Tasmania to assist in servicing the local Tasmanian hospital industry. Even with a permanent office base established in Tasmania over time as business grows, LMT Surgical would always need the assistance of local logistics companies to help move product to and from hospitals.

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.

Being successful of this tender provides LMT Surgical to grow the Tasmania business significantly. With growth comes the ability to hire more local clinical and administrative staff to support the business base. Hiring staff would lead to increases in Payroll Tax payable. This would also lead to the leasing of office space (in the future) relative to a commensurate business base. Whilst I do not envisage the appointment of apprentices or traineeships, I do see the need to certify and train Admin/Logistics staff. Currently, LMT has a program whereby we are training all logistics staff in a Cert IV in Logistics and Warehousing through local state based RTO's. This program would continue in Tasmania as staff numbers increase over time.

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)

Daniel Jones – General Manager Operations.....
(Name and position – print)

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(Signature)

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(Date)