SECTION D – RESPONSE FORMS

Note: The Offeror must complete ALL of the following Response Forms as part of its Offer in accordance with clauses 2.2 and 4.1 of the Conditions of Offer.

The Offeror must complete the Response Forms only by making changes to text marked <<like this>>. **Please note: Any other changes will constitute departures and must be set out in Response Form 2 – Schedule Proposed Departures.**

Response Form 1 – Offeror authorisation and certification

Information Required	Details
Please specify the legal entity type of the Offeror:	☐ Individual ☒ Company ☐ Partnership ☐ Overseas Incorporated Company ☐ Trust ☐ Other – please specify
Please specify the legal name of the Offeror: • if Offeror is an individual - specify the full name (including given names and surname) and address of each individual; • if Offeror is a partnership - specify the full name and address of each partner; • if Offeror is a company – specify the full company name; • if Offeror is a trust - specify: o the legal name and address of each trustee authorised to make the Offer on behalf of the trust; and o the name of the trust.	Stryker Australia Pty Ltd
Offeror's Australian Company Number (ACN) (if applicable):	**ACN:** 002 873 850
Offeror's active Australian Business Number (ABN):	**ABN:** 48002873850 **OR** if no ABN – have you submitted a '*Statement by a supplier – Reason for not quoting an Australian Business Number (ABN) to an enterprise*' form? **Yes** ☐ **No** ☐
Offeror's registered Business Name (BN) (if applicable):	Stryker Australia Pty Ltd
Is the Offeror registered for GST?	**Yes** ☒ **No** ☐
State or Territory in which Business / Corporation / Individual is registered:	New South Wales
Name of Holding Company / Corporate Group (if applicable):	Stryker Corporation
Offeror's Postal Address:	8 Herbert Street St Leonards NSW 2065
Offeror's Street Address (registered office address of the Offeror):	8 Herbert Street St Leonards NSW 2065
Offeror's contact person:	

Name:	s47(3)(b)
Title:	
Telephone number:	
Facsimile number:	
E-mail address:	
Is it proposed to sub-contract any part of the Goods and/or **Services?** If "YES", please specify full name and address of each sub-contractor and their relevant experience and expertise in relation to the offered Goods and/or Services:	**Yes** ☒ **No** ☐ Stryker would propose to sub-contract a portion of the service outlined under the Managed Service Model and Authorised Service Models, however ultimately Stryker would be responsible for their performance. Stryker would develop contracts with service providers throughout Queensland to support service requirements for the equipment. As part of the process Stryker would audit each subcontractor and establish agreements directly with service providers who meet Stryker's standards for quality. s47(3)(b)
Are Notices relating to a potential Standing Offer Arrangement Deed to be directed to the above Contact Name and details? If 'NO", please insert alternative details:	**Yes** ☒ **No** ☐

Is there any part of the Offer of concern to the Offeror, if released under the *Right to Information Act 2009* (Qld)? If "YES", please specify the component of your Offer and which of the following categories it relates to: *Note: This information is being sought for the purposes of applying any relevant exemptions that might be available under the Right to Information Act 2009 (Qld). However, the Department of Health nor the Customer can give no guarantee to the Offeror that the information will be protected from disclosure under the Right to Information Act 2009 (Qld).*	**Yes** ☒ **No** ☐ Individual unit pricing is considered by Stryker to be Commercial-in-Confidence Information in relation to this tender, and the Proposed Deed. Accordingly, Stryker requests that this information be withheld from publication or disclosure to any person. The above information discloses, or would tend to disclose Stryker's financing arrangements, financial modelling, cost structure and profit margins, and would place Stryker at a substantial commercial disadvantage in the future. Stryker however consents to the publication or disclosure of overall volume value. Please specify which of the following categories is applicable to the above component: ☐ Trade Secret ☒ Commercial value ☐ Results of research ☒ Confidential nature

Authorisation, Certification and Execution by an Offeror (company)

The Director and Director/Secretary named below certify that in submitting the Offer on behalf of the Offeror:
(a) they have read, understood and complied with the requirements of the Invitation;
(b) the enclosed Response Forms are a true and accurate account of their Offer; and
(c) they have provided details of any Proposed Departures in Response Form 4.

Signed for and on behalf of:

Graham McLean

48002873850

002 873 850

in accordance with s.127 of the Corporations Act 2001 (Cth)

this 21st day of June, 2014

by

Graham McLean

Christian Cuneo

)
)
)
)
)
)
)
)
)
)
)
)
)
)
)
)

Signature of Director

Signature of Director/Secretary

Where an attorney executes the Offer on behalf of an Offeror, the form of execution must indicate the source of this authority and a certified copy provided to Department of Health.

OR

Authorisation, Certification and Execution by an Offeror (individual or partnership (*) (+))

I, the Offeror/authorised signatory named below, certify that in submitting the Offer:
(a) I have read, understood and complied with the requirements of the Invitation;
(b) the enclosed Response Forms are a true and accurate account of my Offer;
(c) I have provided details of any Proposed Departures in Response Form 4; and
(d) I am duly authorised to execute this Offer on behalf of the Offeror.

Signed for and on behalf of:

<<insert Offeror's name>>

<<insert Offeror's ABN>>

this <<insert date>> day of <<insert month>>, <<insert year>>

)
)
)
)
)
)
)

by <<insert full name of Offeror/authorised signatory>> in the presence of <<insert full name of witness>>	))))))	_____ Signature of Offeror/authorised signatory _____ Signature of witness

Where an attorney executes the Offer on behalf of an Offeror, the form of execution must indicate the source of this authority and a certified copy provided to Department of Health.

Privacy Statement - The Department of Health is collecting Personal Information from the Offeror for the purpose of administering the Request for Offer Process, Arrangement and any Contract. This Personal Information may be shared with Queensland Government departments or agencies, Queensland Government Bodies, Non-Government Organisations and/or Commonwealth, States or Territories for the purpose of administering the Request for Offer Process, Arrangement and any Contract or made publicly available in accordance with the requirements of the State Procurement Policy. Personal Information will not be otherwise disclosed to any other third party without consent of the Offeror, except where authorised or required by law.

NOTE TO OFFEROR

(*) If an Offeror is an individual or partnership, then the above execution clause will be applicable.

(+) If the Offeror is a partnership, then all partners associated with the partnership must execute the above clause, unless authorisation has been given to an attorney.

Response Form 2 – Schedule of Proposed Departures

Note: These conditions will not form part of the Standing Offer Arrangement Deed unless agreed between the Department and the Successful Offeror in writing

Sections	Clause Number	Proposed Departures/Variations/Additions Give details of each and every departure/ or additional provision
Specification	4.1	Complies. Stryker complies with all standards listed in the clause and also complies with the following global standards. s47(3)(b)

		s47(3)(b)
	4.2	Complies.
	5.5	Complies. The information provided in this document is in relation to Stryker's Power-PRO XT and Power-LOAD. Power-PRO XT: The Power-PRO XT is Stryker's powered stretcher that fulfils the functional requirements of a power assisted stretcher. The Power-PRO XT is shown below. 

		Power-LOAD: Power-LOAD is a powered loading floor locking system which fulfils the tender functional requirement for mechanically assisted loading and unloading of patients into and out of the ambulance.  Following are the ARTG numbers for the above mentioned products. Power-PRO XT: ARTG No. 197659 Power-LOAD: ARTG No. 197604
	6.1	Extreme Heat and Cold Temperatures: Power-LOAD and Power-PRO XT are tested to perform between -34°C and 54°C. Dust, sand, gravel, grass: Power-PRO XT Wheel: Stryker's wheels are designed for ease of manoeuvrability on a variety of surfaces. On hard surfaces the shape of the wheel means that only the centre portion of the wheel makes contact with the surface, reducing friction and making the stretcher easier to move. On rougher surfaces the width of the wheel mountain bike tire.  The hub of the wheel is made from polypropylene a high strength plastic polymer which contains two sealed ball bearings around an axel shaft. These types of bearings were chosen for their functionality with respect to easy movement and because they are sealed. Being sealed keeps out dust,

sand, gravel and water that could reduce the ease of movement. The entire stretcher is built with this concept in mind and allows it to have an IPX6 rating, meaning it can be power-washed without harming any components.

The wheels and castors used on the Power-PRO XT are specifically designed by Stryker for stretcher use and have proven to be very reliable. As a point of reference, this wheel is the same wheel used on all Stryker stretchers; s47(3)(b)

s47(3)(b)

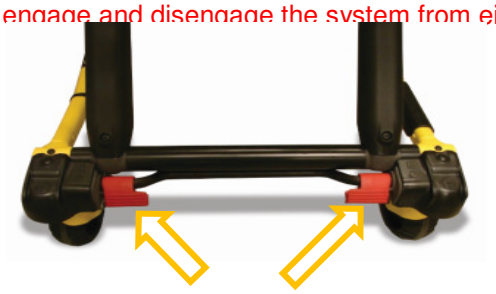
Power-PRO XT "Tire" Material:

s47(3)(b)

Power-PRO XT Steer-Lock:

All four castors on the Power-PRO XT can pivot 360 degrees, allowing maximum manoeuvrability on a variety of surfaces.

When the requirement is for easier control and more precision, the Steer-Lock system can be engaged. Steer-Lock allows the head end castors to be locked into a straight position, preventing stretcher drift and enhancing its turning precision. Activation and deactivation points are located at both the head-end and foot-end of the stretcher giving paramedics flexibility to engage and disengage the system from either end.



The image above shows the steer lock controls at the head-end of the stretcher, in red (consistent with all controls on the stretcher that signify the ability to control an action). Stepping down on either red pedal engages Steer-Lock; when the stretcher is moved so that the castors are in a straight position they will lock into that position. Steer-Lock can be disengaged

by lifting up on the pedal. As soon as the pedal is lifted, 360 degree rotation of the castors is immediately engaged.

Foot end control for SteerLock:

Dust, sand, gravel, grass; and Water (fresh and salt)

Power-PRO XT Castor:

The 'castor horn' is the component that allows the wheels to swivel 360 degrees uses a single sealed ball bearing. These types of bearings were chosen for their functionality with respect to easy movement and because they are sealed. Being sealed keeps out dust, sand, gravel, and water that could reduce the ease of movement. The entire stretcher is built with this concept in mind; as a result the stretcher has achieved an IPX6 rating certifying that it can be power-washed without harming any components.

Power-PRO XT and Power-LOAD – overall construction

To make sure that both Power-PRO XT and the Power-LOAD system do not impede on effective cleaning of the products and the ambulance floor they have been certified to the IPX6 Waterproof Standard, which means both components are compatible with power washing equipment. Due to the robust design of Power-PRO XT and Power-LOAD cleaning of the ambulance floor will not require any change to current procedures.

The Power-LOAD system does have a crevice as part of the track that the Power-LOAD trolley moves on. As part of the installation a drain is installed so any remaining fluid would pass through the floor of the ambulance (shown below).

Power-LOAD Inductive Charging System for Power-PRO XT:

Ideal for applications where water impermeability is required. The Power-LOAD "inductively charges" the Power-PRO XT – Power-LOAD uses an electromagnetic field to transfer energy between its charge plate and Power-PRO XT's battery, rather than a traditional power cable with a plug or a docking station which is prone to failure in wet conditions.

The use of "inductive charging" allows both the stretcher and load system to receive an IPX6 water ingress rating, which approves both for power washing and demonstrates the designs ability to keep dust and dirt out of vital components.

IPX6

Specifics regarding IPX6 certification: The test sends water at all angles through a 12.5mm nozzle at a rate of 100 litres/min at a pressure of 100 kN/m2 for 3 minutes from a distance of 3 metres. To pass the test samples must not fail or show any water seepage.

Water (fresh and salt)

Power-LOAD Locking Points and Bolts:

Power-LOAD, its locking points and the bolts used for securing it to the ambulance structure are corrosive resistant components.

Uneven Surfaces:

s47(3)(b)

The design of the Power-PRO XT offers this enhanced stability

when compared to roll-in style stretchers because of its weight distribution, wide footprint and its X-Frame design. The X-Frame offers a bit of flexibility or give, a bit like a shock absorber on a car so a patient rocking from side to side or impact that occurs to a wheel when the stretcher encounters a jagged edge on uneven ground are more safely managed.

Power-PRO XT Testing:

s47(3)(b)

s47(3)(b)

Power-LOAD: Loading and Unloading on Uneven Surfaces:

Power-LOAD's design, which includes lifting from under the stretcher, rather than simply positioning the stretcher over arms that extend from the vehicle allow it great flexibility when loading and unloading on uneven surfaces.

While the typical load height of a Mercedes Sprinter is about 650mm, Power-LOAD is designed to function with loading heights between 560mm and 910mm. As depicted below, if the vehicle is parked on higher ground than the ground immediately behind the vehicle, the operator can simply press the (+) button on the stretcher to raise it up to the necessary height for loading.

Likewise, if the vehicle is parked on ground that is lower than the stretcher, the operator can simply press the (-) button to bring the stretcher down to the proper height to load.

Power-LOAD can also manage angles or road cambers as well.

As a point of reference the stretcher will load and unload even with one rear wheel of a Mercedes Sprinter on a car ramp (ramp height approximately 200mm) as shown in the image below.

Over Gutters:

The Power-PRO is designed in manage transport over significant gutters. As you can see in the images below the kerb is 150mm high and there is still clearance under the stretcher frame.

Confined Spaces:

Power-PRO XT: The stretcher features a retractable head end section which significantly reduces the overall length of the stretcher to allow for manoeuvrability in tight spaces such as lifts, small corridors and patient areas within hospitals. The head end section retracts simply by squeezing the red handle (shown below) then moving the handle inward.

When the head end section is retracted the stretcher's overall length is shortened from 2060cm to 1600cm.

When the head end section is retracted it can also be lowered all the way to the ground, allowing patients of any height to get onto the stretcher even in very confined spaces.

	7.1	The reduction of injuries to paramedics, as well as patients, was the driving force behind the design of both the Power-PRO XT and the Power-LOAD systems. Fourteen studies documenting the reduction of injuries when using Stryker equipment have been completed. Following are details of a few studies comparing the use of manual stretchers to powered stretchers. Evaluation of Medical Cot Design Considering the Biomechanical Impact on Emergency Response Personnel: Tycho K. Fredericks, Steven E. Butt, Kimberly S. Harms, and James D. Burns Key Results: 1. RPE (Rated Perceived Exertion), a scale used to measure the intensity of exercise, both quantitative and qualitative, noted that Power-PRO XT and Power-LOAD decreased RPE by 50% compared with manual roll-in stretchers during the loading and unloading process. 2. Spinal compression forces on L4 and L5 were reduced by 60% when using Power-PRO XT and Power-LOAD when compared to manual roll-in style stretchers. 3. Spinal shear forces on L4 and L5 were decreased by 60% when using Power-PRO XT and Power-LOAD when compared to manual roll-in style stretchers. Impact of Gurney Design on EMS Personnel: Tycho K. Fredericks, Steven E. Butt, and Ashley Hovenkamp "Claims data over a four-year period was obtained for a service in Northern California through a partnership with a large US emergency medical service provider. Throughout the first two years, the EMS service used stretchers which required EMS professionals to lift and lower patients manually. During the subsequent two-year period, the service replaced manual stretchers with a fleet of battery operated power stretchers capable of being raised and lowered using an activation switch. Results of the pre-post powered stretcher installation revealed a 41% decrease in claims paid due to stretcher related incidents. Additionally, claims paid associated exclusively with raising and lowering stretchers decreased 96% and 69% respectively." Stryker Power-PRO Powered Ambulance Cots Help Private EMS: Century Ambulance · Reduction in lost workdays from 113 to Zero · Average workers compensation claims down from $15,165 before purchase to $903 after purchase · Patient drops down from 10 to 0 Stryker Power-PRO XT delivers a 15% annual insurance premium decrease and provides medics further longevity in the EMS industry: Superior Ambulance, New York Since using the Power-PRO in January 2010, Superior Ambulance Service's total back related injuries fell from 5 injuries in 2007, to zero in 2010 and 2011. Their back related lost workdays fell from 108 in 2007 to zero in 2010 and 2011. Independent Ambulance Company Credits Stryker Power-PRO and Stair-PRO for Reduction in Injuries: Ambulance Transfer and

Emergency Care Company

- Stretcher related staff injuries fell from 9 in 2005 to 1 in 2006 and zero in 2007.

Stryker Power-PRO and Stair-PRO Deliver Average Yearly Savings of Over $200,000 in Work-related Injuries: Rockingham County EMS

- Average yearly savings of over $200,000 in work related injuries
- Total number of injuries dropped from 21 the year prior to Power-PRO, to only 3 two years after introduction of Power-PRO
- Lost and modified workdays fell from 1473 days the year prior to introduction of Power-PROs to 343 the year after the introduction and only 17 two years after introduction

Stryker Power-PRO and Stair-PRO Pay Their Own Way: Fairfield County EMS

- Modified workdays fell from 72 to 0
- Days off work fell from 26 to 0

Charleston County EMS Saves Over $400,000 in Injuries with Power-PRO XT and Stair-PRO: Charleston County EMS

- Annual number of staff injuries fell from 19 to 6
- Saved over $400,000 in injuries

A full copy of each of these studies follows and has been included as an attachment in the soft copy submitted via USB memory stick.

Folder: Attachment for 7.1
File: 7.1 Case – Studies

	7.2	Most studies that have been conducted with respect to Power-PRO XT and Power-LOAD have reported findings based on overall reduction in injuries without categorising injury reductions to include the specifics of the type of injuries that were reduced. One study recently published however, by the Department of Industrial & Manufacturing Engineering at Western Michigan University in the United States by Tycho Fredricks, Steven Butt, Kimberly Harms and James Burns titled "Evaluation of Medical Stretcher Design Considering the Biomechanical Impact of Emergency Response Personnel", compared manual roll-in style stretchers to Power-PRO XT and Power-LOAD. 10 Paramedics were outfitted with lumbar motion monitors and digital video was used to study movements by the paramedics while loading a 75kg manikin in and out of an ambulance. The study produced several key findings: 1. RPE (Rated Perceived Exertion), a scale used to measure the intensity of exercise, both quantitative and qualitative, noted that Power-PRO XT and Power-LOAD decreased RPE by 50% compared with manual roll-in stretchers during the loading and unloading process. 2. Spinal compression forces on L4 and L5 were reduced by 60% when using Power-PRO XT and Power-LOAD when compared to manual roll-in style stretchers. 

3. Spinal shear forces on L4 and L5 were decreased by 60% when using Power-PRO XT and Power-LOAD when compared to manual roll-in style stretchers.

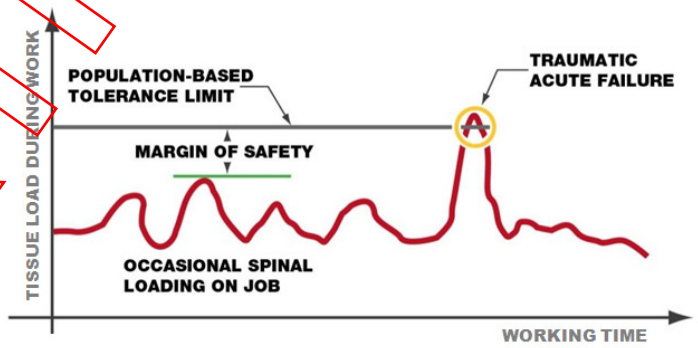
A full copy of this study follows and has been included as an attachment in the soft copy submitted via USB memory stick.

Folder: Attachment for 7.2
File: 7.2 Evaluation of Medical Stretcher Design Considering the Biomechanical Impact on Emergency Response Personnel

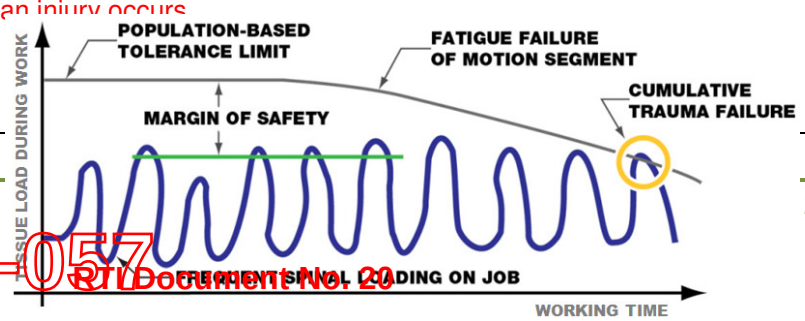
7.3

One of the main studies the has influenced Stryker's product development is known as the "McGill Study", a publication titled, "The Biomechanics of Low Back Injury: Implications on Current Practice in Industry and the Clinic" from Stuart McGill from Occupational Biomechanics and Safety Laboratories, Department of Kinesiology at the University of Waterloo in Ontario, Canada.

In McGill's paper he asserts that everyone has a margin of safety which exists between forces being put on their body and their point of tolerance for injury – the area between these two is considered the margin of safety. He discusses two types of injuries, one where a one-time application of load can reduce this margin of safety to zero and cause an injury, "traumatic acute failure".



The second type of injury, noted to be particularly common within the medical community, is "cumulative trauma failure" - injury resulting from forces which are applied over an extended period during regular work activities causing the tolerance limit to injury to decrease over time. Once an applied force surpasses this reduced tolerance limit an injury occurs.



Stryker's Power-LOAD and Power-PRO XT serve to protect paramedics from both types of injuries. To address the potential for traumatic acute failure, both have the capacity to lift, lower, load and unload patients weighing up to 318kg, reducing the effort required to care for overweight and obese patients. Considering the repetitive nature of the work of paramedics, both products also focus on providing a solution for cumulative trauma failure, which is nibble, easy to use and doesn't compromise on paramedic's ability to transport patients quickly.

A full copy of this study follows and has been included as an attachment in the soft copy submitted via USB memory stick.

