

Tasmanian Industry Participation Plan Executive Summary (template)

Procurement details

Procurement Reference No.	DOH-5879
Procurement title	Assisted Ventilation Equipment and Associated Services
Name of Responsible Agency/Entity	Tasmanian Health Service

Supplier details

Name of supplier	ResMed Asia Pacific Ltd
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Executive summary

ResMed

We are a global leader in the development, manufacturing, distribution and marketing of medical devices and cloud-based software solutions that diagnose, treat and manage respiratory disorders including sleep disordered breathing, or SDB, chronic obstructive pulmonary disease, or COPD, neuromuscular disease and other chronic diseases.

SDB includes obstructive sleep apnoea, or OSA, and other respiratory disorders that occur during sleep. Our products and solutions are designed to improve patient quality of life, reduce the impact of chronic disease and lower healthcare costs as global healthcare systems continue to drive a shift in care from hospitals to the home and lower cost settings. Our cloud-based software digital health applications, along with our devices are designed to provide connected care to improve patient outcomes and efficiencies for our customers.

ResMed was founded in Australia and celebrated 30 Years in business this year.

Health Dynamics Tasmania

We are a 100% family owned and operated Tasmanian company experienced in the sales and service of sleep apnoea, respiratory care and oxygen products. We have supported the Tasmanian and tourist community for over a decade, operating across three regions of Tasmania, with additional mobile support and 24 hour service.

Direct Local Impact of ResMed Asia Pacific Ltd in Tasmania

ResMed Asia Pacific Ltd will be partnering with Health Dynamics Tasmania in the provision of the goods and services. Health Dynamics Tasmania is an independently owned and operated Tasmanian business providing statewide coverage through three locations (Hobart,

Launceston and Devonport). Health Dynamics Tasmania has been operating for 12 years in Tasmania, with a change of ownership in 2015. It currently employs nine Tasmanian staff members (50/50 gender balance) across Tasmania, with the expectation of employing four more full time and one part time staff members if successful in this tender process.

In Direct Local Impact of ResMed Asia Pacific Ltd in Tasmania

In order to maintain this tender, ResMed’s Business Managers, Clinical Trainers and Field Technicians will be regularly travelling to Tasmania to achieve these requirements. As such the following will be utilised:

- Local accommodation
- Cafés/restaurants
- Transport

Also have staff that are keen hikers and mountain bikers who like to stay on for weekends to explore Tasmania in their own time and often having family or friends join them, further supporting the Tasmanian economy.

Goods and Services to be utilised in the contract

Identified Goods and Services	Total Estimated Value	Name of Supplier anticipated to be used	Local of Supplier
Staff Education	\$10,000	NDA	Hobart and Launceston
IT Software and Support	\$36,000	Techquity	Statewide
Advertising	\$15,000	7HOFM	Statewide
ID Clothing	\$5,000	ID Clothing	Statewide
Stickers and Signage	\$15,000	Signtas	Hobart and Launceston
Goods Delivery	\$10,000	TasFast Airfreight	Hobart

Broader Economic Opportunities

Health Dynamics Tasmania have employed local school leavers via business traineeships so support their entry into the workforce.

Health Dynamics Tasmania are major sponsors of the OHA Football Club, Pirates Touch Football Club and Bears Touch Football Club all who promote an active lifestyle.

Health Dynamics Tasmania support local charities such as local suicide prevention charity SPEAK UP! Stay ChatTY.

ResMed supports Aboriginal/Torres Strait Islander communities and Health Dynamics
Tasmania is proud to be the preferred supplier for Tasmanian Aboriginal Centre.