

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

Supplier details

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

Name of supplier	Surgical Specialties Pty Limited
Contact details for supplier	Jon Quinton, Corporate Services General Manager Email: jquinton@surgicalspecialties.com.au

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)
Additional Courier Services	\$20K per annum	SmartWays Couriers	TAS	Yes
1x Clinical	\$85K per annum		TAS	
Additional Warehousing	\$15k per annum	Unknown	TAS	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?

Currently Surgical Specialties employs one Sales Agent in TAS.

Should our current levels of business in TAS remain consistent, our number of employees in TAS will also remain consistent. Should we be successful in the award of the tender and usage of our product increases, Surgical Specialties will invest in creating new roles within TAS.

Our current business in TAS associated with this tender in 2016 is worth around \$250k per annum. The addition of another 25% revenue in TAS would create opportunity for additional Clinical Support role based in the Hobart region of TAS to support customer case coverage requirements.

The roles created would be permanent roles, employed for the necessary period to support the business Tasmanian Health Service is providing Surgical Specialties with.

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.

Engagement with sub-contractor or SME's takes place using a streamlined tender process that uses our critical requirements to determine best place supplier to deliver service locally. This will include suppliers from our existing supply chain plus additional new suppliers.

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).

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.

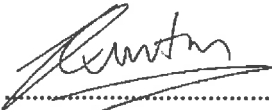
Currently distribution to TAS for Loan Kits and Replenishment Stock is supplied from the NSW or VIC warehouses. Should the award of the tender lead to increased business in TAS, Surgical Specialties would strongly consider opening a Logistics and Warehousing function in the state of TAS to manage increase in demand. This model is one which we have replicated in other states of Australia as we currently have Logistics/Distribution facilities in Sydney, Melbourne, and Perth.

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)

JONATHAN QUINTON – GENERAL MANAGER

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(Name and position – print)



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(Signature)

20/ 01/ 2017

(Date)

