SA Health Supplier Conference 2019
Together Towards Tomorrow
20 November
Adelaide Convention Centre
sahealth.sa.gov.au
Together Towards Tomorrow

Welcome to the 2019 SA Health Supplier Conference.

This year we focus on Together Towards Tomorrow and this is reflective and timely of the changes SA Health has undergone over the last twelve months to respond to the current and future needs for our community.

We face many challenges – increasing demand on our Emergency Departments and health services, the prevalence of chronic diseases and people with complex health needs, and an ageing population.

These challenges must be met within our state’s public health system that is a complex network of hospitals, health services and community based care located across a large geographic area, with an annual budget of around $6 billion with over 38,000 staff.

The Department for Health and Wellbeing 2018-19 Annual Report gives us the opportunity to look back and celebrate our achievements, and gain some clarity on our priorities for the coming year.

We identified a need and an opportunity to adapt how we work and implement changes to the governance of SA Health to establish improved accountability and oversight at a system level that supports local decision making for today and for the future.

SA Health has undertaken a reflective and adaptive approach to how we work together as an organisation. Through the patience and resilience of the SA Health team we are now seeing the results of our hard work.

This brings us to this year’s conference. Today is about how our greater health network comes together – our suppliers, our partners, our staff – to discuss, brainstorm and challenge each other on how we can work together to deliver our vision – the best health for all South Australians.

You can hear me talk about the key highlights about the 2018-19 Annual Report in this video.
A message from the Deputy Chief Executives, Department for Health and Wellbeing

Now in its third year, the SA Health Supplier Conference has established itself as an annual platform for us to share with our network of suppliers, Government partners and staff the current focus in the areas of planning, commissioning and support of health care services. Importantly, today provides an occasion to have face-to-face conversations and collaborate on how we can work together to achieve our goals, and this year’s conference is as important as ever.

Recent changes to how we govern our public health system has resulted in the realigning of our portfolio into six new regional Local Health Network’s (LHN) and LHN Governing Boards. To provide improved community responsiveness and focus on local issues.

As a department, we are entrusted with supporting our LHNs by identifying the current and future population needs and how to then transfer this into better health service decisions. This is then tailored to local needs to deliver a safe, high quality and financially sustainable health system.

This new environment brings even greater need to ensure our health network is working together. But we also want to create an environment in which we encourage ideas and innovation as a result of industry knowledge, experience and insights. And, what better place to do this than at the SA Health Supplier Conference where we look together, towards tomorrow.

Hear from Don Frater
Hear from Lynne Cowan
Hear from Julienne TePohe
A message from the Chief Procurement Officer / Executive Director Procurement Supply Chain Management, SA Health

Thank you for attending the third annual SA Health Supplier Conference.

We are all here today as part of our work, our profession and to seek opportunities, however ultimately we are here to make the delivery of healthcare in South Australia the best it can be each and every day.

This isn’t an easy task in an industry where our community’s health and social needs change and development in technology and research can alter our landscape rapidly. We have a constant need to be ahead of ourselves being aware, planning well and having an open, adaptable mindset.

This is where our networks can make a difference. All of us here today, coming together to have conversations, brainstorm and challenge each other’s thinking on how to move forward and improve strategy, planning and logistics of getting products and services to our hospitals.

Our supplier base has already commenced providing innovative ideas on how to improve our supply chain efficiency and responsiveness, and these have resulted in many projects that are now in progress. I believe though that this is just the beginning and I am driven in keeping our conversations with suppliers and Local Health Networks flowing to ensure we are in a cycle of continuous improvement and development.

I am proud of this event as it provides an opportunity for potential and current suppliers to listen and speak to the SA Health team about the whole spectrum of procurement and supply chain.

So this year I ask you to approach today with an open mind and join us in conversation on how we can move forward together.
Wellbeing SA was established in 2019 to oversee community-wide health and prevention services for all South Australians. It is envisaged Wellbeing SA will lead innovative system change to embed prevention across the life course and disease continuum, to improve physical, mental and social wellbeing and reduce the preventable burden of disease.

This rebalancing of the health system, will mean a significant change from a system that focuses on treating people when they become unwell, to one that is based on promoting physical, mental and social wellbeing, preventing ill health and supporting people to maintain wellbeing leading to healthier lives.

