

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.	
Procurement title	
Name of Responsible Agency/Entity	

Supplier details

Name of supplier	Biotronik Australia Pty Ltd
-------------------------	-----------------------------

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

Contact details for supplier	Level 4, Building 2, 20 Bridge Street, Pymble, 2073 NSW 02) 9497 3700
-------------------------------------	---

Local SME industry impact

What is the direct local impact of your business?

Biotronik currently employs one staff member in Tasmania (TAS) providing clinical support for this product group. In the case of a contract award leading to significantly higher business levels than before, Biotronik would continually review the support level required and potentially employ additional staff for clinical support of these products if needed. This staff member would preferentially be recruited in TAS. However, as the clinical procedures require highly skilled experts with very specific background and experience, it may be possible that a proportion of the new employment positions are to be filled with candidates outside TAS, but within Australia, and relocated to TAS..

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 Forwarding Service	\$5,300	Startrack Express	Bridgewater TAS 7000	-
Postal Services	\$600	Australia Post	9 Elizabeth St, Hobart TAS 7000	-
Travel	\$23,000	TOLL Priority	Various	-
Accommodation	\$5,200	Various	Various	-

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?

To the best of our knowledge, all component manufacturers are specialised companies manufacturing specifically for these companies and are mostly also situated in the US or Europe. Nonetheless, Biotronik would be happy to consult with Health Industries-TAS on identifying local companies that are capable of supplying any of the highly specialised product components.

Other than manufacturing, all other services are already provided within TAS / Australia or sourced from other Australian / TAS suppliers (distribution, marketing, clinical support, training, education, research).

Regular monthly visits from other support and management staff from Head Office (Sydney) and management staff with overnight stays supporting local hotels, restaurant, transport industry, hire cars, etc. Ongoing education activities for clinical staff includes catering, function room hire, multimedia equipment hire etc.

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.

Biotronik is constantly analysing their current third party contractors and will continue to do so if successful on this tender. Biotronik will happily liaise with new or existing freight forwarding operators to ensure that local contractors are not disadvantaged and utilised effectively.

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).

As stated in response to above question.

Broader economic opportunities

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

If successful with this submission, Tasmanian public hospitals and cardiac patients will benefit from gaining access to leading edge, clinically-proven medical device technologies uniquely manufactured and supported by Biotronik. This will directly impact health, well-being, quality of life and long term health of Tasmanian residents who need to undergo cardiac procedures.

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)

Sandra Rolley
Company Secretary



.....
(Signature)

27/06/2017