

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	Vitramed Pty Ltd
Contact details for supplier	PO Box 3489 Dural NSW 2158 Telephone: 1300 702 900 Email: julie.simmons@vitramed.com Attention: Julie Simmons

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

No, we are a SME located in NSW. We do not currently employ Tasmanians, however, as our business is expanding into new territories, should we require staff in Tasmania due to increased business in that area, we would certainly employ staff in that location. If this procurement is successful for us, we could potentially employ 1 full time or 2 part time staff to cover the territory. Keeping in mind the relatively small size of the procurement for our business, it could represent a maximum benefit of around \$175,000 worth of revenue to the company

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

Vitramed imports and distributes all the medical devices subject of this submission. The devices are used in in private and public hospitals on a regular basis. Due to the specific nature of our products, goods would not be sourced in Tasmania, however services employed would consist of local courier services and potentially directly employed staff members if the increase in sales to the region warranted this. If this procurement resulted in us employing staff in Tasmania, then the use of office space, couriers and other services would be required.

Opportunity for Tasmanian SME* involvement

Yes, initially, if successful, the services of courier subcontracts would immediately begin to be used. Existing suppliers would be utilised as they comprise the workforce of the companies we engage already. Due to the nature of the business and the small size of the procurement, it would not be necessary in this case to engage directly with local contractors or effect skill transfer.

Broader social and economic opportunities

This contract can potentially benefit the Tasmanian economy in a general sense through the usage of unique devices which will reduce surgical recovery time and reduce the chance of morbidity and mortality amongst surgical patients. If the size of the contract warrants it, the employment of Tasmanian staff would result in skill and education transfer in the use of these product to Tasmanian staff and in turn, the education of medical staff that would be using these devices.

Local innovative solutions

The goods tendered for in this submission are imported and are innovative and unique in themselves and are highly specific medical devices. By their nature, they are unable to

be altered from the manufacturer. However, value in performance can be added by accompanying them with detailed and professional education and product support to provide optimal patient outcomes each time. The broader Tasmanian community can benefit from the transfer of this education by existing Vitramed staff and potentially by training new Tasmanian staff, translating into better patient outcomes.

Completed and endorsed

Julie Simmons General Manager

(Name and position – print)

Vitramed

(Supplier name)



20/10/22

(Date)

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