Partnerships with Non-Government and Private organisations are critical to the performance of the Wellbeing SA’s Hospital Avoidance Directorate which is currently working across the health system to build innovative, evidence informed and integrated care that delivers improved health outcomes for South Australians.
A message from the Commissioner on Excellence and Innovation

The Commission on Excellence and Innovation in Health (CEIH) was recently formed as an initiative of the governance changes for the SA Health portfolio. It provides leadership and on clinical excellence and innovation to better focus on maximising health outcomes for patients, improving care and safety, monitoring performance, championing evidence-based practice and innovation, and supporting collaboration.

Being a centre for excellence as well as a strong partner for clinical improvement and innovation the CEIH holds recognised expertise which can influence design of our Health Services. To ensure we have the very best evidence – based knowledge to help us achieve this, we bring together the expertise from clinicians, consumers, health partners and other key stakeholders. We then support the delivery of a safer, more innovative and efficient healthcare system through empowering clinicians and consumers.

There are four key areas that help us establish new ways of thinking:

Clinical Informatics will optimise the use of data and informatics within the health system. In a private/public partnership it will develop a statewide Data and Analytics Plan to build informatics into the entire system enabling continuous improvement and innovation.

Consumer and Clinical Partnerships will make sure that both consumers and clinician are engaged in improving the South Australian health system. To do this we will establish a number of Statewide Clinical Networks encompassing health professionals, health service organisations, consumers and carers to collaborate on the development and delivery of high quality care.

Clinical Improvement and Innovation will look at specific programs to inspire clinicians to strive for excellence, improve their practice and make innovative change in their field of expertise.

Human Centered Design through a consultative service will design the processes and supporting environments that put patients, along with their families and carers, at the centre of their own care. This means that individuals are empowered by the system with the knowledge to make the best decisions about their health and wellbeing.

I look forward to sharing more about our new and innovative initiatives at the 2019 Supplier Conference.

Professor Paddy Phillips
Commissioner, Commission for Excellence & Innovation in Health, SA Health
Supply Chain

Indicative Distribution Centre Concept Design

SA Health has conducted an extensive distribution centre and planning project with specialist technical knowledge in both DC design and operations. This project carried out detailed analysis of existing and future product flows to identify operational capabilities and resulted in a concept design for a new distribution centre.

The concept design layout is designed to optimise material flow in the distribution centre and is primarily composed of:

> Bulk storage areas
> Zone routed conveyors for the movement of totes between picking zones
> Goods to Person and Automated Storage Retrieval System area for smaller volume and lower frequency picking
> Despatch sorting to end destination of both totes and cartons

Zone Routing Conveyor System

a. Powered take away conveyor system (suitable for totes) linking all elements and picking zones
b. Order consolidation for picks from manual zones and automated zones with the exception of big and bulky items
c. Conveyor to route totes by destination zone (by Imprest location)
d. Four outbound sortation lanes each being approximately 12m long
e. Each sortation lane to have four diverts with a minimum 600 totes per hour rate
f. Order recirculation loop with a capacity of 100 totes recirculation at a minimum rate of 600 totes per hour
g. Order completed scan point with integrated automatic document inserter for packing slips and other collateral (with spare printer)
h. QA divert with QA station at minimum length of 12m non-driven conveyor for accumulation

ASRS and GTP System

a. Automated storage and retrieval system integrated with two Goods To Person stations for multiple order fulfilment (scalable to accommodate future growth)
b. Decanting station(s) to feed replenishment of the ASRS system
c. Provide 4,000 conveyable totes nominally sized at 600x400x350mm with a utilisation factor of 70% (i.e. useable volume = 52L)
Supply Chain

Concept layout –
New Distribution Centre
Supply Chain

Health Service Support

When we talk about Supply Chain we need to consider the Health Service Support (HSS) team who are one of the fundamental pillars of our organisation.

There are over 130 staff located at 23 sites across the state who provide a range of on-site warehousing, distribution and supply services that ensures the effective operation of health services. Together they manage more than 700 imprest locations and they replenish more than 85,000 product lines for those imprests.

Some of their activities of managing in-site bulk warehouses includes picking on average over 90,000 lines per month, receipt of all incoming goods, distribution of stock, imprest re-ordering, linen and mail room management along with general supply related support services. They perform an essential role of communicating and liaising with customers, proactively providing them with information relevant to the supply of goods and services.

The team ensures at different levels that issues involving distribution of goods are resolved quickly, changes are implemented on time, products on imprest rooms are managed effectively, site KPIs are achieved and that specialist advice regarding supply chain matters is available for all our customers.
Procure to Pay

Procure to pay (P2P) is the system and processes that connect every step of the procurement process, beginning at the decision to purchase goods or services, through to the payment to our suppliers.

