

Tasmanian Industry Participation Plan

DOH-5996 - Supply of Cardiac Implantable Electronic Devices and Associated Accessories

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-5996
Procurement title	Supply of Cardiac Implantable Electronic Devices and Associated Accessories
Name of Responsible Agency/Entity	Tasmanian Health Service

Supplier details

Name of supplier	BIOTRONIK Australia Pty Limited
Contact details for supplier	Level 4, Building 2, 20 Bridge Street, Pymble, 2073 NSW Email: tenders.anz@biotronik.com Telephone: 02 9497 3700 Attention: Agnus Waddy

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

Following the successful award of the DHHS5735S Tender, BIOTRONIK invested in identifying, employing and training one new full time staff member in Tasmania (TAS) in addition to the existing eight FT staff members on hand providing clinical support. In the case of a contract award significantly increasing BIOTRONIK share, BIOTRONIK would plan to employ an additional staff member for clinical support of these products.

This staff member would preferentially be recruited in TAS. However, as the clinical procedures require highly skilled experts with very specific background and experience, it may be possible that a proportion of the new employment positions are to be filled with candidates outside TAS, but within Australia, and relocated to TAS.

BIOTRONIK anticipates that all present TAS and VIC full time roles will be retained over the next 12-24 months. Future opportunities with TAS may also arrive from clinical research programs, training and education and service innovation.

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

We estimate the value of locally sourced goods and services vs imported is 30/70 (30% being local, 70% imported).

Below is a list of identified locally provided goods and/or services BIOTRONIK expect to purchase in order to complete the contract:

- Freight Forwarding Service – in excess of \$12,000/annum
- Postal Services – approximately \$2000
- *Travel / accommodation – in excess of \$50,000
- *Entertainment – approximately \$7,000

*Figures based on the assumption that state borders are open for travel

Opportunity for Tasmanian SME* involvement

BIOTRONIK is strongly committed to sustainable long-term development with a strong focus on risk prevention. Our manufacturing strategy includes the following risk reduction measures:

- All BIOTRONIK sites are located in politically stable countries with very low risk for natural disasters
- A new production site in Singapore was opened in 2016 to expand production capacity
- All sales inventory is held in two Tier-I distribution centres in Western Europe or in respective sales regions
- BIOTRONIK maintains sufficient safety stock on hand to cover for unforeseen events
- BIOTRONIK manufacturing includes a high degree of vertical integration with critical production value chain steps undertaken in-house
- BIOTRONIK maintains a stringent dual source strategy for raw materials

BIOTRONIK Supply Chain Control Tower continuously monitors current supply chain performance to SKU Level, including transport performance, warehouse operations, production output adherence, and supplier performance.

Our sales & operations planning team maintain a continuous “early warning system” to identify any potential upcoming situations or risks to supply and to allow timely corrective action. In addition, our flexible, cross-trained workforce and sufficient spare equipment capacity allows us—in case of unexpected events—to shift production in the short-term according to needs.

Nonetheless, BIOTRONIK would be happy to consult with Health Industries in TAS on identifying local companies that are capable of supplying any of the highly specialised product components. Other than manufacturing, all other services are already provided within TAS / Australia or sourced from other Australian / TAS suppliers (distribution, marketing, clinical support, training, education, research).


Regular monthly visits from other support and management staff from Head Office (Sydney) and management staff with overnight stays supporting local hotels, restaurant, transport industry, hire cars, etc. Ongoing education activities for clinical staff includes catering, function room hire, multimedia equipment hire etc

Broader social and economic opportunities

If successful with this submission, Tasmanian public hospitals and cardiac patients will benefit from gaining access to leading edge, clinically proven medical device technologies uniquely manufactured and supported by BIOTRONIK. This will directly impact health, well-being, quality of life and long-term health of Tasmanian residents who need to undergo interventional coronary procedures.

Local innovative solutions

Refer to answer above.

Completed and endorsed	Jan Ewert, Managing Director (Name and position – print)
	BIOTRONIK Australia Pty Ltd (Supplier name)
	
 (Signature)
	08 03 2022/...../..... (Date)

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