

Tasmanian Industry Participation Plan (template/guide)

The Tasmanian Government is committed to maximising opportunities for local SME¹ businesses to compete for and win Government procurements. Suppliers/proponents are requested to prepare a Tasmanian Industry Participation Plan:

- 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 \$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.

This Plan is your opportunity to demonstrate how your submission will positively impact on the local industry/economy. You do not need to answer all of the questions below and your submission may not necessarily be limited to these issues (which are provided as prompts). You will need to ensure you can verify the information you submit and where possible should provide actual numbers of staff (full-time equivalent)/values of goods and/or services.

For procurements, the Tasmanian Industry Participation Plan is an essential part of your submission and will be used by the procuring entity to evaluate your submission. In these circumstances, the Plan will contribute a minimum of 10% of the procurement evaluation. Suppliers that fail to submit a Plan will receive a zero score in relation to this criterion.

This template was specifically developed for procurement. Where a Tasmanian Industry Participation Plan is required for a private sector project, the template should be adapted to suit the specific circumstances of the project.

Procurement details

Procurement Reference No.	DHHS – 5765A
Procurement title	Pharmaceutical Products
Name of Responsible Agency/Entity	Department of Health and Human Services

¹ Local SME are Australian and New Zealand businesses employing less than 200 people.

Supplier details

Name of supplier	Amgen Australia Pty Ltd
Contact details for supplier	Alicia Hannah Senior Associate Contracts and Pricing Ph: 02 9870 1926 Email: ahannah@amgen.com

Local SME industry impact

What is the direct local impact of your business?

Examples: Are you a local SME (how many people do you employ, where is your business located, what is the ownership)? How many people do you employ in Tasmania? Would any new SME jobs be created by the proposed contract - how many?

A biotechnology pioneer since 1980 Amgen Inc was established in Thousand Oaks, California, USA and Amgen Australia affiliate was established in Australia since 1991. Amgen Inc has grown to be one of the world's largest independent biotechnology companies and is developing a pipeline of medicines with breakaway potential. Amgen Australia's corporate head office is located in North Ryde NSW and another office is located in the Melbourne's suburb of Kew with a total of 200 full time staff which services all regions across Australia including Tasmania. If Amgen is awarded this contract, there will be no new positions created, however the services of three positions will be retained.

Goods and services to be utilised in the contract

Identify the goods and/or services you expect to purchase in order to complete the contract and provide the requested information in relation to same, where known.

Identified goods or services	Total estimate d value	Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)	Location of supplier (where already determined through existing supply chain arrangements)	If supplier not yet determined, is there a local SME market for same? (Yes/No)
Logistics Support		DHL/Nominated Wholesaler (Symbion)	Melbourne	
Strategic Account Manager		Amgen Australia Pty Ltd	Melbourne	
Senior Associate Contracts & Pricing		Amgen Australia Pty Ltd	Sydney	
Medical Information Service		Amgen Australia Pty Ltd	N/A	

Opportunity for local SME involvement

Will you source components of your offer from other local SME companies/sub-contractors or is there new work to be undertaken locally as a result of you fulfilling the contract or workers travelling to the local area to undertake the work? How much?

The products offered in Amgen's submission are sourced from overseas due to the complexity of biopharmaceutical manufacturing requirements and the critical volume necessary for viable business practice. However, the warehousing, handling, primary distribution, customer service and customs clearing requirements are handled locally.

Detail how you intend to identify and engage with sub-contractors and/or other SMEs in relation to the delivery of the contract including your supply chain ie use of existing supply chains, advertising of sub-contracting or supply opportunities, liaison with industry groups, etc.

Amgen's capabilities that will support the submission for the Pharmaceutical Products tender and dispensing of products for the therapy to treat Tasmania patients will include

1. Logistics Support - Amgen utilises the cold chain logistics and customer service expertise of a third party logistics provider. This partnership has maintained quality inventory management, storage and distribution. Amgen products are available through the wholesaling and distribution services of Symbion Hospital Services and Clifford Hallam Healthcare that provide distribution of Amgen products at a local level to hospitals with warehouses across Australia including Melbourne which service the Hospitals Tasmania.
2. Strategic Account Manager (SAM) based in Melbourne office will be a primary local contact for both Department of Health and Human Services Tasmania (DHHS) and Hospital Pharmacy and procurement staff within the jurisdiction of DHHS's remit.
3. Contracts & Pricing Senior Associate based in Sydney head office will create and deliver our submission plus provide required activity reporting on a regular basis. In addition this resource will provide contact liaison with DHHS throughout the timeframe of the contract.
4. Medical Information Service - The Medical Information Service is a 24-hour facility available to Healthcare physicians, pharmacists, nurses and other health care professionals for access to the latest literature and information on current research on Amgen's products.
5. Patient Support packs will be provided on demand by Hospital centres.

Detail the process that you are to undertake to ensure that local SMEs are not to be disadvantaged where competing with other suppliers in the provision of goods or services to be used as part of this contract (ie unpacking of procurements into smaller components so that local SMEs can compete more effectively etc).

The products offered in Amgen's submission are sourced from overseas due to the complexity of biopharmaceutical manufacturing requirements and therefore products and services will be provided as per the previous statements.

Broader economic opportunities

Are there any other impacts that your business and/or this specific supply will provide to the local/regional economy?

Examples: Your supply may lead to: new skills being developed locally; trainees/apprentices being appointed; cross transfer skills to a local SME partner/sub-contractor; your company (if you are not a local SME) setting up an office/employing local staff; scale for you to take your products/services interstate/overseas; local community sponsorship etc.

Amgen Australia is fully committed to employee training in areas of relevance to each individual's position in the organisation. On a larger scale, Amgen Australia's investment in Research and Innovation is extensive and world class. Below is an overview of local Australian activities;

Research & Development in Australia

Amgen has been conducting business in Australia since the launch of Neupogen® (filgrastim) in 1991. Through the ongoing introduction of new medicines, the company has helped thousands of patients in Australia and New Zealand in their fight against serious illness. Approximately one third of Amgen Australia's workforce is involved in clinical trial work.

An Interdisciplinary Approach to Research and Development

Over the past 30 years, Amgen has been a leading innovator in the identification, isolation, production and use of human proteins as therapeutic agents. Today, Amgen scientists work at the cutting edge between the traditional disciplines of chemistry and cellular and molecular biology, in an effort to discover and develop the medical breakthroughs of tomorrow. Amgen focuses on pioneering treatments for serious illness. As part of that commitment, Amgen's R&D organisation has cultivated expertise in multiple treatment modalities (large-molecule proteins, small molecules and antibodies) allowing us to choose the best target for attacking disease and to use the modality most likely to affect that target.

Clinical Trials

While Amgen established offices in Australia in 1991, clinical research in the region actually started much earlier. In 1987, phase 1 clinical trial work for Neupogen® was carried out in Royal Melbourne Hospital. In 2016, we conducted 40 studies across 230 sites across Australia and New Zealand, involving over 1,000 patients trailing Amgen's innovative medicines including a proportionate number in the State of Victoria. Much of the current research focuses on advancements in haematology and oncology and leverages Australia's high quality medical researchers and infrastructure to help bring new therapies from the laboratory to the marketplace.

In service education

Amgen heavily supports the education activities of Health Care Professionals by providing In-service presentations and training from an Amgen Representatives to Health Care Professionals including physicians, nurses, pharmacists and allied health staff.

Note: *Where determined appropriate by the procuring entity, the supplier's obligations under this Plan are to be captured in the contract and monitored as part of the contract performance.*