Within Procurement and Supply Chain Management, P2P strives to implement seamless and efficient procure to pay processes that utilise technology to increase process automation, build control points, whilst delivering excellent customer service.

Working with Shared Services SA, P2P aims to introduce innovation and efficiencies that will assist in accurate and timely payments, system integration and business to business trading practices to benefit SA Health suppliers.

We have a ‘One SA Health’ approach which strengthens relationships with our partners by recognising and understanding our partner’s needs. This enables us to be the conduit between PSCM’s Logistics (Supply Chain) and Strategic Procurement business units. P2P provides a holistic focus on improvement which is designed to benefit our procurement end users, its Local Health Networks, SA Ambulance and Statewide Clinical Support Services. Consequently, enabling our customers to obtain quality data and reporting; ability to leverage savings; access to knowledge and education; and improved payment performance.

Purchase order related questions can be submitted to: 
HealthPSCM-Purchasing@sa.gov.au
Keynote speaker

Ross Dawson is globally recognized as a leading futurist, entrepreneur, keynote speaker, strategy advisor, and bestselling author.

Strong demand for Ross’s expertise has seen him deliver keynote speeches and executive workshops in over 30 countries across six continents and consult to leading organizations worldwide such as American Express, Citibank, Coca-Cola, Dubai Ministry of Finance, EY, Gartner, Google, Macquarie Bank, News Limited, Procter & Gamble, PwC, Roche, Visa and many other leading organisations.

Creating Tomorrow’s Healthcare Together

Healthcare is undergoing a massive transformation, driven by new medical and information technologies, and a social shift of power to the individual in an aging population. The ability to capture and analyse health data real-time is enabling a shift from reactive to predictive medicine, responding before crises happen, and helping people to change their behaviours, while connected health is enabling remote consultations and even surgery. We are on the threshold of extraordinary new medical technologies enabled by accelerating research, big data and the rapid emergence of new domains such as genomics.

The creation of an effective future of healthcare can only happen through many participants across a broad ecosystem working together in collaborative relationships and efficient procurement processes. The leaders in creating success for themselves and the health of the nation will map the futures of their sector, build data-driven organisations and create mutual value in relationships to prepare for a world of extraordinary change and opportunity in healthcare.
Something exciting is being announced in the Main Plenary at 2.15pm
The SA Health Procurement and Supply Chain Management Team Organisation – November 2019
Update from the Director Procurement

Quinton Swann
Director Procurement

SA Health utilises a Category Management Structure in order to manage the life cycle management of spend across the System. Procurement Supply Chain Management has two super categories, which include portfolios related to Statewide Services and Statewide Medical Consumables and Equipment. The role of PSCM is to enable our SA Health stakeholders to access the best products and services whilst achieving optimal value for money.

PSCM’s Category Management has evolved to be the contract lifecycle owner assisting all the Local Health Networks and business units within SA Health to drive the following:

> Strategic commercial approach for segments of spend
> Set a robust and transparent performance framework for LHNs
> Take a whole of system perspective
> Quality data and analytics at all times
> Connect with other systems (Private Health, Commonwealth)
> Scan horizon and know industry (market intelligence)

Procurement Team

Director Procurement
Quinton Swann

Head of Medical Consumables and Equipment
See below for further breakdown

Head of Services
See below for further breakdown

Manager Specialist Sourcing

Manager ICT

Manager Inventory
Medical Consumables and Equipment Procurement Team

Head of Medical Consumables and Equipment
HealthPSCMMedicalConsumables&Equipment@sa.gov.au
Jamie Cox

Contract Management Specialist
Alex Ozerov

Administration Officer
Mauro Posar

Principal Category Manager Theatre Products
Eman Alatrash

Principal Category Manager Biomed and Diagnostic
Orlando Pirone

Principal Category Manager General Patient and Wound Care
Steven Hassen

Principal Category Manager Pharma and Intravenous
Rod Case

Principal Product Manager
Melissa Viney

- Surgical products
- Orthopaedic Prothesis
- Cardiovascular Prothesis
- General Prosthesis
- Wound Closure
- Airway Management
- Sterile Procedure Products
- Biomedical Panel
- SAMI & SA Pathology Contracts of Strategic nature
- Sourcing of Biomedical Equipment
- Wound Care
- Other Patient Consumables
- Hygiene Products
-Health Apparel
-Dialysis
- Pharmaceuticals
- Enteral Feeds
- Compounding
- Intravenous Products
- Needles and Syringes
- Infusion
ICT and Specialist Sourcing

In support of the Department of Health and Wellbeing and Local Health Networks, two dedicated procurement teams focussed on ICT and Specialist Sourcing have been established to ensure that business owners can design and manage procurement projects for unique and specialised areas. The aim is to ensure optimal value for money is attained whilst functioning at an increased pace of procurement and maintaining full compliance.

