

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

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

Supplier details

Name of supplier	Pyramed Pty Ltd
Contact details for supplier	Tel: 07 5593 1183 Pod 2 City Pods 249 Scottsdale Drive Robina Queensland 4226

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?

Pyramed is an independent medical device company owned by Managing Director, Patrick Hegarty.

Pyramed currently employ a total of 12 people in Australia and the Head Office is based in Robina, Queensland.

At present there is one Sales Representative in the Tasmanian contracting entity with one back-up Managing Director (do not reside in Tasmanian territory).

Currently we are unable to justify employing a permanent employee based in Tasmania. However, should enough business be generated in future, and if the need arises, Pyramed will look into employing a full-time permanent employee based 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.

All medical products in the category we have tendered for are made overseas with no local content – All our support of the local economy is twofold - based on increased employment and reduction in costs through improved outcomes. In the table below, we have listed services that we currently use to deliver this contract.

Identified goods or services	Total estimated value	Name of supplier anticipated to be used (if already determined through existing supply	Location of supplier (where already determined through existing supply chain arrangements)	If supplier not yet determined, is there a local SME market for same?

		chain arrangements)		(Yes/No)
Logistics - Delivery	Approximate values only \$700 per year	TNT Express (Logistics)	TNT Logistics Queensland/SA <i>(Sourced Service: Generally use TNT for logistics) – (Part of this service is sourced in Tasmania – Tasmanian logistic handlers will also be used to distribute products to the various hospitals in Tasmania with next day deliveries.</i>	
Logistics – Delivery	Approximate value only \$100 per year	DHL (Logistics)	DHL Logistics Queensland/SA <i>(Sourced Service: Generally use DHL branch for logistics) - Tasmanian logistic handlers will also be used to distribute products to the various hospitals in Tasmania with our next day deliveries)</i>	

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?

As mentioned above, all medical products in the category we have tendered for are made overseas with no local content. However, we do use service based sub-contractors for delivery of this contract, namely TNT and DHL for logistics.

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.

We will continue to use TNT and DHL for logistics due to the fact that our Head Office is based interstate.

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).

Not applicable as our products are manufactured overseas.

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.

At present all office administrative functions are based in Queensland, this includes Customer Services, Warehouse, Human Resources and Payroll. Due to the nature of the business it is not viable to have branches throughout Australia. However, we do have Sales Representatives who support each Territory throughout Australia with a backup person.

Ongoing national and international training will be provided to the Territory Manager, who in turn will impart this knowledge to the health care workers and staff of SA through training days and on site field training.

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)

Lucinda Jelley – Data Administrator

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(Name and position – print)



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(Signature)

.....30.../...12...../...2016.....
(Date)