

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	Stryker Australia
Contact details for supplier	8 Herbert Street St Leonards NSW, 2065 Telephone: 0483 151 230 Email: carissa.natoli@stryker.com Attention: Carissa Natoli

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

Stryker is one of the world's leading medical technology companies and together with our customers, we are driven to make healthcare better. The Company offers a diverse array of innovative products and services in Orthopaedics, Medical and Surgical, and Neurotechnology and Spine, which help improve patient and hospital outcomes.

Stryker is active in over 100 countries around the world and employs over 27,000 people worldwide.

In Australia, Stryker products are represented by a direct subsidiary of Stryker Corporation trading as Stryker Australia Pty Ltd. Management and staff are responsible for sales and service in the Australian health care market. Presently, Stryker Australia employs in excess of 650 staff and is represented in every mainland capital city of Australia. Stryker has warehouses in Victoria, New South Wales, Queensland, South Australia & Western Australia.

Stryker is committed to supporting the local Tasmanian economy. Our Branch office in Victoria supports Tasmania, and ensures our people have a professional, stable and safe workplace to enable them to continue to support Tasmanians achieve the highest quality of healthcare.

Stryker currently employs highly qualified and committed team members across Victoria and Tasmania. This includes several key Regional Managers and staff across multiple functions ranging from clinical sales, customer service and operations, kit room and courier personnel.

Stryker anticipates that all current roles in Victoria and Tasmania will be retained office over the next 12-24 months and during the life of the panel contract. Additional roles may be created depending on the number of categories that Stryker is awarded for this tender.

The opportunities with the Tasmanian Department of Health and Human Services may also drive workforce development initiatives through Training and Education programs, clinical research opportunities, etc.

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

Stryker acknowledges that our current presence in Tasmania has scope for growth.

Depending on the number of categories Stryker is awarded, we may look at increasing our stock holding capabilities in Tasmania, and purchasing associated capital equipment. Furthermore, local courier/freight companies will be engaged to deliver goods directly to hospitals across Tasmania.

Investment in these areas will depend significantly on the value of increased business as a result of this tender award.

Opportunity for Tasmanian SME* involvement

Stryker currently employs the services of local couriers (TOLL Priority) who are based in Tasmania. Stryker staff will also often travel between Victoria and Tasmania to see customers and/or provide clinical support.

Stryker does not typically subcontract or provide material supply arrangements. This is to ensure the quality of our equipment and after sales service, and provides our customers with one point of contact to resolve any issues that may arise. Areas where we may employ the services of a subcontractor include couriers and on-call nursing staff. Stryker has a rigorous Supplier Management process in place which ensures that our subcontractors and suppliers hold themselves to the same high quality standards that Stryker is known for. Our process includes identifying and engaging with potential subcontractors and may include the following supplier assessments and checks:

- Quality checks
- Risk assessments
- Onsite quality audits
- Verification of relevant certification(s)
- Verification of training programs

Stryker needs to ensure that our suppliers hold themselves to the same high quality standards that Stryker is known for. Stryker is a member of the Medical Technology Association of Australia (MTAA), which represents member companies in the medical device industry, and seeks to ensure the supply of medical technologies is conducted in an ethical, responsible, and reliable manner. We have procedures in place at Stryker to ensure that we consistently act in accordance with the MTAA Code of Practice, as well as all other applicable laws and regulations. This confirms the standard of care our customers when dealing with Stryker, knowing we act honestly, fairly and always in the best interest of the patient.

Our Supplier Management process does not disadvantage SMEs; however the quality of a supplier would take precedence over its size and location.

Broader social and economic opportunities

The medical supplies industry is expected to grow at a compounded an growth rate of 4.6% over the next five years. This is driven by increases in government funding and general health expenditure. Furthermore, growth across new product segments and additional market opportunities are expected to contribute to revenue, profit, establishment and employment growth over the next five years.

Stryker is committed to ensure the Tasmanian Department of Health and Human Services capitalises on the economic growth projected to make healthcare better. This includes but is not limited to:

- Adding value to the local Tasmanian economy by investing in the training and support of local clinicians through the education programs mentioned in our tender response
- Potentially increasing the value of business done with local subcontractors such as couriers and on-call nursing staff
- Potentially increasing investment into the Tasmanian economy through looking to increase our stock holding capabilities in Tasmania, and purchasing associated capital equipment.
- Offering a diverse range of innovative and world leading products and services
- Investing in the local Tasmanian Economy through direct employment and the utilisation of local business in rendering our services

Local innovative solutions

Innovation is the lifeblood of Stryker. It is the spirit that gave birth to our company and the fuel that drives us forward. Our relentless dedication to innovation can be traced back to our founder, Dr. Homer Stryker, and his legendary work as an orthopaedic surgeon and inventor. Today, that spirit is alive and well in the thousands of Stryker employees who help bring new ideas to life, and in the process, contribute to making healthcare better.

Innovation in Product Technology

Stryker is one of the world's leading medical technology companies and together with our customers we are driven to make healthcare better. Over the last 75 years, we have pushed the frontiers of medical research with uncompromising clinical integrity and innovative technologies to improve the lives of patients around the world. This included the use of leading-edge technologies and best practice methodologies which is evident in our products. This includes robotic-arm assisted surgery and 3D printed implants, as well as a new Australian research project combining 3D implants, robotic-arm assisted surgery and advanced manufacturing to create "just in time implants" which would be custom printed to precisely fill the space left after removal of the diseased bone caused by tumours and bone cancers.

Stryker spent \$715 million on research and development in 2016 and currently own 5,638+ patents globally; these numbers continue to grow each year and have led to a deep and specialised portfolio of more than 60,000 products.

Innovation in Clinical Research

Our commitment to clinical research and the safety, efficacy and superior clinical performance of our products allows health care providers to be confident they are choosing products based on rigorous research. Clinical trials are currently underway in 25 countries, at over 1000 trial sites, right across our product portfolio. Through our commitment to post-market research and long-term follow-up studies, clinicians can be assured that we are dedicated to monitoring continued performance and to supporting patients and our customers over a product's lifespan. There are a vast number of clinical

papers available that support our products and many of our products are designed with surgeon feedback in mind.

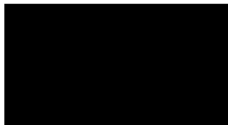
Innovation in Supply Chain

Stryker partners with customers to identify innovative ways to reduce complexity and improve efficiency in their organisations. We provide value to our customers through the application of lean principles, supply chain optimisation initiatives and comprehensive reporting facilities to enable customer insight. We can also assist performance improvement teams with root-cause analysis and recommend best practice solutions from other client case studies.

Examples of this include Electronic Data Exchange (EDI) which creates an automated and efficient method for customer data exchange. In an Australian pilot program with Ramsay Health Care, we achieved a 50% reduction in credits related to manual data entry, saving 8 hours per month where Nurse Unit Managers could focus on patient impacting activities rather than following up on problem invoices.

Innovation in Customer Service

Our Customer Experience team is committed to driving innovation based on customer, supplier and partner led feedback. Recent initiatives include Stryker Online which allows online ordering of loan kits and live shipment tracking for improved accuracy and reduced errors and Stryker's Error Management System platform which has led to a 50% drop in 'bad demand' where enquiries weren't solved first time or where customers had follow up actions after the call.

Completed and endorsed	<p>Carissa Natoli – Contracts Specialist (Name and position – print)</p> <p>Stryker Australia (Supplier name)</p> <p> (Signature)</p> <p>31/10/2022 (Date)</p>
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*A Tasmanian SME is a Tasmanian business employing less than 200 people