

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	Department of Health & Human Services

Supplier details

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

Name of supplier	Teleflex Medical
Contact details for supplier	Level 4, 201 Coward Street Mascot NSW 2020 c/- Andrew Norris Sales Manager 0448042590

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?

Teleflex Medical will be utilising the services of Symbion Pty Ltd.

Symbion Hospital Services (Symbion Pty Ltd) distributes medical products to the Tasmanian market.

Symbion Hospital Services is an innovative hospital supply-chain provider and a trusted, quality-assured distributor and logistics partner to the Australian healthcare industry.

In Tasmania, Symbion Hospital Services is located at 99 Albert Rd Moonah TAS 7009 and can be contacted on (03)62374400, with a distribution facility also located at 71 Boland Road Launceston 7250, to service the needs of health facilities in the northern part of Tasmania.

Symbion Hospital Services employs 38 staff within 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.

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)
Warehousing and Distribution		Symbion Pty Ltd	Moonah and	

Services			Launceston TAS	

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?

Depending on the amount of Teleflex product being purchased through Symbion there may be a need to increase staffing levels at Symbion Pty Ltd

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.

Teleflex Medical has had a business relationship with Symbion since 2011, with Symbion warehousing, and distributing our products to Tasmanian customers. This has resulted in employment at Symbion and the purchase of Tasmanian goods and services by Symbion to run their business.

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?

Depending on the volumes of Teleflex product purchased on this and other DHHS Contracts, there may be an opportunity in the future to employ a Sales Representative, based in Tasmania, selling Teleflex products.

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.

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)

Andrew Norris – Sales Manager

A handwritten signature in black ink, appearing to be 'AN' followed by a long horizontal stroke.

23/01/2017