

## 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 SME<sup>1</sup> 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**

<b>Procurement Reference No.</b>	DHHS5735S
<b>Procurement title</b>	supply of Cardiac implantable electronic devices and associated accessories
<b>Name of Responsible Agency/Entity</b>	The Service

#### **Supplier details**

<b>Name of supplier</b>	St. Jude Medical Australia Pty Ltd
<b>Contact details for supplier</b>	Swati Padmanabhan 02 9936 1212

#### **Local SME industry impact**

<sup>1</sup> Local SME are Australian and New Zealand businesses employing less than 200 people.

**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?*

St Jude Medical is a global enterprise with ANZ headquarters based in Sydney, NSW. St Jude Medical currently employs 200+ employees across its ANZ business with local offices in Victoria, NSW, SA, WA and Queensland. Additionally St Jude Medical employs 1 full time staff member in Tasmania who is responsible for the sale and technical support of the implantable Cardiac Rhythm Management and Electrophysiology devices.

SJMA doesn't anticipate any new SME jobs will be created by the proposed contract but our fulfilment of the supply will allow St Jude Medical to retain the Tasmanian based role currently in place.

**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)
<p>St. Jude Medical does not have subcontracts specifically related to this tender, however, local Tasmanian Businesses will be utilised to meet for the below when SJMA employees travel to Tasmania (approx. twice a month):</p> <ul style="list-style-type: none"> <li>• Accommodation</li> <li>• Restaurants</li> <li>• Transport</li> </ul>				

**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 need to use other local SME companies or sub-contractors.

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.

N/A

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).

We do not anticipate that we will be directly competing with any local Tasmanian based SME's for the provision of goods or services related to this contract.

Competing enterprises are all International suppliers of similar size and scope to St Jude Medical.

**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.*

Due to the focus on education in order to build the clinical and surgical expertise of the Cardiology teams at Royal Hobart and Launceston General Hospital's, staff from these centres have been consulted as clinical experts for a number of proctoring and educational opportunities.

This includes a focus on Heart Failure and CRT implantation course run in Melbourne at The Austin and Alfred Hospital's, technical education days held in Melbourne for Cardiac Physiologists, support of expert physicians attending The Royal Hobart Hospital and proctoring the staff in relation to CRT implants amongst many other local and overseas training opportunities offered to local healthcare professionals.

Additionally, St Jude Medical's investment in a full time Tasmanian staff member ensures that regular education and technical training for Hospital staff such as nurses, physiologists, physicians in training and consultant physicians will be performed on a regular basis, ensuring the skillset and expertise of local Tasmanian employees is of the highest standard.

This supply will also be imperative in helping support the local full time staff member St. Jude Medical have employed in 2016 in Tasmania and who is based in Hobart, to support the technical and education needs of the public Hospitals.

**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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Michael Goldberg

(Name and position – print)

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(Signature)

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28.../...06.../...2017

(Date)