

## Tasmanian Industry Participation Plan

<Procurement ID - Procurement Title>

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.

*Guidance information (can be deleted):*

- *Information provided in the Economic and Social Benefits Statement can be used as a basis for a TIPP.*
- *Where determined appropriate by the procuring entity, the supplier's obligations under a TIPP are to be captured in the contract and monitored as part of the contract performance.*
- *This template was specifically developed for procurement. Where a TIPP is required for a private sector project, the template should be adapted to suit the specific circumstances of the project.*

### Procurement details

<b>Procurement ID</b>	DOH-5997
<b>Procurement title</b>	Haemodialysis and Peritoneal Dialysis Services
<b>Name of Responsible Agency/Entity</b>	Tasmanian Health Service

### Supplier details

<b>Name of supplier</b>	Baxter Healthcare Pty Ltd
<b>Contact details for supplier</b>	Amanda Stott - Corporate Business Manager Tennyson Centre / 520 South Road Kurralta Park SA 5037 / Australia 1800 BAXTER (1800 229 837)

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

Baxter is proud supporter of Australian manufacturing. With over 400 employees located at our manufacturing facility in Toongabbie, NSW, it remains the only manufacturing centre for IV fluids in Australia. To assist with the delivery of Baxter's various contracts across Tasmania, Baxter partners with local Tasmanian SME's and directly employs Tasmanians.

Baxter also employ two Full Time Employees (FTE) field technicians who are based in Tasmania. These field technicians are employed solely to service Baxter's current HD & PD contract with the DOH. Should Baxter be successful in maintaining this business, we would continue to employ these two FTE.

Baxter works closely with Stateline Freight, a Tasmanian SME, to ensure exceptional logistics service. Stateline Freight is a wholly owned and operated Tasmanian transport company established in July 1993. Employing 38 Tasmanians they have three warehouses across Tasmania; one in Derwent Park at Stateline's head office, a second at Rokeby, and a third near Launceston airport.

Stateline conduct a variety of services on behalf of Baxter in Tasmania including:

- Weekly linehaul (semi-trailer) from Sydney to Tasmania
- Manage Baxter's Warehouse in Rokeby under a third-party arrangement
- Hospital and homecare deliveries, including unpacking of PD products into patients' homes
- Ward delivery services for Royal Hobart and Launceston General Hospitals
- Priority overnight compounded/pharmacy deliveries from Melbourne to Tasmania

Executing the Baxter recycling program across Tasmania, removing empty PVC fluid bags, HDPE overpouches and cardboard packaging from patients' homes

*Guidance information (can be deleted): Below are some examples you may consider including in response to this question:*

- *Are you a Tasmanian SME?*
- *How many Tasmanian jobs will be supported by this procurement activity?*
- *How many people do you employ in Tasmania?*
- *Provide an estimate of the number of labour hours worked by Tasmanian-based employees versus other employees.*
- *Would any new Tasmanian jobs be created by the proposed contract - how many?*
- *If you are not a Tasmanian SME, will you be setting up a local Tasmanian office and employing local staff?*

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

### Freight

Our local partner Stateline Freight provides the following services for Baxter, with an **Annual Spend of \$2,750,800.**

- Weekly linehaul (semi-trailer) from Sydney to Tasmania
- Manage Baxter's Warehouse in Rokeby under a third-party arrangement
- Hospital and homecare deliveries, including unpacking of PD products into patients' homes
- Ward delivery services for Royal Hobart and Launceston General Hospitals
- Priority overnight compounded/pharmacy deliveries from Melbourne to Tasmania
- Executing the Baxter recycling program across Tasmania, removing empty PVC fluid bags, HDPE overpouches and cardboard packaging from patients' homes

### Home HD Chairs

Baxter sources its chairs for all Baxter Home HD patients across Australia from Topform, located at 69-71 South Arm Rd, Rokeby, TAS, 7019. In the past 12 months, Baxter has sourced 53 chairs from Topform. **Annual spend of \$40,000.**

### Plumbing

Baxter routinely engages the services of Kiely Plumbing, located at 28 Wellington Street, South Burnie, TAS, 7320. **Annual spend of \$20,000.**

### Water Filtration

Baxter routinely engages the services of Southland Filtration, 100 Sunderland, Derwent Park, TAS, 7009. **Annual spend of \$30,000.**

### Scaling

Baxter routinely engages the services of Tasmanian Scale Company – Hobart, 106 Gormanston Road, Moonah, TAS, 7009. **Annual spend of \$5,000.**

### Machines and Fluids

The goods to be used in the contract are sourced from a combination of overseas Baxter manufacturing facilities and other companies' manufacturing facilities. For haemodialysis, major components such as dialysis machines, bloodlines, dialysers and concentrates are all manufactured by Baxter in EU, and US some smaller components such as dialysis packs for HHD patients are sourced from reliable 3rd party manufacturers locally.

Of the peritoneal dialysis fluids that the DOH purchases, **90% are manufactured here in Australia**, at our manufacturing facility located in Old Toongabbie, NSW.

Guidance information (can be deleted): Below are some examples you may consider including in response to this question:

- Does your business provide all the goods and services identified in your submission?
- If not, will the goods or services identified in your submission be provided by or sourced from Tasmanian SMEs? If possible, provide a list.
- Provide an estimate of the value of locally sourced goods and services versus imported.
- Outline how your submission will incorporate local products, services and capabilities.

### Opportunity for Tasmanian SME\* involvement

Baxter will continue to partner with local Tasmanian SMEs to deliver the highest level of service support as outlined above.

