



ICN Victoria

Medtech Showcase 2024

Thursday, 03 October 2024
Jumar Bioincubator, Melbourne



Presentation overview

01. Neil Rodaway, CEO, HealthShare Victoria

HealthShare Victoria's future procurement pipeline
How Victorian businesses can best position themselves to win work

02. Tom Stray, Managing Director, Dentalife Australia

Experiences of a local manufacturer selling into Health

03. David Campbell, Lendlease

How major infrastructure projects provide opportunities for local suppliers

04. Craig Neylon, Medtech Industry Adviser, ICN Victoria

The role of ICN Victoria and the Local Jobs First Policy
Supporting Victoria's Medtech sector

05. Shelley Jackson, AMMC

Closing remarks

06. Networking, expo and light refreshments



ICN Victoria

Neil Rodaway

HealthShare Victoria

HealthShare Victoria's future procurement pipeline.

How Victorian businesses can best position themselves to win work



Official

ICN Med Tech Showcase 2024

Neil Rodaway, HSV Chief Executive

Thursday 3 October 2024

About HealthShare Victoria

We started on 1 January 2021 as an independent, commercially oriented public sector supply chain service provider

Today we:

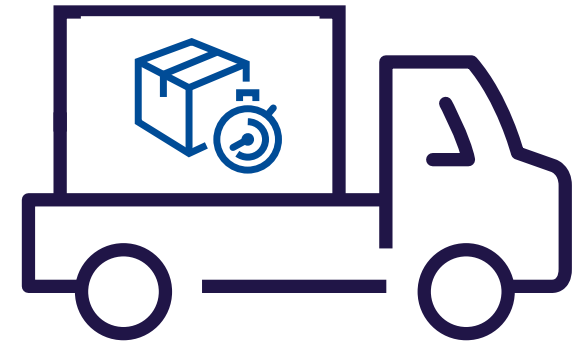
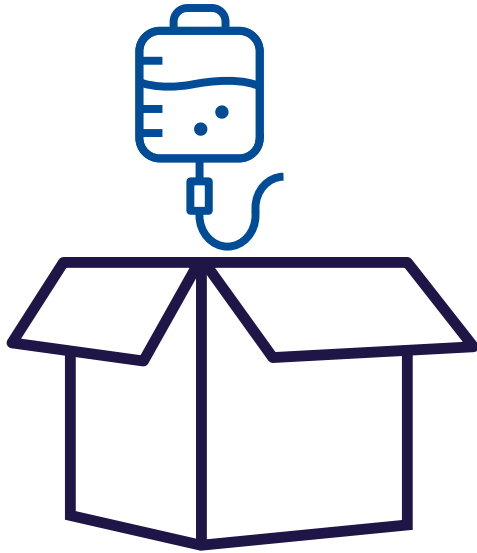
- Deliver to all public health services across Victoria
- Operate 2 DCs, more than 30,000 sqm
- Are on track to be public health's biggest purchaser of medical consumables and devices
- Control \$1.4b across 70 categories out of \$5-6b contestable spend
- Focus on aggregated spend – we are big, and growing!