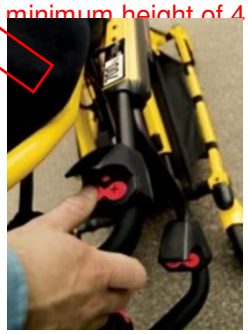
Folder: Attachment for 7.3
File: 7.3 McGill Study – The Biomechanics of Low Back Injury

7.4

Power-PRO XT and Power-LOAD serve to minimise manual tasks.

Raising and Lowering the Stretcher:

The Power-PRO XT stretcher can raise and lower patients weighing up to 318kg with no physical exertion by the paramedic. By simply pressing the minus (-) button to lower or plus (+) button (shown below) to raise the stretcher, the operator activates a hydraulic cylinder which lifts and lowers the stretcher. The height of the stretcher is infinitely adjustable at any height between the maximum height of 1100mm and the minimum height of 410mm.



Unloading the Stretcher:

Unloading is easy, smooth and quick, and requires no manual lifting or exertion by paramedics.

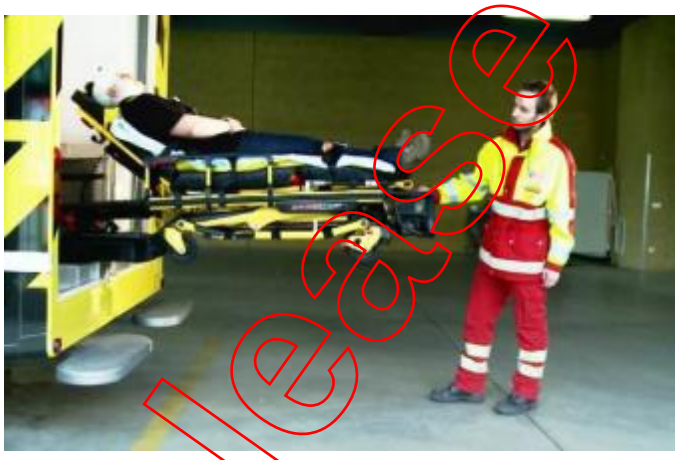
Releasing the stretcher for unloading is an easy one-step process. While standing on the ground behind the vehicle the operator simply pushes down on the highly visible red release lever and pulls the stretcher out (as shown below). Depressing

the lever is easy to do but not so easy that it could accidentally occur. The housing around the red lever is smooth and contained on the sides so it is not possible to activate it by stepping on it. Unloading the stretcher has been designed to require two hands so the action must be deliberate; the red lever must be depressed and the stretcher pulled at the same time to unload the stretcher.

Note: Stryker has designed the process of moving the stretcher from the vehicle to be one that requires human intervention. Feedback from paramedics involved in Stryker's product development phases recommended that this process be within their control rather than being an automatic feature which pushed the stretcher from vehicle. They voiced three main concerns that made this process one that required control from the user.

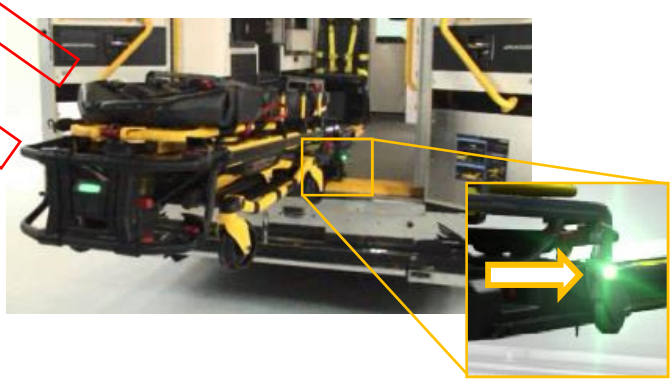
1. If the process was automatic they would not be able to easily change directions and put the patient back in the vehicle if required.
2. If the patient required hands on care while being unloaded from the ambulance it would be easier to provide that care if the right speed of that process could be communicated between the paramedic providing care and the paramedic controlling the stretcher.
3. An automatic system would create risk. Paramedics were concerned that the system could be activated inadvertently before intended.

As the stretcher is unlocked from the patient compartment the loading arms will automatically lift slightly, raising the stretcher off the floor of the vehicle making it easy to move it out of the vehicle and allowing for varying patient weights, for paramedics and patients this makes the movement of the stretcher into and out of the ambulance incredibly smooth. It is much like pulling out a filing cabinet drawer.



When the stretcher is fully extended outside the vehicle compartment the operator will feel that the stretcher is fully extended and is in position to lower the stretcher to the ground.

At this point the head end indicator lights on Power-LOAD will also illuminate solid green, signifying that the stretcher undercarriage is ready to be lowered to the ground (shown below).



The user presses the plus (+) button on the stretcher to lower the stretcher undercarriage to the ground (shown below).

Note: to reduce risk, all buttons are deactivated until the LEDs turn green and the stretcher is correctly positioned to be

As the (+) button is pressed the legs of the stretcher are lowered automatically and the lifting arms lower the stretcher to the ground

To reduce risk, only once the stretcher's legs have come down and the full weight of the stretcher and the patient are supported by the ground and not the lifting arms, will the lifting arms fully lower out of the way (shown below). Support sensors within Power-LOAD system ensure the wheels are on the ground before the lifting arms stop supporting the stretcher

Additionally, Power-LOAD is designed with an innovative feature referred to as the pillow-effect, which adds further comfort for the patient and ease of unloading for the paramedic. This feature accounts for ambulances being parked on surfaces with variable angles of terrain behind the ambulance and eases binding between the trolley and the head section of the stretcher. If this feature did not exist it would make it difficult to unload onto ground that wasn't flat and releasing the stretcher from the trolley and would cause a significant upward spring when the stretcher's head-section is released from the trolley.

To reduce risk, the stretcher remains locked to Power-LOAD, giving the operator confidence that once lowered the stretcher won't begin to roll regardless of the incline or decline of the ground.

When the paramedic is ready to control the stretcher, the operator presses the small third button on the control panel and the stretcher is then released.

Loading the Stretcher:

The Power-PRO XT stretcher can be easily and smoothly loaded into the ambulance without physical exertion on the part of the paramedic/s or discomfort to the patient. For patients,

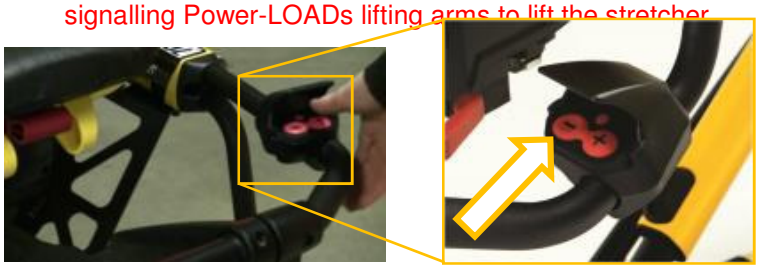
the mechanism and the process of loading is so smooth we often receive comments about how they "feel nothing", paramedics also comment on a regular basis about how good the system is for spine patients who are very sensitive and often feel pain during the loading process of drop leg stretchers.

To minimise risk during the stretcher loading process, Power-LOAD makes use of LEDs to verify for the user that the stretcher is locked into position and is ready for loading.

First, when loading the stretcher, the LEDs at the head end locking points of Power-LOAD blink with an amber colour, noting that the Power-LOAD system is ready for the stretcher to be locked into place (shown below).

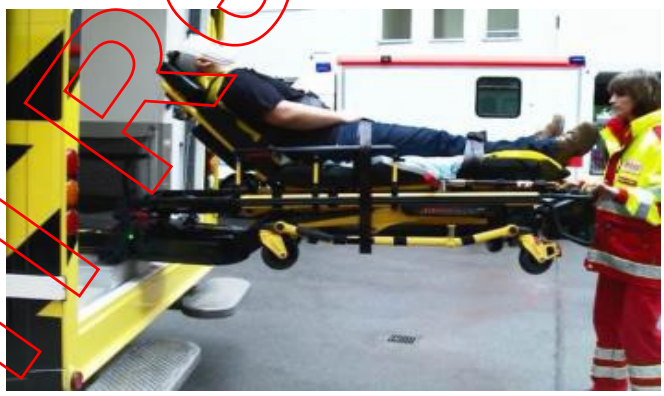
Once the stretcher has been moved forward and locked into Power-LOAD the LEDs illuminate solid green to signify that the stretcher has been locked into Power-LOAD (shown below). Note: the stretcher's lifting arms will not lift until the stretcher is locked into place and the green LEDs illuminate.

Once the stretcher is locked in place and the green LEDs illuminate this is the signal to the paramedics that Power-LOAD is ready to load the stretcher. The paramedic then presses and holds the minus (-) button on the stretcher control panel, signalling Power-LOADs lifting arms to lift the stretcher.

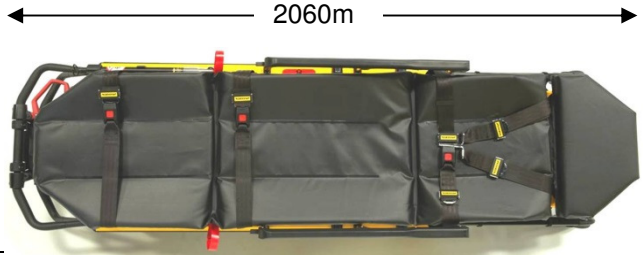


Once the full weight of the stretcher and patient are held by the Power-LOAD system the legs of the stretcher are retracted 2 seconds. The entire loading process, shown below, occurred in less than 10 seconds.

When the legs are fully retracted the paramedic advances the stretcher into the ambulance (shown below). This is a very comfortable process; it is much like pushing in a filing cabinet drawer.



		 After the stretcher is moved into the patient transport position, fully inside the vehicle, the system automatically lowers the patient into the locked position. This confirms that the stretcher is locked in and is safe for transport. There is nothing more that needs to be done by the paramedic; it is an easy and comfortable process requiring no physical exertion.
	7.5	s47(3)(b)
	7.6	s47(3)(b)
	7.7	All joints, movable parts and locking mechanisms of both the Power-PRO XT and Power-LOAD are designed to be without pinch points or sharp edges.
	9.1 a)	s47(3)(b)
	9.1 b)	s47(3)(b) Additionally, over uneven terrain paramedics can easily lower the centre of gravity of the stretcher by lowering it. As the height

		operates independently from the wheels it does not affect the mobility or manoeuvrability of the stretcher.
	10.1 a)	The Power-PRO XT is constructed mainly from aluminium alloy to reduce weight without compromising strength and functionality. The stretcher weighs 57kg. (57kg includes the battery pack however does not include the mattress, restraints or optional accessories).
	10.2 b)	The Safe Working Load of Power-PRO XT is 318kg and is displayed prominently on the stretcher. 
	10.2 a, b, c)	Length: Power-PRO XT is 2060mm long in its standard configuration. 

The mattress of the stretcher is 1905 mm long; from experience and statistical evidence, this is typically considered sufficient.

According to the Australian Bureau of statistics the average Australian man is 175.6cm tall and the average Australian woman is 161.8cm tall. Further, only about 1.7% of Australians are taller than 190cm.

If a longer patient surface is preferred, there are two options available to increase the length of the patient surface.

1. The Adjustable Head Extension with pillow (shown below) is available and offers up to 165mm in additional length to the p

2. The Head-End O_2 bottle Holder with Pillow adds 170mm of length to the patient surface, while incorporating the O^2 b

It should also be noted that the foot end of the stretcher is designed so that the feet of taller patients won't be impeded by any part of the stretcher's frame; they can extend beyond the foot of the mattress

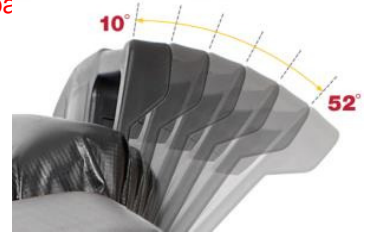
Width:

The Power-PRO XT is 580mm wide in its standard configuration.

As a siderail option, Stryker offers side rails called XPS (EXpandable Patient Surface) which serves to provide a surface area wider than the mattress alone for patients requiring a surface area wider than the width of mattress (shown below).

When in the upright position XPS functions just as ordinary side rails do.

However, when required, they can articulate outwards and can lock in 7 different positions between 10 degrees and 52 degrees depending on the needs of the pa



Positioning XPS at wider angles increases the patient surface area of the stretcher by up to 38%. At the widest position, 52°, the stretcher is capable of a width of 840mm.

Considering that Power-PRO XT and Power-LOAD have a patient capacity of 318kg, this solution helps address growing obesity trends without requiring ambulance services to establish a separate fleet of stretchers and vehicles to transport the majority of obese patients.

The XPS feature is there when you need it - it is always on the stretcher and requires no tools or extra time to position. XPS allows great flexibility without sacrificing any of the manoeuvrability of the Power-PRO XT.

Shorten Stretcher Length:

Power-PRO XT can be shortened to increase manoeuvrability in confined spaces such as elevators.

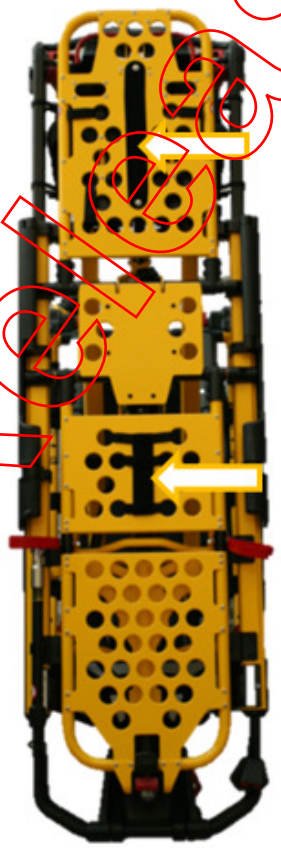
Power-PRO XT – shown at full length

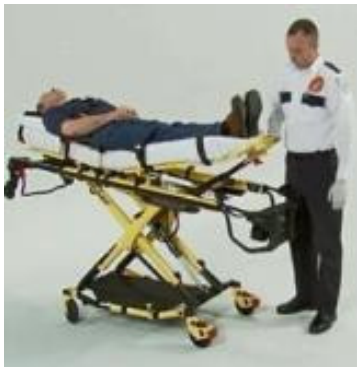
Power-PRO XT – shown with head end section retracted and backrest raised to reduce overall length (note, the knee section is raised in the image but it functions independently from the head end section)

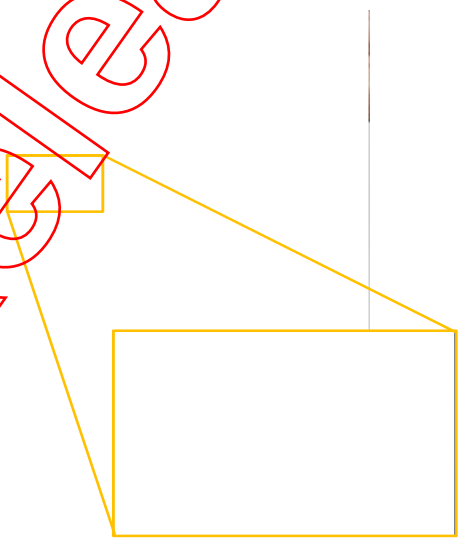
		← 1060m → When the head end section is retracted it can also be lowered all the way to the ground, allowing patients of any height to get onto the stretcher even in very confined spaces. 
	11.1 a)	The Power-PRO XT is constructed mainly from aluminium alloy to reduce weight without compromising strength and functionality. The stretcher weighs 57kg. (57kg includes the battery pack however does not include the mattress, restraints or optional accessories).
	11.1 b)	Power-PRO XT and Power-LOAD: The Power-PRO XT is powder coated to make it easy to clean to avoid contamination. The Power-PRO XT stretcher and Power-LOAD system, including batteries, have an IPX6 Waterproof Rating, which certifies that they are compatible with power washing equipment. The IPX6 certification test sends water at all angles through a 12.5mm nozzle at a rate of 100 litres / min at a pressure of 100 kN / m2 for 3 minutes from a distance of 3 metres. To pass the test samples must not fail or show any water seepage. Compliance to this test not only confirms the products' robustness with regard to water, but also with regard to dust and dirt. The IPX6 test is also used as a measure of a product's ability to keep dust and dirt from harming key components. Stretcher Batteries: SMRT Power Paks utilise a 24V NiCd (nickel cadmium) battery. NiCd technology was chosen for its characteristics of being a long lasting battery with respect to charge / discharge cycles and its all-weather toughness. NiCd batteries are commonly used in emergency lighting products and security equipment due to their long life and tolerance for extreme weather. SMRT Power Paks are ventless, are enclosed in durable sealed

		construction and tested to tolerate drops and wet/dirty environments. Being sealed also protects them against fluids and contamination and makes them easy to clean. They are compatible with spray disinfectants and are even IPX6 certified, making them power-washable. Mattress: The mattress is covered with an antimicrobial PVC-coated polyester non-porous material which is rated with a hydrostatic resistance (resistance to water penetration) of 45 bar (660psi), making it impermeable to fluids, stain resistant and easy to clean. s47(3)(b)
	11.1 c)	The Stryker Power-PRO XT has a high-visibility yellow powder-coated frame making it highly visible at all levels of light. Yellow was chosen as the colour for the stretcher because in studies the colour yellow is noticed in peripheral vision 1.24 times faster than any other   Reflective markings, compliant with AS/NZS 1906.1.1993 are available as an option.
	12.1 a)	s47(3)(b)

		s47(3)(b) 
	12.1 b)	The mattress is covered with an antimicrobial PVC-coated polyester non-porous fabric which is rated with a hydrostatic resistance (resistance to water penetration) of 45 bar (660psi), making it impermeable to fluids, stain resistant and easy to clean. All seams are RF welded with minimum seal strength of 3152 N/m (newtons per metre) (18lbs / linear inch). All zippers, which serve as the breathing points for the mattress, are located on the bottom surface of the mattress to prevent ingress of fluids.
	12.1 c)	The mattress has been certified to the IPX6 Waterproof Standard, which means it is compatible with power washing equipment. Specifics regarding IPX6 certification: The test sends water at all angles through a 12.5mm nozzle at a rate of 100 litres/min at a pressure of 100 kN/m2 for 3 minutes from a distance of 3 metres. To pass the test samples must not fail or show any water seepage. Additionally, Stryker recommends the following cleaning agents: · Quaternary Cleaners (active ingredient - ammonium chloride) · Phenolic Cleaners (active ingredient - o-phenylphenol) · Chlorinated Bleach Solution (5.25% - less than 1 part bleach to 100 parts water)
	12.2 d)	Complies.
	12.2 e)	s47(3)(b)
	12.2 f, g)	s47(3)(b)

		s47(3)(b)
	12.2 h)	The mattress is a one-piece design which covers the entire litter portion of the stretcher, ensuring that the patient does not come into contact with any portion of the stretcher other than the side rails and the harness. Additionally the mattress is designed to conform to all of the potential stretcher positions including an infinite number of backrest angles, knee gatch (knees up) position and trendelenburg.
	12.2 i)	The mattress is secured to the litter with two Velcro strips which run the length of the mattress and connect to two Velcro strips on the litter, as well one Velcro strap at the foot end of the mattress that loops through holes in the litter to secure the mattress the foot end. 
	12.2 j)	The restraints are positioned along the litter in such a way that they don't impede on the ability to easily tuck a reusable or disposable cover sheet under the mattress.
	13.1	The stretcher can raise and lower patients weighing up to 318kg with no physical exertion by the paramedic. By simply pressing the minus (-) button to lower or plus (+) button to raise the stretcher, the operator activates a hydraulic cylinder which lifts and lowers the stretcher (shown below). The height of the stretcher is infinitely adjustable at any height between the maximum height of 1100mm and the minimum height of 410mm. The stretcher remains mobile at

		any height. 
	13.2 a, b)	Adjustments can be made to the positioning of both the head and foot end of the stretcher while the patient is occupying the stretcher. <u>Backrest:</u> The backrest can be infinitely positioned between 0 at 73 degrees with a gas strut to assist with the weight of the patient.  <u>Trendelenburg:</u> To achieve the trendelenburg position the legs of the stretcher can be easily raised by simply lifting the foot section of the litter. The support bracket will engage automatically holding the patients legs up at a 15° angle. To lower the leg rest, the operator lifts slightly on the foot section of the litter and squeezes the red release lever located under the foot section. The trendelenberg position places the patient's legs up at 15° angle and doesn't have a range of varying angle positions.  <u>Knee Gatch:</u>

		To achieve the knees up position the legs of the stretcher can be easily raised by simply lifting red loops near the patient's knees. The support bracket will engage automatically. To lower the knees, the operator lifts slightly on the loops near the patient's knees and squeezes the red release lever located under the foot section. The knees-up position is a predetermined position and doesn't have varying angle options. 
	13.3	Power-PRO XT The Power-PRO XT includes a usage meter that monitors the total activation time that the battery and hydraulics have been used, basically the total time that that plus (+) and minus (-) buttons have been pushed. This can also be used to set service intervals. This screen also displays an error codes in the case of a fault to assist with diagnostics.  Power-LOAD The Power-LOAD system has a USB interface behind the service plate that provides a multitude of functions for technicians including data such as total motor hours and a record of any error codes for troubleshooting. 

	13.4 a)	All controls on the Power-PRO XT stretcher are coloured red to indicate that they perform an action.       
	13.4 b)	Functions such as wheel locks operate in the same direction of the function they perform. For instance: To engage the wheel lock you step down on the red pedal.  To disengage the pedal is lifted.  

