

Tasmanian Industry Participation Plan - Symbion 2017

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.

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

Procurement details

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

Supplier details

Name of supplier	Symbion Pty Ltd	
Contact details for supplier	Symbion Hospital Services Iain Murray National Supplier Manager Ph: 08 8408 3590 Mob: 0418851267 iain.murray@symbion.com.au	

Local SME industry impact

What is the direct local impact of your business?

Symbion are a national pharmaceutical wholesaler, that operate 2 warehouses in Tasmania servicing the needs of Pharmacies and Hospitals.

SYMBION - MOONAH

99 Albert Road, Moonah TAS 7009, Australia

☎ : 03 6237 4400

☎ : 03 6228 3959

SYMBION - LAUNCESTON

71 Boland Street, Launceston TAS 7250, Australia

☎ : 03 6334 7311

☎ : 03 6334 4440

Our parent Company, Ebos Group, also run a warehouse in Tasmania

EBOS HEALTHCARE - DERWENT PARK

7A Pear Avenue, Derwent Park TAS 7009, Australia

☎ : 1800 269 534

We have approximately 40 Tasmanian based FTE 's. As we are an incumbent to this contract, we do not envisage increasing this number at

this stage. additionally, we do engage Tasmanian employees to manage national portfolios and remain based in Tasmania.

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 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)
Pharmaceuticals				

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?

Many of the items we will be tendering are sourced from overseas or from mainland Australia due to their product category. Where possible, Symbion does support local enterprise and tender on behalf of a number of smaller Australian manufacturers. Symbion have a number of management team personnel flying into Tasmania regularly to engage with the hospitals in each centre. In these instances, local car hire, hotels and restaurants are engaged.

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.

Symbion employs local trades to maintain our warehouses in Tasmania. Symbion also engages local delivery services to get products from our warehouses to the hospitals.

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).

As previously mentioned, due to the category of products we are involved in, virtually all the items offered are sourced internationally. Our support of local business is in the area of warehouse maintenance and delivery services.

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.

Symbion Hospital Services is electronically interfaced with all major Tasmanian Hospital inventory management software providers allowing for efficiency in the ordering and stock management process. SHS provides training to Hospital staff in the use of the interface. Symbion also enlist external training providers in its warehouse operations for frontline management and situational leadership training programs as and when required. Further internal multiskilling training is provided to all employees

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.

Completed and endorsed (Supplier)