

## 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>	
<b>Procurement title</b>	
<b>Name of Responsible Agency/Entity</b>	

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

## Supplier details

<b>Name of supplier</b>	Terumo Australia Pty Limited
<b>Contact details for supplier</b>	Jeremy Birkett Business Support Administrator <a href="mailto:bsupport_australia@terumo.co.jp">bsupport_australia@terumo.co.jp</a> 02 8874 0369

## Local SME industry impact

What is the direct local impact of your business?

**Terumo Australia does not directly employ staff in Tasmania. Staff travel to Tasmania as required, which includes Sales Representatives, Account Managers, Clinical Support Staff, and Sales Managers. Local courier services are utilised for delivery requirements.**

**Terumo Australia cannot estimate how many new jobs may be created by this proposed contract.**

## 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>
N/A				

### **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?

**Terumo: Apart from courier services providing delivery requirements, there are no locally engaged companies or sub-contractors for this contract.**

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.

**Terumo: Terumo Australia works closely with local Health Services to determine requirements as part of the contract. Depending on the nature of the services, we would engage local companies to perform any works required as a result of this contract, if required.**

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).

**Terumo: Should additional engagement be required to deliver this contract, depending on the nature of the services, requirements would be based around meeting existing capacity as per the contract, and we would work with Health Services to seek appropriate measures.**

### **Broader economic opportunities**

Are there any other impacts that your business and/or this specific supply will provide to the local/regional economy?

**Terumo: Many of Terumo Australia's submitted products are unique within their portfolio, which requires appropriate training, and knowledge, to use safely. We are committed towards ensuring that Health Services have the skills and experience necessary to utilise our products. Through authorised 'Train-the-Trainer' sessions, we can engage local staff at Health Services to become self-sufficient. These skills in turn can be utilised in other health Services.**

**Terumo Australia supports the medical device industry through sponsorship at key conferences throughout Australia; including any held in Tasmania.**

**Although there are no current plans for local staff to be employed, we are open to the possibility should the demand for services and products become large enough.**

**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)**

*Rebecca Cortiula - Managing Director*  
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(Name and position – print)

*[Handwritten Signature]*  
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(Signature)

*25 / 1 / 17*  
.....  
(Date)