Martin Barbary
ICT Procurement Manager
HealthHealthSystemsPSCMContractsSupport@sa.gov.au

Suzanne Johns
Specialist Sourcing Manager
SA Health Forward Procurement Plan

The SA Health PSCM team has developed an ongoing Forward Procurement Plan (FPP) in partnership with the full range of internal stakeholders throughout the SA Health network including Department of Health and Wellbeing, Local Health Networks, SA Ambulance Service, statewide services and clinical support services. A wide range of factors are considered in determining which projects will be subject to an open market process in the forthcoming period.

These include procurement policy and strategy, contractual requirements, risk management and a data driven approach to understanding key areas of spend.

We have every intention to follow this Forward Procurement Plan, however we acknowledge that changes are always possible, please ensure to be registered on the SA Tenders and Contracts Website for updates: www.tenders.sa.gov.au

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<thead>
<tr>
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<tbody>
<tr>
<td>Biomed &amp; Diagnostics</td>
<td>Supply, Installation, Commissioning and Maintenance Theatre Lights, Pendants and Integration</td>
<td>Provision for the Supply, Installation, Commissioning and Maintenance Theatre Lights, Pendants and Integration for Modbury Hospital</td>
<td>Nov-19</td>
<td>Mar-20</td>
<td>120</td>
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<tr>
<td>Biomed &amp; Diagnostics</td>
<td>Supply of Infant Incubators Lyell McEwin Hospital</td>
<td>Provision for the Supply, Installation, Commissioning and Maintenance of Infant Incubators Lyell McEwin Hospital</td>
<td>Nov-19</td>
<td>Apr-20</td>
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<td>Biomed &amp; Diagnostics</td>
<td>Supply of Thermocycler Analyser</td>
<td>Provision for the supply of Thermocycler Analyser for SA Pathology</td>
<td>Jan-20</td>
<td>May-2020</td>
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<td>Biomed &amp; Diagnostics</td>
<td>Supply of ICU Adult Ventilators The Queen Elizabeth Hospital</td>
<td>Provision for the Supply, Installation, Commissioning and Maintenance of ICU Adult Ventilators for the Queen Elizabeth Hospital</td>
<td>Jan-20</td>
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<td>Supply of Washer Disinfector for The Queen Elizabeth Hospital</td>
<td>Provision for the Supply, Installation, Commissioning and Maintenance for three Washer Disinfectors for Lyell McEwin Hospital</td>
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<td>Biomed &amp; Diagnostics</td>
<td>Supply of Ambulatory Hysteroscopy System The Queen Elizabeth Hospital</td>
<td>Provision for the Supply, Installation, Commissioning and Maintenance for Ambulatory Hysteroscopy System The Queen Elizabeth Hospital</td>
<td>Jan-20</td>
<td>May-2020</td>
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<td>Biomed &amp; Diagnostics</td>
<td>Supply of Endoscope Washer and Dryer FMC</td>
<td>Provision for the Supply, Installation, Commissioning and Maintenance for Endoscope Washer &amp; Dryer Flinders Medical Centre</td>
<td>Jan-20</td>
<td>May-2020</td>
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<td>Biomed &amp; Diagnostics</td>
<td>Supply of 1.5T MRI unit for SA Medical Imaging Country Health</td>
<td>Provision for the Supply, Installation, Commissioning and Maintenance of one 1.5T MRI unit for SA Medical Imaging</td>
<td>Jan-20</td>
<td>Jun-2020</td>
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<td>Biomed &amp; Diagnostics</td>
<td>Supply, Installation, Commissioning and Maintenance Mobile Gamma Camera</td>
<td>Provision for the Supply, Installation, Commissioning and Maintenance of Mobile Gamma Camera</td>
<td>Jan-20</td>
<td>Jun-2020</td>
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<td>Biomed &amp; Diagnostics</td>
<td>Supply, Installation, Commissioning and Maintenance Ultrasound Units, Statewide</td>
<td>Provision for the Supply, Installation, Commissioning and Maintenance Ultrasound Units, Statewide Period Contract Purchase up to three years followed by service and maintenance for a further 7 years</td>
<td>Jan-20</td>
<td>Jun-2020</td>
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<td>Biomed &amp; Diagnostics</td>
<td>Supply of SAAS Ambulance Vehicle Base</td>
<td>Provision for the Supply of SAAS Ambulance Vehicle Base</td>
<td>Apr-20</td>
<td>Sep-20</td>
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<td>Biomed &amp; Diagnostics</td>
<td>Supply of Blood Gas Tender SA Pathology</td>
<td>Provision for the Supply, Installation, Commissioning and Maintenance of Blood Gas Tender for SA Pathology</td>
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### CONSUMABLES

