

## **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>	<i>RFT DHHS-5689S</i>
<b>Procurement title</b>	<i>Supply of Prostheses</i>
<b>Name of Responsible Agency/Entity</b>	<i>Department of Health and Human Services</i>

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

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

<b>Name of supplier</b>	<b>Matrix Surgical Pty Ltd</b>
<b>Contact details for supplier</b>	<b>5/200 Wellington Road Clayton VIC 3168 Ph: 1300 616 366 Fax: 03 9561 6366 Email: customerservice@matsurg.com.au</b>

### **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?*

***Matrix Surgical is a National Australian owned and operated Company with Product Specialists in all states. John Condidorio manages our client relationships in Tasmania as we promote our brand and products in the area. Initially John would service this contract with support from Bronwyn Wellard our Operations Manager and our Customer Service Team, pending growth in volume and demand. The ability to openly market our products to Tasmanian Health customers, and the potential to increase sales, could provide the opportunity to employ another local Sales Representative located in the area if economics and convenience require it. This representative would receive full training on the Matrix Surgical range of products.***

### **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>
<b>Glubran2 range</b>	<b>TBC</b>	<b>GEM</b>	<b>Italy</b>	<b>N/A</b>
<b>Ventilation Tubes</b>	<b>TBC</b>	<b>Summit</b>	<b>USA</b>	<b>N/A</b>
<b>Ligation Clips</b>	<b>TBC</b>	<b>Medical Device Developments</b>	<b>Germany</b>	<b>N/A</b>
<b>Freight Transportation</b>	<b>TBC</b>	<b>Toll</b>	<b>Victoria &amp; Tasmania</b>	<b>N/A</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?

***John Condidorio is based in Melbourne and will regularly travel to Tasmania to provide support and training in the use of Matrix Products. During these visits, John will utilise the services of local car hire companies, accommodation and hospitality providers.***

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.

***Matrix will continue to engage the services of Toll to transport freight to Tasmanian Health customers.***

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).

***Matrix wholly supports Australian Industry and will endeavour to source/engage local suppliers of quality goods and services where ever possible, in preference to international sources.***

### **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.*

***In addition to the possibility of employing a local sales representative Matrix will look at the feasibility of engaging the services of a Tasmanian based 3PL Provider to distribute goods to Tasmanian Health customers.***

**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)**

Martin Jordaan  
General Manager

*Martin Jordaan*

.....  
(Signature)

21/01/2017  
(Date)