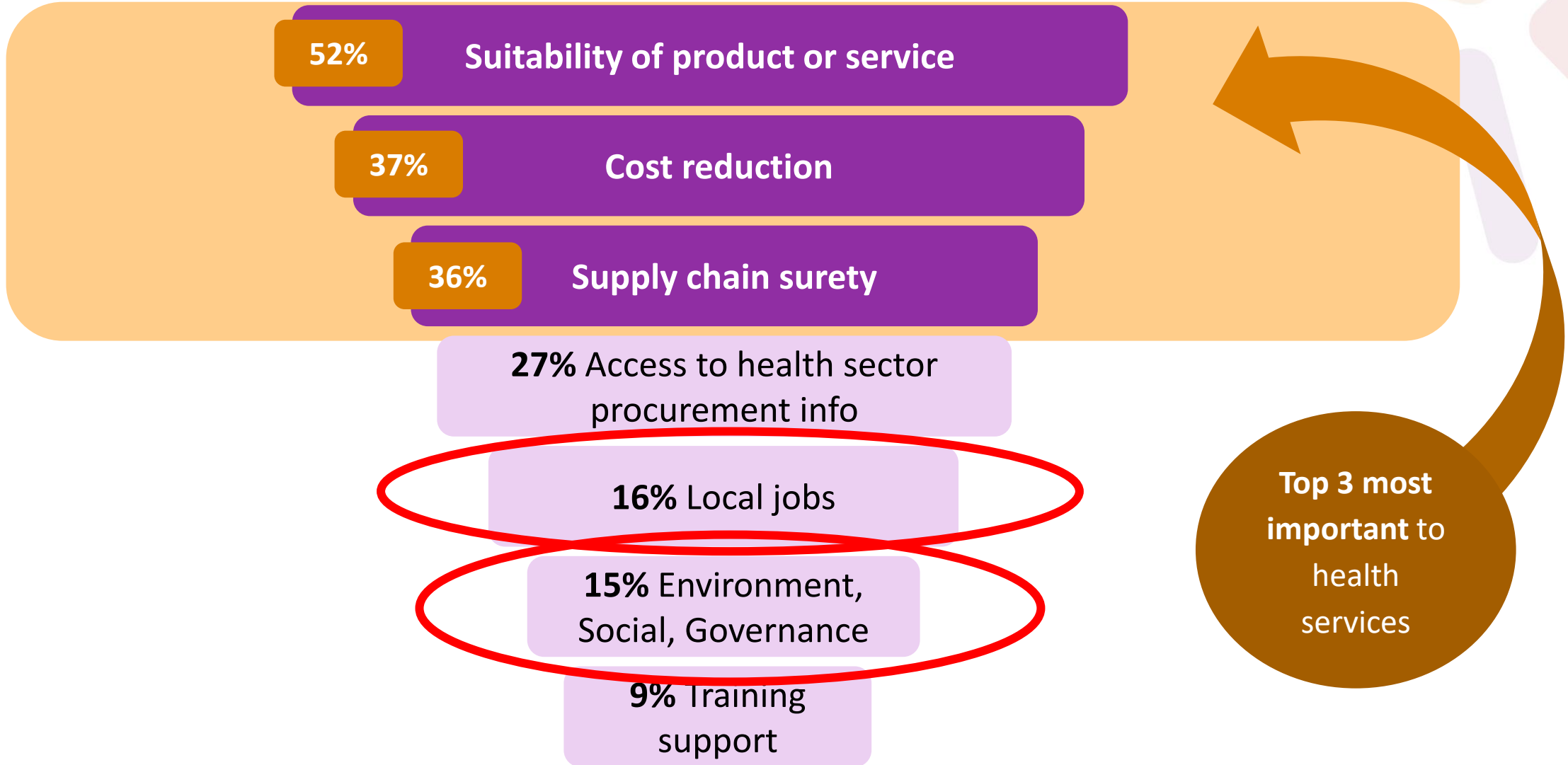
We support:

- More services than technologies
- Cluster sourcing – regional health services
- Alignment with government policy and ICN guidance – e.g. Local Jobs First, Social Procurement Framework
- Executive and product reference groups

HSV: Together we save more



The right products are important to HSV customers



Opportunities for Victorian businesses

HSV Procurement Activity Plan pipeline

Greenfield

FY25

Information Technology

- Citrix Software
- Nurse Call Platforms
- Asset Management Software
- Cyber Security

Indirect Products and Services

- Medical Imaging Services
- Recruitment Services

FY26

Medical Consumables

- Aids and Appliances

Information Technology

- Imprivata Licensing

Indirect Products and Services

- Courier Services
- Cleaning Services

Equipment

- Endoscopy

Brownfield

FY25

Medical Consumables

- Personal Protective Equipment
- IV Access Devices and Neural Connectors
- Sterilisation Consumables

Indirect Products and Services

- Fire Protection System Maintenance
- Agency Labour
- Medical and Industrial Gases
- Natural Gas

Equipment

- Infusion Pumps
- Physiological Monitoring and Anaesthetic Gas Delivery

FY26

Medical Consumables

- Orthopaedic Prostheses
- Cranial Prostheses

Indirect Products and Services

- Laundry and Linen
- Language Services
- Electricity

Equipment

- Pathology Equipment

Pharmaceuticals

- Pharmaceutical Products and IV Fluids

Positioning your business to win work

- **Victorian businesses can position themselves**

by:

