

Tasmanian Industry Participation Plan

DOH-6060 – Provision of Elective Surgery

The Tasmanian Government is committed to maximising opportunities for local suppliers to compete for and win Government contracts. 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/Project details

Procurement/Project ID	DOH-6060
Procurement/Project title	PROVISION OF ELECTIVE SURGERY
Name of Responsible Agency/Entity	Tasmanian Health Service (THS)

Supplier details

Name of supplier	Healthscope Operations Pty Ltd
Contact details for supplier	Georgia Banks Georgia.Banks@Healthscope.com.au 0419513953 General Manager – Hobart Private Hospital Cnr Argyle & Collins Street Hobart Tasmania 7000

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

Healthscope is a National company operating Hobart Private Hospital in Hobart, Tasmania with a local Executive team based in the State.

Hobart Private employs over 490 staff and provide services to over 17,000 patients per annum. All of these staff are based in Tasmania and work over 510,000 hours per annum.

Total expenses in FY24 were \$57.5m including salary & wages (\$40.5m), medical supplies (\$8.2m) and excluding VMO's supporting DOH 5900 (\$2.1m)

The full extent of the additional investment in Tasmanian employees will be dependent upon the quantum of patients & casemix contracted during the term of the agreement.

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

Healthscope sources product from a range of vendors both locally and overseas. We predominately use local vendors for medical consumables and local businesses for services provided at a site level. Of the many vendors listed in the Healthscope catalogue, 185 are based in Tasmania. The link to local suppliers is crucial to the continued operation of our sites, particularly for fresh food and timely delivery of critical medical consumables. Healthscope believes that local suppliers place considerable value on servicing their local community and have unique local knowledge and can better appreciate local requirements, resulting in good outcomes for both the vendor and Healthscope.

We have a 3PL agreement for logistics and warehousing with Clifford Hallam, an Australian business employing over 500 people. Clifford Hallam maintain a warehouse in Derwent Park, Tasmania covering over 2,000m² and services many public and private healthcare organisations from this location. Healthscope sites benefit from this presence with prompt deliveries and a responsive resident team in Hobart.

Opportunity for Tasmanian SME* involvement

Hobart Private business includes opportunities for Tasmanian industry in terms of employment, skills transfer and strategic alliances. Opportunities for industry suppliers include:

- Clinical - Suppliers' provision of clinical goods and services, e.g. instruments, pharmaceuticals, fluids, dressings and gases
- Non-Clinical - Suppliers' provision of non-clinical goods and services, e.g. chemicals, paper products, food and nutrition products, linen service, facilities management services and waste removal services
- TTER - Teaching, training, education and research partners' provision of services
- Third party providers - The provision of third party services across retail, medical imaging, pharmacy, pathology and allied health.
- Design & construction - design and technical documentation by design consultants, suppliers, fabricators and contractors; suppliers' provision of materials, components and equipment; fabrication in off-site locations of components; construction.
- FF&E - Suppliers' provision of FF&E including delivery, handling, installation and commissioning
- IM&T - Suppliers' provision of systems, interfaces, software and hardware/devices

Broader social and economic opportunities

Healthscope is one of the largest providers of private health care in Australia, with a focus on supporting Australia's future healthcare workforce and ensuring the self-sufficiency of Australian healthcare provision, Healthscope recognises it has a role to play in providing a skilled, flexible and innovative workforce in all professions, disciplines, and trades. As a result, Healthscope is committed to providing training and education to our staff, students and medical practitioners – clinical and non-clinical, including:

- Arrangements with universities, TAFEs, and CAEs
- Supporting the development of nurses through on-site experiential learning and in-house programs

Healthscope is committed to providing an inclusive and diverse workplace. Our employees are a diverse group from varied cultural backgrounds across all genders and a broad range of age groups. To ensure our workforce represents the communities in which we work, we recruit, develop and promote people based on merit - our systems and processes support fair treatment, and our policies, practices and employment conditions address all aspects associated with equal opportunity.

For example, Healthscope developed a Reconciliation Action Plan Jan 2024 - Dec 2025 which has been endorsed by Reconciliation Australia and is a part of our commitment to further promote cultural awareness and strengthen partnerships with members of Australia's First Nations. Additionally, Healthscope also recognises the importance the community places upon disability access and inclusion, promoting the provision of equitable systems and processes to improve the

access and experience of people with disability during hospitalisation, and meaningful employment opportunities.

Local innovative solutions

Healthscope embraces opportunities to early adopt new technologies or offer innovative solutions that may benefit patients both publicly and privately.

Recently Hobart Private has been trialling the use of a new Boston Farapulse Ablation Generator to enhance the service provision of electrophysiology with pulse field ablation technology.

There are only 2 credentialed Cardiologists performing electrophysiology procedures in Tasmania including electrophysiology studies and radiofrequency ablations (RFA) for supraventricular tachycardias and atrial fibrillation.

The new Pulsed Field Ablation (PFA) can lead to faster procedures while reducing anaesthesia time and removing some of the risks of traditional ablation (including collateral injury to adjacent structures).

Hobart Private continually offers access to private beds, Cath Lab sessions and ad hoc theatre sessions for public patients & clinicians from the Royal Hobart Hospital. This relationship allows improved patient flow at the Royal Hobart Hospital

Hobart Private was the first private hospital in Tasmania to introduce the Stryker MAKO orthopaedic robot system.

The Stryker MAKO robot system is a controlled robotic arm that aids surgeons in placement of components of a total hip or knee replacement. It allows the surgeon the opportunity to operate with a higher degree of precision when removing the diseased bone and replacing with the most accurate size of implant or prosthesis and reduces the risk of misalignment of the new joint

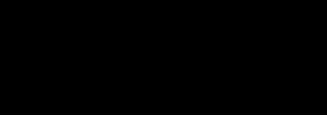
Completed and endorsed

Georgia Banks
General manager – Hobart Private Hospital

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(Name and position – print)

Healthscope Operations Pty Ltd

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(Supplier name)


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(Signature)

24 March 2025

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(Date)

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