

Tasmanian Industry Participation Plan (template/guide)

Procurement Details

Procurement Reference No.	DHHS-5789A
Procurement title	Supply of Medical and Industrial Gases
Name of Responsible Agency/Entity	Department of Health and Human Services

Supplier Details

Name of Supplier	BOC Limited
Contact details for Supplier	Rod Greatbatch - Area Sales Manager – Healthcare Email: Rod.greatbatch@boc.com M: 0401990373 Ph: 0362372257

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?

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)

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?

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 i.e. use of existing supply chains, advertising of sub-contracting or supply opportunities, liaison with industry groups, etc.

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 (i.e. unpacking of procurements into smaller components so that local SMEs can compete more effectively etc).

Broader economic opportunities

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

BOC is currently the incumbent supplier for this tender and already sources goods & service from local suppliers to meet the requirements of the tender. BOC currently employ over 30 FTE's in Tasmania as part of servicing this tender. There are additional contractors who perform work for BOC to meet the requirements of this tender, e.g. Transport, maintenance & trades people etc.

Whilst BOC would not be considered as an SME, our organisation does have a significant and positive impact on the local industry / economy, from direct local employment opportunities within our Production facilities (14 FT employees) & Sales, Marketing and Retail (20 FT employees) through to additional SME contracts (Gas Agents) of which the large majority are locally owned family businesses. A full list of Gas Agents has been provided within Schedule H

Completed and endorsed (Supplier)

Rod Greatbatch – Area Sales Manager -

Healthcare (Name and position–print)

(Signature)

18/07/2018
(Date)