- Building relationships with health services
- Reference groups
- Being price competitive
- Being on a supplier panel
- Staying relevant to health service priorities:
 - Suitable products
 - Best value
 - Product surety/availability



Local jobs focus: Regional Victoria uniform tender

- **Corporate uniform tender** joined by 12 health services in the Loddon Mallee region – October 2023
- **Increased demand** for uniforms since COVID
- **Local suppliers and jobs** a key priority for health services in assessing value under this agreement
- **Benefit for health services** – local supply so no need to hold large inventories of stock



Engaging with HSV

The HSV Invitation To Supply process

HOME › CONTRACTS AND TENDERS › TENDERS (INVITATION TO SUPPLY)

Tenders (Invitation to Supply)

Select a tender from the list below for:

- information about the contract
- the proposed dates for tendering
- the categories within scope

Search

Show [Reset](#) [Search](#)

	Name	Start Date - End Date	Last Updated	
<input type="checkbox"/>	HPVITS2024-081 Agency Labour - Clinical and Support	21/08/2024	15 days ago	★ Favourite

Step one:

- Register a **supplier account** at <https://healthsharevic.org.au/register>
- Navigate to **open tenders list**: <https://healthsharevic.org.au/contracts-and-tenders/tenders>

Step two:

- 'Favourite' contract categories of interest

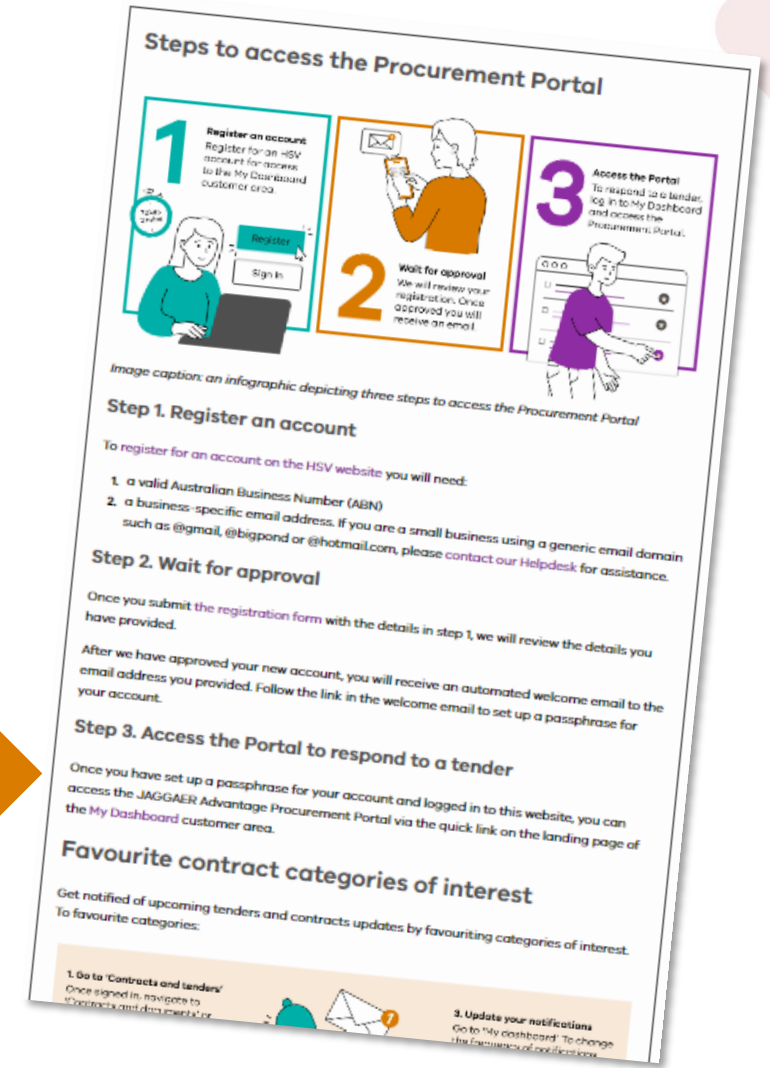
The HSV Invitation To Supply process

Step three:

- Attend an HSV industry briefing for information on completing a response on HSV's Procurement Portal

Tips to help you get started:

- <https://healthsharevic.org.au/tenders-and-contracts/information-for-new-suppliers/prospective-suppliers/>



Questions?

