

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

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

Supplier details

Name of supplier	Bard Australia Pty Ltd.
Contact details for supplier	<p>Level 5, 66 Waterloo Road Macquarie Park NSW 2113</p> <p>Telephone: (02) 8875 7000 Email: au.contracts@bd.com</p> <p>Attention: Jenny Morris</p>

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

Bard Australia Pty. Ltd. is a global manufacturer and distributor of medical devices and was acquired by Becton, Dickinson and Company (BD) in December 2017.

Although we do not have a physical office presence in Tasmania, Bard/BD employs 54 associates in Victoria who are responsible for different areas of the business – like sales, Account Management, Training & Education and Engineering support, and service the Tasmania region as well. These, and other associates (from across Australia and New Zealand), travel to Tasmania on a regular basis, visiting customers and providing training and support. This arrangement has had a direct impact on Bard/BD's ability to service Tasmanian Public hospitals and benefits the Tasmanian economy through increased frequency of visits, longer stays and greater need for accommodation and more consumption in the major centres.

Bard/BD supports local suppliers in the following areas:

- Couriers/Transport - BD uses diverse range of suppliers/subcontractors/vendors to ship directly into Tasmanian Health Services;
- Hotels, Restaurants, Rental Cars/Taxi - Use of hotels, rental cars, taxis, restaurants, cafes etc. for when our employees visit Tasmanian Health Services for training purposes and other regular customer contact visits which approximately amounts to a total spend of \$20K per annum;
- Stationary, Printing Services - Utilise local printing/laminating services and office supplies for Educational material;
- Meeting Facilities - Utilise meeting rooms/training venues for provision of ongoing technical and clinical education.

Bard/BD does also utilise local distributors like CH2, that support our operations in the Tasmanian region. In partnership with Bard/BD, local distributors are focused on providing high quality service and customer satisfaction. For the scope of this tender however, Bard/BD will be contracting in its own right and is not nominating any distribution partners for this agreement.

We do cater to our customers in Tasmania through direct distribution model and leveraging from this experience of dealing directly with the customers has provided greater service as well.

In 2021, Bard Australia sent 146 direct shipments of products to Tasmanian public health accounts.

We have had a long-term business partnership with Tasmania Health for several years and our relationship has been built on a platform of strong communication, efficient delivery and service with regular onsite support.

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

All products submitted as part of this tender are manufactured outside Australia. As Bard/BD is the incumbent on this contract, being awarded would continue increase the freight usage to support the contract.

Bard/BD also engages a diverse range of suppliers/subcontractors/vendors to support with the provision of our goods and services. A number of suppliers/subcontractors/vendors help sell Bard/BD products and/or interact /transact with HealthCare Professionals, Healthcare Organisations, and/or Government Officials on behalf of Bard/BD and are enterprises with fewer than 200 employees and/or family businesses across ANZ. We have and continue to have an ongoing business relationship with them. These SME suppliers provide a range of services including, but not limited to, selling and distributing products, providing Bio-Medical services support, preventative maintenance and corrective maintenance and installations of Bard/BD products.

Opportunity for Tasmanian SME* involvement

As the incumbent supplier, if awarded on this tender, the work associated with the implementation of this contract will be carried largely by Bard/BD Sales and Clinical staff. Bard/BD prides itself on delivering an education and support service that is beyond expectation. This frequently results in us engaging local SMEs or subcontractors in a direct manner. For example, Bard/BD often employs local healthcare professionals and educators (where appropriate and in line with state/national regulations around engaging healthcare professionals) to supplement the education and support provided by direct Bard/BD employees. This approach ensures that local capability is developed, clinicians are support and implementations are streamlined and more effective. Healthcare providers are engaged based on clinical capability, belief in the value of the change being implemented and support from direct managers and the healthcare network.

As stated above, Bard/BD engages with a diverse range of suppliers/subcontractors/vendors to support with the provision of our goods and services; and they often subcontract local delivery and courier work. We also engage with local suppliers for Hotels, Restaurants, Rental Cars/Taxi, Stationary, Printing Services and Meeting Facilities.

Bard/BD will continue to invest in local distributors to support local industry and have service level agreements with our distributors to create value for money.

Broader social and economic opportunities

Bard/BD associates will continue to visit Tasmania customers to ensure that the highest quality of service and support is provided. These visits by Bard/BD associates continue to provide revenue to the local industry through the below:

- Accommodation in local hotels;
- Travel including car-hire and taxi services;

- Meals in restaurants and cafe's;
- Office equipment and printing requirements;
- Support for educational industry events.

It is unlikely that there will be any additional impacts or economic opportunities outside of what has been outlined in this Local SME Industry Impact Statement. However, Bard/BD is open to creating new opportunities in Tasmania as required.

Local innovative solutions

Being a multinational medical device company, Bard/BD focuses heavily on developing clinician capability in utilising emerging technologies and innovative solutions. Through comprehensive training programs we work with local clinicians to develop new skills in new and exciting procedures that improve patient outcomes and often improve patient flow through the hospital network. For example, we have developed system wide programs to help clinicians to assess their current approaches, identify areas for improvement and implement change that improves patient outcomes and utilisation of system resources.

We also offer training and education on the use of our products at local, national and international training events. We have clinical trainers and set up centres of excellence across the country to ensure that knowledge is shared, and expertise is created on the use of our products to improve the outcomes of all patients. These could be developed in Tasmania with the support and interest of local Clinicians.