

## 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 SME<sup>1</sup> 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**

<b>Procurement Reference No.</b>	RFT Number: DHHS-5689S
<b>Procurement title</b>	Request for Tender “Supply of Prostheses”
<b>Name of Responsible Agency/Entity</b>	Department of Health and Human Services Ground Floor, 39 Frankland Street LAUNCESTON TAS 7250

<sup>1</sup> Local SME are Australian and New Zealand businesses employing less than 200 people.

## Supplier details

<b>Name of supplier</b>	Surgiplas Medical
<b>Contact details for supplier</b>	<p>Surgiplas Medical, 644 Glenhuntly Road, Caulfield South, Victoria 3162 Australia</p> <p>Primary Contact:</p> <p>Name: Doug Seeto – Director</p> <p>Phone: (03) 9528 6300</p> <p>Mobile: 0412 327 264</p> <p>Email: douglas.seeto@surgiplas.com.au</p>

## Local SME industry impact

What is the direct local impact of your business?

*There would be very little impact on Tasmania should Surgiplas be successful with this tender, however increased opportunities for growth would allow Surgiplas to have a more active presence. This would mean in increased number of staff visits to Tasmanian hospitals, with the flow on effect to local businesses for accommodation, meals, car rental, etc. There would also be an increased requirement for hospitality (for example - provision of morning tea) when conducting more frequent on-site training sessions.*

*An increased usage of Surgiplas products would also flow on to increased usage of local couriers, postal service and taxi services in the case of emergency deliveries.*

## 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.

<b>Identified goods or services</b>	<b>Total estimated value</b>	<b>Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)</b>	<b>Location of supplier (where already determined through existing supply chain arrangements)</b>	<b>If supplier not yet determined, is there a local SME market for same? (Yes/No)</b>
Hotels	Combined total (flights, hotels, rental vehicles, meals, catering) \$15K per annum	Various	Hobart, Launceston, Devonport  Burnie	

Rental vehicles	Combined total (flights, hotels, rental vehicles, catering) \$15K per annum	Various	Domestic airports	
Catering (Training/In-service)	Combined total (flights,hotels, rental vehicles, catering) \$10K per annum	Various		
Flights	Combined total (flights, hotels, rental vehicles, meals, catering) \$15K per	Jetstar / Virgin	Domestic airports	Flights
Meals	Combined total (flights, hotels, rental vehicles, meals, catering) \$15K per	Various		

**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, Victorian staff attend Tasmanian hospitals. There are over 20 individual visits per annum. Surgiplas staff utilises local hospitality – hotels, restaurants, rental vehicles and taxis, however there is no opportunity for a local staff member to be employed.*

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 i.e. use of existing supply chains, advertising of sub-contracting or supply opportunities, liaison with industry groups, etc.

*Should the need arise for a regular local courier service, Surgiplas will contact directly a national courier that services Tasmania. Local drivers will then undertake delivery services for Surgiplas.*

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 (i.e. unpacking of procurements into smaller components so that local SMEs can compete more effectively etc).

*There are no local SME’s in competition with Surgiplas or our competitors. Therefore, there is no risk of local SME’s being disadvantaged.*

**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.*

*Surgiplus regularly offers sponsorship to Tasmanian clinicians to attend interstate and overseas conferences and/or symposia. By offering this opportunity, Surgiplus facilitates a broadening of local knowledge, which is also shared interstate with colleagues at other hospitals.*

**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)**

Douglas Seeto - Director.....  
(Name and position – print)