Disengaged

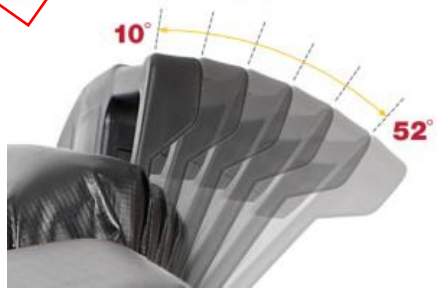
Engaged

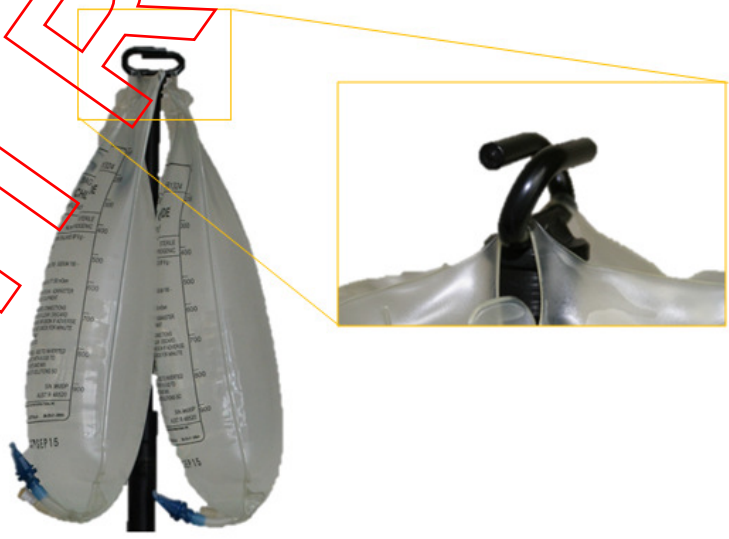
13.4 c)	All stretcher controls relate to the devices they operate and are coloured red to make them easy to identify. All controls they are positioned in easy to access areas of the stretcher so they can be operated by users while adopting safe ergonomic positions. Care has also been taken to minimise pinch points on the stretcher. Power Buttons for Raising and Lowering: The buttons are located within a housing to protect them from being inadvertently activated by operators or a patient's feet. They have been designed to be ergonomically placed so the operator can simultaneously hold the stretcher handle securely and activate the buttons with their thumbs. Additionally, the buttons are designed so they can easily be "felt" and identified – the minus (-) button is concave and the plus (+) button is convex.
13.4 d)	All stretcher controls have visual or audio feedback when operated. Most controls are for stretcher positioning making it visually clear that the desired change was made. The stretcher was also designed so that many of the operations make deliberate clicks or distinct noises when functions are engaged.

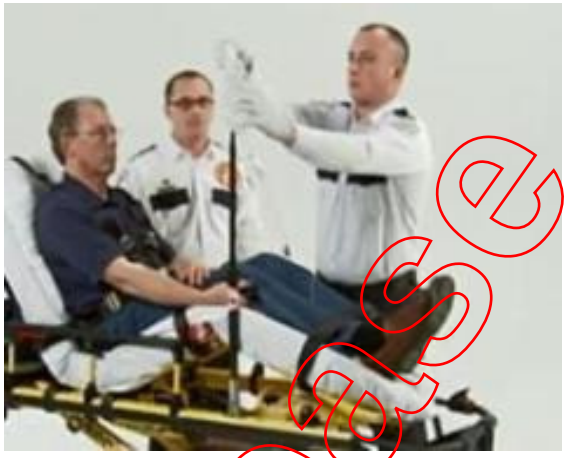
	13.4 e)	There are a number of fail-safe features incorporated in the stretcher design. Hydraulic Power Fail-Safe To reduce risk, the hydraulic system includes a safety valve and a velocity fuse to maximize safety of the system. The safety valve automatically relieves pressure in the system if it was to build to a level greater than the hydraulic cylinder or hoses could hold. In order to ensure patient safety in the case of sudden loss of hydraulic pressure, the system includes a velocity fuse which locks the downward travel of the patient surface. Similar technology is used on fork-lifts and hydraulic work lifts to ensure safety in the event of sudden pressure loss. To further reduce risk the hydraulic fluid used is non-flammable and non-toxic. Manual Raising and Lowering Fail-Safe The stretcher can be raised and lowered manually in the event of a power failure to the stretcher. The red manual back-up handle to raise or lower the stretcher is located along the patient left side of the lower lift bar at the foot end of the stretcher (shown below).  Note: As a safety feature, the operators must first lift the stretcher slightly before the stretcher can be lowered. This ensures that stretcher and patient will not lower unintentionally if the handle is pulled accidently while a patient is on the stretcher. In-Fastener Shut Off Feature When the stretcher is loaded into the vehicle the powered controls that raise and lower the stretcher are disabled. Protected Controls The powered lifting controls on the Power-PRO XT also control the loading system. These are shielded so they are not inadvertently activated by leaning on the stretcher or by the positioning of the 

		Disabled Controls During the loading and unloading process certain power controls and stretcher release controls are deactivated during certain stages of the loading process to ensure safety to the patient and paramedics.
	13.4 f)	Manual Backup The stretcher can be easily raised and lowered manually in the event of a power failure to the stretcher. In the event of loss of electrical function, the stretcher is equipped with a manual override to allow manual operation until electrical functionality is restored. The red manual back-up handle to raise or lower the stretcher is located along the patient left side of the lower lift bar at the foot end of the stretcher (shown below).  To raise or lower the stretcher with the manual back-up release handle, two operators lift the stretcher during the raise/lower operation to support the weight of the stretcher at each end. The operator at the foot end pulls the back-up release handle toward the lift bar. While the manual back-up release handle is pulled the operators raise or lower the stretcher to the desired position and then release the handle to lock the stretcher into position (shown below). Note: As a safety feature, the operators must first lift the stretcher slightly before the stretcher can be lowered. This ensures that stretcher and patient will not lower unintentionally if the handle is pulled accidently while a patient is on the stretcher.  

	14.1 a)	The restraints are designed to adapt to a full range of patient sizes within the 318kg SWL of the stretcher.
	14.1 b)	Stryker offers a child restraint designed to restrain children from 3.5kg to 32kg and is compliant to AS/NZS 4535. The restraint is designed with colour coded straps to make it easy for the operator to use when attaching to the stretcher to secure a patient. It has been designed to be able to be operated by one person and is simple to remove, clean and disinfect. For the sake of simplicity for ambulance services using both Power-PRO XT stretchers and M-1 stretchers, the restraint has been designed for universal adaptability to both stretchers. 
	14.1 c)	Stryker recommends the following cleaning agents for the restraints: · Quaternary Cleaners (active ingredient - ammonium chloride) · Phenolic Cleaners (active ingredient - o-phenylphenol) · Chlorinated Bleach Solution (5.25% - less than 1 part bleach to 100 parts water)
	14.1 d)	Restraints are available as separately orderable items.
	15.1 a)	The Power-PRO XT is designed with two fold down side rails to provide stability for the patient when transported. The side rails can be locked into place using the one-hand release lever. The side rails lower and raise into position vertically, rather than folding out and down; this allows them to be raised and lowered even while the

		stretcher is positioned in tight places or when directly against another surface, (for example, in preparation for lateral patient transfers). To facilitate loading of the patient and to reduce risk, the bolster mattress is designed to be lower along the centreline of the mattress, to more easily position the patient in the centre of the stretcher and minimise lateral movement of the patient during transport.
	15.1 b)	As a siderail option, Stryker offers side rails called XPS (EXpandable Patient Surface) which serves to provide a surface area wider than the mattress alone for patients requiring a surface area wider than the  When in the upright position XPS functions just as ordinary side rails  However, when required, they can articulate outwards and can lock in 7 different positions between 10 degrees and 52 degrees depending on the needs of the patient (shown below).  Positioning XPS at wider angles increases the patient surface area of the stretcher by up to 38%. At the widest position, 52°, the stretcher is capable of a width of 840mm. 

		Considering that Power-PRO XT and Power-LOAD have a patient capacity of 318kg, this solution helps address growing obesity trends without requiring ambulance services to establish a separate fleet of stretchers and vehicles to transport the majority of obese patients.  The XPS feature is there when you need it - it is always on the stretcher and requires no tools or extra time to position. XPS allows great flexibility without sacrificing any of the manoeuvrability of the stretcher.
	16.1 a)	The tip of the IV pole is fitted with a looped structure (shown below) to hold two fluid bags securely in place over any terrain. 
	16.1 b)	The Power-PRO XT can be fitted with an IV pole which stows securely in a horizontal position on either the patient's right side, left side, or both sides of the stretcher (shown below). The IV pole is permanently secured to the stretcher to avoid loss. The IV pole extends up to 927mm vertically, above the uncompressed mattress. 

		IV pole in the vertical position 
	16.1 c)	The IV pole is designed to hold up to 18kg of weight.
	17.1 a)	The Power-PRO XT is equipped with handles at the head and foot ends, which are attached to each corner of the stretcher. The handles at both ends are coated with a rubber material to provide a secure grip (shown below)   Foot end handles  Head end handles

		An integrated lead handle which is flexible to be comfortable for paramedics of all heights is built into the foot end of the stretcher to lead and steer the stretcher. 
	17.1 b)	All handles are of sufficient strength to manoeuvre the full weight of the stretcher, patient and equipment within the SWL of the stretcher, 318kg.
	18.1	The stretcher offers significant capacity for storage. To reduce risk and maximise stability of the stretcher, storage locations have been placed down the mid-line of the stretcher. Storage locations include: Equipment hook: located behind the backrest, rated to 15.9kg (shown below)  Head-end storage flat: rated to 18kg (shown below) 

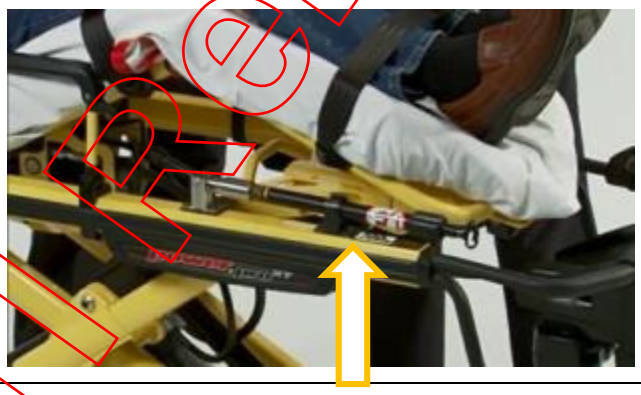
Base storage flat: rated at 9kg (shown below)

Storage Compartment:

The stretcher can be fitted with storage compartments on the backrest which can be used to provide storage for paramedics or for the patient's personal effects. Each storage pouch is rated to hold up to 9kg. The compartments are made of non-porous vinyl materials that are water resistant; making them durable and easy to clean.

18.2

s47(3)(b)

	18.3	The Britax Baby Safety Capsule – SN 2030/A/2010 is not compatible with the Power-PRO XT stretcher. The Britax Baby Capsule works in conjunction with the Stryker M-1 stretcher because it has a reversible litter allowing the backrest to be oriented the same as that of a seat in a car. The capsule's design relies upon the backrest for support in an impact. The Power-PRO XT does not have a reversible litter so the orientation of the backrest is always opposite of from that of a car. The Britax Meridian Series No. 7200/A/2010 is designed to be either forward or rearward facing in a car, this makes it adaptable and safe for use with the Power-PRO XT. It has been tested and is compliant to AS/NZS 4535. Note: The Britax Meridian can be secured to the stretcher without the need for additional restraints; the adult restraints can be configured to secure the Britax Meridian.
	18.4	The Power-PRO XT can be fitted with an IV pole which stows securely in a horizontal position on either the patient's right side, left side, or both sides of the stretcher (shown below). The IV pole is permanently secured to the stretcher to avoid loss. 
	19.1 a)	Wheel Size: · Wheel diameter: 152.4mm · Wheel width: 50.8mm  Wheel Reliability: The wheels and castors used on the Power-PRO XT are specifically designed by Stryker for stretcher use and have

proven to be very reliable. s47(3)(b)

s47(3)(b)

Tire Material:

s47(3)(b)

Wheel Hub:

s47(3)(b)

Castor:

The 'castor horn' is the component that allows the wheels to swivel 360 degrees uses a single sealed ball bearing. These types of bearings were chosen for their functionality with respect to easy movement and because they are sealed. Being sealed keeps out dust and dirt that could reduce the ease of movement. The entire stretcher is built with this concept in mind; as a result the stretcher has achieved an IPX6 rating certifying that it can be power-washed without harming any components.

19.1 b) Stryker's wheels are designed for ease of manoeuvrability on a variety of surfaces and can be easily steered by a single operator. On hard surfaces the shape of the wheel means that only the centre portion of the wheel makes contact with the surface, reducing friction and making the stretcher easier to move. On rougher surfaces the width of the wheel gives it more control, much like a mountain bike tire.

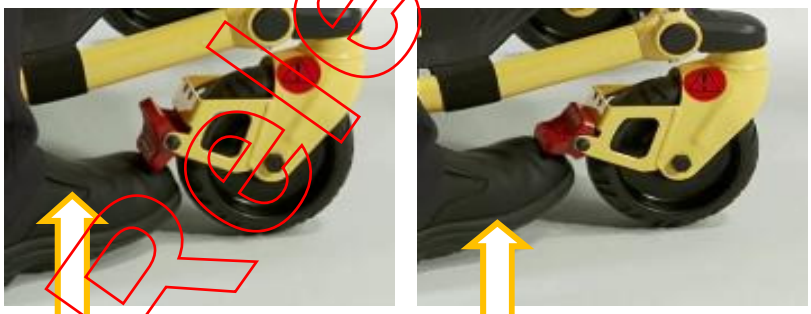
	19.1 c)	Wheel Hub: The hub of the wheel is made from polypropylene a high strength plastic polymer which contains two sealed ball bearings around an axel shaft. These types of bearings were chosen for their functionality with respect to easy movement and because they are sealed and not exposed to the external environment. Being sealed keeps out dust and dirt that could reduce the ease of movement. The entire stretcher is built with this concept in mind and allows it to have an IPX6 rating, meaning it can be power-washed without harming any components. Castor: The 'castor horn' is the component that allows the wheels to swivel 360 degrees uses a single sealed ball bearing. These types of bearings were chosen for their functionality with respect to easy movement and because they are sealed and not exposed to the external environment. Being sealed keeps out dust and dirt that could reduce the ease of movement. The entire stretcher is built with this concept in mind; as a result the stretcher has achieved an IPX6 rating certifying that it can be power-washed without harming any components.
	19.1 d)	Brakes are fitted to both wheels at the patient's foot end of the Power-PRO XT stretcher. Like all components on Stryker stretchers which perform an action, these are coloured red for easy identification.  Engaging the Brakes The brakes are easily engaged and disengaged by a simple foot action. Step down to engage (shown below).  Lift up to disengage (shown below).  

The brakes of the Power-PRO XT can restrain the stretcher with a load of up to 318kg on an inclined surface of up to 10 degrees.

s47(3)(b)

The tip stability test requires that the stretcher not overbalance when loaded with 318kg at full height, on an inclined surface of 10 degrees in the transport direction. Compliance to this standard also requires that the brakes be capable of stabilising the stretcher on this 10% incline. The Power-PRO XT has been tested and meets the requirements of this test.

19.1 e) Visually it is easy to see when a brake is engaged or disengaged (shown below)



Disengaged Engaged

Additionally, the brake makes a distinct clicking noise when disengaged.

20.1 a) Unloading the Stretcher:

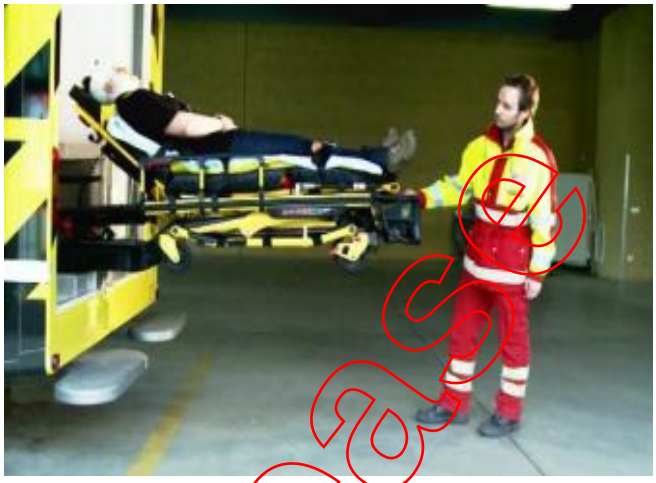
Unloading is easy, smooth and quick, and requires no manual lifting or exertion by paramedics.

Releasing the stretcher for unloading is an easy one-step process. While standing on the ground behind the vehicle the operator simply pushes down on the highly visible red release lever and pulls the stretcher out (as shown below). Depressing the lever is easy to do but not so easy that it could accidentally occur. The housing around the red lever is smooth and contained on the sides so it is not possible to activate it by stepping on it. Unloading the stretcher has been designed to require two hands so the action must be deliberate; the red lever must be depressed and the stretcher pulled at the same time to unload the stretcher.

Note: Stryker has designed the process of moving the stretcher from the vehicle to be one that requires human intervention. Feedback from paramedics involved in Stryker's product development phases recommended that this process be within their control rather than being an automatic feature which pushed the stretcher from vehicle. They voiced three main concerns that made this process one that required control from the user.

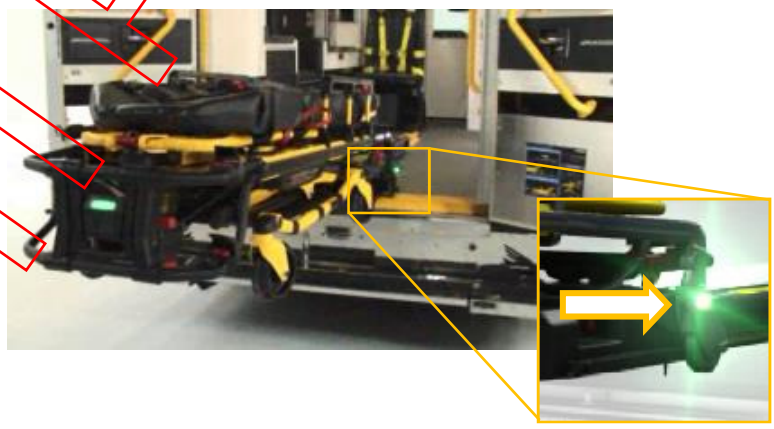
1. If the process was automatic they would not be able to easily change directions and put the patient back in the vehicle if required.
2. If the patient required hands on care while being unloaded from the ambulance it would be easier to provide that care if the right speed of that process could be communicated between the paramedic providing care and the paramedic controlling the stretcher.
3. An automatic system would create risk. Paramedics were concerned that the system could be activated inadvertently before intended.

As the ~~stretcher~~ is unlocked from the patient compartment the loading ~~arms~~ will automatically lift slightly, raising the stretcher off the floor of the vehicle making it easy to move it out of the vehicle and allowing for varying patient weights, for paramedics and patients this makes the movement of the stretcher into and out of the ambulance incredibly smooth. It is much like pulling out a filing cabinet drawer



When the stretcher is fully extended outside the vehicle compartment the operator will feel that the stretcher is fully extended and is in position to lower the stretcher to the ground.

At this point the head end indicator lights on Power-LOAD will also illuminate solid green, signifying that the stretcher undercarriage is ready to be lowered to the ground (shown below)



The user presses the plus (+) button on the stretcher to lower the stretcher undercarriage to the ground (shown below).

Note: to reduce risk, all buttons are deactivated until the LEDs turn green and the stretcher is correctly positioned to be lowered to the ground.

As the (+) button is pressed the legs of the stretcher are lowered automatically and the lifting arms lower the stretcher to

To reduce risk, only once the stretcher's legs have come down and the full weight of the stretcher and the patient are supported by the ground and not the lifting arms, will the lifting arms fully lower out of the way (shown below). Support sensors within Power-LOAD system ensure the wheels are on the ground before the lifting arms stop supporting the stretcher.

Additionally, Power-LOAD is designed with an innovative feature referred to as the pillow-effect, which adds further comfort for the patient and ease of unloading for the paramedic. This feature accounts for ambulances being parked on surfaces with variable angles of terrain behind the ambulance and eases binding between the trolley and the head section of the stretcher. If this feature did not exist it would make it difficult to unload onto ground that wasn't flat and releasing the stretcher from the trolley and would cause a significant upward spring when the stretcher's head-section is released from the trolley.

To reduce risk, the stretcher remains locked to Power-LOAD, giving the operator confidence that once lowered the stretcher won't begin to roll regardless of the incline or decline of the ground.

When the paramedic is ready to control the stretcher, the operator presses the small third button on the control panel and the stretcher is then released.

Loading the Stretcher:

The Power-PRO XT stretcher can be easily and smoothly loaded into the ambulance without physical exertion on the part of the paramedic/s or discomfort to the patient. For patients, the mechanism and the process of loading is so smooth we often receive comments about how they "feel nothing", paramedics also comment on a regular basis about how good the system is for spine patients who are very sensitive and often

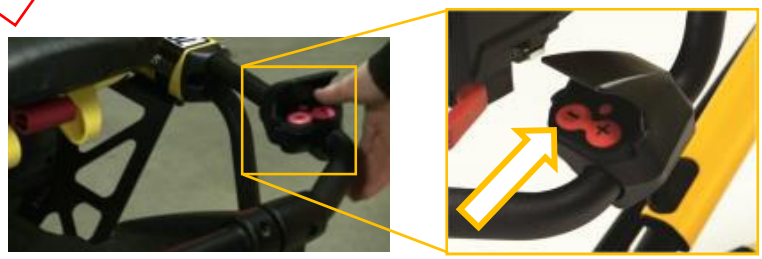
feel pain during the loading process of drop leg stretchers.

To minimise risk during the stretcher loading process, Power-LOAD makes use of LEDs to verify for the user that the stretcher is locked into position and is ready for loading.

First, when loading the stretcher, the LEDs at the head end locking points of Power-LOAD blink with an amber colour, noting that the Power-LOAD system is ready for the stretcher to be locked into place (shown below).

Once the stretcher has been moved forward and locked into Power-LOAD the LEDs illuminate solid green to signify that the stretcher has been locked into Power-LOAD (shown below). Note: the stretcher's lifting arms will not lift until the stretcher is locked into place and the green LEDs illuminate.

Once the stretcher is locked in place and the green LEDs illuminate this is the signal to the paramedics that Power-LOAD is ready to load the stretcher. The paramedic then presses and holds the minus (-) button on the stretcher control panel, signalling Power-LOADs lifting arms to lift the stretcher.