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<tr>
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<tr>
<td>Pharma &amp; Intravenous</td>
<td>LPG</td>
<td>Establishment of a contract for the supply of LPG to SA Health and other government agencies</td>
<td>Jan-20</td>
<td>May-20</td>
<td>36</td>
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<td>Pharma &amp; Intravenous</td>
<td>Distribution of Controlled Pharmaceuticals for SAAS</td>
<td>Establishment of a contract for the supply and distribution of controlled pharmaceuticals to SAAS</td>
<td>Jan-20</td>
<td>May-20</td>
<td>36</td>
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<tr>
<td>General Patient &amp; Wound Care</td>
<td>Examination Gloves</td>
<td>Establishment of panel contract for the supply of examination gloves</td>
<td>Mar-20</td>
<td>Dec-20</td>
<td>72</td>
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<td>Pharma &amp; Intravenous</td>
<td>Home Gasses</td>
<td>Establishment of a contract for the supply and distribution of gasses for medical treatment in patient’s homes</td>
<td>May-20</td>
<td>Nov-20</td>
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### SERVICES

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<th>Sub Category</th>
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<tr>
<td>Corporate</td>
<td>Whole of Health Freight</td>
<td>SA Health to approach the market for innovative logistics solutions for the provision of freight and courier services to and from SA Health locations across the Adelaide metropolitan and South Australian regional areas</td>
<td>Q2 (Oct - Dec) 2019/20</td>
<td>Jun-20</td>
<td>60</td>
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<tr>
<td>Corporate</td>
<td>Whole of Health Patient Transport</td>
<td>To develop a service offering that provides patient transport options that minimises patient waiting times, ensures a safe, comfortable and respectful transition, whilst maximising the number of patients transported on a day to day basis</td>
<td>Q2 (Oct - Dec) 2019/20</td>
<td>May-20</td>
<td>60</td>
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<tr>
<td>Site Services</td>
<td>Drug and Alcohol and SA Ambulance Facility Cleaning</td>
<td>DASSA and SAAS have facilities that require cleaning on a regular basis to detailed specification and timelines. There is a necessity for a professional high quality standard of hygiene and cleanliness incorporating specific daily, weekly, monthly, six monthly and yearly tasks</td>
<td>Q2 (Oct - Dec) 2019/20</td>
<td>Jun-20</td>
<td>96</td>
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<td>Corporate</td>
<td>Whole of Health Printing</td>
<td>To establish a contract for use by Whole of Health which enables a standardised and streamlined method in the procurement of professionally printed products</td>
<td>Q3 (Jan - Mar) 2019/20</td>
<td>Sep-20</td>
<td>60</td>
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<td>Clinical Support</td>
<td>Agency Nursing Panel</td>
<td>The provision of Agency Nursing/Midwifery Temporary Staff Services across SA Health provides a critical clinical support service to metropolitan and country health sites/centres</td>
<td>Q4 (Apr - Jun) 2019/20</td>
<td>Oct-20</td>
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### ICT

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<tr>
<td></td>
<td>Replacement of Procurement and Contract Management System</td>
<td>Replacement of Procurement and Contract Management System</td>
<td>Oct-19</td>
<td>Feb-20</td>
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*Further procurements are expected but are yet to be confirmed*
Update from Head of Supplier Relationship Management

The value of our suppliers now and in future

This conference and your attendance are a testament to the wish to listen, share ideas, thoughts, knowledge and future plans. At last year’s conference the Supplier Relationship Management function was introduced and I am excited to share that we have listened to our suppliers’ wishes for better communication and collaboration to create better value for our patients.

