

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	Johnson & Johnson Medical Pty Ltd
Contact details for supplier	<p>P.O. Box 134 North Ryde, NSW 1670</p> <p>Telephone: 0456 227 887 Email: phaseler@its.jnj.com Attention: Patrick Haseler</p>

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

Johnson and Johnson employ 5 people throughout Tasmania, dedicated to the products directly associated with this tender. If Johnson & Johnson experiences growth in these categories over the period of this tender it is likely additional employees will be required, particularly in respect to inventory management and customer service.

This strong and highly trained workforce spans sales and clinical representatives and marketing. The team receives extensive training and support to advance their careers into leadership roles or other functions or businesses ensuring a robust and diverse pipeline of global leaders, high performing and highly engaged employees. Growth in market share in JJM will support growth in employment opportunities, customer service, service providers and support in the Tasmanian branch

While a number of our supply contracts are managed at a global level, JJM has an overall positive impact in other segments of the Tasmanian economy such as engaging local subcontractors, onsite works across our office locations, office suppliers, catering, gym equipment and fitness supplies over a long period and will continue to be so.

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

Our business provides all the goods and services identified in the submission, Products are manufactured Globally, due to the nature of the products, we are unable to use local businesses as they are provided by direct competitors of JJM.

However, we will conduct regular review to determine partnership opportunities which are outside of these companies.

Opportunity for Tasmanian SME* involvement

Johnson & Johnson is actively committed to fostering a rich pool of diverse qualified suppliers that can add value to our businesses and help us achieve our long-term growth objectives. This commitment to provide opportunity for diverse businesses can be referenced in more detail on the external Supplier Diversity website and the internal Global Supplier Diversity & Inclusion portal.

Our commitment to Sustainable Procurement is to continually shape a supply base that demonstrates alignment with the values of Our Credo and which protects and enhance the reputation of Johnson & Johnson.

Opportunities for local Tasmanian SMEs involvement could include:

- A list of preferred suppliers identified locally such as Supply Nation
- Using local portals and procurement guides to announce opportunities
- Working with our major suppliers, such as Toll, to develop mutual supply policies for sourcing local

Broader social and economic opportunities

JJM is committed to working with small businesses and diverse suppliers that support our growth objectives. This commitment has allowed us to enhance our supplier network, support job creation in Tasmania and strengthen ties to the consumers, patients and doctors who benefit from our products and services.

Examples of investment and education over past 12 months in local Tasmanian economy/industry:

- Approx. 80 in-services provided each year
- Sponsorship of approx. 20 local hospital meetings to promote innovative products
- Approx. 5 full-day nurse Study Days for Tasmanian Nurses
- Approx. 5 Surgeon and Trainee Product Training Workshops
- Approx. 5 Journal Clubs sponsored at Local restaurants
- Sponsorship of approx. 6 Major Hospital/Society Conferences

Local innovative solutions

One innovative and unique solution Johnson & Johnson offers is our Plus Anti-microbial suture range which is proven to reduce Surgical Site Infections (SSI).

Recent analysis conducted with Johnson and Johnson by Marcus Skinner (Clinical Director of Surgical and Perioperative Services at RHH) showed that the increased use of Plus Sutures would result in an annual cost savings of \$1,178,918. This means 56 patients avoid a SSI and 563 hospital bed days would be saved. This was based off RHH's own data provided to JJM.

North West Regional and Launceston General currently also use a significant percentage of our Plus Suture Range and therefore these sites and their patients are already receiving these significant benefits relative to their size and volume.

Completed and endorsed

Patrick Haseler – National Corporate Accounts
Manager

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(Name and position – print)

....Johnson and Johnson Med Tech.....
(Supplier name)

.....
(Signature)

..10...../..11...../..2022.....
(Date)

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