<https://healthsharevic.org.au/register>

Helpdesk phone: 03 9947 3900

Helpdesk email: helpdesk@healthsharevic.org.au

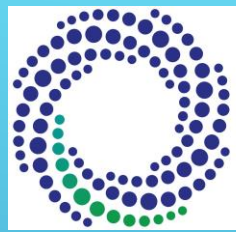


ICN Victoria

Tom Stray

Dentalife Australia

Experiences of a local manufacturer selling into
Health



DentaLife

*Experiences of a local
manufacturer selling
into Health*

Our Story

Tom Stray – tom@dentalife.com.au
0431455462

Arguments for local manufacturing:

1. Economic benefit

- \$1 spent with local manufacturers adds \$2.74 to the economy. > Grant Thornton research USA
- \$1 spent in local R&D adds adds \$3.50 to the economy > CSIRO 2021 report

2. Supply Chain Surety

- 6x Production > sent to key customers
- Unfortunately, Australia isn't many international manufacturers 'key customers'

3. Local jobs

- 5% Medical product are locally made
- Imagine if we got this to 30%

We need innovative solutions to the financial and environmental challenges facing Healthcare.

Local SME Manufacturers Innovate!



The Problem:

Poor oral health in children –
Vanuatu

- Had access to Toothpaste and
Toothbrushes
- Provided time to brush
- Reminded to brush
- Cost constraints
- Little access to Dental
professionals



The Problem:
Desire to onshore a high-volume consumable to reduce carbon footprint.

- Price
- Price
- Price



Our Healthcare solution

- Only Class IIb Instrument Grade Disinfectant Manufacturer in Australia
- Significantly reduce cost





OPPORTUNITIES TO COLLABORATE

- Reduce cost
- Greener alternatives
- Supply chain surety
- Reduce warehousing cost
- Reduce freight
- Higher quality
- Add to the economy
- Create jobs



ICN Victoria

David Campbell

Lendlease

How major infrastructure projects provide opportunities for local suppliers

How major infrastructure projects provide opportunities for local suppliers

Victorian Medtech Showcase

David Campbell

Senior Project Manager
Social Sustainability, Victoria



We are proud to be at the forefront of delivering award-winning healthcare services to Australians now, and well into the future.

At a glance



Construction

\$1.7 billion worth of projects under construction currently across the country



Specialist

Our specialist health team provides advice and support to projects in every state and territory



Local

Locally, we have delivered approximately \$10 billion in health and medical facilities in the last decade

Highlights

8 children's hospitals

21 cancer research facilities

8 greenfield hospitals

40 redevelopments in live health environments

Key Projects

Our projects encompass all healthcare and scientific research facilities, from PC2 and PC3 laboratories and clean rooms to public and private healthcare facilities and education hubs.