Once the full weight of the stretcher and patient are held by the Power-LOAD system the legs of the stretcher are retracted 2 seconds. The entire loading process, shown below, occurred in less than 10 seconds

When the legs are fully retracted the paramedic advances the stretcher into the ambulance (shown below). This is a very comfortable process; it is much like pushing in a filing cabinet drawer.

		After the stretcher is moved into the patient transport position, fully inside the vehicle, the system automatically lowers the patient into the locked position. This confirms that the stretcher is locked in and is safe for transport. There is nothing more that needs to be done by the paramedic; it is an easy and comfortable process requiring no physical exertion.
	20.1 b)	The Power-PRO XT and Power-LOAD are designed to accommodate ambulance floor heights between 560mm and 910mm.
	20.1 c)	The Power-PRO XT and Power-LOAD are designed to accommodate ambulance floor heights between 560mm and 910mm.
	20.1 d)	As the (+) button is pressed the legs of the stretcher are lowered automatically and the lifting arms lower the stretcher to the ground.  

To reduce risk, only once the stretcher's legs have come down and the full weight of the stretcher and the patient are supported by the ground and not the lifting arms, will the lifting arms fully lower out of the way (shown below). Support sensors within Power-LOAD system ensure the wheels are on the ground before the lifting arms

20.1 e) Power-LOAD: Loading and Unloading on Uneven Surfaces:

Power-LOAD's design, which includes lifting from under the stretcher, rather than simply positioning the stretcher over arms that extend from the vehicle allow it great flexibility when loading and unloading on uneven surfaces.

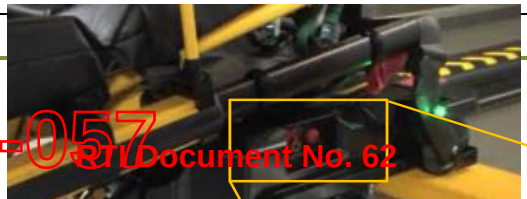
While the typical load height of a Mercedes Sprinter is about 650mm, Power-LOAD is designed to function with loading heights between 560mm and 910mm. As depicted below, if the vehicle is parked on higher ground than the ground immediately behind the vehicle, the operator can simply press the (+) button on the stretcher to raise it up to the necessary height for loading.

Likewise, if the vehicle is parked on ground that is lower than the stretcher, the operator can simply press the (-) button to bring the stretcher down to the proper height to load.

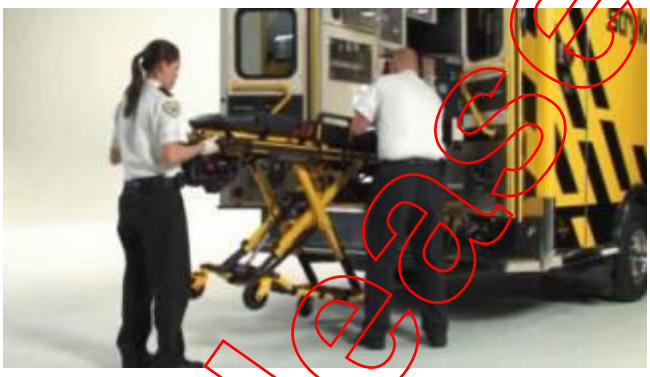
Power-LOAD can also manage angle or road cambers as well.

As a point of reference the stretcher will load and unload even with one rear wheel of a Mercedes Sprinter on a car ramp (ramp height approximately 200mm) as shown in the image below.

Additionally, Power-LOAD is designed with an innovative feature referred to as the “pillow-effect”, which adds further comfort for the patient and ease of unloading for the paramedic. This feature accounts for ambulances being parked on surfaces with variable angles of terrain behind the ambulance and eases binding between the trolley and the head section of the stretcher. If this feature did not exist it would make it difficult to unload onto ground that wasn’t flat and releasing the stretcher from the trolley and would cause a

		significant upward spring when the stretcher's head-section is released from the trolley.
	20.1 f)	The Power-PRO XT and Power-LOAD systems allow for manual loading and unloading in the case of a power failure or fault to the stretcher and / or loading system. The following outlines the process for manual loading and unloading with power loss to either the Power-PRO XT or Power-LOAD. Manual Loading with power loss to the Stretcher: To minimise risk, Power-LOAD makes use of LEDs to verify for the user that the stretcher is locked into position during two different parts of the loading process. First, when loading, the LEDs at the head end locking points of Power-LOAD blink with an amber colour, noting that the Power-LOAD system is ready for the stretcher to be locked into place.  Once the stretcher has been locked into Power-LOAD the LEDs illuminate solid green to signify that the stretcher has been locked into Power-LOAD. Note: the lifting arms will not lift until the stretcher is locked into place and the green LEDs illuminate.  Next the operator presses the (□) arrow on the Power-LOAD control panel to raise the lifting arms. 

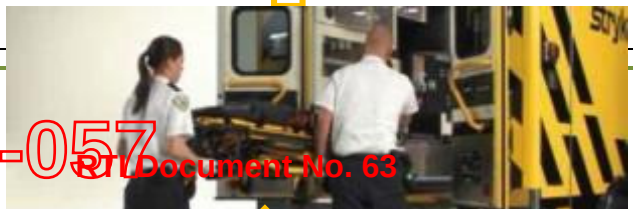
The lifting arms will raise the stretcher.



The operator at the head of the patient then pulls the red release handle at the foot of stretcher.

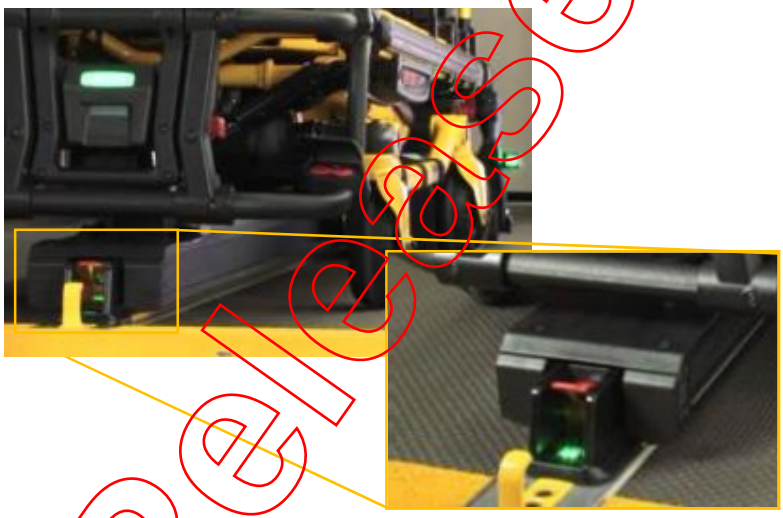
This releases the legs so the 2nd operator can lift the cross bar as shown.

Note: this process only requires the operator to lift the weight of the stretcher legs, the weight of the patient and the stretcher litter is fully supported by Power-LOAD.



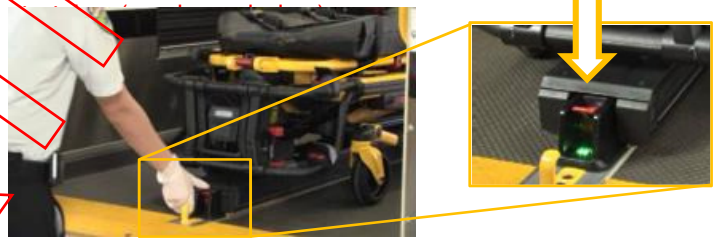
Once the legs have been raised the operator at the head can release the red release handle and the stretcher can be load as usual.

As usual, when the stretcher is moved to the patient transport position it will settle into the locking mechanism and the foot end LED indicator will illuminate green.



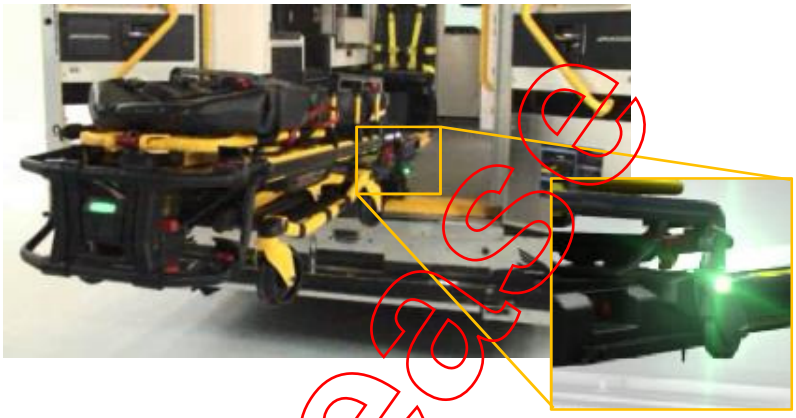
Manual Unloading with power loss to the Stretcher:

While standing on the ground behind the vehicle the user simply pushes down on the highly visible red release le r then pulls the



As the stretcher is unlocked from the patient compartment the loading arms will lift slightly, raising the stretcher off the floor of the vehicle making it easy to move it out of the vehicle and allowing for varying patient weights.

When the stretcher is fully extended outside the vehicle compartment the user will feel that the stretcher is fully extended and is in position to lower the stretcher to the ground. At this point the head end indicator lights on Power-LOAD will also illuminate solid green, signifying that the stretcher is ready to be lowered to the ground.

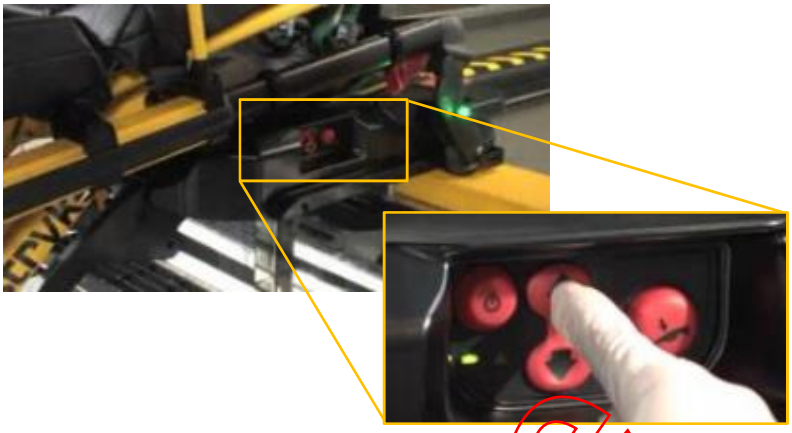


Note: The full weight of the stretcher and patient will be fully supported by the Power-LOAD system; the operators do not need to manually lift the stretcher or patient.

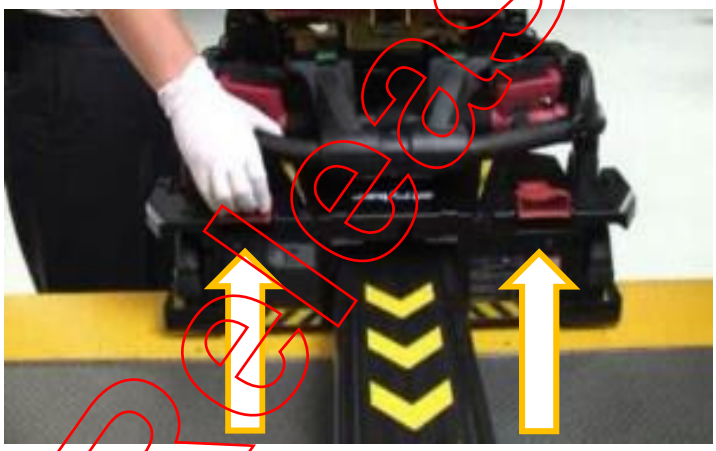
The operator at the head of the patient then pulls the red release handle at the foot of stretcher.

The legs will release and fully extend.

Next the down arrow (□) is pressed. This will Power-LOAD's lifting arms and fully lower the stretcher to the ground.



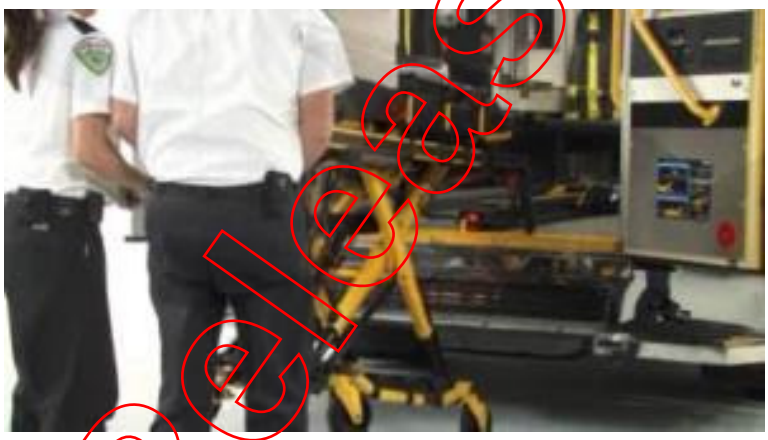
After the stretcher is lowered it can be released from Power-LOAD by lifting either side of the stretcher release handles.



Manual Loading with power loss to Power-LOAD:

First the Power-LOAD trolley is moved to the head end of the vehicle compartment.

Position the stretcher so the load wheels are on the vehicle floor and pass the safety bar past the safety hook.



If the stretcher has power:

The operators grasp the lift handles of the stretcher and lift slightly as one operator presses the minus (-) button to retract the legs. The legs will retract in 2.5 seconds.

Together the operators walk toward the vehicle until the weight of the stretcher and patient are on the floor of the vehicle.

The stretcher then locks into the Power-LOAD much like a traditional floor lock

The operators push the stretcher into the vehicle compartment until the stretcher locks into Power-LOAD.

If the stretcher does not have power:

The operator at the head of the patient supports the weight of stretcher and the patient then pulls the red release handle at the foot of stretcher

This releases the legs so the 2nd operator can lift the cross bar as shown.

Once the legs have been raised the operator at the head can release the red release handle and the stretcher can be loaded as usual.

Together the operators walk toward the vehicle until the weight of the stretcher and patient are supported by the floor of the vehicle.

The stretcher then locks into the Power-LOAD (much like a traditional floor lock).

The operators push the stretcher into the vehicle compartment until the stretcher locks into Power-LOAD.

Manual Unloading with power loss to Power-LOAD:

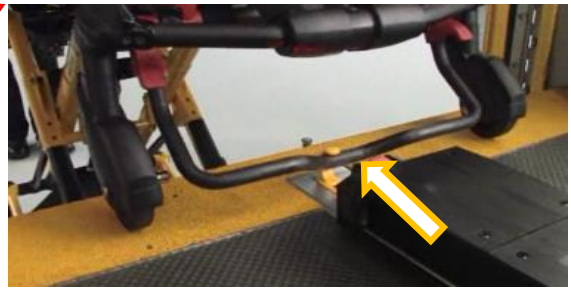
While standing on the ground behind the vehicle the user simply pushes down on the highly visible red release lever then pulls the stretcher slightly to release it from the locking mechanism.

Two operators support the weight of the stretcher and the patient and guide the stretcher out of the vehicle until the safety bar engages the

When the safety hook is engaged one of the operators can lower the stretchers legs by grasping the red release handle or pressing the plus button (+) if the stretcher has power.

The legs will release and fully extend and the operators release the lever and place the stretcher on the ground.

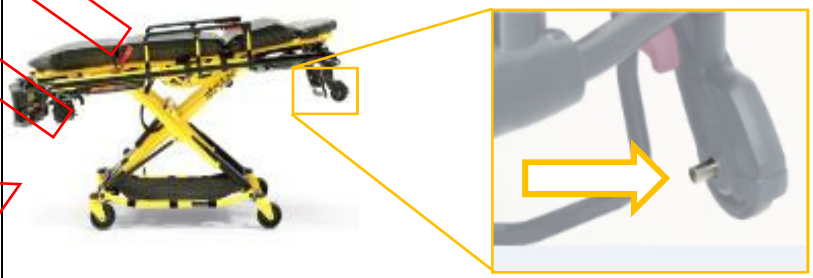
Next the safety bar is lifted over the safety hook and the stretcher can be moved away from the vehicle.



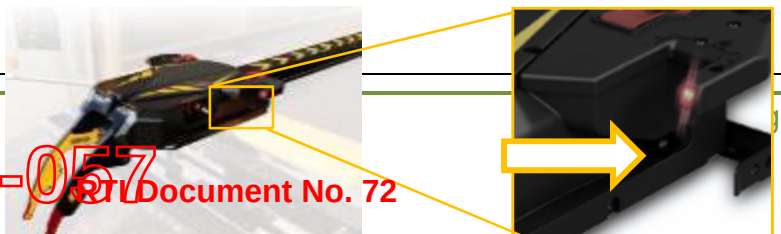
21.1 a)	s47(3)(b)

When stowed in the Ambulance, the Power-PRO XT stretcher is securely held in the patient transport position at 3 points. During the initial stage of the loading process, when the legs of the stretcher remain on the ground, it is first secured to Power-LOAD at 2 points. The third point is secured once the stretcher is fully loaded into the patient transport position. All locking mechanisms are designed to be ergonomic, easy and comfortable to use, and are without pinch points or sharp edges.

During the initial stage of the loading process, the locking pins on the stretcher (shown below) push into

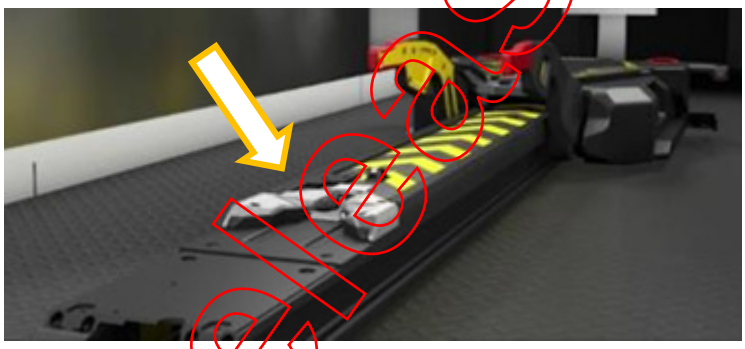


slots on the Power-LOAD (shown below). These pins automatically lock into Power-LOAD and the head end LED indicators on Power-LOAD illuminate solid green to signify that the locking has successfully occurred.



After Power-LOAD lifts the stretcher and it is moved into the vehicle the stretcher is automatically lowered into the locking mechanism. At this point the stretcher foot end hitch (shown below) automatically locks into

Power-LOAD's foot end lock (shown below).



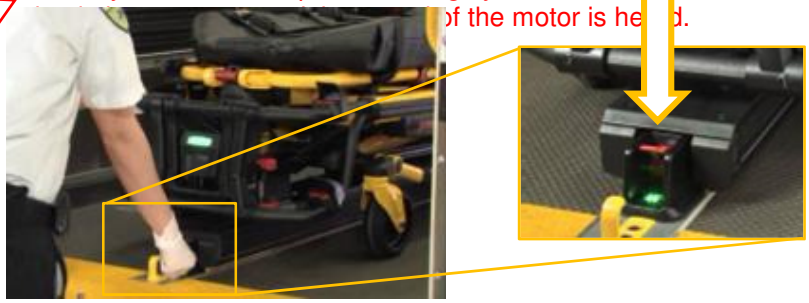
The foot-end lock on the transfer mechanism has been designed with angles optimised for guiding the foot-end hitch into place. This promotes easy loading, while providing a secure locking system that has passed dynamic crash tests.

After the stretcher is moved into the patient transport position, fully inside the vehicle, the system automatically lowers the patient into the locked position. This confirms that the stretcher is locked in and is safe for transport. There is nothing more that needs to be done by the paramedic; it is an easy and comfortable process requiring no physical exertion.

21.1 b) The locking system, Power-LOAD is made of the lightweight construction materials where possible however some structural elements must be made of steel to provide strength to comply with the AS/NZS 4535:1999 standard and provide long term reliability.

The Power-LOAD system weighs 96.5kg.

21.1 c)	Loading: As the stretcher is fully advanced into the ambulance it automatically lowers into the locked position. This movement is felt by the paramedic as they advance the stretcher into the vehicle and there is an audible noise can be heard of the motor lowering and locking the stretcher into place. Unloading: While standing on the ground behind the vehicle the operator simply pushes down on the highly visible red release lever and pulls the stretcher out (as shown below). Depressing the lever is easy to do but not so easy that it could accidentally occur. Unloading the stretcher has been designed to process require two hands so the action must be deliberate; the red lever must be depressed and the stretcher pulled at the same time to unlock the stretcher. As the stretcher is unlocked from the patient compartment the loading arms will automatically lift slightly, raising the stretcher off the floor of the vehicle making it easy to move it out of the vehicle and allowing for varying patient weights, for paramedics and patients this makes the movement of the stretcher into and out of the ambulance incredibly smooth. This process is highly visual as the patient is of the motor is he d.
22.1 a)	The Power-LOAD system and the SMRT Battery Charger utilises 12 V DC power.



	22.1 b)	Power-LOAD complies with AS/NZS 4268:2013 which specifies minimum performance requirements and methods of measurement for short range devices. s47(3)(b)
	22.1 c)	Complies: Power-LOAD is “Class II Equipment” – equipment in which protection against electric shock does not rely on basic insulation only, but in which additional safety precautions such as double insulation or reinforced insulation are provided.
	22.1 d)	The Power-PRO XT stretchers power source, a 24V NiCd (nickel cadmium) battery does not interfere with operational use, manoeuvrability or stability. All stability testing was performed with the battery in place on the stretcher. To sell the Power-PRO XT in Europe requires that the stretcher meet the International Electro technical Commission standard 60601 (IEC 60601). (The IEC manages global conformity systems that certify whether equipment, systems or components that contain anything electronic conform to international standards.) As part of this standard it requires that the stretcher be tested for tip stability. The tip stability test requires that the stretcher not overbalance when loaded with 318kg at full height, on an inclined surface of 10 degrees in the transport direction. The brakes must be capable of stabilising the stretcher on this 10% incline. The Power-PRO XT has been tested and met the requirements of this test.
	22.1 e)	s47(3)(b)  <u>Stretcher Battery Charging:</u> The SMRT Power Pak charges automatically when the stretcher is locked into the Power-LOAD system in the vehicle. SMRT Power Paks charge inductively, using an electromagnetic field to transfer energy between the Power-LOAD system and the SMRT Power Pak, rather than via a traditional power cable with a plug or a docking

station. This reduces risk and eliminates obstructions that may be caused by using power cables and power points to charge batteries inside the vehicle.

