



Australian Industry Participation (AIP) plan Executive Summary

1. Organisation and project details

Company/organisation name: FRASER AND JENKINSON PROPRIETARY LIMITED

Project name: Ordering, printing, personalisation, and storage of PBS stationery products

Description of the project: This project is a procurement for the provision of ordering, printing, personalisation, and storage of PBS stationery products.

Services Australia (the Agency) is responsible for the administration of the Pharmaceutical Benefits Scheme (PBS). Under the PBS, a range of stationery items is printed and dispatched to medical practitioners, dentists, pharmacists, nurse practitioners, midwives, hospitals and other health professionals nationally. PBS Stationery items include but are not limited to:

- (a) prescription forms (personalised and non-personalised);
- (b) Repeat Authorisation forms;
- (c) Safety Net cards; and
- (d) envelopes.

The Agency is seeking to engage a provider of the following services:

- (a) processing of orders placed through the Agency's ordering system for stationery items;
- (b) printing and production of all PBS Stationery items ordered, including personalisation, monitoring of tracking system, sequential numbering and security features where specified;
- (c) secure storage and inventory control;
- (d) order fulfilment, packaging and dispatch;
- (e) telephone and email help desk support;
- (f) reporting capabilities;
- (g) relevant security processes and procedures, and
- (h) relevant governance and relationship management procedures.

The Agency may also require the following:

- (a) provision of an ordering portal and associated help desk services to allow orders to be placed directly with the successful Tenderer; and
- (b) require the successful Tenderer to process orders received from the Agency via email or facsimile for certain product categories,

Services under the contract will commence from 1 January 2023. The contract will have an initial term of two years, with up to three 1-year extensions.

Estimated capital expenditure/total value of the project: \$41,956,787 AUD

Estimated total value of key goods and services: \$17,000,000 AUD

Project location: Nationwide

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

Contact person for procurement information:

Name: Zoe Moio
Phone number: 0394554035
Email address: zmoio@pmg.com.au

2. Opportunities to supply goods and services

List of goods and services to be procured for the project and the expected opportunity for industry participation	Opportunities for Australian suppliers *	Opportunities for international suppliers
90% of the projects raw materials is paper and 87% of this paper is produced within Australia. See further details above.	Yes	Yes

* An Australian supplier means an entity that has an ABN or an ACN

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.

- International standards and certifications will be required for the key goods and services in this project.

3. Communicating and providing opportunities

- Project website OR Project supplier portal
- Liaison with industry associations
- Allow reasonable and equal time for submissions/responses
- Print Media Group will provide equal opportunity to Australian industry by providing a link on our website for all potential suppliers to lodge their interest. See below.
- Train procurement entities to ensure they understand AIP plan obligations
- All tenders from Australian and overseas suppliers will be assessed on the same basis
- The organisation will ensure all AIP plan obligations will flow down to contractors and subcontractors

4. Facilitating future opportunities

- Brief procurement managers on the capabilities and achievements of project suppliers
- Provide strategic feedback to the Commonwealth on emerging trends in industry
- Provide references for high performing suppliers
- Provide unsuccessful tenderers with appropriate feedback to encourage future performance

5. Implementation resources

- The organisation will record and/or retain evidence to demonstrate implementation of the approved AIP plan
- Develop systems to monitor and report on the extent of Australian industry participation