

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 and Human Services

Supplier details

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

Name of supplier	Zimmer Biomet Pty Ltd
Contact details for supplier	Faye Lombard faye.lombard@zimmerbiomet.com +61 8 9285 5810

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?

Zimmer Biomet employs 4 team members who are based in Tasmania. These team members are located to support the hospital locations within the state, including a Sales Associate and a Clinical Support Specialist in the Hobart area and a Sales Associate and a Clinical Support Specialist in the Launceston and North West areas. New local members may be required as a result from Zimmer Biomet being successful in this tender.

Zimmer Biomet provides high levels of surgical instrumentation and implant consignment stock in Tasmania to enable hospitals to have stock readily available. Infrequently used product or special requests are delivered in a loan set arrangement from the Victorian or Sydney warehouses.

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)
Freight costs				
Local expenses – printing, training facility's				

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?

Zimmer Biomet has 4 staff members located in Tasmania to service the customers. Currently this is complemented by technical and management resource from interstate. This would be expected to increase if Zimmer Biomet is successful in this tender.

Should Zimmer Biomet be successful in this tender and additional business be gained, additional staff members may be required in Tasmania and additional support from interstate office may be required.

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.

Zimmer Biomet has existing relationships and contracts for the services required to deliver this contract. The demand for these services is likely to increase should Zimmer Biomet be successful with this tender.

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).

Zimmer Biomet values the contribution of local SME's and will not disadvantage them when competing for business in the delivery of this contract. Zimmer Biomet does not group together or bundle its procurement to unfairly disadvantage SME's.

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.

There is a significant level of training and development required to deliver and service orthopaedic prostheses. This includes initial and ongoing technical training of staff members in order to support the hospital staff during surgical cases, when on-call technical support is required and when new products or technologies are introduced. This also includes organising and delivering in-services to surgeons, nurses and other hospital staff to ensure the safe and effective use of product.

This provides positive impact to the local region by way of training and development.

Zimmer Biomet is a leader in providing medical education to health care professionals. This takes many forms and may be cadaveric labs, workshops, live surgery observations, didactic presentations, web cast live surgery and large scale symposia. These events are both offered to local Tasmanian health care professionals and are also held within the state.

Zimmer Biomet is a major sponsor and supporter of industry conferences and activities including but not limited to the Australian Orthopaedic Association (AOA) Annual Scientific Meeting and Branch Meetings, Spine Society of Australia, Hand and Wrist Society, Arthroplasty Society, Australian Joint Replacement Register. We also fund several AOA Accredited fellowships within Australia.

Zimmer Biomet is investing in partnership programs, where it works with hospitals and health services to realise improvements in clinical outcomes, patient engagement and supply chain efficiencies.

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)

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(Name and position – print)

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(Signature)

...../...../.....
(Date)

