

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	Slade Health Pty Ltd
Contact details for supplier	14 Palmer Court, Mt. Waverley, VIC 3149 Phone: (03) 9565 4400 Fax: (03) 9565 4488

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?

- Slade Health is an Australian Pharmacist owned company with over 50 years' experience in hospital pharmacy. Slade Health has four TGA licenced facilities across Australia and prepares over prepares over 500,000 infusions per year, supplying these to a number of major hospitals, day facilities, regional and metropolitan around Australia on a daily basis. Slade Health employs more than 600 pharmacists and technicians together with support staff skilled in procurement, administration, financial management, information technology and logistics. Slade Health will be offering specialised educational support to DHHS staff over the period of the 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.

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)
Specialised Freight Services	~\$67,600 per annum	Tasfast Airfreight	2 Third Street, Moorabbin Airport, VIC 3194	No
Specialised Freight Services	~\$118,560 per annum	TOLL	TOLL Tasmania Head Office, 90 Webb Dock Drive, Port Melbourne VIC 3207	No

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?

- Yes. Slade Health will utilise specialised freight services of Tasfast / TOLL, who will employ/sub-contract local semi-skilled staff to handle freight and logistics on behalf of Slade Health.
- In addition, Slade Health will work closely with Capital Chemist Tasmania to ensure that there is support on the island in case of material supply issues.

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.

- Slade Health acknowledges the need to have pharmacy staff trained in the compounding of sterile chemotherapy product when it's not possible to compound and deliver interstate due to product expiry. It is also worthwhile for hospital pharmacy staff to experience the process and procedures of what occurs in a compounding facility and to expand their knowledge in sterile manufacturing. Slade Health would like to offer the opportunity for three pharmacy staff members from the DHHS to attend training at a Slade facility. A total of 9 weeks training over the course of the contract will be provided.
- Slade Health's logistic partners will engage directly with local employers / employees for all subcontracting roles in Tasmania.
- Slade staff travelling to Tasmania will assist in ensuring that Capital Chemist staff have the necessary skills to undertake any compounding requirements if needed. This may be extended to offer a joint training session with DHHS Tasmania staff.
- Capital staff will also visit Slade facilities and have regular contact with the Slade management teams with liaison on technical matters such as stability changes, device usage and many other matters.

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).

- Slade Health will utilise specialised freight providers to ensure product is delivered to Tasmania, our logistics providers utilise local sub-contracts to engage in employment throughout the state.

Broader economic opportunities

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

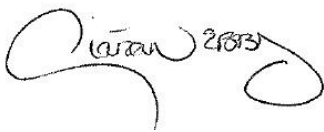
Examples: Your supply may lead to: new skills being developed locally; trainees/apprentices being appointed; cross transfer skills to a local SME partner/sub-contractor; your company (if you are not a local SME) setting up an office/employing local staff; scale for you to take your products/services interstate/overseas; local community sponsorship etc.

- Slade Health will engage with local logistic staff in Hobart and Launceston on successful award of contract. The awarding of the contract will ensure ongoing work for all sub-contracted suppliers and logistical partners for the duration of the contract.
- In addition, cross transfer skills will be provided to Capital staff on a regular basis. Capital Chemist Tasmania are held in high regard for local community sponsorship and have in the past and will be in the future be supported by Slade Health.
- On award of contract, Slade would consider a formalised document outlining upskilling of DHHS staff training for the duration of contract.
- Slade Health staff will be required to travel to Tasmania for the duration of the contract, this will involve generating revenue for small locals businesses through accommodation, car hire, meals, entertainment and the use of venues for training / in-services 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)

Ciaran Ebbs – Tasmanian Key Account Manager Slade Health
(Name and position – print)



(Signature)

04/04/2017
(Date)