

# Tasmanian Industry Participation Plan

## DOH-6028 Supply of Patient Monitoring Products

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 (TIIP):

- 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 TIIP.*
- *Where determined appropriate by the procuring entity, the supplier's obligations under a TIIP are to be captured in the contract and monitored as part of the contract performance.*
- *This template was specifically developed for procurement. Where a TIIP 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-6028
<b>Procurement title</b>	Supply of Patient Monitoring Products
<b>Name of Responsible Agency/Entity</b>	Tasmanian Department of Health

### Supplier details

<b>Name of supplier</b>	Welch Allyn Australia Pty Limited
<b>Contact details for supplier</b>	Attention Gary Lee 1 Baxter Drive, Old Toongabbie, NSW, 2146 +61 (417) 437426 <a href="mailto:gary_lee@baxter.com">gary_lee@baxter.com</a> <a href="mailto:anz_contracts@baxter.com">anz_contracts@baxter.com</a>

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

To assist with the delivery of the current contract Baxter employs 1 Full Time Employee located in Tasmania. An Account Manager-Responsible for sales, quotes, education, evaluations, trouble shooting, customer support. Baxter also employs a Casual Contract Education Manager based in Tasmania providing education for products relating to this contract. Two additional staff located in Melbourne regularly travel to Tasmania , providing Education and Sales Support to Hospital staff Should Baxter be successful in maintaining this business we will continue to employee these staff.

*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?

Baxter will provide all the goods and services identified in the submission. Baxter partners with StarTrack to freight the products from Sydney to Tasmania.

*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 supports Tasmanian SMEs through travel to the region to support the contract. Two Staff members from Melbourne travel to Tasmania regularly to engage with Tasmanian Healthcare Professionals to provide education, fulfill 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.

*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**

Baxter employs 1 fulltime staff member that is based in Tasmania to service this contract. In addition to this a casual Contractor Educator located In Tasmania is employed to service this contract.

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

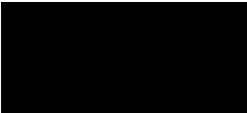
- *Are there any other benefits that your organisation or this specific contract will provide to the Tasmanian economy?*
- *Will this contract lead to new skills or expertise being developed within Tasmania?*
- *Will trainees or apprentices be appointed? If yes, how many and in which profession?*
- *Does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

Baxter is committed to innovation that drives greater efficiencies and therapy effectiveness within hospitals and Clinics. Baxter will be delighted to share details of upcoming innovations across the full portfolio of goods 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.*

<b>Completed and endorsed</b>	Gary Lee- Sales Manager Frontline Care ..... (Name and position – print)
	Welch Allyn ..... (Supplier name)
	 ..... (Signature)
	29 04 2024 ...../...../..... (Date)

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