When the stretcher is loaded into the vehicle, the stretcher's battery is automatically positioned above a charging plate on the Power-LOAD system. There are no cables to connect or procedures users need to remember to keep the battery charged. There is no need to remember to take the battery out of the stretcher to keep it charged or to 'plug in' the stretcher.

The battery is charged by the vehicle's electrical system, however the SMRT Power Pak only receives a charge from the vehicle if there is at least 11.7V of power available, ensuring that the stretcher or loading system doesn't drain the vehicle battery.

Benefits of Inductive Charging;

- Eliminates the need for plug-in wires, docking stations or moving batteries from a device to a charger.
- Carries lower risk of electrical shock when compared to conductive charging because there are no exposed conductors.
- Ideal for applications where water impermeability is required. Use of inductive charging allows both the stretcher and load system to receive an IPX6 water ingress rating, which approves them for power washing and demonstrates the designs ability to keep dust and dirt out of vital components.

22.1 g) Power-PRO XT SMRT Pak (battery) and SMRT Charger:

SMRT Charger with SMRT Pak

SMRT

Battery Performance:

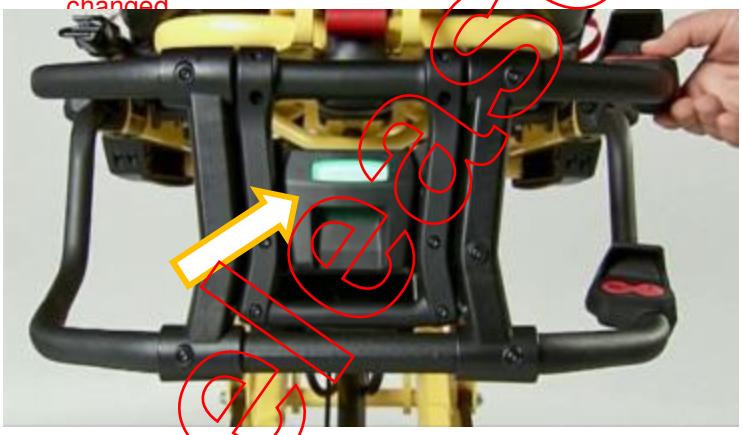
On a fully charged SMRT Power Pak the Power-PRO XT stretcher can perform 20 calls, assuming the stretcher would raise and lower

4 times per call; in other words, the battery can power the stretcher up and down 80 times without the need for an additional charge. A fully discharged battery can be fully recharged in 2 hours. A fully discharged battery can store enough power in 20 minutes of charging to complete one call (4 raises and 4 lowers).

Batter Indicator:

The Power-PRO XT is equipped with an LED indicator at the foot end of the stretcher to indicate the level of battery charge. The indicator displays different colours to indicate the level of charge any time the red plus (+) or (-) minus button is depressed.

- Green = Well charged and sufficient to complete a call
- Amber = Charge is low, a charge or battery change may be required before the next call
- Red = Charge is very low and the battery should be charged or changed



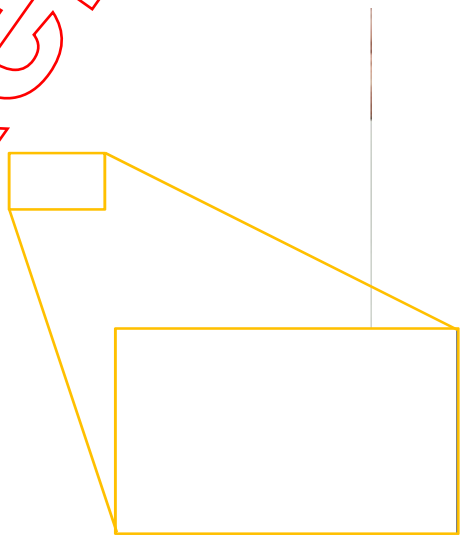
Battery Testing:

s47(3)(b)

s47(3)(b)

Display for Error Codes:

The Power-PRO XT includes a usage meter that monitors the total activation time that the battery and hydraulics have been used, basically the total time that that plus (+) and minus (-) buttons have been pressed. This can also be used to set service intervals. This screen also displays an error codes in the case of a fault to assist with diagnostics.

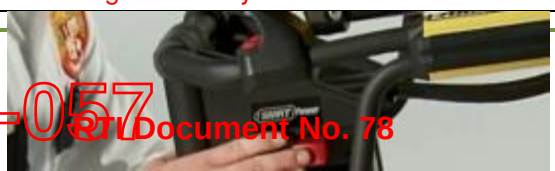


Changing the Battery:

Changing the battery is fast, easy, requires no tools and can be done by a single paramedic. Simply push the red release button along the right hand side of the foot end control enclosure and slide the battery out (shown below).

To replace, simply slide in the battery. It will lock in automatically and the battery indicator LED will light up to confirm it is locked in place (shown below).

Removing the battery



Push the red release button

Slide the battery out to the left

Replacing the battery

Slide the battery into the slot

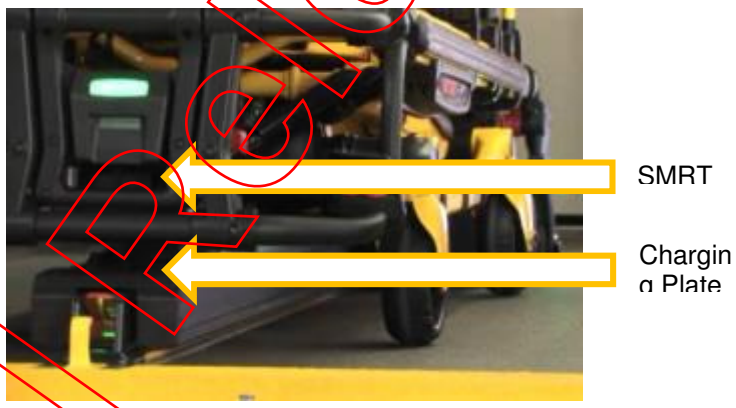
The battery will lock in automatically and the power indicator will illuminate to confirm that battery is in

22.1 h)	The SMRT Pak (battery) weighs 1.5kg; the SMRT Pak Charger weighs .59kg.
22.2 a)	Power-LOAD system and Inductive Stretcher Battery Charging: The SMRT Power Pak charges automatically when the stretcher is locked into the Power-LOAD system in the vehicle. SMRT Power Paks charge inductively, using an electromagnetic field to transfer energy between the Power-LOAD system and the SMRT Power Pak, rather than via a traditional power cable with a plug or a docking

station. This reduces risk and eliminates obstructions that may be caused by using power cables and power points to charge batteries inside the vehicle.

When the stretcher is loaded into the vehicle, the stretcher's battery is automatically positioned above a charging plate on the Power-LOAD system. There are no cables to connect or procedures users need to remember to keep the battery charged. There is no need to remember to take the battery out of the stretcher to keep it charged or to 'plug in' the stretcher.

The battery is charged by the vehicle's electrical system, however the SMRT Power Pak only receives a charge from the vehicle if there is at least 11.7V of power available, ensuring that the stretcher or loading system doesn't drain the vehicle battery.



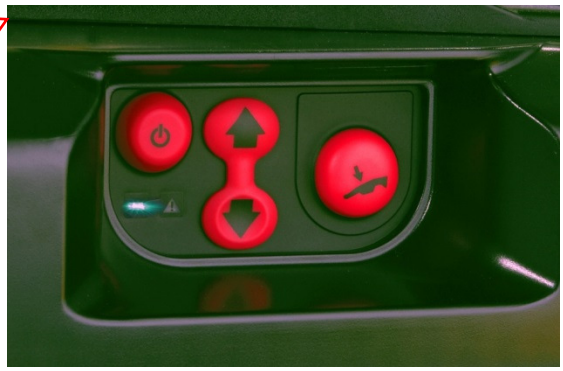
Benefits of Inductive Charging;

- Eliminates the need for plug-in wires, docking stations or moving batteries from a device to a charger.
- Carries lower risk of electrical shock when compared to conductive charging because there are no exposed conductors.

Ideal for applications where water impermeability is required. Use of inductive charging allows both the stretcher and load system to receive an IPX6 water ingress rating, which approves them for power washing and demonstrates the designs ability to keep dust and dirt out of vital components.

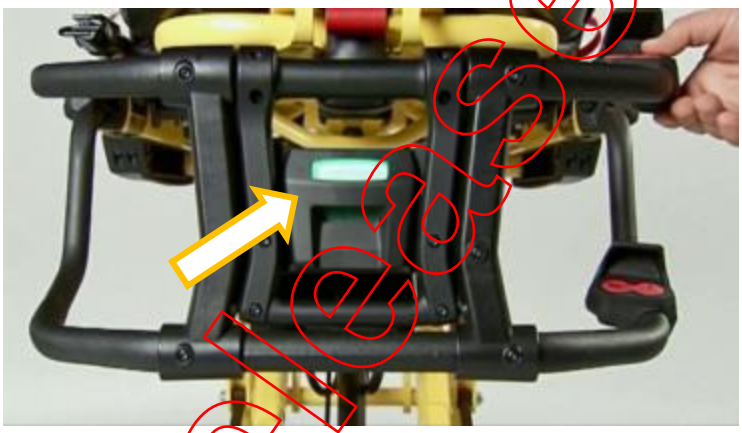
SMRT Charger:

Each stretcher also includes a battery charger that can be mounted in the vehicle to provide power to an extra battery as a fail-safe backup. The charger is provided power from the vehicle 12V DC system and

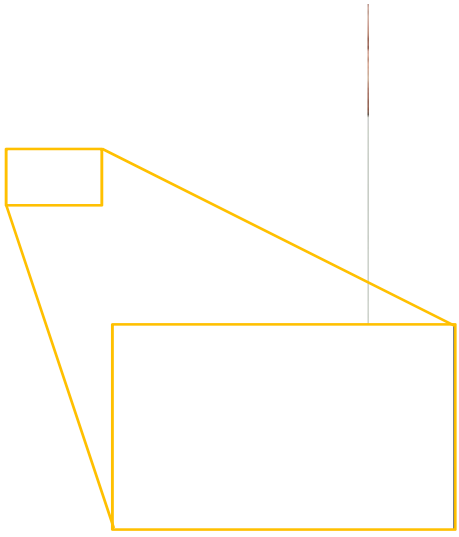
		charges automatically when a SMRT Pak is in the SMRT Charger.
	22.2 b)	Power-LOAD system and Inductive Stretcher Battery Charging: The Power-LOAD system, which feeds the Power-PRO XT stretcher battery, draws only .5 amps during charging. For the system to receive a charge from the vehicle battery it must receive at least 11.7 volts – this is a safety feature. If the vehicle battery drops below 11.7 volts the Power-LOAD system won't draw any additional charge, this way there is always enough power to start the ambulance. SMRT Charger: Each stretcher also includes a battery charger that can be mounted in the vehicle to provide power to an extra battery as a fail-safe backup. The SMRT charger only draws .2 amps from the vehicle battery.
	22.2 c)	Power-LOAD The Power-LOAD system has an on-board sealed lead acid battery built into the lifting trolley. This battery, on a full charge can provide enough power to the system to take care of all the loading and unloading required to care for 5 patients. Power-LOAD system provides an indicator if the battery is low, however since the vehicle is always charging the Power-LOAD battery whenever the vehicle is powered on or plugged in at the station there is no need to monitor the battery level. The Power-LOAD system does provide a caution LED on the control panel that flashes amber if the battery is low. The battery indicator flashes green when charging.  Power-PRO: The Power-PRO XT is equipped with an LED indicator at the foot end of the stretcher to indicate the level of battery charge. The

indicator displays different colours to indicate the level of charge any time the red plus (+) or (-) minus button is depressed.

- Green = Well charged and sufficient to complete a call
- Amber = Charge is low, a charge or battery change may be required before the next call
- Red = Charge is very low and the battery should be charged or changed

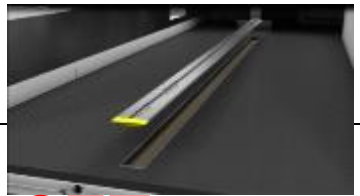


The Power-PRO XT also includes a usage meter that monitors the total activation time that the battery and hydraulics have been used, basically the total time that that plus (+) and minus (-) buttons have been pressed. This can also be used to set service intervals. This screen also displays an error codes in the case of a fault to assist with diagnostics.



SMRT Charger:

The charger includes an indicator light which indicates when a SMRT Pak is charging, is fully charged, or if an error has occurred.

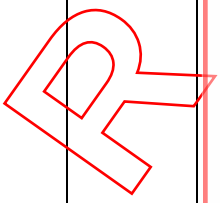
	23.1	Installation of Power-LOAD: The Power-LOAD system floor plate is to be secured to the vehicle with 5 bolts. Each bolt is a 3/8-16 UNC flat head cap screw, ASTM-F835 or SAE grade 8. Each bolt should have a flat washer, lock washer and nut. Bolts are not supplied with the Power-LOAD system as each vehicle type and positioning within the vehicle could require different bolt lengths. s47(3)(b) An animated demonstration video and as well as comprehensive written instructions detailing the installation of the Power-LOAD are provided to all ambulance vehicle converters. The Power-LOAD system installation is basically encompasses 4 main components. · Floor Plate · Anchor Assembly · Transfer Assembly · Trolley Assembly    

	23.1 a)	Floor Height Requirement: The Power-PRO XT and Power-LOAD is designed to accommodate ambulance floor heights between 560mm and 910mm.
	23.1 b)	Floor Space Requirement: Power-LOAD is 2160 in length and 620mm wide at its widest point 
	23.1 c)	Power-LOAD system and Inductive Stretcher Battery Charging: The Power-LOAD system, which feeds the Power-PRO XT stretcher battery, draws only .5 amps during charging. For the system to receive a charge from the vehicle battery it must receive at least 11.7 volts – this is a safety feature. If the vehicle battery drops below 11.7 volts the Power-LOAD system won't draw any additional charge, this way there is always enough power to start the ambulance. SMRT Charger: Each stretcher also includes a battery charger that can be mounted in the vehicle to provide power to an extra battery as a fail-safe backup. The SMRT charger only draws .2 amps from the vehicle battery.
	23.1 d)	The Power-PRO XT stretcher weighs 57kg. (57kg includes the battery pack however does not include the mattress, restraints or optional accessories). The Power-LOAD system weighs 96.5kg.
	23.1 e)	n/a
	24.1	Agreed.

	24.2	Warranty Details: Power-PRO XT Stretcher: Seven (7) years on all welds Stryker warrants to the original purchaser that the welds on the Power-PRO XT will be free from structural defects for the expected 7 year life of the product as long as the original purchaser owns the product. Three (3) years on power train including X-frame, motor pump assembly & hydraulic assembly Original purchasers will also obtain a three (3) year limited parts warranty for the X-frame components of the Power-PRO stretcher and a three (3) year limited power train warranty covering the motor pump assembly and hydraulic cylinder assembly. Stryker's obligation under this three (3) year limited warranty is expressly limited to supplying replacement parts and labour for, or replacing, at its option, any part that is, in the sole discretion of Stryker, found to be defective. Two (2) years parts and labour Stryker warrants to the original purchaser that its products should be free from manufacturing non-conformances that affect product performance and customer satisfaction for a period of two (2) years after date of delivery. Stryker's obligation under this warranty is expressly limited to supplying replacement parts and labour for, or replacing, at its option, any product that is, in the sole discretion of Stryker, found to be defective. Expendable components, i.e. mattresses, restraints, I.V. poles, storage nets, storage pouches, oxygen straps, and other soft goods, have a one (1) year limited warranty. Power-LOAD (Power Loading Stretcher Fastener System): Seven (7) years on welds With appropriate periodic maintenance as described in the maintenance manual for the device, Stryker warrants to the original purchaser that the welds on Power-LOAD will be free from structural defects for 7 years, as long as the original purchaser owns the product. Two (2) years parts and labour Stryker warrants to the original purchaser that its products should be free from manufacturing non-conformances that affect product performance and customer satisfaction for a period of two (2) years after date of delivery. Stryker's obligation under this warranty is expressly limited to supplying replacement parts and labour for, or replacing, at its option, any product that is, in the sole discretion of Stryker, found to be defective. SMRT Power (Battery and Battery Charger):

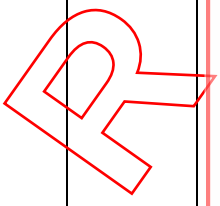
		One (1) year All SMRT Paks and SMRT Pak chargers are warranted to be free from manufacturing non-conformances that affect product performance and customer satisfaction for a period of one (1) year
	24.3	Agreed.
	24.4	Agreed.
	24.5	Agreed.
	25.1	Agreed. s47(3)(b) s47(3)(b)
	25.2	Agreed.
	25.3	Agreed. s47(3)(b) s47(3)(b)
	25.4	Agreed. A full parts listing with part number, description and pricing will be provided upon request. Additionally, schematic drawings of all products will be provided in hard and soft copy to speed part number identification needs.
	25.5	Agreed.
	25.6	s47(3)(b)
	25.7	Agreed. s47(3)(b) s47(3)(b)

	25.8	Agreed. s47(3)(b) s47(3)(b)
	26.1	Agreed. s47(3)(b) s47(3)(b)
	26.2 a)	s47(3)(b)
	26.2 a)	s47(3)(b)
	26.2 b)	s47(3)(b)



s47(3)(b)

s47(3)(b)

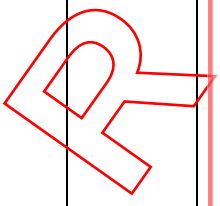


		s47(3)(b)
	26.2 c)	Agreed.
	26.2 d)	Stryker recommends the following cleaning agents: • Quaternary Cleaners (active ingredient - ammonium chloride) • Phenolic Cleaners (active ingredient - o-phenylphenol) • Chlorinated Bleach Solution (5.25% - less than 1 part bleach to 100 parts water)
	26.3	Agreed. s47(3)(b) s47(3)(b)
	27.1	Agreed.
	27.2	s47(3)(b)

		s47(3)(b)
	27.3	s47(3)(b)
	27.4	Following is a list of critical spare parts and accessories. s47(3)(b)
	27.5	Agreed. s47(3)(b) s47(3)(b)

		s47(3)(b)
	27.6	Agreed. Technical service is available via phone, WebEx and face to face.
	28.1 a)	s47(3)(b)

s47(3)(b)



		s47(3)(b) Operating Manuals: A hard copy operating manual is provided with each product and will be provided in soft copy as well. Each manual provides a comprehensive guide to the operation of products, instructions for cleaning and troubleshooting guide. 
	28.1 b)	Stryker will also make available, Stryker trained personnel, in the delivery of a train the trainer program at no charge.
	28.1 c)	Agreed.
	28.1 d)	Agreed.
	28.2 a-l)	Agreed. Operating Manuals:

		A hard copy operating manual is provided with each product and will be provided in soft copy as well. Each manual provides a comprehensive guide to the operation of products, instructions for cleaning and troubleshooting guide.  The manuals provide all the information outlined in points a – l.
	28.3	Agreed. Stryker will provide QAS and applicable service agents with access to the Stryker Technical Service website which contains updated Operating / Maintenance Manuals. If changes are made to product s that necessitates a change in the manual a new version of the manual is published and corresponding product serial numbers are notated on the website. Service personnel can be assured that they are working from the applicable manual based on the product's serial number.
	29.1 a-f)	s47(3)(b)

	s47(3)(b)
29.2	Agreed.
29.3	Agreed. s47(3)(b) f s47(3)(b)
30.2 a)	Complies. s47(3)(b) s47(3)(b)
30.3 a)	s47(3)(b)
30.3 b)	s47(3)(b) s47(3)(b)
30.4 a)	Agreed.
30.5 a)	Complies. Various options and details of pricing for elements of whole-of-life costing are provided in Response Form 4, Item 1A and 1B.
30.5 b)	a – f) Complies. Details of each all the noted whole-of-life costing elements are noted where requested.
30.5 c)	Complies.

Particulars	All	Agreed.
Standing Offer Arrangement Deed	20.5 and 20.5 (a)	Stryker requests that clause 20.5 and 205 (a) be changed to read as follows: "A Contract does not affect Intellectual Property Rights in Existing Contract Material but the Provider grants, and will ensure that relevant third parties grant, to the Customer a paid up, non-exclusive, non-transferable, licence in respect of the Existing Contract Material but only as part of the Contract Material (and any future development of the Contract Material) without additional cost to the Customer to: (a) use and otherwise exercise Intellectual Property Rights in Existing Contract Material to the extent necessary to perform all its obligations and exercise all its rights under the Contract." -SOA Deed 20.5: request deletion of 20.5 (b).
	20.5 (b)	Stryker requests that clause 20.5 (b) be deleted.
Other	Nil	Nil

Response Form 3— Offeror Details

1. Provider/Offeror	Name:	Stryker Australia Pty Ltd
	ABN/ACN:	48002873850 / 002 873 850
	Address:	8 Herbert Street, St Leonards NSW 2065
	Telephone:	(02) 9467 1000
	Facsimile:	(02) 9467 1010
	Email:	[redacted]@stryker.com
2. Offeror's Authorised Officer Note: insert name of the person representing the Offeror for the Standing Offer Arrangement	Name:	s47(3)(b)
	Position:	Managing Director
	Telephone:	(02) 9467 1000
	Facsimile:	(02) 9467 1010
	Email:	[redacted]@stryker.com

Where the name of the Provider is different to the legal name of the Offeror at Response Form 1 please indicate the
Relationship of these entities.

