

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	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	National Surgical Pty Ltd
Contact details for supplier	Natalie Latimer – 07 3510 3000

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?

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)
Logistics	\$ 15,000	Smartways or TOLL	Hobart	Yes
Accommodation	\$ 7,000	Multiple	Hobart, Launceston	Yes
Catering	\$ 3,000	Multiple	Hobart, Launceston and Bernie	Yes

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?

National Surgical Pty Ltd recognise the benefits in utilising local contractors where possible. We will engage local courier companies to deliver and pick up sets, and will use local caterers and hotels for our staff. The amounts forecasted will be dependent on the market share National Surgical have under this contract. In the event our services grow in Tasmania, we anticipate an office space will need to be rented, and employment of staff to service the area.

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.

National Surgical primarily utilises the services of Smartways and Toll for all pick up and deliveries in Tasmania. As there is currently no office in Tasmania, accommodation and catering will also be required. National Surgical take pride in contributing to the local community, and expansion in the area will allow for relationships with local stakeholders to strengthen and develop.

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).

The products in this tender should not directly disadvantage local SME's or companies similar to National Surgical. In the event that expansion warrants an office in Tasmania, we will continue to require the assistance of local courier companies and caterers.

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.

If successful in this tender, and market share and growth is favourable, National Surgical will need to employ local representatives to capably service the market. Hand in hand with this, an office and small warehouse space will be required, and hiring of support staff (such as administration and warehouse/logistic staff) will be required. We take great care to insure training and development is sourced through local RTO's.

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)

..Natalie Latimer Office Manager.....
(Name and position – print)

.....
(Signature)

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