Box Hill Hospital Redevelopment



Joan Kirner Women's & Children's Hospital



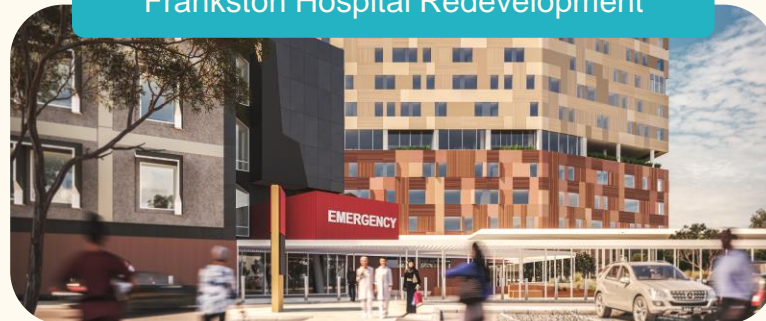
Monash Children's Hospital



New Bendigo Hospital



Frankston Hospital Redevelopment



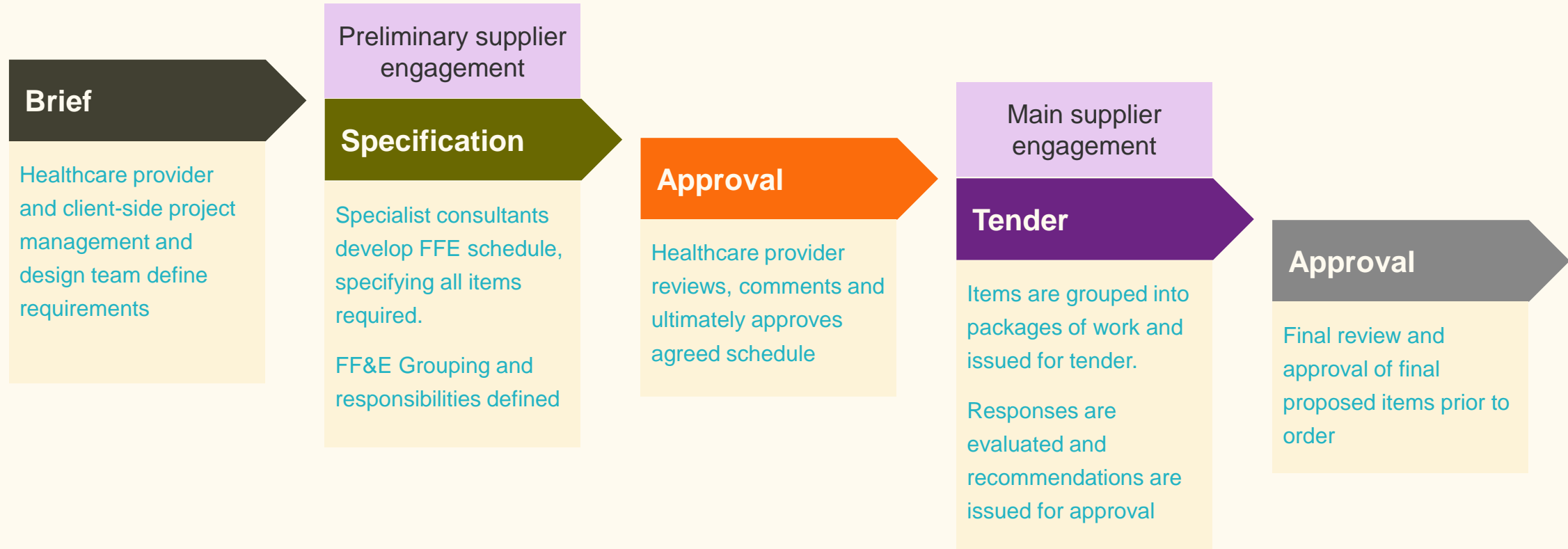
Pathway to 144 Mental Health Beds



Why is Buying Local Important to Lendlease?

- **Internal** – Supporting local industries is part of Lendlease’s Sustainability Framework
- **External** – Local Jobs First Requirements make up 20% non-price evaluation weighting for VIC State Government tenders – often with specific FF&E commitments
- **Project** – Opportunity for better service and mitigation of risk

FF&E Procurement Process - Construction



FF&E Group	Typical Items*
1	Furniture and building fabric related items, e.g. grabrails, standard joinery and cabinetry, pinboards, guards and buffers.
2	Fixed medical equipment that requires installation by a building contractor, e.g. Medical pendants, CSSD equipment, beds, white goods.
3	Moveable items that can easily be transferred or installed by staff and major items of electromedical equipment requiring specialist installation, e.g. Wheelchairs, flowmeters, thermometers, suction equipment, medical imaging equipment, etc.
4	Consumable items purchased and installed by the client outside the capital budget, e.g. bed linens, foodstuffs and disposable supplies.

* This can vary between projects and healthcare providers.

Typical Roles and Responsibilities – Specification

Group	D&C / Construct Only		PPP	
	Healthcare provider / Client	Contractor	Healthcare provider / Client	Contractor
1	✓	✓		✓*
2	✓		✓	✓*
3	✓		✓	
4	✓		✓	

* Subject to approval of the Healthcare provider.