We are increasing our ways of communicating with our suppliers by utilising the SA Health LinkedIn page, mail outs to our wider supplier base, the Industry Capability Network, Tender SA and our Industry Briefings as well as more direct communication where appropriate. In order to ensure you are connected and receive relevant information, please ensure you are registered on above mentioned websites and connect with me as well.

Without our suppliers, their products and services and invaluable input we cannot deliver appropriate care to our patients. How can we improve on this further? I want to speak with you about your ideas and I am excited by the strategic direction from our Chief Executive.

I look forward to strengthening our strategic supplier relationships further and achieving collaboration and value for the world of tomorrow.
Update from the Executive Director Infrastructure

Delivering best value for money on major infrastructure projects

Service consultants and suppliers are critical in the delivery of our capital works program across all stages of a project. From planning through to post-occupancy review in the establishment of ‘state of the art’, sustainable, innovative and patient centred health facility solutions.

Supplier Relationship Management is essential for projects to be delivered on budget and on time, this requires good communication and trust that all parties wanting to deliver the best value for money solution. As such our key service consultants are viewed as part of the team, this is evident in our project governance structures to which they are participating members on our working groups.

As we progress the delivery of the SA Health capital investment program further supplier opportunities will become available for our architects, builders and contractors.
An update from Bruce Everett, Regional CEO Asia Pacific, The International Association for Contract and Commercial Management

Delivering social and economic benefits through better trade relationships

IACCM recently conducted research on Supplier-led Innovation and Continuous Improvement, noting that “a high proportion of contracts include provisions relating to these topics, yet there is a widespread sense that they are frequently ineffective.” Is it because they are poorly defined (as 50% of clients say and 72% of suppliers observe) or there is no formal structure to evaluate suppliers initiatives (as 22% of clients and 40% of suppliers say) or is it fundamentally a misalignment of money-saving/money-making goals between the client and supplier?

The research suggests that it can be all three and that there is an opportunity cost of not putting the conditions for innovation in place. Our survey observes that 50% of supplier respondents say that they were held back from proposing an innovation or continuous improvement due to lack of incentive, customer openness or fear that their intellectual property would be used against them in a competitive bidding process.

This fear can be addressed through trust-building and long-term partnering commitments, but it needs to be an intentional process. Like our Relational Contracting research with the University of Tennessee Unpacking Relational Contracting, establishing great working relationships takes rigour to build effective communications, joint problem-solving rather than ‘the blame game’, fit-for-purpose risk allocation, and gain/pain share. Same too for innovation and continuous improvement, which is most effective when there is an intentional process for buyer and supplier collaboration.

A process which includes joint planning and goal-setting, openness about challenges and opportunities, ‘psychological safety’ for interpersonal risk-taking with a ‘one-team’ team climate characterised by interpersonal trust, mutual respect and open communications.

This idea of ‘one team’ with suppliers was brought home to me in conversation with SA Health. They sponsor an annual Health Supplier Conference to share challenges and opportunities with the intent to encourage supplier-led innovation and continuous improvement. Sure, the contracts have provisions and KPIs for innovation, but these annual strategy conferences backed by monthly Supplier Relationship Management meetings encourage Innovation and Continuous Improvement to be discussed as a standing agenda item with time set aside to explore ideas, some which proceed to ‘pilot’ and fly, with others that fail to launch. It is a safe environment for risk-taking and innovation by design and through collaboration. As our research report says, ‘trust is the secret sauce that results in collaboration.’

IACCM’s vision is a world where all trading relationships deliver social and economic benefit. We need to remove the barriers to supplier’s ideas, respect their IP, and create opportunities for collaboration which lead to great mutual success stories. Find out more at www.iaccm.com

1 https://www.iaccm.com/resources?id=10746
2 David Frydlinger, Tim Cummins, Kate Vitasek and Jim Bergman
3 https://www.linkedin.com/pulse/empowering-perfect-team-bruce-everett/
An update from the Industry Advocate

The South Australian Productivity Commissioner reported, ‘in line with the government’s Growth Strategy; procurement and the South Australian Industry Participation Policy can play a key role in the policy settings and business environment that encourage the growth of businesses in South Australia that are competitive not only in South Australia but in other markets’ as the South Australian Government procurement spending has a substantial impact on the South Australian economy as a result of the $11 billion spent annually or around 10 per cent of the gross state product (June 2018).