In addition to the plastics and cardboard collection service already provided for home PD patients, Baxter are currently exploring an opportunity to engage with another Tasmanian SME to further assist with the collection of empty Baxter PVC IV fluid bags from hospitals across Tasmania. Prior to Covid-19 this was an established service provided by Stateline Freight, however due to risk of exposure, contamination and OH&S concerns, the hospital program is currently on hold. Baxter is actively looking to engage with a local certified waste provider to continue this service for the DOH. Once collected, these materials will be sent on to a recycler to be repurposed. This engagement could result in additional employment opportunities for local Tasmanians.

Baxter currently further supports Tasmanian SME's through travel to the region to support existing and future contracts. Baxter's Clinical Sales Specialists, Product Specialists, Product Managers, Sales Managers and Corporate Business Managers regularly travel to the region to engage with Tasmanian Healthcare Professionals (HCP's) to provide education, fulfil existing contractual reporting obligations and to identify ways in which Baxter can further assist the DOH in the future to achieve its strategic objectives. Whilst travelling, Baxter employees regularly stay in hotels, dine in restaurants, hire cars and travel via taxi. It is estimated that **Baxter contributes over \$30,000 p.a. to the Tasmanian economy through travel.**

Guidance information (can be deleted): Below are some examples you may consider including in response to this question:

- Will you source components of your offer from other Tasmanian SMEs or sub-contractors? If possible, provide details.
- How will you identify and engage with sub-contractors or other Tasmanian SMEs to deliver the contract? Will you use existing supply chains or advertise sub-contracting or supply opportunities? Will you liaise with local industry groups?
- How will you ensure that Tasmanian SMEs are not disadvantaged when competing with other suppliers to provide goods or services to be used as part of this contract?
- Are there opportunities to transfer skills to a Tasmanian SME or sub-contractor?

## Broader social and economic opportunities

The importance of supporting the Australian economy is a key driver for Baxter Healthcare. We remain the only manufacturer of Intravenous and Irrigating Fluids in Australia and continue to invest to improve efficacy, reduce the environmental impact and expand production.

Our hospital and patient PVC recycling program has the potential to deliver an important positive environmental impact in Tasmania by removing up to 15 tonnes of waste from land fill and directing it to local manufacturing industries. In addition to the environmental benefits, this recycling program supports local employment by sourcing a Tasmanian SME who will assist with the collection of the PVC from hospitals and patients' homes so that they may be sent on to a recycler to be repurposed.

Baxter also offers unique clinical benefits to Tasmanians which offer broader social opportunities including:

### Sharesource Monitoring Program

The DOH can continue to connect renal clinicians to their PD patients at home with Sharesource: a unique, secure, cloud-based remote patient management platform.

Sharesource enables clinicians to view data transmitted from the patient's Homechoice Claria machine to enable monitoring of therapy performance. This technology has been demonstrated to:

- Reduce patient hospitalisations
- Retain patients on PD for a longer time compared to patients not managed with remote patient management

From a social impact perspective, Sharesource remote patient management solution allows patients to be treated in their communities without having to travel to a regional hospital, confident that they are being monitored in a timely and effective manner.

*Guidance information (can be deleted): Below are some examples you may consider including in response to this question:*

- *Are there any other benefits that your organisation or this specific contract will provide to the Tasmanian economy?*
- *Will this contract lead to new skills or expertise being developed within Tasmania?*
- *Will trainees or apprentices be appointed? If yes, how many and in which profession?*
- *Does your organisation provide opportunities for pathways to employment for disadvantaged Tasmanians?*

- *Do you support the Tasmanian community, for example through formal support, sponsorship, volunteering or in-kind support?*

### Local innovative solutions

#### Effective IT Connectivity for Remote Patient Monitoring

The DOH can continue to achieve time saving efficiencies such as advanced patient scheduling and automated reporting using the Baxter IT system Diamant. The DOH will have access to a state-wide solution which can:

- Wirelessly allow access to in-centre, satellite, and home results
- Support medications, labs and billing functionality modules
- Capture clinical episode data whilst on HD treatment and provide a comprehensive and easily accessible treatment history to export
- Cater for the growing needs of the Tasmanian renal community through a modular and customer configurable system.

#### Baxter Catheter Access Program for PD Patients

The DOH can continue to provide more patients with a PD catheter in a timely manner than otherwise possible through the Baxter Catheter Access Program. The aim of the program is to prevent further delays in catheter insertions by facilitating insertions in private hospitals rather than patients enduring long wait times for public hospital insertions. The program covers up to \$3,148 per patient (towards hospital stay, surgeon and anaesthetic fees). During 2021 alone, 27 patients were able to experience the benefits of this program, enabling them to access PD treatment and enjoy the social benefits that come with it. Throughout the tendered 8-year term of the contract, it is estimated that **over 200 Tasmanian Renal patients could also benefit from this program, representing value to the Tasmanian economy of over \$650k.** In good faith Baxter propose an annual review of the program as part of the contract review process.

Baxter is committed to innovation that drives greater efficiencies and therapy effectiveness within hospitals and clinics, and improvements in therapy experiences and outcomes for patients. Baxter will be delighted to share details of upcoming

innovations across the full portfolio of products and services as they become part of the offering available to the DOH.

*Guidance information (can be deleted): Below are some examples you may consider including in response to this question:*

- *Does your submission involve adding value to imported goods or services through local development or innovation?*
- *Is your organisation developing strategies to provide goods or services to the Tasmanian economy that have historically been imported from interstate or overseas?*
- *Does your organisation offer any innovative solutions that might benefit the broader Tasmanian community and economy? Provide details.*