

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	Request for Tender "Supply of Prostheses"
Name of Responsible Agency/Entity	Department of Health and Human Services Ground Floor, 39 Frankland Street LAUNCESTON TAS 7250

Supplier details

Name of supplier	Medacta Australia P/L
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¹ Local SME are Australian and New Zealand businesses employing less than 200 people.

<p>Contact details for supplier</p>	<p>Chad Everard B.Sc. Regional Manager – Victoria, Tasmania, Western Australia chad.everard@medacta.com.au Mob: +61 414 188 880 Ph: +612 9420 2944</p> <p>Medacta Australia Unit 13/36, Sabre Drive Port Melbourne, 3207 Australia</p>
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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?

Should Medacta become incumbent on RFT Number: DHHS-5689S - Supply of Prostheses, our goal is to increase our presence in Burnie, Launceston and Hobart, as the hospitals in the area would require a far greater engagement with Medacta due to training requirements, theatre attendance and stocktake.

Staff Increase:

Given the increased workload, during the first term of the contract, Medacta would require employment of 2 full time clinical staff. This is an increase of two headcounts to our national staff of 60. One to start by 1st quarter 2017. Then another would follow by 3rd quarter 2017.

Logistics Requirements:

The increased usage of Medacta products via the contract to local Tasmanian hospitals would also require an increased usage of local couriers and taxi services in order to transport implants and instruments between hospitals, and from warehouses, airports and postal services.

Hospitality:

Medacta currently utilises accommodation through Tasmania to conduct its standard business practices. As business increases as a result of the contract, Medacta staff from Victoria and NSW will be required to increase the frequency of attendance at Tasmanian hospitals, to provide additional clinical cover and educational / training requirements. This will result in the use of hotels, local restaurants, rental vehicles and taxis.

Training:

Medacta staff on site in Tasmania (whether the newly locally employed staff or from interstate) will engage in continuous clinical training in-services for nursing staff, theatre attendances, stock management requirements and consultations with medical staff. All of these commitments will require event management and catering.

Surgeon run training will occur increasingly as Medacta's footprint grows. This will involve interstate surgeons travelling to Tasmania to discuss new techniques with local surgeons interested in adopting or updating their methodology.

Studies:

Medacta currently runs evaluation studies and tracks patient outcomes with a surgeon in Tasmania.

This requires stakeholders from Melbourne and internationally to attend debriefing meetings with surgeons at their hospitals or clinical consulting rooms.

It is anticipated that this opportunity will grow proportionally with an increase to Medacta's business 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.

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)
Hotels	Combined total (hotels, rental vehicles, catering) \$65K per annum	Quest Best Western	Hobart, Launceston, Devonport Burnie	
Rental vehicles	Combined total (hotels, rental vehicles, catering) \$65K per annum	AVIS	Domestic airports	
Catering	Combined total (hotels, rental vehicles, catering) \$65K per annum	Various		
Logistics providers	\$135.2K per annum	Smartways Logistics	State wide	

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?

Currently, Victorian Medacta staff attend Tasmanian hospitals. There are over 80 (eighty) individual visits per annum. Medacta staff utilise local hospitality – hotels, restaurants, rental vehicles and taxis.

It is highly likely that Medacta will experience growth in Tasmania as a result of this contract, and “new work”, from both public and private hospitals will drive a need for a full-time staff member to be employed in Tasmania.

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 i.e. use of existing supply chains, advertising of sub-contracting or supply opportunities, liaison with industry groups, etc.

Medacta has a national agreement with Smartways Logistics to deliver products that are ordered. All products are dispatched from Medacta’s Melbourne warehouse, and Smartways pick up and deliver these products directly to Tasmania’s hospitals.

Smartways is not a sub-contractor. Medacta will not have any sub-contractors as a part of this contract.

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 (i.e., unpacking of procurements into smaller components so that local SMEs can compete more effectively etc).

This is not relevant to Medacta’s operations in Tasmania. All orders are dispatched directly to hospital customers. There are no other local stakeholders in the supply chain.

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.

Medacta currently runs evaluation studies and tracks patient outcomes with a surgeon in Tasmania.

This requires stakeholders from Melbourne and internationally to attend debriefing meetings with surgeons at their hospitals or clinical consulting rooms. This directly leads to evolution and development of new and more efficient techniques as well as an exchange of ideas.

It is anticipated that this opportunity will grow proportionally with an increase to Medacta’s business in Tasmania.

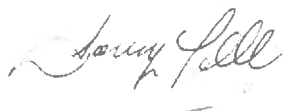
It is highly likely that Medacta will experience growth in Tasmania as a result of this contract, and “new work”, from both public and private hospitals will drive a need for a full-time staff member to be employed and reside in Tasmania.

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)

Antonio Pelle – Managing Director

(Name and position – print)

A handwritten signature in cursive script, appearing to read 'Antonio Pelle', written in black ink.

(Signature)

23/01/2017

(Date)