Government purchasing can provide an important market for new products and services which can be extremely valuable when our businesses are looking to expand into export markets. However, the feedback from local firms is often new business models and innovative product offerings emerging from start-ups can present a challenge for buyers and procurement professionals. The Industry Advocate and Chief Entrepreneur raised this concern in submissions to the South Australian Productivity Commission and in the Government’s Response to the SAPC Report there is commitment to develop a proposal to encourage start-ups and scalable to bring forward new and innovative solutions to government.

A key role for the State’s Industry Advocate is to advance the objectives of the South Australian Participation Policy with the aim of increasing the number and diversity of locally based business winning government contracts as well as encouraging the State Government to use local Aboriginal businesses. Under the Connecting with Business initiative, the Industry Advocate has created the SA Product & Services Register to improve the profile of South Australian businesses to government buyers which will be expanded to incorporate a category for local owned and operated Aboriginal businesses.

To grow the objective; build the capability and capacity of local business wanting to participate in government contracts, the office recently launched Ready To Tender, a free and interactive online resource that consolidates everything businesses need to know about supplying to government and is designed to help South Australian businesses navigate the government procurement process. The platform guides businesses through everything the need to know and do to give them the best chance of success.

There are more than 140,000 small businesses in South Australia, representing 98 per cent of total businesses in the state and a third of the workforce and it’s these businesses that Ready To Tender is designed to support. To be able to work on their businesses in their own time to build their success when quoting or tendering.
ICN is a business network that introduces Australian and New Zealand companies to projects large and small. When it comes to finding new business opportunities, one of the biggest challenges can be breaking into new or expanding supply chains. With more than 30 years’ experience helping local companies find new business in government, private sector and major projects, ICN could uncover an opportunity that’s just right for you.

SA Health is partnering with ICN to improve its reach and suppliers are encouraged to provide their capability information and contact details through SA Health’s Supplier Communication Portal on ICN Gateway (SAHealth.icn.org.au). SA Health needs to communicate with its suppliers for different reasons and reach out to the right person within each organisation, and the portal includes a questionnaire for suppliers to provide relevant contact information as well as products and services your business can supply to SA Health.

To do this you will need a company profile on Gateway. It’s free and easy – all you need to do is head to ICN Gateway, click ‘Join Now’ and it will step you through a wizard. Then head to SA Health’s ICN portal, click the Full Scope EOI icon for the ‘SA Health – Keep me updated’ work package and answer the questions.

ICN – All the right connections for industry

WE HELP THOUSANDS OF SOUTH AUSTRALIANS EVERY YEAR

The Office of the Small Business Commissioner seeks to act as an independent circuit breaker for business to business or business to Local or State Government disputes.

We aim to bring both sides together to see a resolution.

We also provide a range of other services to small businesses including advice on starting up a small business in South Australia.

We can also assist with:
- Retail and Commercial Leasing Information
- Getting paid on time by the State Government
- Setting out payments in the building and construction industry
- Keeping you updated on a range of topics through our information sessions
- Providing a pathway for you to find the right person to help with complex matters

INFORM | MEDIATE | ADVOCATE

For more information contact us on 08 8303 2026 or Toll Free 1800 072 722 or visit our website www.sabc.sa.gov.au
Partnerships and Memberships

Government of South Australia partnerships

Department of Planning, Transport and Infrastructure
Department of Treasury and Finance
State Procurement Board

CIPS Award – Best Process Improvement Initiative 2017

CIPS Finalists in the categories:

- Ethical Procurement – Working together to achieve better outcomes – waste management 2019
- Public Procurement – Intravenous access devices and administration consumables 2019
- Technology Innovation – Metropolitan Hospitals Non Clinical Services (Hotel Services) 2019
MOLECULAR IMAGING AND THERAPY RESEARCH UNIT (MITRU)
SA’s only Cyclotron operates in the SAHMRI building. The Molecular Imaging and Therapy Research Unit (MITRU) is a Therapeutic Goods Administration (TGA) licensed production unit focused on radiopharmaceuticals for diagnostic and therapeutic purposes, supplying private and public radiology groups nationally. Research and development capabilities exist to produce new GMP quality radiopharmaceuticals for clinical trials or routine patient use anywhere in Australia.
Mr Prab Takhar, Director prab.takhar@sahmri.com

