

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-5689
Procurement title	Supply of Prostheses
Name of Responsible Agency/Entity	Tasmanian Health Service

¹ Local SME are Australian and New Zealand businesses employing less than 200 people.

Supplier details

Name of supplier	Medtronic Australasia Pty Ltd
Contact details for supplier	Meredith Stanley Senior Tender Analyst 02 9429 3125 rs.anztenders@medtronic.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?

It is not envisaged that the award of this contract to Medtronic will result in the creation any further roles either in Tasmania or Australia. However, Medtronic can confirm that its award will contribute to the maintenance of the current staffing level of 9 employees in Tasmania and 973 employees across Australia.

Should Medtronic be awarded the opportunity to supply a larger range of products than currently supplied and/or the hospitals demand levels increase, there may be a need and opportunity to create a number of roles in our manufacturing facilities and support staff based in Macquarie Park, New South Wales.

Medtronic has successfully demonstrated the ability to service a wide variety Government Health Supply contracts over the last 40 years. We appoint dedicated, experienced personnel for each area of contract management such as:

State Business Manager/Regional Sales Manager: All technical sales enquiries and customer contact

Territory Managers: All Training education and customer contact

Customer Service: General sales enquiries, processing of orders, supply queries

Contract Management: Any contract issues that may arise during the term of contract

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)	Location of supplier (where already determined through existing)	If supplier not yet determined, is there a local SME

		supply chain arrangements)	supply chain arrangements)	market for same? (Yes/No)
N/A				

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?

Within Tasmanian Medtronic employs a team of 9 sales representatives whose specific role it is to provide service to local hospital network,

Medtronic routinely services the Tasmanian health network with a specialised team of 140 individuals based in Victoria/Tasmania travelling collectively 36 weeks per year in the Tasmanian Territory, ensuring consistent and timely support of our products in Tasmania. All staff remains contactable 7 days a week ensuring a rapid response to any technical query that may arise.

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.

Medtronic utilises the services of Nationwide Transport for all interstate deliveries.

Within Victoria/Tasmania Medtronic employs a team of 140 individuals whose specific role it is to provide service and support for hospitals using the Medtronic range of products & services.

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).

Medtronic, a global healthcare products leader, is committed to the highest standards of honesty and integrity in all its business practices. Integrity is a fundamental part of our Company's culture. The Medtronic Guide to Business Conduct reaffirms our Core Values and treats every one equally and ethically.

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 response to customer requirements and requests, Medtronic has developed a wide range of promotional material, product information and brochures to support usage and knowledge about our products with all clinical end users. Medtronic also strives to build key relationships with the hospitals and clinicians by providing the highest level of product support through our field based representatives who have a high level of product and procedure training.

Territory Managers are available to conduct technical support, in-servicing and training as required by the Tasmanian hospital system, with 95% of their time allocated to supporting these products by utilising local freights.

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)

**Paul Tinker
Director**

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(Name and position – print)

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(Signature)

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24, 01, 17

(Date)