.....
.....

3. Key Personnel Where Key Personnel are associated with the Standing Offer Arrangement please specify the names and qualifications of the personnel who are to undertake the Services for the Provider.	
Name:	s47(3)(b)
Qualifications	Sales Manager
Experience	s47(3)(of sales and marketing experience with Stryker
Expertise	Sales and Marketing
Proposed tasks in this Standing Offer Arrangement	Customer relationship management.
Name:	s47(3)(b)
Qualifications	Director of Sales and Marketing
Experience	s47(3) of experience with Stryker, 22 years of total experience with various medical device companies
Expertise	Sales and Marketing
Proposed tasks in this Standing Offer Arrangement	Management of Stryker's Medical Division for Australia and the Pacific Region

4. Insurance – Public Liability	Sum currently insured: s47(3)(b) per occurrence	
	Policy No.:	s47(3)(b)
	Insurance Provider:	
	Named Insured:	
	Expiry Date of Policy:	
	A copy of this certificate is to be submitted with the Offer A copy of each of this certificate follows and has been included as an attachment in the soft copy submitted via USB memory stick. s47(3)(b)	

~~5. Insurance - Professional indemnity~~	~~Sum currently insured:~~ ~~<<insert amount insured>>~~ ~~per claim~~	
	~~Policy No.:~~	~~<<insert details>>~~
	~~Insurance Provider:~~	~~<<insert details>>~~
	~~Named Insured:~~	~~<<insert details>>~~
	~~Expiry Date of Policy:~~	~~<<insert details>>~~
	~~***A copy of this certificate is to be submitted with the Offer***~~	

6. Insurance - Other insurances Where other insurance is required?	s47(3)(b)	
	Policy No.:	s47(3)(b)
	Insurance Provider:	
	Named Insured:	
	Expiry Date of Policy:	
	A copy of this certificate is to be submitted with the Offer A copy of each of this certificate follows and has been included as an attachment in the soft copy submitted via USB memory stick. s47(3)(b)	

If you don't have the required insurance cover at present, please state if you are prepared to obtain the required insurance cover prior to commencement of the service? ☐ Yes ☐ No

7. Workers Compensation *In Accordance with the Workers' Compensation and Rehabilitation Act* 2003	**Certificate Number**	s47(3)(b)
	Expiry Date:	
	A copy of this certificate is to be submitted with the Offer A copy of each of this certificate follows and has been included as an attachment in the soft copy submitted via USB memory stick. s47(3)(b)	

8. Provide details of relevant licences and memberships, as required in the specification?	**Certificate Number**	MTAA: http://www.mtaa.org.au/about-mtaa/members Stryker Australia Pty Ltd is an MTAA Code of Practice Licensee. The Medical Technology Association of Australia represents member companies in the medical device industry, and seeks to ensure the supply of medical technologies is conducted in an ethical, responsible, and reliable manner. The MTAA Code of Practice establishes best practice standards for behaviour, and sets out mechanisms for ensuring that member companies act with integrity. The principles of MTAA are consistent with those required as part of clause 24 in "Conditions of Offer" with regard to commission, incentives, conflict of interest, collusion and anticompetitive behaviour.
	Expiry Date:	n/a
	Copies of these certificates is to be submitted with the Offer n/a	

9. Quality Assurance	Certificate Number:	s47(3)(b)
	Period:	
	Name of Certifying Party:	
	A copy of this certificate is to be submitted with the Offer A copy of each of this certificate follows and has been included as an attachment in the soft copy submitted via USB memory stick. s47(3)(b)	

10. Manufacturer's warranty	Power-PRO XT Stretcher: Seven (7) years on all welds Stryker warrants to the original purchaser that the welds on the Power-PRO XT will be free from structural defects for the expected 7 year life of the product as long as the original purchaser owns the product. Three (3) years on power train including X-frame, motor pump assembly & hydraulic assembly Original purchasers will also obtain a three (3) year limited parts warranty for the X-frame components of the Power-PRO stretcher and a three (3) year limited power train warranty covering the motor pump assembly and hydraulic cylinder assembly. Stryker's obligation under this three (3) year limited warranty is expressly limited to supplying replacement parts and labour for, or replacing, at its option, any part that is, in the sole discretion of Stryker, found to be defective. Two (2) years parts and labour Stryker warrants to the original purchaser that its products should be free from manufacturing non-conformances that affect product performance and customer satisfaction for a period of two (2) years after date of delivery. Stryker's obligation under this warranty is expressly limited to supplying replacement parts and labour for, or replacing, at its option, any product that is, in the sole discretion of Stryker, found to be defective. Expendable components, i.e. mattresses, restraints, I.V. poles, storage nets, storage pouches, oxygen straps, and other soft goods, have a one (1) year limited warranty. Power-LOAD (Power Loading Stretcher Fastener System): Seven (7) years on welds With appropriate periodic maintenance as described in the maintenance manual for the device, Stryker warrants to the original purchaser that the welds on Power-LOAD will be free from structural defects for 7 years, as long as the original purchaser owns the product. Two (2) years parts and labour Stryker warrants to the original purchaser that its products should be free from manufacturing non-conformances that affect product performance and customer satisfaction for a period of two (2) years

	after date of delivery. Stryker's obligation under this warranty is expressly limited to supplying replacement parts and labour for, or replacing, at its option, any product that is, in the sole discretion of Stryker, found to be defective. SMRT Power (Battery and Battery Charger): One (1) year All SMRT Paks and SMRT Pak chargers are warranted to be free from manufacturing non-conformances that affect product performance and customer satisfaction for a period of one (1) year. General Warranty Terms: Any improper use or alteration or repair by unauthorized service providers in such a manner as in Stryker's judgment affects the product materially and adversely, shall void this warranty. Any repair of Stryker products using parts not provided or authorized by Stryker shall void this warranty. No employee or representative of Stryker is authorized to change this warranty in any way. This statement constitutes Stryker entire warranty with respect to the aforesaid equipment. Stryker makes no other warranty or representation either expressed or implied, except as set forth herein. There is no warranty of merchantability and there are no warranties of fitness for any particular purpose. In no event shall Stryker be liable hereunder for incidental or consequential damages arising from or in any manner related to sales or use of any such product. Where customer is purchasing as a "consumer" within the meaning of the Competition and Consumer Act 2010 (Cth) (or an equivalent State or Territory enactment) ("Act") the benefits under the above warranty are in addition to other rights and remedies the customer may have in relation to the goods; and our goods come with guarantees that cannot be excluded under the Australian Consumer Law. You are entitled to a replacement or refund for a major failure and for compensation for any other reasonably foreseeable loss or damage. You are also entitled to have the goods repaired or replaced if the goods fail to be of acceptable quality and the failure does not amount to a major failure.
11. Additional Provider's warranty	s47(3)(b)

	s47(3)(b)

12. Provision of the Goods and/or Services

Provide comprehensive details of the capacity, processes and systems and time frames for achieving the service milestones.

Capacity.....

Stryker, as one of the largest medical companies in the world and a premier supplier of patient handling equipment including ambulance stretchers, is very well suited to perform the requirements of proposed deed.

Stryker has a long history of building and supplying quality products to customers around the globe. Currently #305 on the Fortune 500 list, Stryker growth is built on our quality systems that are well entrenched in our manufacturing and day to day customer service systems supported by compliance to medical device standards, which are among the strictest production/business standards in the world.

Stryker's 22,000 employees, (300+ in Australia) are regularly recognised as building one of the most awarded medical device companies in the world.

Following are just some of Stryker's recent honours:

- Gallup "Great Workplace Award": 6th time in the last 7 years

- 12th consecutive year among the Fortune Magazine, ""World's Most Admired Companies"": #3 among Medical Equipment Industry

- 3rd consecutive year, Fortune Magazine: "Best Companies to Work For", Ranked #42

- 2011 Forbes Magazine: "World's Most Innovative Company" (top 100)

Stryker's reinvests 5-6% of sales into research and development every year, about twice the industry average. This investment results in innovative products such as the Power-PRO XT stretcher and Power-LOAD system; which together hold 10 global patents documenting their progressive design.

s47(3)(b)

Systems and processes……

Stryker holds the following certifications with respect to quality systems and processes.

- Stryker's Australian facilities hold certification to AS/NZS ISO 3001:2008
- Stryker's US manufacturing facility where the products outlined in the tender are manufactured holds the following quality certifications:
- ISO 13485:2003 Medical devices — Quality management systems — Requirements for regulatory purposes
- ISO 14971:2007, Risk Management
- FDA Quality System Regulation, 21 CFR Part 820, Good Manufacturing Practices for Medical Devices
- Council Directive 93/42/EEC (Medical Device Directive)
- SOR/98-282 and CQM-01 (Canadian Medical Devices Regulations)

The following are excerpts from the Stryker Medical Quality System Document which highlight the extensive systems we have in place to comply with Quality Assurance Systems and insure the products we produce are of the highest quality.

Stryker Medical - Quality System Document

s47(3)(b)

s47(3)(b)

s47(3)(b)

s47(3)(b)

s47(3)(b)

s47(3)(b)

s47(3)(b)

s47(3)(b)

……
……..

14. Experience

Please provide comprehensive details to demonstrate your company's experience and outcomes in work of a similar nature:

In 1994, Stryker's Medical Division, which manufactures hospital beds and stretchers assessed the ambulance service market and found that products available in this pre-hospital environment had seen little innovation since the 1950's and lacked the reliability necessary to properly support the work of paramedics. Stryker launched its first ambulance stretcher in 1994 and quickly built a reputation for high quality and rugged designs. By the year 2000 Stryker has captured 50% market share in the countries where it distributed stretchers.

Today, Stryker recognises that the emergency medical services industry we support is commonly ranked among professions with the greatest instance of workplace injuries. This has led us to focus on building high quality, rugged products that will reduce injuries to paramedics. We identified 3 key areas where properly designed products can make can truly make a difference in the health of paramedics. These three areas focus on movements in which the most stress is placed on the bodies of paramedics, products were developed to address each.

1. Moving patients up and down stairs – Stair-PRO Stair Chair
2. Raising and lowering patients on stretchers – Power-PRO XT
3. Loading and unloading patients to and from ambulances – Power-LOAD

The products included in our response to this tender address #2 and #3; the Power-PRO XT Stretcher and the Power-LOAD power-loading stretcher fastener system. Stryker introduced the first Power-PRO XT in 2006 and has sold over s47(3)(b) since its introduction. The Power-LOAD system, introduced in 2012 has sales of s47(3)(b) Stryker's customers have experienced reductions of workers' compensation costs, injuries and lost or modified workdays, while improving recruitment and retention. All of these benefits have been documented in 14 different published studies.

Stryker has the majority of ambulance stretcher market share in many countries around the world and support numerous large customers in the North America, Europe, Asia, Australasia and the Middle East.

Following is a list of some of our larger customers around the world:

Australia:

- Queensland Ambulance Service

New Zealand:

s47(3)(b)

UK:

s47(3)(b)

Germany:

s47(3)(b)

Saudi-Arabia:

s47(3)(b)

Hong Kong:

s47(3)(b)

United States:

s47(3)(b)

(a) identify the challenges encountered in performing the services; and

Stryker, as one of the largest medical companies in the world and a premier supplier of patient handling equipment including ambulance stretchers, has it well within its capacity to fulfil the expectations of the tender requirements.

Stryker manufactures s47(3)(b) s47(3) Our manufacturing facilities, equipment and manpower are well positioned to incorporate any manufacturing needs that QAS may require.

s47(3)(b) we are often receive orders from large government based ambulance services around the world late in their financial year with the expectation of delivery prior to the end of their fiscal year. While we can build equipment rapidly, shipments via sea freight present a challenge for delivery expectations. Complete transport time including; ground shipping USA, sea freight to Australia, customs clearance and ground shipping to the customer site can vary from s47(s47(3)

(b) your solutions to the challenges and the results.

For some ambulance services we have established standing purchase orders agreements with delivery schedules established on a per quarter basis. This allows us to plan in advance for component parts requirements and build schedules to ensure a steady flow of product for ambulance build requirements while managing international sea freight logistics. Arrangements like these have been highly successful.

Response Form 4 – Pricing

The Goods and/or Services and Pricing offered by the Offeror are as follows:

In accordance with clause 15.1 (b) and (c) prices must include all costs to the customer including delivery, royalties, levies, duties and taxes.

MANAGED SERVICE MODEL

Item 1A – Description and Unit Offer Prices – Purchase, inclusive of a Managed Service Model

Description	Offer Price (Excl. GST) $	GST $	Offer Price (Incl. GST) $
Quantity 1 – 20 Stretchers **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)	$	$	$
Quantity 21 –50 Stretchers **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)	$	$	$
Quantity 51 –100 Stretchers **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)	$	$	$
Quantity 101-150 Stretchers **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint	$	$	$

Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)			
Quantity 150-200 Stretchers **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)	$	$	$
Quantity 201+ Stretchers **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)	$	$	$
Quantity 1-20 Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$
Quantity 21-50 Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$
Quantity 51-100 Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$
Quantity 100-150 Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$

Quantity 150-200 Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$
Quantity 201+ Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$
s47(3)(b)	% of product cost per year excluding GST	GST applies	% of product cost per year + GST

Support Costs – Insurance, Management Fees etc including all applicable Hourly Rates:

s47(3)(b)

Frequency and Cost of Routine Maintenance including all applicable Hourly Rates:

s47(3)(b)

Alteration/Refurbishment/Modification Costs including all applicable Hourly Rates:

s47(3)(b)

Delivery details applicable to the Offer:

s47(3)(b)

End-of-Life Costs, anticipated Useful Life, Residual Value, Disposal Costs, Resale Costs, ongoing liabilities etc:

s47(3)(b)

Taxes, duties or other charges and their details associated with each Goods and/or Service applicable to the Offer:	
GST of 10% will apply to all goods, as well as goods and services provided under the ProCare Protect+ program.	
Please specify any other Price or cost that may be charged to the Eligible Customer for the supply of the Goods and/or Services under the Request for Offer.	
For each line item, specify: ▪ **the nature of the Pricing;** ▪ **the circumstances under which it will be incurred; and** ▪ **total Price (excluding GST).**	s47(3)(b)

Costs of any consumables required for the operation of the equipment offered:
s47(3)(b) **covered under the managed service model**
s47(3)(b) **covered under the managed service model**
s47(3)(b) **covered under the managed service model**

Known replacement / spare parts that will be required to be replaced during the life of the equipment, including costs and expected life:

s47(3)(b)

s47(3)(b)

Training costs as appropriate:

s47(3)(b)

When invoices will be issued:

Invoices for goods will be issued upon delivery. Invoices will be issued on a monthly basis in arrears for all ProCare PROTECT+ expenses. Additional expenses not included in the ProCare PROTECT+ offering will be charged on a monthly basis, invoiced separately.

Item 2A - Estimate of Approved Expenses – Managed Service Model

s47(3)(b)

s47(3)(b)

Item 3A - GST, discounts, and payment – Managed Service Model

Description	Response
Clause 18.1(c) of the Conditions of Offer, Part A of this document, requires that the offered prices shall be exclusive of Goods and Services Tax (GST). NB: Only one (1) of the following must be ticked.	
Offers must specify any Approved Expenses (including details) that are associated with their Offer.	n/a
However, for administrative purposes, Offerors are required to advise the GST status applicable to the items that you have offered.	☐ All items offered are GST Free. ☒ GST is applicable to all items offered.
Where the GST status of the items is mixed, Offerors must submit a list titled "GST Status of Items Offered" and identify the status for each item.	☐ Mixed (Attach a list identifying status of each item)

What is the average discount offered off your normal list price for the items offered? Please note that your response will be used to assess the effectiveness of implementing the Standing Offer Arrangement.	Power-PRO XT: Qty 1-20, % Power-PRO XT: Qty 21-50, % Power-PRO XT: Qty 51-100, % Power-PRO XT: Qty 101-150, % Power-PRO XT: Qty 151-200, % Power-PRO XT: Qty 200+, % Power-LOAD: Qty 1-20, % Power-LOAD: Qty 21-50, % Power-LOAD: Qty 51-100, % Power-LOAD: Qty 101-150, % Power-LOAD: Qty 151-200, % Power-LOAD: Qty 200+, %

Item 4A – Discounts – Managed Service Model

The Queensland Public Sector Health System is to be recognised as a single customer rather than a series of different customers in the prices that it obtains for its goods and services. It is a condition of the Arrangement that the pricing basis offered shall not be discounted on an "ad hoc" basis for any specific one, or more, Eligible Customers or specific facilities.

Description	Response	
Discounts Early payment and settlement discount offered	Settlement:	n/a
	Days:	n/a
Quantity break discounts offered:	Power-PRO XT: Qty 101-150, $ Excl. GST Power-PRO XT: Qty 151-200, $ Excl. GST Power-PRO XT: Qty 200+, $ Excl. GST Power-LOAD: Qty 101-150, $ Excl. GST Power-LOAD: Qty 151-200, $ Excl. GST Power-LOAD: Qty 200+, $ Excl. GST	
Circumstances under which a discount becomes applicable:	s47(3)(b)	
How the discount arrangement will operate:	s47(3)(b)	

Item 5A Rebates – Managed Service Model

The Department of Health seeks to obtain "cashable rebates" (rebates) for the total dollar value of products supplied by successful Offerer under this supply arrangement.

Offerers are to provide, details of offered rebates, based on a sliding scale, relating to the **GST exempt total dollar value of products purchased from them annually**, on a state-wide basis.

In the evaluation of Offers, rebates are taken into consideration as part of the value for money criterion.

The rebate is to be calculated from the sales to all Eligible Customers, including the approved non-government hospitals, accessing any Standing Offer Arrangement.

The Department of Health will

- request Annual sales data from each Successful Offeror in the month after each anniversary of the Standing Offer Arrangement; and
- calculate the applicable rebate and seek to have this confirmed by the Supplier, and upon this confirmation; and
- raise an invoice to collect the rebate.

Rebates are to be paid by cheque, or other agreed financial transaction, to the Department of Health on an annual or otherwise agreed periodic basis.

Note: The Department of Health reserves the right to:-

- negotiate with Successful Offerer's in regard to any nexus between discounts offered and rebates offered in order that the prices presented to Eligible Customer's do not misrepresent the total cost of products offered under any Arrangement; and
- undertake a review of sales information provided, via reconciliation meeting/s with respective suppliers.

ANNUAL VALUE OF SALES	REBATE OFFERED
$1 to $5,000	n/a
$5,001 to $10,000	n/a
$10,001 to $20,000	n/a
$20,001 to $30,000	n/a
$30,001 to $40,000	n/a
$40,001 to $50,000	n/a
$50,001 to $100,000	n/a
$100,001 to $200,000	n/a
$200,001 to $300,000	n/a
$300,001 to $500,000	n/a
$500,001 to $1,000,000	n/a
$1,000, 001 & Over	n/a
ALTERNATIVE REBATING SYSTEM:	n/a
Please indicate if rebates are to be calculated on the total annual sales once the agreed sales volume is reached (Inclusive) or on the amount of sales in excess of agreed sales volume (Exclusive):	**Inclusive** ☐ **Exclusive** ☐

AUTHORISED SERVICE PROVISION MODEL

Item 1B – Description and Unit Offer Prices – Purchase, inclusive of an Authorised Service Provision Model

Description	Offer Price (Excl. GST) $	GST $	Offer Price (Incl. GST) $
Quantity 1 – 20 Stretchers **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)	$	$	$
Quantity 21 –50 Stretchers **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)	$	$	$
Quantity 51 –100 Stretchers **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)	$	$	$
Quantity 101-150 Stretchers **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)	$	$	$
Quantity 150-200 Stretchers **Power-PRO XT:** Includes the Following Features / Options (options denoted	$	$	$

with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)			
Quantity 201+ Stretchers **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)	$	$	$
Quantity 1-20 Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$
Quantity 21-50 Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$
Quantity 51-100 Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$
Quantity 100-150 Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$
Quantity 150-200 Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$
Quantity 201+ Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$
s47(3)(b)	**% of product cost per year**	**GST applies**	**% of product cost per year +**

s47(3)(b)	excluding GST		GST

Support Costs – Insurance, Management Fees etc including all applicable Hourly Rates:

s47(3)(b)

Frequency and Cost of Routine Maintenance including all applicable Hourly Rates:

s47(3)(b)

Alteration/Refurbishment/Modification Costs including all applicable Hourly Rates:

s47(3)(b)

s47(3)(b)

Delivery details applicable to the Offer:
s47(3)(b)

End-of-Life Costs, anticipated Useful Life, Residual Value, Disposal Costs, Resale Costs, ongoing liabilities etc:
s47(3)(b)

Taxes, duties or other charges and their details associated with each Goods and/or Service applicable to the Offer:
GST of 10% will apply to all goods, as well as goods and services provided under ProCare PROTECT program.

Please specify any other Price or cost that may be charged to the Eligible Customer for the supply of the Goods and/or Services under the Request for Offer.	
For each line item, specify: ▪ **the nature of the Pricing;** ▪ **the circumstances under which it will be incurred; and** ▪ **total Price (excluding GST).**	**No extra charges will be applied, unless Modifications/ Alteration (outside of original purchase) or misuse or negligence has resulted in the need for service of the product. Price's charged for this include the price of parts, travel at $ per hour and labour at $ per hour.**

Costs of any consumables required for the operation of the equipment offered:
Batteries: SMRT Pak – Qty 1-20, $ / Qty 21-50, $ / Qty 51-100, $
Mattresses: Qty 1-20, $ Qty 21-50, $ / Qty 51-100, $
Harnesses: Full Kit, Qty 1-20, $ Qty 21-50, $ / Qty 51-100, $
Child Restraint: Qty 1-20, $ Qty 21-50, $ Qty 51-100, $

Known replacement / spare parts that will be required to be replaced during the life of the equipment, including costs and expected life:
s47(3)(b)

Training costs as appropriate:
s47(3)(b)

When invoices will be issued:
Invoices for goods will be issued upon delivery. Invoices will be issued on a monthly basis in arrears for all ProCare PROTECT expenses. Additional expenses not included in the ProCare PROTECT offering will be charged on a monthly basis, invoiced separately.

