

## **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>	Maquet Australia Pty Ltd
<b>Contact details for supplier</b>	Level 2, 4 Talavera Road, Macquarie Park, NSW 2113 Ph: 1800 605 824 Fax: 02 8874 3199

**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?*

*Maquet is a direct supply manufacturer with manufacturing all our products for this contract from the USA, France. Maquet Australia employs staff throughout Australia; however we do not have any direct employees located in Tasmania. This contract would be serviced by our Territory Managers located in Victoria and the support of other staff members located in Sydney and Brisbane.*

**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.

<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>

### **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?

N/A

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.

*Maquet Australia will use local freight contractors such as Star Track to deliver products for this contract. We will also utilise local hotels/motels, restaurants and conference and catering facilities when conducting business throughout Tasmania.*

*Maquet Australia, as part of Getinge Group, have documented processes relating to ethical business practice and code of conduct. The reputation of our Group and the trust and confidence of our customers, employees, subcontractors and other stakeholders is decisive for the continued success of our business. Our relationships with these stakeholders and our day-to-day business shall be guided by Getinge's core values of openness, sustainability, pride and confidence.*

*This Code of Conduct, which is based on our core values, sets out the principles that govern how we do business and our collective responsibilities towards the company's stakeholders. Getinge employees are all expected to act in accordance with these values and principles, as well as the laws and regulations that influence our operations.*

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).

Products are delivered as finished goods in the protective outer cartons. The unpacking of these outer cartons is done within the hospital itself. Therefore we do not see any impact on local SME.

### **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.*

*Maquet attends and sponsors local Healthcare related conferences and events. We would utilise where possible local SME's to provide conference facilities and services where applicable.*

**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)**

Shelley Biggs – Consumable Tender & Contracts Manager  
(Name and position – print)

  
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(Signature)

23/01/2017  
(Date)