

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 Government

Supplier details

Name of supplier	Medical Specialties Australia Pty Limited
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¹ Local SME are Australian and New Zealand businesses employing less than 200 people.

Contact details for supplier	Natasha Ivshenko Email: nivshenko@msa.com.au Customer Service Email: custserv@msa.com.au Phone: 02 9417 7955 Fax: 02 9417 5779 Address: 54 Gibbes Street, Chatswood NSW 2067 Postal address: PO BOX 764, Willoughby NSW 2068
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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?

MSA is located in Sydney, we are considered an SME and is active in all states and territories in Australia. Currently MSA has three staff members that work in Tasmania who contribute to the local economy. Should significant business be gained from activities related to this tender then we will require more staff in Tasmania to facilitate the support of local Services. We have included additional information relating to our position regarding additional local resources in Attachment 20 - Response Schedule E – Tasmanian Industry Participation Plan.

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)
0	0	0	0	0

Where MSA does work with local producers of medical devices, plus also working with local services in regards to the delivery of goods, for the particular items tendered in this RFT, the supply of goods will come from overseas in Europe and the USA and therefore unfortunately, minimal goods will be acquired locally to facilitate supply of this particular tender. We have included additional information relating to our position regarding additional local resources in Attachment 20 - Response Schedule E – Tasmanian Industry Participation Plan.

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?

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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.

Again, where MSA does work with local producers of medical devices, plus also working with local services in regards to the delivery of goods, for the particular items tendered in this RTF, the supply of goods is coming from overseas in Europe and the USA and therefore unfortunately, minimal goods will be acquired locally to facilitate supply of this particular tender. We have included additional information relating to our position regarding additional local resources in Attachment 20 - Response Schedule E – Tasmanian Industry Participation Plan.

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).

As MSA is an SME, it is our strategy that we always align our business activities with other SME's where appropriate competition permits.

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.

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.*

We have included additional information relating to our position regarding additional local resources in Attachment 20 - Response Schedule E – Tasmanian Industry Participation Plan.

Completed and endorsed (Supplier)

Natasha Ivshenko (Associate Product Manager)

A handwritten signature in black ink, appearing to read 'Natasha Ivshenko', written in a cursive style.

25/1/2017