

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-5735S
Procurement title	Supply of Cardiac Implantable Electronic Devices and Associated Accessories
Name of Responsible Agency/Entity	Tasmanian Health Service

Supplier details

Name of supplier	Boston Scientific Pty Ltd
Contact details for supplier	PO Box 332 Botany NSW 1455 Contact #: 1800 676 133 AustraliaCustomerService@bsci.com

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

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?

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	\$25,000.00	Toll Express	Hobart Airport	No
Education, Training & Support	\$60,000.00	Varied. (see 'Broader economic opportunities', below)	Varied. (see 'Broader economic opportunities', below)	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?

No. Boston Scientific manufactures much of our product being included in our tender application through international sites. The majority of our Cardiac Rhythm Management devices are manufactured in Ireland Due to the very complex nature of these products, the Quality Requirements and the controlled environments under which the manufacture occurs, Boston Scientific restricts the manufacture of these tendered products to very

specific locations/plants. All products are manufactured outside Australia and supplied directly by Boston Scientific ANZ.

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.

Boston Scientific's Australian Head office is based out of Sydney. As such, our Customer Service Help Desk, Warehousing, Human Resources and Finance are all based out of our Sydney Office. These functions are likely to continue to be based out of our Sydney Office. Boston Scientific works closely with the various hospital procurement teams and help generate jobs, including jobs for transport companies through the thousands of devices we ship in and out of hospitals on a yearly basis.

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).

Boston Scientific has a strong commitment to patient safety, better patient outcome and continuous professional education of healthcare professionals. Boston Scientific invests heavily in Nurse, Clinician and other Allied Health Professionals education helping to train and upskill employees under the Tasmanian Government Banner. This training and education is provided through multiple education and training events throughout the year, by a team of highly skilled account management professionals and dedicated educators in a manner that is often considered as a benchmark in the medical industry. Further, we have provided funding in the way of Education Grants to help facilitate training within Tasmania. Continuous professional education and skill enhancement of Tasmanian Government employees ensures that latest procedures and cutting edge technologies become available to the local Tasmanian population. This in turn, minimises the need (and cost) of transferring patients to other geographies for more complex procedures and/or the need to have more skilled professionals provide a 'locum service' at additional cost to the Health Service.

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 investment Boston Scientific makes in Tasmania also extends to supporting clinical cases in a 'hands on' training fashion, providing loan equipment when needed and

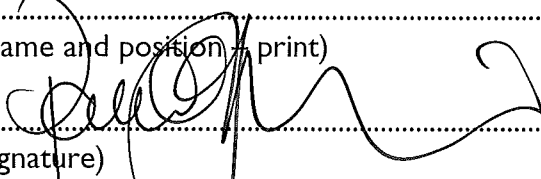
consignment inventory which negates the need for the service to invest in high value inventory up front. Boston Scientific account management personnel work in collaboration with local health service staff to carefully manage this inventory. Boston Scientific has previously allocated more than AUD\$60,000 per year to provide the training, development, technical and clinical support and education in Tasmania. These funds are allocated to cover costs which include, but are not limited to, training materials, seminar costs, demonstration products, meals, accommodation, car hire, petrol, parking at hospitals and surrounding areas, taxis, internal flights. Importantly, this investment is ongoing and future investments will be no less significant

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)

PAULA WILLIAMS – Head of Commercial & Corporate Accounts

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(Name and position - print)


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(Signature)

28/6/17
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(Date)