

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.	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	MED-EL Implant Systems Australasia Pty Ltd
Contact details for supplier	Robyn Shakes, Managing Director Suite 2.07, 90-96 Bourke Rd, Alexandria NSW 2015 Ph: 0431 570 389 Email: robyn.shakes@medel.com

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?

MED-EL Implant Systems Australasia Pty Ltd is a private Australian Proprietary Company (SME business) and a subsidiary of the parent private limited liability company MED-EL Elektromedizinische Geraete GmbH (Innsbruck, Austria).

MED-EL Implant Systems Australasia is based in Sydney, employing 17 local personnel spread across 5 states and operating throughout all states/territories of Australia and New Zealand. A dedicated Clinical Specialist provides support to Tasmanian Services.

Should a sustainable volume of implant recipients be reached MED-EL will place a permanent local staff member to be located 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.

MED-EL does not anticipate subcontracting for any of the required goods and services

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)
NA				

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?

No subcontracting is anticipated for any of the required goods and services.

A dedicated Clinical Specialist providing support to Tasmanian Services will be travelling to the local area regularly to engage with the Service and undertake the required work.

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.

As MED-EL Implant Systems Australasia has operated in the local industry for 10 years, our extensive supplier database allows us to liaise with and rate local organisations based on our knowledge of good performance and value for money. We have long term partnerships with local businesses and suppliers. The goods and services required to be provided for this tender are intended to be provided by MED-EL Implant Systems Australasia employees. Additional new employees will be sourced locally through local advertisements and engaging local recruitment agents, as necessary. Additionally MED-EL Implant Systems Australasia is committed to liaising with international suppliers to increase opportunities for local industry.

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).

No subcontracting is anticipated for any of the required goods and services. However, where necessary, MED-EL Implant Systems Australasia encourages our staff to give preference to locally manufactured materials, skills and resources where ever possible.

The objectives of the TIPP are to be applied to the following fundamental principles: promoting open, effective competition, securing value for money, enhancing capabilities of local business and industries, protecting the environment, ensuring ethical behaviour and fair dealing.

Suitable companies of good repute will be invited to quote for goods and services. On concluding our assessment of the expressions of interest a letter of intent and appointment will be issued to the successful candidate.

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.

Uptake of hearing implants is anticipated to grow with awareness and provision through local services with subsequent increasing implant recipient participation in local employment and social interaction as a result of better hearing.

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)

Robyn Shakes, Managing Director, MED-EL Implant Systems Australasia Pty Ltd

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(Name and position – print)

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(Signature)

...../...../.....
(Date)

Refer Attachment: Schedule E_TIPP_Signature_Page