

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	LMT Surgical Pty Ltd
Contact details for supplier	239 Milton Road Milton QLD 4064 Telephone: 0410 623 340 Email: greg@lmtsurgical.com Attention: Greg Lang

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

LMT currently employs 1 FTE based in VIC to support the Tasmanian business, and engages business with 2 local sales agents that are based within the region. If LMT were to be successful on this tender and added to the panel of approved suppliers, then this would present a great opportunity to employ another 1 FTE based in Tasmania to support the business in time. This would not occur immediately and would need to be assessed following the volume of increased business that is derived from being on contract. This is the goal for LMT Surgical to grow the business sufficiently to establish a Tasmanian office.

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

LMT Surgical will utilise local logistic contractors to deliver goods to and from hospitals. LMT will also engage local caterers to provide food and refreshments for dinners, meetings and presentations to hospital groups. As currently covered via Victorian based staff, accommodation will be spent in the course of executing the contract and as business grows to sustain a Tasmanian FTE, serviced office space would need to be rented as well as payroll tax being required.

Opportunity for Tasmanian SME* involvement

LMT Surgical currently has business dealings with logistics companies that have a presence within Tasmania. Primarily, LMT Surgical engages TOLL and Smartways Logistics to perform deliveries to and from hospital locations. LMT Surgical also currently partners with the following local accommodation chains: Mantra, Best Western, Travelodge and Hotel Grand Chancellor.

Broader social and economic opportunities

Due to the nature of the products that LMT Surgical would supply under this tender, there is no anticipated disadvantage to other local SME's (similar to LMT). Product is supplied directly to hospitals in kit form and there is no bulk breakdown of product locally regardless of company size (i.e. SME or multi-national). Currently LMT Surgical uses local SME support from Smartways Logistics in Tasmania to assist in servicing the local Tasmanian hospital industry. Even with a permanent office base established in Tasmania over time as business grows, LMT Surgical would always need the assistance of local logistics companies to help move product to and from hospitals.

Local innovative solutions

Being successful of this tender provides LMT Surgical to grow the Tasmania business significantly. Currently, LMT engages local sales agents to conduct local business to the region. However, with growth comes the ability to hire more local clinical and administrative staff to support the business base. Hiring staff would lead to increases in Payroll Tax payable. This would also lead to the leasing of office space (in the future) relative to a commensurate business base. Whilst I do not envisage the appointment of apprentices or traineeships, I do see the need to certify and train Admin/Logistics staff. Currently, LMT has a program whereby we are training all logistics staff in a Cert IV in Logistics and Warehousing through local state based RTO's. This program would continue in Tasmania as staff numbers increase over time.

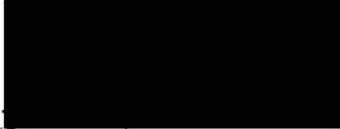
Completed and endorsed

Greg Lang – General Manager - Operations

.....
(Name and position – print)

LMT Surgical Pty Ltd

.....
(Supplier name)


.....
(Signature)

7 / 11 / 22
.....
(Date)

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