SAHMRI PROTEOMICS, METABOLOMICS AND MS-IMAGING FACILITY
The facility is equipped with state-of-the-art LC-MS, GC-MS and MALDI-MS instruments. The experienced team consists of three postdoctoral scientists with extensive experience in metabolomics, lipidomics, proteomics, MS-imaging and drug/small molecule quantification. The team partners with biomedical and other researchers to obtain optimal data from a range of specimens including biofluids and tissue.
Dr Marten Snel, Head marten.snel@sahmri.com

SAHMRI GENOMICS
The SAHMRI Genomics facility offers high quality next generation sequencing services to researchers across South Australia. Closely supported by the SAHMRI Bioinformatics Core, the facility has a complete service from library preparation to final analysis. Equipped with a 10X Genomics single cell platform, Illumina sequencers, robotic liquid handing and experienced staff the facility is here to help you achieve your genomics needs.
Mr Mark Vander Hoek, Manager genomics@sahmri.com

ACRF CELLULAR IMAGING & CYTOMETRY CORE FACILITY
The core facility is committed to providing the highest quality service in providing state-of-the-art instrumentation, as well as technical and professional assistance for performing flow cytometry, mass cytometry, laser scanning cytometry and cell sorting.
Dr Randall Grose, ACRF Fellow randall.grose@sahmri.com

SAHMRI MICROSCOPY FACILITY
Three light microscopes are available in the Facility, two of which are live-imaging capable. The Facility is available for use by SAHMRI, its partners, and by external academic and commercial users. Our Leica TCS SP8X-MP Confocal Microscope is the most sophisticated in SA.
Dr Makoto Kamei, Manager makoto.kamei@sahmri.com

PRECLINICAL IMAGING RESEARCH LABORATORIES (PIRL)
The unique preclinical and research capabilities and facilities available at PIRL meet demands for innovative research from all over the world. The facility is GLP and ISO 9001 (2015) accredited, OGTR compliant (PC2) and is a Dept of Agriculture Approved Arrangement site (BC1/BC2). The facility is a node of the National Imaging Facility (NIF) for large animal research imaging with access to a national network of imaging specialists. Imaging equipment includes Magnetic Resonance Imaging (MRI), CT, X-ray, DEXA, fluoroscopy, 4-dimensional X-ray (4-DX) and ultrasound. PIRL also hosts advanced surgical training workshops.
Dr Chris Christou, Director pirl@sahmri.com

COMPATH
ComPath offers services for Health Monitoring and Disease Surveillance Programmes in laboratory animal research facilities. The site operates under an Approved Arrangement with the Department of Agriculture and Water Resources (DAWR) enabling us to accept and house animals in Quarantine. Our capabilities include serology, bacteriology, histopathology and molecular diagnostic testing.
Ms Amy Gathercole, Manager info@compath.com.au

SAHMRI CRYOGENIC FACILITY
The SAHMRI Cryogenic facility provides short, medium and long-term cryogenic storage and mid to long-term Ultracold storage. The facility provides opportunity for all SAHMRI researchers, partners and external customers to store specimens and collections in a temperature-controlled environment and with our state-of-the-art database, ensures sample integrity.
Ms Natasha Pyne, Research Support natasha.pyne@sahmri.com

SAHMRI SLIDE SCANNING SERVICE
The SAHMRI Histology Slide Scanning Service enables researchers to obtain high-quality, whole-slide digital images of their glass slides. It can be used to digitally archive slides at full resolution or scan large quantities of tissue sections for further analysis. The service utilizes the Panoramic 250 Flash II scanner which is fitted with both 20x and 40x objectives. Brightfield scanning may be ordered through our booking system, whereas Fluorescent scanning is available by consultation.
Ms Sarah Chaplin, Research Support slidescanning@sahmri.com

NUTRIENT ANALYSIS FACILITY
All your nutrient analysis needs can be met by the SAHMRI Women and Kids laboratory. The lab boasts a range of instrumentation including HPLC, GC, LC-MSMS, and GC-MS for the measurement of fat and water soluble vitamins, total fats and fatty acid profiles. We specialise in the development of tests utilising dried blood spot technology for easy collection, storage and transport of biological samples.
Dr Liu Ge ge.liu@sahmri.com
Kristina Hickson kristina.hickson@sahmri.com

SAHMRI: Supplying South Australia and the World
The South Australian Health and Medical Research Institute (SAHMRI) houses a comprehensive suite of equipment and expertise to deliver sophisticated analysis and research support to researchers, partners and health services locally, nationally and internationally.