

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	Medtronic Australasia Pty Ltd
Contact details for supplier	<p>2 Alma Road Macquarie Park, NSW 2113</p> <p>Telephone: (02) 9429 3133 Email: rs.anztenders@medtronic.com</p> <p>Attention: Sunaina Kapur</p>

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

No - Within Tasmanian Medtronic employs a team of sales representatives whose specific role it is to provide service to local hospital network.

Medtronic routinely services the Tasmanian health network with a specialised team of 140 individuals based in Victoria/Tasmania travelling collectively 36 weeks per year in the Tasmanian Territory, ensuring consistent and timely support of our products in Tasmania. All staff remains contactable 7 days a week ensuring a rapid response to any technical query that may arise.

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

Medtronic is not a Tasmanian SME.

It is not envisaged that the award of this contract to Medtronic will result in the creation any further roles in the Tasmania. However, Medtronic can confirm that its award will contribute to the maintenance of the current staffing level across Australia. Our organisation continually trains and develops our workforce to ensure a high level of competence and professionalism.

Opportunity for Tasmanian SME* involvement

Local suppliers such as accommodation, transport, delivery, restaurants, car hire will be utilised by our team whilst implementing this tender.

Benefits to local Australian industry/work force development, including, but not limited to:

- Tasmanian venues for customer and staff meetings
- Local printing and graphic design requirements (some materials currently sourced overseas)
- Local trade display design and manufacture
- Local logistics companies
- Local hotel stays for frequent overseas and interstate visitors

Local catering and hospitality

Broader social and economic opportunities

In response to customer requirements and requests, Medtronic has developed a wide range of promotional material, product information and brochures to support usage and knowledge about our products with all clinical end users. Medtronic also strives to build key relationships with the hospitals and clinicians by providing the highest level of product

support throughout field-based representatives who have a high level of product and procedure training.

Territory Managers are available to conduct technical support, in-servicing and training as required by the Tasmanian hospital system, with 95% of their time allocated to supporting these products by utilising local freights.

Local innovative solutions

It is not envisaged that the award of this contract to Medtronic will result in the creation any further roles in Tasmania. However, Medtronic can confirm that its award will contribute to the maintenance of the current staffing level across Australia. Our organisation continually trains and develops our workforce to ensure a high level of competence and professionalism.