

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	Teleflex Medical Australia Pty Ltd
Contact details for supplier	<p>Level 4, 197 Coward Street Mascot NSW 2020</p> <p>Telephone: 0448 040 954 Email: leah.ward@teleflex.com</p> <p>Attention: Leah Ward</p>

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

Teleflex Medical is experiencing solid growth in Tasmania at \$481,000 in 2018. We have continued to be a key clinical and commercial partner to Tasmanian Health by supplying clinically superior and innovative medical devices, backed by education and support, at competitive prices. We currently have one Senior Territory Manager and one Regional Sales Manager supporting the Tasmanian EZ-IO business, backed by a team of four Clinical Educators, one Marketing Manager and two Contracts and Tender Managers. We have actively supported the Tasmanian medical community by bringing in international KOLs at local meetings and attendance at trade shows and meetings. In 2018 we supported the below meetings:

- o Tasmanian Urology Section meeting: \$3000 in sponsorship
- o Intra-Aortic Balloon Pump workshop at Royal Hobart Hospital: \$2,000
- o ANZCA Tasmanian Branch Annual Conference at Menzies Centre: \$2,000

Teleflex regularly undertakes educational forums and training for TAS Health staff, including trainee and experienced clinicians and nurses, and other TAS customers, and supports local and international conferences that contribute to the development of the full time and contract workforce in TAS.

As our business continues to grow in Tasmania, Teleflex will look to employ more employees to support that growth. This may be in the form of casual, part time or full-time representatives of the company, in roles including but not limited to sales, education and technical support.

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

All successful opportunities with TAS Health will grow Teleflex's business and build opportunities for growth and investment in TAS. New support for SME's could come in areas including, but not limited to: Warehousing, Transportation, Accommodation, Restaurants and Catering, Conference and Event Sponsorship, office supplies and other locally sourced goods and services.

Identified goods and/or services	Total estimated value	Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)	Location of supplier (where already determined through existing supply chain arrangements)	If supplier not yet determined, is there a local SME market for same? (Yes/No)
Transport	\$10,000	Local taxis couriers and supply chain deliveries	Various	Transport
Accommodation	\$10,000	City Hotels	Various	Accommodation
Restaurants	\$5,000	City Restaurants	Various	Restaurants
Conferences Sponsorship	\$10,000	Various conference organisers	Various	Conferences Sponsorship

Opportunity for Tasmanian SME* involvement

Teleflex Medical utilises the services of Symbion Pty Ltd and Clifford Hallam, for the warehousing and distribution of products contracted to TAS Health on other Contracts.

Should Teleflex be successful on this Tender, it is likely that the Teleflex range of products would be distributed by these distributors. This will help to create more job opportunities in Tasmania and the purchase of Tasmanian goods and services by Symbion and Clifford Hallam to run their business.

Symbion Pty Ltd operates 3 warehouses in Tasmania, 2 in the south and third in Launceston. The business directly employees 57 staff across the state in areas of warehousing, distribution, administration and sales. The business outsources its logistics and cleaning services, indirectly employing a further 9 Tasmanians. Property maintenance, repair services and some consumables are also sourced from Tasmanian companies.

Clifford Hallam has a warehouse in Derwent Park, Hobart. They employ 18 staff in areas of warehousing, distribution, administration and sales. Business also utilise local courier companies for their urgent/same day deliveries.

Broader social and economic opportunities

Teleflex has actively supported the Tasmanian medical community by bringing in international key opinion leaders at local meetings and attendance at trade shows. Pre COVID we spent an average of approx. \$40,000 per annum in Tasmania, in the form of sponsorship, customer meetings and purchasing goods and services from local providers. The level of investment into Tasmania will increase as Teleflex obtains more business and growth in this market and this will not only be through employment of new staff but

potentially in supporting educational grants and the purchasing of more goods and services from local suppliers.

Local innovative solutions

Teleflex Medical's clinically superior and innovative medical devices will help to reduce the in hospital care and allow patients to recover faster. This will increase hospital beds availability. As a result, hospitals can care for more patients.

Teleflex Medical are EDI ready and can commence with TAS Health. This will allow TAS Health to process orders smoothly without any errors. As a result this will improve the order processing efficiencies.