Item 2B - Estimate of Approved Expenses – Authorised Service Provision Model

s47(3)(b)

s47(3)(b)

Item 3B - GST, discounts, and payment – Authorised Service Provision Model

Description	Response
Clause 18.1(c) of the Conditions of Offer, Part A of this document, requires that the offered prices shall be exclusive of Goods and Services Tax (GST). NB: Only one (1) of the following must be ticked.	
Offers must specify any Approved Expenses (including details) that are associated with their Offer.	n/a
However, for administrative purposes, Offerors are required to advise the GST status applicable to the items that you have offered.	☐ All items offered are GST Free. ☒ GST is applicable to all items offered.
Where the GST status of the items is mixed, Offerors must submit a list titled "GST Status of Items Offered" and identify the status for each item.	☐ Mixed (Attach a list identifying status of each item)
What is the average discount offered off your normal list price for the items offered? Please note that your response will be used to assess the effectiveness of implementing the Standing Offer Arrangement.	Power-PRO XT: Qty 1-20, ☐% Power-PRO XT: Qty 21-50, ☐% Power-PRO XT: Qty 51-100, ☐% Power-PRO XT: Qty 101-150, ☐% Power-PRO XT: Qty 151-200, ☐% Power-PRO XT: Qty 200+, ☐% Power-LOAD: Qty 1-20, ☐% Power-LOAD: Qty 21-50, ☐% Power-LOAD: Qty 51-100, ☐% Power-LOAD: Qty 101-150, ☐% Power-LOAD: Qty 151-200, ☐% Power-LOAD: Qty 200+, ☐%

Item 4B – Discounts – Authorised Service Provision Model

The Queensland Public Sector Health System is to be recognised as a single customer rather than a series of different customers in the prices that it obtains for its goods and services. It is a condition of the Arrangement that the pricing basis offered shall not be discounted on an "ad hoc" basis for any specific one, or more, Eligible Customers or specific facilities.

Description	Response	
Discounts Early payment and settlement discount offered	Settlement:	n/a
	Days:	n/a
Quantity break discounts offered:	Power-PRO XT: Qty 101-150, $☐ Excl. GST Power-PRO XT: Qty 151-200, $☐ Excl. GST Power-PRO XT: Qty 200+, $☐ Excl. GST	

	Power-LOAD: Qty 101-150, $ Excl. GST Power-LOAD: Qty 151-200, $ Excl. GST Power-LOAD: Qty 200+, $ Excl. GST
Circumstances under which a discount becomes applicable:	s47(3)(b)
How the discount arrangement will operate:	s47(3)(b)

Item 5B Rebates – Authorised Service Provision Model

The Department of Health seeks to obtain "cashable rebates" (rebates) for the total dollar value of products supplied by successful Offerer under this supply arrangement.

Offerers are to provide, details of offered rebates, based on a sliding scale, relating to the **GST exempt total dollar value of products purchased from them annually**, on a state-wide basis.

In the evaluation of Offers, rebates are taken into consideration as part of the value for money criterion.

The rebate is to be calculated from the sales to all Eligible Customers, including the approved non-government hospitals, accessing any Standing Offer Arrangement.

The Department of Health will

- request Annual sales data from each Successful Offeror in the month after each anniversary of the Standing Offer Arrangement; and
- calculate the applicable rebate and seek to have this confirmed by the Supplier, and upon this confirmation; and
- raise an invoice to collect the rebate.

Rebates are to be paid by cheque, or other agreed financial transaction, to the Department of Health on an annual or otherwise agreed periodic basis.

Note: The Department of Health reserves the right to:-

- negotiate with Successful Offerer's in regard to any nexus between discounts offered and rebates offered in order that the prices presented to Eligible Customer's do not misrepresent the total cost of products offered under any Arrangement; and
- undertake a review of sales information provided, via reconciliation meeting/s with respective suppliers.

ANNUAL VALUE OF SALES	REBATE OFFERED
$1 to $5,000	n/a
$5,001 to $10,000	n/a
$10,001 to $20,000	n/a
$20,001 to $30,000	n/a
$30,001 to $40,000	n/a
$40,001 to $50,000	n/a
$50,001 to $100,000	n/a
$100,001 to $200,000	n/a
$200,001 to $300,000	n/a
$300,001 to $500,000	

$500,001 to $1,000,000	n/a
$1,000, 001 & Over	n/a
ALTERNATIVE REBATING SYSTEM:	n/a
Please indicate if rebates are to be calculated on the total annual sales once the agreed sales volume is reached (Inclusive) or on the amount of sales in excess of agreed sales volume (Exclusive):	**Inclusive** ☐ **Exclusive** ☐

Item 6B Recognised Service Providers – Authorised Service Provision Model

Stryker has an existing relationship with Stryker certified service providers throughout Queensland in addition to the Stryker technical service team based in southeast Queensland. The service providers below are currently providing authorised service for QAS' M-1 stretchers and Stair-PROs.
s47(3)(b)

DIRECT PURCHASES

Item 1C – Description and Unit Offer Prices – Direct Purchase of Equipment Only

Please note: The Price Break quoted below is required for Direct Purchase offers.

Description	Offer Price (Excl. GST) $ Per Unit	GST $ Per Unit	Offer Price (Incl. GST) $ Per Unit
Quantity 1 – 20 Stretchers **(Do not edit)** **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)	$	$	$
Quantity 21 –50 Stretchers **(Do not edit)** **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard	$	$	$

Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)			
Quantity 51 –100 Stretchers **(Do not edit)** **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)	$	$	$
Quantity 101-150 Stretchers **(Do not edit)** **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)	$	$	$
Quantity 150-200 Stretchers **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)	$	$	$
Quantity 201+ Stretchers **Power-PRO XT:** Includes the Following Features / Options (options denoted with (o)): SteerLock (o), Dual Wheel Locks (o), Knee Gatch Capable Litter (o), Mattress, Patient Restraint Harness, IV Pole (o), Head End Storage Flat (o), Equipment Hook (o), Standard Siderails (o), Storage Pouch (o), SMRT Charger & 2 SMRT Paks (Batteries) (o), SMRT Charger Mounting Bracket (o), SMRT 12V DC Plug (o)	$	$	$
Quantity 1-20 Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$
Quantity 21-50 Loading and Locking Systems	$	$	$

Power-LOAD: Includes the Following Options (options denoted with (o)): Wheel Guide (o)			
Quantity 51-100 Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$
Quantity 100-150 Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$
Quantity 150-200 Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$
Quantity 201+ Loading and Locking Systems **Power-LOAD:** Includes the Following Options (options denoted with (o)): Wheel Guide (o)	$	$	$

Frequency and Cost of Routine Maintenance including all applicable Hourly Rates:
s47(3)(b)

Alteration/Refurbishment/Modification Costs including all applicable Hourly Rates:
s47(3)(b)

s47(3)(b)

Delivery details applicable to the Offer:
s47(3)(b)

Taxes, duties or other charges and their details associated with each Goods and/or Service applicable to the Offer:
GST of 10% will apply to all goods, as well as goods and services provided in relation to service carried out by Stryker service technicians.

Please specify any other Price or cost that may be charged to the Eligible Customer for the supply of the Goods and/or Services under the Request for Offer.	
For each line item, specify: ▪ the nature of the Pricing; ▪ the circumstances under which it will be incurred; and ▪ total Price (excluding GST).	n/a

Costs of any consumables required for the operation of the equipment offered:
Batteries: SMRT Pak – Qty 1-20, $ / Qty 21-50, $ / Qty 51-100, $
Mattresses: Qty 1-20, $ Qty 21-50, $ / Qty 51-100, $
Harnesses: Full Kit, Qty 1-20, $, Qty 21-50, $ / Qty 51-100, $
Child Restraint: Qty 1-20, $, Qty 21-50, $, Qty 51-100, $

Known replacement / spare parts that will be required to be replaced during the life of the equipment, including costs and expected life:
s47(3)(b)

s47(3)(b)

Training costs as appropriate:
s47(3)(b)

When invoices will be issued:
Invoices for goods will be issued upon delivery. Invoices for service by Stryker service technicians will be issued upon completion of service.

Item 2C - Estimate of Approved Expenses – Direct Purchases

All expenses are covered in travel and labour costs.

Item 3C - GST, discounts, and payment – Direct Purchases

Description	Response
Clause 18.1(c) of the Conditions of Offer, Part A of this document, requires that the offered prices shall be exclusive of Goods and Services Tax (GST): NB: Only one (1) of the following must be ticked.	
Offers must specify any Approved Expenses (including details) that are associated with their Offer.	n/a
However, for administrative purposes, Offerors are required to advise the GST status applicable to the items that you have offered.	☐ All items offered are GST Free. ☒ GST is applicable to all items offered.
Where the GST status of the items is mixed, Offerors must submit a list titled "GST Status of Items Offered" and identify the status for each item.	☐ Mixed (Attach a list identifying status of each item)

What is the average discount offered off your normal list price for the items offered? Please note that your response will be used to assess the effectiveness of implementing the Standing Offer Arrangement.	Power-PRO XT: Qty 1-20, % Power-PRO XT: Qty 21-50, % Power-PRO XT: Qty 51-100, % Power-PRO XT: Qty 101-150, % Power-PRO XT: Qty 151-200, % Power-PRO XT: Qty 200+, % Power-LOAD: Qty 1-20, % Power-LOAD: Qty 21-50, % Power-LOAD: Qty 51-100, % Power-LOAD: Qty 101-150, % Power-LOAD: Qty 151-200, % Power-LOAD: Qty 200+, %

Item 4C – Discounts – Direct Purchases

The Queensland Public Sector Health System is to be recognised as a single customer rather than a series of different customers in the prices that it obtains for its goods and services. It is a condition of the Arrangement that the pricing basis offered shall not be discounted on an "ad hoc" basis for any specific one, or more, Eligible Customers or specific facilities.

Description	Response	
Discounts Early payment and settlement discount offered	Settlement:	n/a
	Days:	n/a
Quantity break discounts offered:	Power-PRO XT: Qty 101-150, $ Excl. GST Power-PRO XT: Qty 151-200, $ Excl. GST Power-PRO XT: Qty 200+, $ Excl. GST Power-LOAD: Qty 101-150, $ Excl. GST Power-LOAD: Qty 151-200, $ Excl. GST Power-LOAD: Qty 200+, $ Excl. GST	
Circumstances under which a discount becomes applicable:	s47(3)(b)	
How the discount arrangement will operate:	s47(3)(b)	

Item 5C Rebates – Direct Purchases

The Department of Health seeks to obtain "cashable rebates" (rebates) for the total dollar value of products supplied by successful Offerer under this supply arrangement.

Offerers are to provide, details of offered rebates, based on a sliding scale, relating to the **GST exempt total dollar value of products purchased from them annually**, on a state-wide basis.

In the evaluation of Offers, rebates are taken into consideration as part of the value for money criterion.

The rebate is to be calculated from the sales to all Eligible Customers, including the approved non-government hospitals, accessing any Standing Offer Arrangement.

The Department of Health will

- request Annual sales data from each Successful Offeror in the month after each anniversary of the Standing Offer Arrangement; and
- calculate the applicable rebate and seek to have this confirmed by the Supplier, and upon this confirmation; and
- raise an invoice to collect the rebate.

Rebates are to be paid by cheque, or other agreed financial transaction, to the Department of Health on an annual or otherwise agreed periodic basis.

Note: The Department of Health reserves the right to:-

- negotiate with Successful Offerer's in regard to any nexus between discounts offered and rebates offered in order that the prices presented to Eligible Customer's do not misrepresent the total cost of products offered under any Arrangement; and
- undertake a review of sales information provided, via reconciliation meeting/s with respective suppliers.

ANNUAL VALUE OF SALES	REBATE OFFERED
$1 to $5,000	n/a
$5,001 to $10,000	n/a
$10,001 to $20,000	n/a
$20,001 to $30,000	n/a
$30,001 to $40,000	n/a
$40,001 to $50,000	n/a
$50,001 to $100,000	n/a
$100,001 to $200,000	n/a
$200,001 to $300,000	n/a
$300,001 to $500,000	n/a
$500,001 to $1,000,000	n/a
$1,000, 001 & Over	n/a
ALTERNATIVE REBATING SYSTEM:	n/a
Please indicate if rebates are to be calculated on the total annual sales once the agreed sales volume is reached (Inclusive) or on the amount of sales in excess of agreed sales volume (Exclusive):	**Inclusive** ☐ **Exclusive** ☐

Item 5 - Payment Method

Description	Response
Can payment by corporate credit card be accepted by the Offeror? [Note: Government departments and agencies primarily use Mastercard as their corporate card/purchasing card but Offerors may need to consider other types of credit cards]	**Yes** ☐ **No** ☒

Other payment methods acceptable to the Offeror (e.g. cheque, electronic funds transfer, etc).	s47(3)(b)
Restrictions to apply on the above methods of payment.	Nil

Item 6 - Price Variations

Description	Response
Offerors must specify any conditions that may affect the Pricing offered in their Offer.	n/a
Please specify any other Price or cost that may be charged to the Eligible Customer for the supply of the Goods and/or Services under the Request for Offer. For each Price, specify: ▪ the nature of the Pricing;	n/a

▪ the circumstances under which it will be incurred; and ▪ total Price (excluding GST).	
Specify if the Prices offered are either: "**Firm**" - that is the Price does not change for the duration of the Arrangement Term (including any Optional Extension Period);	**Yes** ☐ **No** ☒

OR

"**Fixed**" - that is the Price is firm in time and is subject to fluctuations, calculated in the way specified, only in changed economic circumstances [such as movement in exchange rate or Australian Bureau of Statistics (ABS) index e.g. Consumer Price Index Brisbane (All Groups)] which must be specified in this Response Form.	**Yes** ☒ **No** ☐
If "Fixed", please specify the period from the Arrangement Commencement Date within which, or the date to which, the proposed Pricing will remain firm prior to the application of the variables. Please specify whether the Pricing at the conclusion of the initial 'Fixed' period is subject to:	Period: s47(3)(**Consumer Price Index; Australia**
▪ **Exchange Rate fluctuations;** If "**Yes**", please specify full details in item 7 – Exchange Rate Variations and also in Item 8- Cost Breakdown of Price (if applicable).	**Yes** ☐ **No** ☒
▪ **Australian Bureau of Statistics (ABS) Index variations**; or If "**Yes**", please specify full details in Item 7 – ABS Indexation.	**Yes** ☒ **No** ☐
▪ **Other factors.** If "**Yes**", please specify full details in Item 8 - Other factors.	**Yes** ☐ **No** ☒

Note:

- Where Firm Prices are not offered the Offeror must submit their price variation proposals in these forms.
- Any Fixed Pricing movements will be in accordance with clause 9 of the Standing Offer Arrangement Conditions.
- No price increases will be approved for any factor not requested in the Price Variation Forms. The proposals must be acceptable to the Client and acceptable price variations terms will form part of the Standing Offer Arrangement Deed.
- Price variations will not be applied retrospectively.
- For any variations the Provide must make a written application to the Eligible Customers Authorised Officer with substantiating evidence and indexation referencing to support the requested adjustment. The Eligible Customer reserves the right to approve or reject these applications under clause 9 of the Standing Offer Arrangement Conditions.

Item 7 - Price variations – Exchange rate variations

Exchange Rate Movements (clauses 9.3(a) and 29 of the Standing Offer Arrangement Conditions) Where the Goods being offered are wholly or partially manufactured overseas any increase or decrease to the Price, to take into consideration movements in the relevant exchange rate or duty will be to the Offeror's account. The Offeror must provide details of the conditions relating to any proposed Price variation in this response form. The Eligible Customer may require documentary evidence to support amounts stated: Exchange Rate Movement reviews will considered every six months after the commencement date of the Agreement. Exchange Rate Movements will only be considered when there is a > 5% increase to the unit cost.
Rate of exchange on which Prices offered are based.
n/a
Date at which this rate of exchange applied.
n/a
Source of Exchange rate Indexation (this must be a publically published source eg RBA, Westpac.
n/a

Item 8 – Price Variations – Cost breakdown of price

Where the Offeror seeks a variation in the Price, to take in consideration movements in the relevant exchange rate or duty, the following cost breakdown details must be completed:

Item No.	Overseas Component Costs (excluding Duty and excluding Customs Clearance Charges) (include other Overseas Charges)	Australian Component Costs Including duty and customs clearance charges $ c	Total Offer Price $ c Excluding GST
n/a	n/a	n/a	n/a
n/a	n/a	n/a	n/a
m/a	n/a	n/a	n/a
n/a	n/a	n/a	n/a
n/a	n/a	n/a	n/a
n/a	n/a	n/a	n/a
n/a	n/a	n/a	n/a

N.B. Total of overseas and Australian costs should equal Price offered.

The Eligible Customer may seek further information, including verification of amounts from an Offeror.

Item 9 - Price variation – ABS indexation

Australian Bureau of Statistics (ABS) Variations (clauses (clauses 9 and 29 of the Standing Offer Arrangement Conditions) The Australian cost component of the Goods and/or Services being offered may increase or decrease in Price. A relevant Index published by the Australian Bureau of Statistics, may be applied to part/all of the Australian cost component as applicable to the **labour/non labour elements.** These variations would

ordinarily be not more than annually. The Offeror must provide details these details to any proposed Price variation in this response form.
(a) Name of the Australian Bureau of Statistics (ABS) Index (e.g. Consumer Price Index Brisbane (All Groups)).
Consumer Price Index; Australia
(b) ABS Index Table Number.
6401.0 Consumer Price Index, Australia; Tables 1 and 2
(c) Name of Index Group, Column Number, etc within the Table.
Percentage Change from Corresponding Quarter of Previous Year ; All groups CPI ; Australia ; A2325847F
(d) Quarter and Year on which Price offered is based.
June 2014
(f) Proposed frequency of application where this is greater than every 12 months from the commencement of the Standing Offer Arrangement.
The application of a CPI price adjustment will take place annually following the s47(3 period of a fixed price after initiation of contract.
(g) The methodology to be used to determine the amount of variation in the Price offered as a result of a variation in the costs as specified above is to be exampled at Item 9.

~~Item 10 - Price Variations - Other Factors~~ Not applicable

~~**Other factors** (clauses 9.3(a) and 29 of the Standing Offer Arrangement Conditions)~~ ~~Where the Goods and/or Services being offered may increase or decrease in Price, to take into consideration other factors (other than movements in exchange rate and duty or Australian Bureau of Statistics Index), the Offeror must provide details of the conditions relating to any proposed Price variation in this response form:~~
~~(a) The factors where a variation in the costs to the Offeror will cause a variation in the Price offered (no Price increase under the Standing Offer Arrangement Deed will be accepted by Department of Health for any factor not declared in this response form).~~
~~<<insert details>>~~
~~(b) The methodology to be used to determine the amount of variation in the Price offered as a result of a variation in the costs as specified in (a) above.~~
~~<<insert details>>~~

~~Item 11 – Price Variations – Detailed terms and worked examples~~ Not Applicable

Response Form 5 - Information about the Offeror and the Offer

Referees

Provide contact details of three (3) referees to whom you have recently supplied goods and/or services of a similar nature to the Goods and/or Services requested as part of the Specification and Particulars**.**

Referee 1:	
Name & Address of Organization:	s47(3)(b)
Contact person:	
Position title of contact person:	
Telephone No:	
Email address:	
Summary of nature and scope of goods and/or services provided::	
Referee 2:	
Name & Address of Organization:	
Contact person:	
Position title of contact person:	
Telephone No:	
Email address:	
Summary of nature and scope of goods and/or services provided::	
Referee 3:	
Name & Address of Organization:	
Contact person:	
Position title of contact person:	
Telephone No:	
Email address:	

Summary of nature and scope of goods and/or services provided::	s47(3)(b)

Response Form 6 – Quality Assurance

Part 1 – Quality Assurance Contact Details

Name and Contact Officer:	s47(3)(b)
Position Title of Contact Officer:	Quality Assurance Manager
Telephone No:	(02) 9467 1000
Fax No:	(02) 9467 1010

Part 2 – For Providers with a current Accredited Quality Assurance System

Certification Details: Please check the appropriate box	s47(3)(b) ☐	☒
	Certification No:	s47(3)(b)
NB: Attach copy of Certificate	Issuing Certification Body	
	Date Certification Issued:	
	Next External Audit Date:	
Is your business registered in the Queensland Government's "Register of Quality Assured Suppliers"?	s47(3)(b) ☐	
	☐	
	☐	
	☒	
Does the scope of your capability statement cover the requirements of Quality Assurance for this offer?	☒ YES	☐ NO
	Certification No.	s47(3)(b)

Part 3 – For Providers wishing to offer but who do not have an accredited Quality Assurance System

What is the status of your Quality Assurance System?	☒ Quality Assurance System documented and operational to the point that an audit would result in your obtaining certification which meets the Quality Assurance requirements of this offer.
	☐ Currently implementing a Quality Assurance System which meets the Quality Assurance requirement of this offer.
	☐ Prepared to implement a Quality Assurance System which meets the Quality Assurance requirements of this offer.

