

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	Sanofi-Aventis Australia Pty Ltd
Contact details for supplier	Alex Atsis Senior Commercial Manager Tel 03 8699 4932 Email: alex.atsis@sanofi.com

Local SME industry impact

Sanofi Australia and New Zealand is a Top 5 Healthcare company in Australia which manufactures Pharmaceuticals, Vaccines and Consumer Products. It operates from 6 offices and employs approximately 1000 staff across Australia and New Zealand. Sanofi also incorporates Genzyme Australasia which was acquired worldwide in 2011. Along with imported products, Sanofi Australia also has a full manufacturing facility in Virginia, QLD employing approximately 539 FTE.

Sanofi currently employs one full time and two part time employees that are based in Tasmania. Ten additional personnel regularly travel into Tasmania throughout the year as part of their role. Each visit from these employees may incorporate flights, accommodation, catering and transport using local industry. The estimated total investment associated with Sanofi's commercial activity in Tasmania exceeds \$400K per annum (excluding clinical trial investment).

Sanofi also invests in numerous clinical trials around the world, including sites in Australia. Currently Sanofi are conducting one clinical study with one site in Tasmania.

Goods and services to be utilised in the contract

Identified goods or services	Total estimated 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)
Pharmaceutical Distribution	~\$30,000	Symbion	Moonah, TAS	N/A
Pharmaceutical Distribution	~\$30,000	CH2	Derwent Park, TAS	N/A

Opportunity for local SME involvement

Sanofi intend to maintain the current employment of one full time and two part time employees based in Tasmania. Approximately ten additional personnel would also continue to travel into Tasmania throughout the year as part of their role. It is expected that each visit from these employees may incorporate flights, accommodation, catering and transport using local industry.

Sanofi will engage with SME's in relation to the delivery of the contract by ensuring constant communication with local distributors and wholesalers to ensure upcoming tenders and contract requirements are met.

As part of Sanofi's commitment to patient care, patients are offered various patient support kits and support programs associated with products on the current contract. Where possible, they encourage patients to seek further support from their local healthcare professionals and are sourced from Australian and New Zealand companies using both local and imported goods.

Broader economic opportunities

Sanofi offers the following training programs to its staff:

- Face to face facilitator led training.
- Business Planning and negotiation training
- Compliance and reporting of adverse events.
- Conflict resolution
- Situational Leadership
- Time Management
- Product Training
- Account Management

In addition to the above training and development programs, Sanofi Australia and New Zealand plans to continue supporting local innovation and access to research and development of potential new treatments and products. Sanofi also contributes to the ongoing training and development of Healthcare Professionals.