

# Tasmanian Industry Participation Plan

## DOH-5982 – Supply of Prostheses

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.

### Procurement details

<b>Procurement ID</b>	DOH-5982
<b>Procurement title</b>	Supply of Prostheses
<b>Name of Responsible Agency/Entity</b>	Tasmanian Health Service

### Supplier details

<b>Name of supplier</b>	AKVA Surgical Pty Ltd
<b>Contact details for supplier</b>	Suite 26, 574 Plummer Street Port Melbourne Vic 3207  Telephone: (03) 9646 9292 Email: ivo@akvasurgical.com  Attention:

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

AKVA Surgical is not a Tasmanian SME. We are a national privately owned Australian company with head office in Melbourne, Victoria and a state office in Sydney, NSW. We supply products and provide services to customers Australia wide. We have been supplying products and providing services to Tasmanian hospitals over the last 10 years. Some of the hospitals include Royal Hobart Hospital, Launceston Hospital and North West Private Hospital. We utilise Tasmanian contractors, such as courier companies, to deliver products and services in Tasmania. We are very keen to grow our business in Tasmania and eventually establish a Tasmanian office and employ local staff.

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

AKVA Surgical is a privately owned Australian company, employing Australians. Our products are sourced from overseas and we are the exclusive distributor of these goods in Australia. We will utilise local Tasmanian contractors to assist in delivery of the services for this contract, such as local Tasmanian couriers, accommodation providers, catering services and taxi services. We are very keen to grow our business in Tasmania and be able to establish an office, including local Tasmanian employees.

### **Opportunity for Tasmanian SME\* involvement**

We will use our existing supply chains to deliver the services for this contract. However, as opportunities grow, we would be keen to explore and engage additional local Tasmanian contractors.


### **Broader social and economic opportunities**

AKVA Surgical is very keen to grow its business in Tasmania to justify the establishment of a local Tasmanian office, including employing local staff. AKVA Surgical has a track record of extensive training programmes for hospital staff resulting in opportunities for employment enhancement. Furthermore, we regularly sponsor hospital staff to attend various training sessions relating to new products and launches. We utilise local Tasmanian contractors to deliver our services for Tasmanian hospitals, such as courier, taxi services, catering companies and accommodation providers.

### **Local innovative solutions**

AKVA Surgical is a privately owned Australian SME. We pride ourselves in maximising local input, however we are an exclusive distributor house for products sourced from overseas. This is the case with most orthopaedic products companies in Australia since orthopaedic products are predominantly produced overseas. However, we strive to maximise local input by employing Australian staff and utilising local partners as much as

possible. We are continually growing and this contract with Tasmanian hospitals would enable us to grow more and consequently explore further opportunities to add value to products locally.

<b>Completed and endorsed</b>	NO VROZINA DIRECTOR ..... (Name and position – print)
	AKVA SURGICAL PTY LTD ..... (Supplier name)
	 .....
	21/10/2022 ..... (Date)

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