

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.

This template was specifically developed for procurement. Where a Tasmanian Industry Participation Plan is required for a private sector project, the template should be adapted to suit the specific circumstances of the project.

Procurement details

Procurement Reference No.	DHHS – 5728A
Procurement title	Pharmaceutical Compounding
Name of Responsible Agency/Entity	Department of Health and Human Services

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

Supplier details

Name of supplier	Baxter Healthcare Pty Ltd
Contact details for supplier	Melinda Elliott Tender Coordinator – ANZ 1 Baxter Drive Old Toongabbie NSW 2146 Phone: 02 8845 1567 Email: anz_contracts@baxter.com

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?

Baxter is proud supporter of Australian manufacturing, with 400 employees at our Toongabbie facility, the only manufacturing centre for IV fluids in Australia.

Baxter works closely with the following Tasmanian SME to ensure exceptional service:

- Stateline Freight - a wholly owned and operated Tasmanian transport company established in July 1993. Employing 38 Tasmanians they have three warehouses across Tasmania; one in Derwent Park at Stateline's head office, a second at Rokeby, and a third near Launceston airport. Stateline warehouse and deliver Baxter products to hospitals and home patients (including a Ward Delivery Service for Royal Hobart and Launceston Hospitals and unpacking of products in to patients' homes).

Please see attached 'Stateline Freight Testimonial 2017'



- Capital Chemist – the Capital Chemist group and Baxter have worked in partnership to supply Tasmania's PBS eligible chemotherapy requirements since 2006. In that time, we have developed a detailed understanding of each other's businesses, working collaboratively to ensure clinicians and patients have timely access to compounded products of the highest quality. In 2016, Baxter supplied 17,000 units to four hospitals and clinics via Tasmanian Capital Chemist pharmacies.

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)
Air Freight Logistics Services	\$600k p.a.	Stateline Freight	Derwent Park, Rokeby & Launceston	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?

Baxter will continue to partner with local Tasmanian SMEs to deliver the highest level of service support. As the business grows we will continue to invest in these relationships to find other opportunities to support the local economy. Baxter's local transport partner, Stateline, assists Baxter with the collection of recyclable PVC. Baxter's Ward Delivery Service at Royal Hobart Hospital and Launceston General Hospital has delivered efficiencies for the hospitals while supporting further local employment. Additional Ward Delivery services have been offered to Mersey Community and North West Regional Hospitals, which, if taken up, will deliver further local employment opportunities to regional Tasmania.

The Capital Chemist group and Baxter have worked in partnership to supply Tasmania's PBS eligible chemotherapy requirements since 2006. In that time, we have developed a detailed understanding of each other's businesses, working collaboratively to ensure clinicians and patients have timely access to compounded products of the highest quality. In 2016, Baxter supplied 17,000 units to four hospitals and clinics via Tasmanian Capital Chemist pharmacies.

Baxter provided input on design and materials used to construct the facility built by Capital Chemist in Launceston, and have provided an Aseptic Compounding technical support program support program for Capital Chemist and DHHS staff.

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.

As demonstrated above, Baxter has extensive partnerships with Tasmanian SMEs in delivery of the many of the current contracts we have with the DHHS.

Baxter is committed to maximising the use of local SME suppliers and has implemented a dedicated SME Engagement Policy (see attached ANZ PSM SME Engagement Statement) when dealing with third party suppliers. The policy will ensure that Baxter is regularly reviewing its expenditure for ongoing opportunities to include local and diverse Tasmanian SME's.



ANZ PSM SME
Engagement Statement

Baxter's procurement team has established a sound and fair process to source products and services from local suppliers. The process assesses the following attributes in suppliers:

- Financial stability
- Quality Assurance
- Australian origins and contents
- Human Resources and management skills
- Current workload
- Environmental sustainability

In all cases the objectives of the TIPP are applied, in particular:

- Securing value for money
- Enhancing capabilities of Australian business and industries
- Protecting the environment
- Promoting open and effective competition

Baxter has been partnering with local suppliers for over 30 years as a result of its local manufacturing plant. Baxter will ensure that products and services offered over the life of the contract provide best outcomes based on value for money. As the volume of business activity expands in Tasmania, there will be increasing scope to increase innovation in the supply chain providing benefits to local SME's and the wider economy. A recent example is the PVC in hospitals recycling innovation offering environmental gains together with further work to a local transport organisation.

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).

Baxter has adopted a fully transparent procurement plan, which includes procedures and policies that encourage local industry participation and local suppliers.

Baxter is proud of its involvement and commitment to local industry participation and considers this to be an advantage over competing importers of similar products

Through global presence and exposure Baxter continuously assesses its performance across products and processes to ensure that best practises are adopted locally. These practices and knowledge are shared on a regular basis with Baxter's customers and industry professionals.

In order to justify its local investments and compete with cheaper importers, Baxter has had to establish sound processes to conduct analyses related to the sourcing of raw material and

components. These analyses address local versus imported content, taking into consideration quality and value for money that is expected by our customers.

In addition Baxter has an established and experienced Medical and Regulatory affairs department which, in conjunction with the Therapeutic Goods Administrator (TGA) assess newly available local product. Preference will be given to the local supply of product under the contract where such product is comparable to overseas sourced product in quality and commercial terms.

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.

The importance of supporting the Australian economy is a key driver for Baxter Healthcare. We are currently the only manufacturer of IV and Irrigating Fluids in Australia and continue to invest to improve efficacy, reduce the environmental impact and expand production.

The recently established hospital and patient PVC recycling program delivers an important positive environmental impact by removing up to 15 tonnes of waste from land fill and directing it to local manufacturing industries – supporting local employment across the manufacturing and logistics industry in Tasmania.

As support for the development of DHHS Healthcare professionals, they will have access to Baxter's comprehensive range of clinical programmes, educational tools and events through the continuation of our partnership.

Since 2012, Baxter has provided technical support to DHHS and Capital Chemist staff via workshops on aseptic technique. This two-day program is tailored to the attendees, and includes theoretical and practical sessions in DHHS facilities.

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)

Karley Forster – Business Manager

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(Name and position – print)


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(Signature)

04/04/2017