

## 6.2 Government Health Procurement: Responding to Proposals

**6.2 Government Health Procurement: Responding to Proposals** module forms part of the **6.0 Commercial Practices course** and is designed to support staff respond to proposals.

### The Medical Technology Industry

The Australian medical technology industry includes Australian and overseas companies manufacturing and supplying medical devices, in-vitro diagnostics and medical imaging equipment. The medical technology industry makes a highly significant contribution to the quality of health care in Australia.

### What is the Commercial Practices course?

Developing skills, knowledge and understanding in how better commercial practices support the work of medical technology companies is an important factor for those working in the commercial area.

The *Commercial Practices* course currently consists of two modules. This will be further expanded during 2010.

- 6.1 Government Health Procurement: Agencies and Processes
- 6.2 Government Health Procurement: Responding to Proposals



For further information about MTAA courses, please contact the Professional Development Manager on (02) 9900 0650 or email [reception@mtaa.org.au](mailto:reception@mtaa.org.au)

### What topics are covered in the Government Health Procurement: Responding to Proposals module?

This module will give an overview of how to respond to procurement proposals and Vendor Initiated Proposals (VIPs)

#### Learning outcomes

- Develops a basic understanding of responding to procurement proposals (e.g. Request for Tenders, Request for Quotes).
- Gains an understanding of the TPA and ACCC limitations (e.g. bundled product offers).
- Understands the requirements of VIPs.

### Who should participate?

Employees involved in the procurement process should participate in the training. Module 6.1 is the recommended pre-requisite training for this Level 1 module.

### How much does it cost?

The cost of this evening module including GST is \$550 for members and \$850 for non-members. Once payment is accepted, applicants will be registered. The online module is available at no cost.

### How do I register?

All registrations to MTAA training modules are via the website. For this course, places will be offered to those that register an interest to attend a module. The city location of the training will be dependent on where the majority of those that have expressed an interest are based. Please visit *Training* under *Professional Development* on the MTAA website [www.mtaa.org.au](http://www.mtaa.org.au) to access course information and register your interest.

Following full registration, participants will be forwarded a program. Participants will receive a *Certificate of Participation* at the end of the training.