

Australian Industry Participation (AIP) Plan Executive Summary

1. General Project Details

Company Name: Sonic Healthcare

Description of the project: Supply and Pathology Analysis of immunochemical Faecal Occult Blood Test Services

Estimated total project value: \$86,200,000

- **Estimated value of key goods and services procured for the project (if different to total project value) :** N/A

Project location: Macquarie Park, New South Wales, 2113

Link to project information: www.sonichealthcare.com.au

Project contact for procurement information: Robyn Winton, phone 02 9855 5425, rwinton@sonichealthcare.com.au

2. Opportunities for Australian industry involvement

List of goods and services to be procured for the project and the expected opportunity for industry participation	Opportunities for Australian suppliers	Opportunities for overseas suppliers
Pathology services (including provision of equipment, reagents, collection components)	Yes ¹	Yes
Provision of consumer collection packs (including information materials, logistics, packing)	Yes ¹	Yes

Disclaimer: The information provided in the table above is based on an initial assessment by the company. Any questions or issues should be raised with the project contact.

3. Communication Strategy

Sonic Healthcare is committed to involving Australian organisations and SMEs in the communications about tenders and Requests for Proposals for goods and services where appropriate.

Upon becoming aware of the request for tender, Sonic began exploring which suppliers could provide the products and services required for a number of areas. Given the specialised nature of many of the services, there are only a few qualified potential suppliers in the market for these services. Sonic has chosen Australian companies to supply goods and services.

4. Opportunities through all tiers of supply and in all stages of the project

Sonic required suppliers of goods and services to be AS/NZS ISO 9001 accredited to the required quality standard where appropriate.

Sonic will assess potential suppliers based on the general selection criteria included in all of Sonic's RFP documentation.

Sonic will make subcontractors aware of its AIP Plan and how it has been implemented. In dealing with contractors or subcontractors, Sonic will encourage the contractor or subcontractor to use Australian companies, and will emphasise to the contractor or subcontractor the benefits of using Australian companies.

¹ As part of the tender response to the Department of Health, Sonic has undertaken tender processes and chosen Australian companies to supply these goods and services.

Where appropriate taking into consideration the very specialised nature of much of Sonic's requirement for goods and services, Sonic will provide Australian SMEs the same opportunity to participate in RFTs as existing suppliers, and ensure SMEs are not disadvantaged.

5. Opportunities for longer-term participation

Sonic will encourage Australian SMEs to adopt world's best practice standards, and assist them to evaluate and develop appropriate products.

Sonic will provide Australian SMEs with links to information sources relating to training and other resources available to assist them to attain certifications or accreditations required to achieve world's best practice.

Sonic will provide detailed tailored feedback to Australian SMEs on their tender submissions.

Sonic will use its global network to introduce Australian SMEs to Sonic's overseas companies.

6. Procedures and Resources

Sonic will document its formal policy for Australian SME participation. The policy will outline how Sonic will implement and monitor its compliance with its AIP Plan.

The Sonic Procurement team will keep record of activities, communicate with staff and suppliers, apply the AIP plan to activities and tendering, and actively identify, monitor and record corrective actions.

Australian SME participation and variations will be reported to the Chief Procurement Officer on a quarterly basis.