

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	Getinge Australia Pty Ltd
Contact details for supplier	PO Box 50 Bulimba, QLD 4171 Telephone: 0437 815 269 Email: shelley.biggs@getinge.com Attention: Shelley Biggs

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

Getinge Australia Pty Ltd is a publicly listed company registered in Sydney, New South Wales, part of the leading global provider Getinge AB - a company committed to advanced medical technology that contributes to life enhancement and cost efficiency within healthcare. Ours is a medium size organisation, employing over 220 staff across Australia & New Zealand of which approx. 200 staff based in Australia. Getinge has offices in most metro cities in Australia and an office in New Zealand.

Getinge does not directly employ staff in Tasmania but have staff that visit Tasmania on a regular basis who are based out of Melbourne, Victoria and nationally throughout Australia who are dedicated to providing training and support services to Hospital and Health services staff. Should Getinge be awarded a contract for this project, we envisage ongoing and augmented growth of local SME businesses in the State of Tasmania.

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

Products are sourced from our Manufacturing Plant out of United State of America and shipped to our Getinge Warehouse in Sydney. Goods will be shipped to Tasmania from our Sydney Warehouse and Getinge will use local Tasmanian Transport Companies to deliver goods to the Health Services.

Opportunity for Tasmanian SME* involvement

N/A Getinge's products for this offer manufactured overseas.

The local content as a result of the contract is determined to be approx. 10%. Local suppliers will be used in the form local freight contractors to deliver products for this contract. We will also utilise local hospitality, conference and catering facilities when conducting business throughout Tasmania.

Broader social and economic opportunities

Getinge Australia Pty Ltd continue to support the local Tasmanian SME industry with particular emphasis on the Hospitality industry. In February 2017 the entire Australian Subsidiary of the wider Getinge Group as well as a large number of overseas delegates held our Annual Sales Meeting in Hobart. During this meeting we employed the services of a number of local SME's for audio-visual, transport, catering and entertainment purposes. This direct injection of business into Hobart by Getinge and the personal injection by its employees would have been well over \$200,000AUD. Ongoing, Getinge will continue to support SME's within Tasmania while we conduct business in Tasmania.


At this point in time we do not have any staff directly employed in Tasmania. No direct business for local SME's will be directly sourced for this submission.

Tasmanian SME's will be employed to provide accommodation, transport and catering for teams of clinical and service personnel who will continue to support the devices for the duration of this contract. Whilst we also attend and sponsor local Healthcare related conferences and events we would use local SME's to provide conference facilities and services where applicable.

At this point in time, there are no plans to create a Tasmanian office of Getinge, as a part of doing business with Getinge there will be a number of opportunities to transfer skills to clinicians and sponsor Medical and Nursing Staff to study interstate and gain knowledge that will be of great benefit to the wider community.

Local innovative solutions

N/A Getinge's products for this offer manufactured overseas.

Completed and endorsed	<p>KARTIK NATARAJAN MANAGING DIRECTOR, ANZ (Name and position – print)</p> <p>GETINGE AUSTRALIA PTY LTD (Supplier name)</p> <p> (Signature)</p> <p>..15...../.....11...../.2022..... (Date)</p>
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*A Tasmanian SME is a Tasmanian business employing less than 200 people