

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	Bausch & Lomb (Australia) Pty Ltd
Contact details for supplier	Level 2, 12 Help Street Chatswood, NSW 2067 Telephone: 0412 394 138 Email: Claire.hooper-lewis@bausch.com Attention: Claire Hooper-Lewis

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

We are not a Tasmanian SME and at this stage we do not employ any Tasmanians.

Unfortunately, the current value of our Tasmanian business does not justify employing someone full time in Tasmania however through sustainable growth we would definitely look at this option to ensure that we are able to best support HCPs and patients.

In 2021 we did expand our clinical support & territory management team. We employed one new Clinical Support Specialist who is based in SA however covers TAS and has many years of experience working with Tasmanian HCPs. We also employed one new territory manager who has responsibility for Tasmania and a small part of VIC however based in Melbourne. Like the clinical support specialist the territory manager has healthy experience in managing Tasmanian hospitals & HCPs

Overall we would have at 3 employees directly supporting Tasmania, the 2 mentioned above along with a Technical Engineer who is also based in Melbourne. Indirectly there are also 3 managers that work closely with the 3 employees assigned to Tasmania who would also be available when needed.

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

All our products are manufactured in Europe and the United States.

All the products included in the submission would be supplied direct from our warehouse in Sydney

Our supply chain warehouse and distribution partner employs staff in Tasmania to deliver good & services on behalf of B+L Surgical

Opportunity for Tasmanian SME* involvement

We will use our existing supply chain partner to deliver goods and services to all Tasmanian customers. As per the above our warehouse and distribution partner employs staff in Tasmania which is positive for the local economy


Broader social and economic opportunities

As explained above we have continued to invest in people and resources which puts us in a much better position to service and support Tasmanian HCPs and hospitals. More importantly this investment will have a positive impact on patient outcomes and product accessibility. The other benefits we see of our expanded team for Tasmania is related to increased travel to the state which brings investment / spend (e.g. travel, accommodation, food etc.)

We also look for opportunities to sponsor industry events which allows us to showcase innovation and educate HCPs which brings benefit to patients in need. These sponsorships are also positive for local communities who provided services to the event organisers. For example we have committed internally to sponsor the Tasmanian RANZCO event later this year, waiting on event information and sponsorship opportunities

Local innovative solutions

From an innovation perspective B+L Surgical has a rich history of innovation and whilst the development of this innovation is not local to Tasmania we do not want your local community to be disadvantaged by not having access to our products and services especially if they best for the patient. As part of our submission we have included all our latest innovation so that Tasmanians have access like the rest of Australia.

Completed and endorsed	<p>Avinesh Prasad - Director (Name and position – print)</p> <p>Bausch & Lomb (Australia) Pty Ltd (Supplier name)</p> <p> (Signature)</p> <p>...../...../..... (Date)</p>
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*A Tasmanian SME is a Tasmanian business employing less than 200 people