

Tasmanian Industry Participation Plan

DoH-5883 – Pharmaceutical Products

The Tasmanian Government is committed to maximising opportunities for local suppliers to compete for and win Government procurements. Suppliers/proponents are requested to prepare a Tasmanian Industry Participation Plan (TIPP):

- 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 (and including) \$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.

Guidance information (can be deleted):

- *Information provided in the Economic and Social Benefits Statement can be used as a basis for a TIPP.*
- *Where determined appropriate by the procuring entity, the supplier's obligations under a TIPP are to be captured in the contract and monitored as part of the contract performance.*
- *This template was specifically developed for procurement. Where a TIPP is required for a private sector project, the template should be adapted to suit the specific circumstances of the project.*

Procurement details

Procurement ID	DoH-5883
Procurement title	Pharmaceutical Products
Name of Responsible Agency/Entity	Department of Health

Supplier details

Name of supplier	Juno Pharmaceuticals
Contact details for supplier	

Are you a Tasmanian SME*? Do you employ Tasmanians?

Insert your answers here (refer Guidance information below).

Juno Pharmaceuticals is a privately owned Australian business with 30 employees Nationally and offices in Melbourne and Sydney. Our 5 Key Account Managers liaise directly with Health Services in each State and Territory. Juno's Key Account Manager servicing Tasmania is based in Melbourne. Juno Pharmaceuticals distributes our products via the three key hospitals wholesalers – CHS, CH2 and Symbion. Symbion and CH2 have warehouses in Tasmania and the volume of Juno products utilised across Tasmanian Hospitals directly increases workload at the wholesalers thus directly contributing to local Tasmanian jobs.

Guidance information (can be deleted): Below are some examples you may consider including in response to this question:

- *Are you a Tasmanian SME?*
- *How many Tasmanian jobs will be supported by this procurement activity?*
- *How many people do you employ in Tasmania?*
- *Provide an estimate of the number of labour hours worked by Tasmanian-based employees versus other employees.*
- *Would any new Tasmanian jobs be created by the proposed contract - how many?*
- *If you are not a Tasmanian SME, will you be setting up a local Tasmanian office and employing local staff?*

Where are the goods or services to be used in the contract sourced from?

Insert your answers here (refer Guidance information below).

Juno is a supplier of hospital medicines. Over 80% of Juno Pharmaceutical medicines are sourced from Europe. A smaller amount is sourced from South East Asia. Workload associated with warehousing, distribution, freight and regulatory processing is all sourced from Australia.

Guidance information (can be deleted): Below are some examples you may consider including in response to this question:

- Does your business provide all the goods and services identified in your submission?
- If not, will the goods or services identified in your submission be provided by or sourced from Tasmanian SMEs? If possible, provide a list.
- Provide an estimate of the value of locally sourced goods and services versus imported.
- Outline how your submission will incorporate local products, services and capabilities.

Opportunity for Tasmanian SME* involvement

Insert your answers here (refer Guidance information below).

All of Juno's medicines are manufactured overseas. Where possible, Juno will preference supply chain options that utilise Tasmanian SMEs. Juno will ensure that Tasmanian SME's are not disadvantaged when we consider options for supply chain by working with TAS Health to ensure product supply is prioritised via any applicable SME.

Guidance information (can be deleted): Below are some examples you may consider including in response to this question:

- Will you source components of your offer from other Tasmanian SMEs or sub-contractors? If possible, provide details.
- How will you identify and engage with sub-contractors or other Tasmanian SMEs to deliver the contract? Will you use existing supply chains or advertise sub-contracting or supply opportunities? Will you liaise with local industry groups?
- How will you ensure that Tasmanian SMEs are not disadvantaged when competing with other suppliers to provide goods or services to be used as part of this contract?
- Are there opportunities to transfer skills to a Tasmanian SME or sub-contractor?

Broader social and economic opportunities

Insert your answers here (refer Guidance information below).

Juno's products will provide cost savings to Tasmanian Hospitals and patients. The lower costs may assist in expanding access of medicines to Tasmanian Patients. Juno has a robust supply chain which ensures sustainable and uninterrupted supply to patients.

Guidance information (can be deleted): Below are some examples you may consider including in response to this question:

- Are there any other benefits that your organisation or this specific contract will provide to the Tasmanian economy?
- Will this contract lead to new skills or expertise being developed within Tasmania?
- Will trainees or apprentices be appointed? If yes, how many and in which profession?
- Does your organisation provide opportunities for pathways to employment for disadvantaged Tasmanians?
- Do you support the Tasmanian community, for example through formal support, sponsorship, volunteering or in-kind support?

Local innovative solutions

Insert your answers here (refer Guidance information below).

Juno supplies generic and biosimilar hospital medicines with the aim of providing significant cost savings to hospitals and patients. Juno is committed to working with Tasmanian Hospitals and Healthcare professionals to optimise cost savings and efficiencies.

Guidance information (can be deleted): Below are some examples you may consider including in response to this question:

- Does your submission involve adding value to imported goods or services through local development or innovation?
- Is your organisation developing strategies to provide goods or services to the Tasmanian economy that have historically been imported from interstate or overseas?
- Does your organisation offer any innovative solutions that might benefit the broader Tasmanian community and economy? Provide details.

Completed and endorsed

Anita Butko – Commercial Director

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(Name and position – print)

Juno Pharmaceuticals

.....
(Supplier name)



.....
(Signature)

24 / 03 /2021

(Date)

*A Tasmanian SME is a Tasmanian business employing less than 200 people