Typical Roles and Responsibilities – Procurement

Group	D&C / Construct Only		PPP	
	Healthcare provider / Client	Contractor	Healthcare provider / Client	Contractor
1		✓		✓
2	✓*	✓*		✓
3	✓		✓	✓
4	✓			

* Typically, decisions on responsibilities are made by the client based on the following:

1. Whether the item is available through Health Share Victoria;
2. The specialisation of the item – with the more highly specialised the item, the more likely it will be procured by the Healthcare provider; and
3. If there is operational or service agreements / licencing associated with the initial purchase – and the more complex that service agreement, the more likely it will be procured by the health provider (both high value equipment, and low value / high volume items such as dispensers, as the type of dispenser is usually determined by the supplier of the item being dispensed).

Tendering

- **ICN Gateway** – portal that shows what projects are live and provides further information
- **Tender lists** – agreed between Contractors, Consultants and Healthcare providers (with user group input) with ICN input
- **Contractors tender in packages** – multiple items are procured in batches – this is often they are reflective of how we have received specification approval or interface requirements
- **Package structure is flexible** – depending on market feedback, these packages can be split or amalgamated

Tender Non-Price Evaluation

Key Criteria

- Local content
- Support and maintenance
- Compliance with brief
- Responsiveness and flexibility
- Completeness of tender response

Supplier Advice

- Know what your local content is
- Articulate the benefit of local
- Achieve or exceed
- Show what you can do
- Fill out all tender documents provided – this allows us to evaluate correctly

Localisation Case Study – Medical Pendants

- Market predominantly large international suppliers
- MDI are an ANZ manufacturer
- Started small with Lendlease at Box Hill Hospital
- Developed strong track record with Lendlease over multiple projects (Joan Kirner, Monash and Frankston)
- At Frankston, they are ~7% of overall FF&E – this makes a big difference to overall project local content
- Great service – flexibility, adaptability and service

Key Take-Aways

- Build stakeholder relationships – Healthcare providers, Consultants and Contractors
- Engage with ICN
- Know your local content and how to calculate it
- Don't be deterred if you cannot supply all items in tender request, but be clear on what you can, what you can't do
- If there is an opportunity to grow your capability and capacity, let us know



ICN Victoria

Craig Neylon

ICN Victoria

The role of ICN Victoria and the Local Jobs First
Policy Supporting Victoria's Medtech sector



ICN Victoria

Maximising Local Content in Medtech Procurement

Craig B. Neylon

Medtech Industry Adviser



About ICN Victoria



ICN Victoria, an independent organisation supported by the Victorian Government, has been working for local industry since 1984.



Help Local Win



We empower Victorian businesses to thrive by facilitating local procurement.

Victorian Medtech Manufacturing Capability Directory

- Medtech Directory covers the broad capability of medtech suppliers and manufacturers in Victoria
- Currently 100+ Victorian companies. Broadening to nationwide.
- Consult the Medtech Directory for local procurement
- Local suppliers register to be included in the directory



Email: cneylon@icnvic.org.au

ICN Medtech Webpage:
https://icn.org.au/icn_vic/medtech



Health Projects in which ICN assists with local content.

Past Projects



Footscray Hospital



Paula Fox Melanoma and Cancer Centre



Frankston Hospital



Aikenhead Centre For Medical Discovery

Current Projects

New Melton Hospital

Barwon Women and Children's

Ballarat Base Hospital

Australian Institute for Infectious Disease

Casey Hospital Expansion

Angliss Hospital Expansion

HSV Tenders

ICN Gateway - Medtech Work Packages

Accessing Project Opportunities

- ❖ Select “Work Packages”
- ❖ Select Medtech Equipment
- ❖ Submit Expression of Interest

Overview **Work Packages**

[Work Packages](#) ↓

3 Total Work Packages Show me

WORK PACKAGE	FULL SCOPE EOI	PARTIAL SCOPE EOI	STATUS
Any Opportunities	22 Apr 2025		● Open
Furniture, Fittings and Equipment	22 Apr 2025		● Open
Medtech	22 Apr 2025		● Open



How ICN can help

- Health buyers
 - Local sourcing
 - Applying Local Jobs First
 - Consult medtech directory
 - Industry briefings
- Suppliers
 - Join Medtech Directory
 - Collaborate
 - Join ICN Gateway
 - Attend Industry Briefings
- Partner organisations - awareness of local industry capability, eg; ACMD program
- Aust Medtech Manufacturing Alliance - opportunity to be an Alliance Supporter



ICN Victoria

Shelley Jackson

AMMC

Closing Remarks