

# 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>	Boston Scientific Pty Ltd
<b>Contact details for supplier</b>	Building 1, Level 6, Connect Corporate Centre 191 O’Riordan Street Mascot NSW 2020  Telephone: Email:           Joahnnarachelle.Rubang@bsci.com  Attention:       Joahna Rubang

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

Boston Scientific PTY LTD employs one Tasmanian employee and approximately 280 individuals with coverage across all states within Australia. Our Headquarters are located in Sydney. Boston Scientific does indirectly facilitate the employment of Tasmanian residents. For many years now, Boston Scientific has been a significant supplier of Medical Devices to Tasmanian Hospitals. To facilitate the use of these products, numerous Boston Scientific employees travel to Tasmania on a weekly basis. Boston Scientific facilitates Tasmanian employment through the money we spend in Tasmania, including, but not limited to the transport industry via couriers, taxis and Uber, warehousing jobs, the hospitality industry through hotel accommodation and restaurant dining and hospital employment through facilitating the treatment of patients. We would not be setting up a local Tasmanian office and though we would not create any direct Tasmanian-based employees, we estimate we currently facilitate approximately 20 hours+ work per week for Tasmanian residents.

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

Due to the very complex nature of Medical Device manufacturing, Boston Scientific sources all product from International Boston Scientific manufacturing facilities. The largest of these source facilities are located in the USA, Ireland and the Netherlands.

We do have number of services and physical items that compliment our medical device offerings which are sourced from local SME's. By way of examples – we use an Australian owned freight carrier for urgent timed delivery requirements, and also an Australian owned shipping / packaging design and manufacturing company.

Though our products are manufactured overseas, all other aspects of delivery and service are Australian based, estimating 80% the value of the provision of these products and services are Australian. Other local Tasmanian products, services and capabilities will include Catering for lunches and functions, accommodation requirements, couriers, airline / airport spend, taxis / UBER and hire cars.

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

Opportunities for Tasmanian SME involvement comes through the supply of our products and services include catering for lunches and functions, restaurant dining, accommodation requirements, couriers, airline / airport spend, taxis / UBER and hire car rental.

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

Being able to service customers and patients throughout Tasmania, as our Territory Managers are based interstate, Boston Scientific engage with local businesses through our normal course of business, including Travel (flights, taxi's, car rentals etc.), Lodging, Business expenses (dining etc) for our team members, and the like.

The investment Boston Scientific makes in Tasmania also extends to supporting clinical cases in a 'hands on' training fashion, providing loan equipment when needed and consignment inventory which negates the need for the service to invest in high value inventory up front. Boston Scientific account management personnel work in collaboration with local health service staff to carefully manage this inventory. Boston Scientific has previously and continues to support HCP's training, development, technical and clinical support and education in Tasmania. Importantly, this investment is ongoing and future investments will be no less significant.

### Local innovative solutions

Boston Scientific invests heavily in training and education of both Physicians and Nurses throughout the Tasmanian Healthcare System. This training can involve physician to physician training to facilitate the use of new and innovative procedural techniques or technology. Boston Scientific has previously and continues to support Healthcare Professional training and development.

### Completed and endorsed

JARROD ADEM – Regional Sales Manager

.....  
(Name and position – print)

BOSTON SCIENTIFIC PTY LTD

.....  
(Supplier name)

  
.....  
(Signature)

..03./11...../22  
(Date)

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