

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	Roche Products Pty Ltd
Contact details for supplier	Maria Tonkovic Tender Manager Level 8, 30-34 Hickson Road Sydney NSW 2000 Phone: 0427 919 148 Email: maria.tonkovic@roche.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?

Roche has been a supplier on the Tasmanian State contract for a number of years. Roche is committed to providing a high level of service to the Tasmanian Health System and we will continue to maintain this.

Roche supports Tasmanian healthcare professionals from our Victorian office in Melbourne. The Victorian office comprises 42 employees; this includes a sales team and a Senior Strategic Account Manager, all of whom travel regularly to Tasmania to visit and service all of the local hospitals. These jobs will be maintained should Roche be successful on the Tasmanian Pharmaceutical tender.

Roche partners with wholesalers who operate Tasmanian based distribution centres. All of our products submitted for this tender will be available via a Tasmanian based wholesaler as well as directly from Roche.

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 estimated value	Name of supplier anticipated to be used (if already determined)	Location of supplier (where already determined)	If supplier not yet determined, is there a
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		through existing supply chain arrangements)	through existing supply chain arrangements)	local SME market for same? (Yes/No)
Pharmaceutical Products	\$5 million	Symbion	99 Albert Road, Moonah TAS	
Pharmaceutical Products	\$5 million	Clifford Hallam Healthcare	13 Lampton Avenue, Derwent Park TAS	

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?

We will not need to source any other components of our offer from other local contractors as our two local Wholesalers are competent and dependable in supplying our products. Both Symbion and Clifford Hallam Healthcare have a proven record of reliability and professionalism.

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.

We have a longstanding relationship with both Symbion and Clifford Hallam Healthcare. We engage with them regularly to ensure both forecasting and supply are managed to the highest standard. We have monthly forecast meetings with Symbion to ensure demand is met and maintained as needed across Tasmania.

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).

We will only outsource our distribution to the two existing local Tasmanian branches of Symbion and Clifford Hallam Healthcare ensuring that no-one is disadvantaged locally.

Broader economic opportunities

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

There will be no further impact on the local economy. The existing contract is managed by local wholesalers and we do not anticipate this changing.

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.

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.*