

## **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>	Department of Health and Human Services

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

## Supplier details

<b>Name of supplier</b>	LifeHealthcare Distribution Pty Ltd
<b>Contact details for supplier</b>	<div style="background-color: black; width: 100px; height: 40px; margin-bottom: 5px;"></div> Meg Summerton M 0447 015 337 meg.summerton@lifehealthcare.com.au

### Local SME industry impact

What is the direct local impact of your business?

LifeHealthcare employs 188+ staff in Australia and New Zealand. The principal place of business is Sydney with offices in major metropolitan cities across ANZ. LifeHealthcare is an Australian company listed on the ASX. Currently LifeHealthcare has one full time employee based in Tasmania but should this Tender result in additional business for LifeHealthcare additional staff members may be required 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.

LifeHealthcare is hosting a Spine Society Meeting in Australia in April 2017 which is an educational meeting for Spine surgeons from across Australia. This is being hosted in Hobart and costs have been included below.

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)
Surgeon/Sales staff accommodation	7 500	Grand Chancellor Hotel	Hobart	
Dinner and entertainment	6 195	Henry Jones Art Hotel	Hobart	
Coffee and beverages	1 500	Barista Sister	Hobart	
Team Dinners	2 000	Unknown		
Incidentals including taxis and tolls	1 000	Unknown		

### **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?

LifeHealthcare has a local sales representative located in Tasmania. All components of the offer will be provided by LifeHealthcare other than courier services where we use local trusted partners to assist with meeting hospital resupply requirements. If due to excess demand or speciality requirements the local sales representative requires support, this support is available from a depth of sales and clinical resources in Victoria that can be available to the hospital including in theatre support and training.

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.

LifeHealthcare will make use of the local branch of our transport partner (Toll) for deliveries who make use of Tasmanian employees, roads and services to run their transport and delivery business. Any additional staff support will be provided from Victoria, which require them to use local accommodation, car hire and dining services. In addition, local training facilities may be required if hospital premises are not appropriate to undertake staff training.

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).

Local SMEs will be used for all services where possible including bed and breakfast accommodation and restaurants when sales representatives travel to Tasmania to attend procedures or for hospital staff training. LifeHealthcare does not have preferred supplier arrangements in place for these types of services, and accordingly, each service is assessed on its merits.

### **Broader economic opportunities**

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

LifeHealthcare brings to market new and improved medical technology for surgeon use and patient benefit. These are sourced from reputable overseas suppliers mainly from the US, UK and Europe. We allow for distribution of these capital and implant devices nationally including Tasmania which is a growing market by virtue of new hospital openings and customer growth. The flow on effect of both cutting edge technology and increased state opportunities in the health sector provides for the development of a high-value industry in the State of Tasmania.

Due to the nature of our business (clinical sales and support), there is a direct relationship between the number of resources employed in Tasmania with the volume of business generated from Tasmanian customers. Accordingly, increases in volumes such as those under this contract and other Tasmanian Health tender opportunities may require additional resources, for example,

establishing an office space, additional clinical staff and administration/warehouse support in Tasmania.

As part of the clinical education process, LifeHealthcare also offers surgeon sponsorship to specialty workshops and conferences, locally and internationally.

**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)**

[Redacted Signature]

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(Matt Muscio - CEO)

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(Signature)

24 January 2017