	☐ None of the above.	
Do you have a Quality Assurance Certification Body commissioned to carry out the audit of your Quality Assurance System?	☒ Yes	☐ No
	Certification Body:	s47(3)(b)

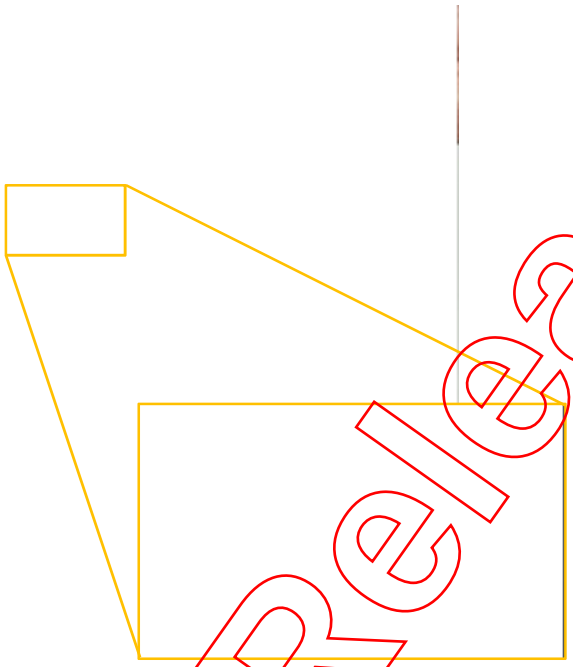
Response Form 7 – Sustainability

Service support - Applicable

Set out the maintenance or calibration procedures required for the Goods, including the frequency for those procedures:

Service Schedule for Power-PRO XT

The following summarises the general guide to maintenance for the Power-PRO XT as outlined in the Operations and Maintenance Manual. Note: the time intervals that follow are based on the stretcher being used for 10 patients per day; the schedule can be adjusted to suit actual usage. Also, the Power-PRO XT includes a usage meter that monitors the total activation time that the battery and hydraulics have been used, basically the total time that that plus (+) and minus (-) buttons have been pushed. This can also be used to set service intervals.



Every month or 2 hours (whichever comes first):

Cylinder: Extend cylinder rod completely and wipe down rod with soft cloth and household cleaner

Cables / Wires: Check routing(s) and connection(s), verify there are no hanging wires

Manual Back-up Release Handle: Verify that the manual back-up release handle functions properly

Litter: Inspect the stretcher frame/litter

Restraints: Inspect patient restraints for proper function and no excessive wear (bent or broken receiver or latch plate, torn or frayed webbing, etc.)

Base: Inspect the stretcher frame / base

Wheels: Verify all wheels secure, rolling and swivelling properly

Head Section: Verify the safety bar operates properly. Pull toward the head section to ensure that it swings and rotates freely and pulls back to home position.

Every 3 months or 6 hours (whichever comes first):

Settings: All fasteners are secure

Cylinder: Inspect for and verify that there are no hydraulic fluid (red) leaks; inspect the fittings and tighten as necessary

Hydraulics: Inspect motor mount and verify that all fasteners are secure, verify that there are no hydraulic fluid leaks, inspect the reservoir and verify that there are no leaks

Cables / Wires: Verify there is no damage or pinching of wiring harness, cables or lines, check

routing(s) and connection(s), verify there are no hanging wires, verify there are no damaged connectors

Manual Back-up release handle: Verify the base extends/retracts smoothly when the manual back-up release handle is engaged, with 50 kg or more on the stretcher, verify the stretcher does not lower when the manual backup release handle is pulled

Litter: Verify all fasteners secure, verify the backrest cylinder operates properly, adjust pneumatic cylinder for full range of motion, if required

Base: Verify all fasteners secure

X-Frame: Verify smooth operation of X-frame

Head Section: Verify all fasteners secure, verify the head section extends and locks properly

Accessories (if equipped): Verify the I.V. pole operates properly, verify the head extension & pillow operates properly, verify the restraint extender operates properly

Every 6 months or 12 hours (whichever comes first):

Hydraulics: Inspect hoses and fittings for damage or wear, verify the hydraulic velocity fuse - Place a weight of approximately 50 lb. on the stretcher, raise the stretcher lift the stretcher with two operators, pull the manual back-up release handle, rapidly set the stretcher down, verify that the stretcher does not drop

Electronic Controls: Extend stretcher to raised position, measure and check load height, verify “jog” function is operating, verify high speed retract is working

Switches: Verify there is no damage or wear to either switch, verify both switches operate correctly

Litter: Verify no bent, broken or damaged components, verify no damage or tears on stretcher grips, verify the siderails operate and latch properly, verify the footrest operates properly

Base: Verify no bent, broken, or damaged components, verify that the stretcher retaining post is secure, verify no excessive damage to X-frame guards

Wheels: Verify wheels are free of debris

Head Section: Verify no bent, broken, or damaged components, verify the grip bar has no excessive damage or tears, verify load wheels are secure and roll properly

Every 12 months or 24 hours (whichever comes first):

Settings: Verify the stretcher and fastener fit and function properly, verify the safety bar engages the vehicle safety hook properly

Cylinder: Verify the cylinder is adjusted so the lock nut is tight and the stretcher stops moving when it hits the dead stops

Manual Back-up Release Handle: Verify the manual back-up release handle returns to the stowed position

Litter: Verify all welds intact, not cracked or broken, Verify warning labels present, legible (reference assembly drawings)

Base: Verify all welds intact, not cracked or broken

Wheels: Check and adjust optional wheel lock(s) as necessary

Accessories (if equipped): Verify that the defibrillator platform straps are intact - not frayed or torn, verify that both defibrillator platform latch hooks are intact and secure

Service Schedule for Power-LOAD:

The following summarises the general guide to maintenance for Power-LOAD as outlined in the Operations and Maintenance Manual. Note the time intervals that follow are based on the stretcher being used for 10 patients per day; the schedule can be adjusted to suit actual usage.

Every month:

Clean debris from the foot end lock location on the transfer

Every 3 months:

Check for loose fasteners. Replace if loose. Reference all assembly drawings

Check that the battery terminal screws are tight (torque to 9 in-lb.)

Clean debris from the top of the transfer assembly and anchor assembly

Clean transfer roller channels to prevent debris accumulation

Every 12 months:

Check the battery. Replace if lifting is sluggish

Check and replace any worn parts, including arm covers, arm wear pads, trolley top and side covers, stretcher release handle springs, anchor lever cover, or stretcher guides, if necessary

Check the dead stop bumpers. Replace if the corner is damaged

Check the motor. Replace when no motor motion exists

Check the cylinder rod end. Replace if Power-LOAD functions in manual mode and the error LED is illuminated

Check full functionality according to the "Power-LOAD Installation Checklist

Check for hydraulic leaks

Replace the transfer lock bearing once per year.

Check the load and unload functionality for Power-LOAD. If the unit is difficult to roll or wear is noticeable in the transfer roller channel beyond the inner rod, replace the V-guide rollers on the trolley and switch the patient right, outside, bottom transfer rod with the patient right, outside top transfer rod. Check all remaining rollers for damage or excessive wear.

Replace the flat roller and V-guide roller parts every 14,110 calls to ensure that Power-LOAD remains fully functional. Follow the guide below, based on call volume, to plan appropriate service replace, if necessary. Follow this time table, based on call volume, to plan appropriate service intervals to comply with the requirement:

6 calls per day, replace every 80 months

7-8 calls per day, replace every 60 months

9-10 calls per day, replace every 48 months

11-12 calls per day, replace every 40 months

13 calls per day, replace every 36 months

14-15 calls per day, replace every 30 months

Set out details of any specialised test equipment required for maintenance or calibration of the Goods:

No specific test equipment is required to perform maintenance or calibration of the goods offered in the tender.

Set out details of servicing facilities available in Queensland for the Goods, including name and location

Stryker's Queensland Office is located at 2/14 Hockings Street, West End QLD.

Sample - Applicable

A sample of the Goods offered must be submitted with the Offer. The samples submitted must represent the quality of the product that will be supplied should your Offer be accepted.

Delivery of sample

31.7 The samples must be suitably packed and clearly identified with the Offeror's name and clearly marked with the Request for Offer Number, or otherwise included with the Offer. For Offers submitted electronically, delivery arrangements for samples can be made with the Contact Officer. The Eligible Customer reserves the right not to consider any Offer not accompanied by samples.

31.8 Retention of sample

31.9 The Eligible Customer reserves the right to retain samples provided by Offerors for a period of up to [insert number of months] months following the awarding of the Standing Offer Arrangement. <<OR>>

31.10 The Eligible Customer will retain the successful Offeror's sample for the duration of the Standing Offer Arrangement

Electrical articles and medical devices – Applicable

31.11 Where Goods Offered include electrically operated articles or medical devices, the Offeror must submit with its Offer:

(a) a copy of a Certificate of Suitability ;

(b) a Certificate of Approval for Prescribed Items, issued by the Department of Justice and the Attorney General, Queensland Electrical Safety Office or the Electrical Regulatory Authority in other States; or

(c) a copy of the certificate of certification to relevant sections of IEC61010.1.

s47(3)(b)

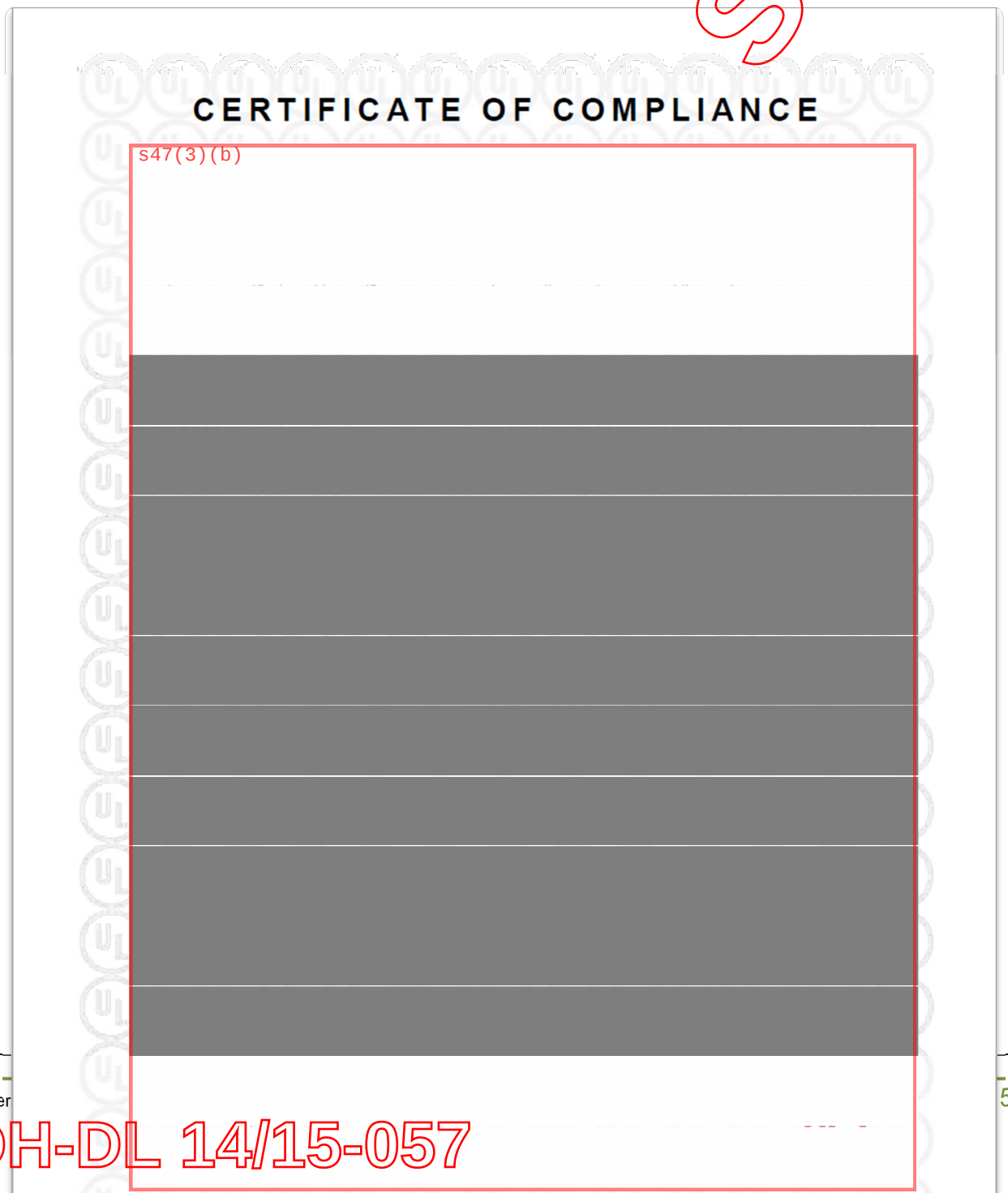
CERTIFICATE OF COMPLIANCE

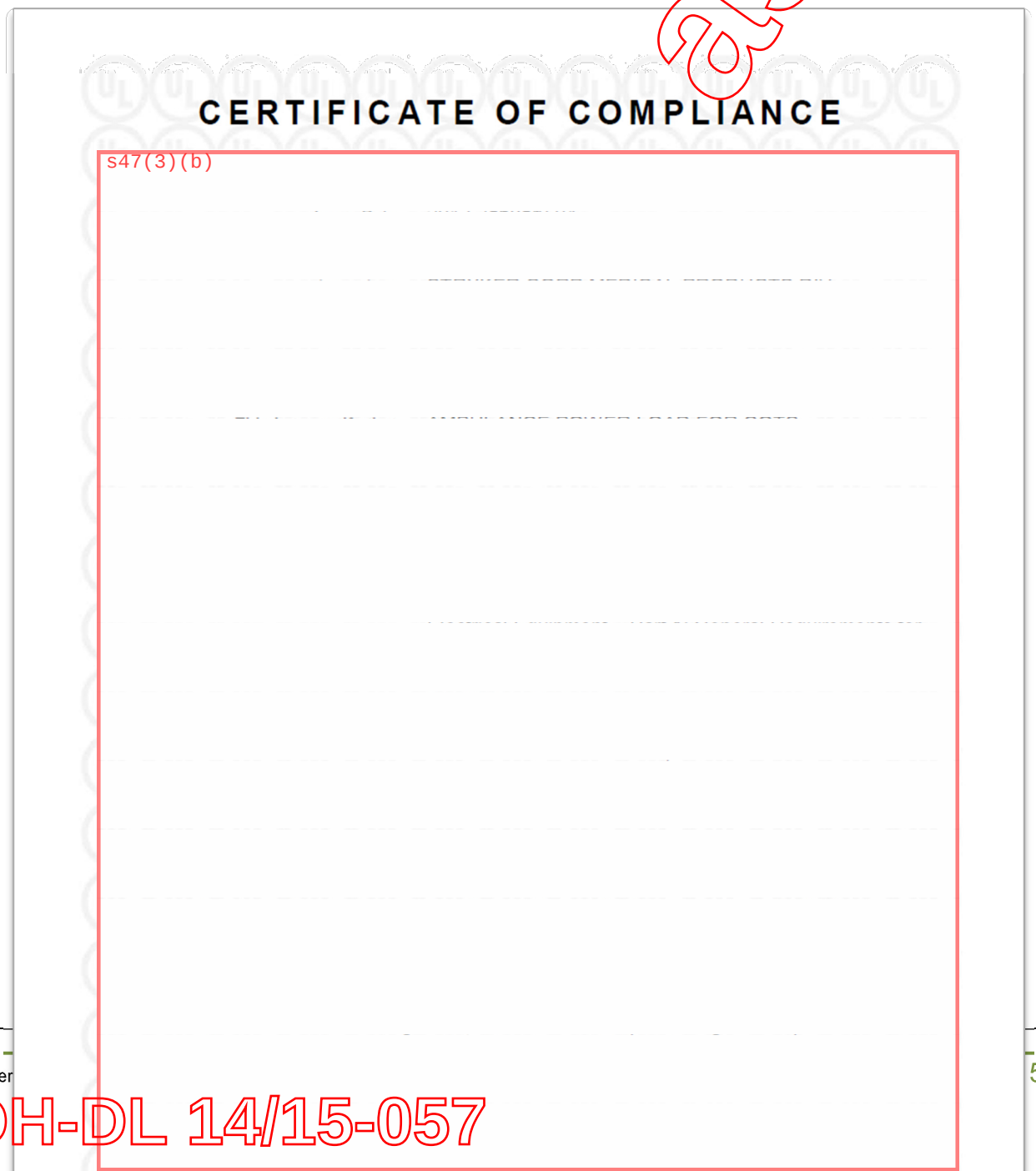
s47(3)(b)

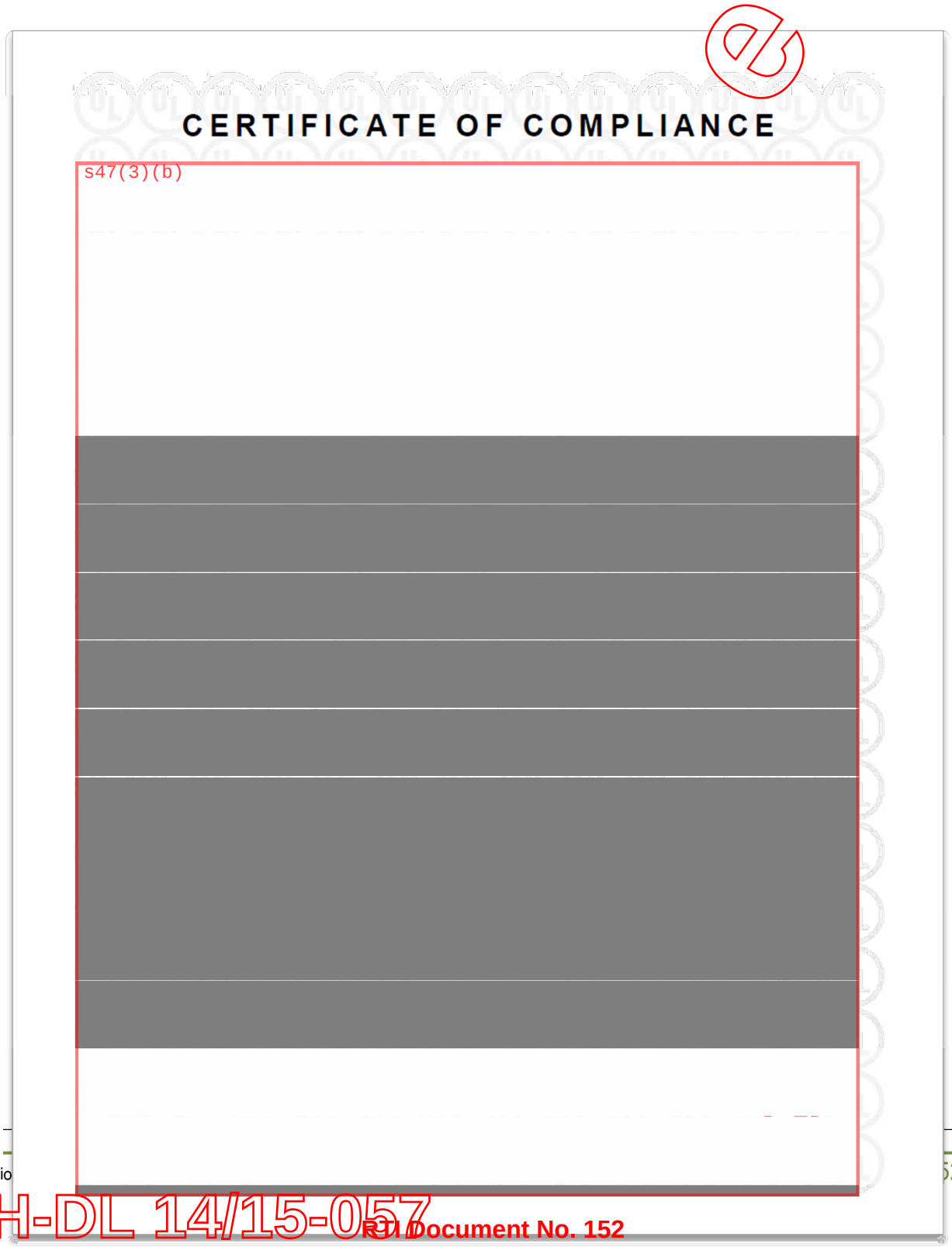
s47(3)(b)

CERTIFICATE OF COMPLIANCE

s47(3)(b)







CERTIFICATE OF COMPLIANCE

s47(3)(b)

31.12 Where the Goods are equipment which falls within the definition of medical electrical equipment in AS3200.1.0, "Medical Electrical Equipment – General Requirements for Safety" and connected to the mains supply by a plug and cable, the following must be submitted with the Offer:

(a) If the device was listed on the Australian Register of Therapeutic Goods (ARTG) after May 1989 - evidence of Registration Number and listing of the device on the Australian Register of Therapeutic Goods (ARTG) after May 1989.

(b) If the device was listed prior to May 1989 - a certificate of a test to the edition of AS3200.1.0 current at the time of listing, or to a later edition.

Stryker Power-PRO XT and Power-LOAD are listed with the TGA and were issued ARTG numbers. Evidence of ARTG registration numbers is provided below.

Power –PRO XT: ARTG 197694

Australian Government
Department of Health and Ageing
Therapeutic Goods Administration

Australian Register of Therapeutic Goods Certificate

Issued to

Stryker Australia Pty Ltd

for approval to supply

Stryker Australia Pty Ltd - Stretcher accessory, equipment mount

ARTG Identifier	197694 Class 1
ARTG Start date	21/05/2012
Product Category:	Medical Device Included Class 1
GMDN	36178
GMDN Term	Stretcher accessory, equipment mount
Intended Purpose	Intended to assist with loading and unloading of a compatible wheeled stretcher (ambulance cot) to and from a transport vehicle and to secure the ambulance cot during transport.

Manufacturer Details	Address	Certificate number(s)
Stryker Medical	3800 East Centre Avenue Portage, Michigan, 49002 United States Of America	

ARTG Standard Conditions

The above Medical Device Included Class 1 has been entered on the Register subject to the following conditions:

- The automatic conditions applicable to the inclusion of all kinds of medical devices in the Register are as specified in section 41FN of the Therapeutic Goods Act 1989.
- The standard conditions that are imposed under section 41FO of the Therapeutic Goods Act 1989 when kinds of medical devices are included in the Register are as set out in the following paragraphs.
- For a medical device included in the Register under Chapter 4 and imported into Australia, the Sponsor must ensure that information about the Sponsor is provided in such a way as to allow the sponsor to be identified.
- Each sponsor shall retain records of the distribution of all of the sponsor's medical devices included in the Register under Chapter 4. In the case of records relating to a Class AIMD medical device, Class III medical device, or Class IIb medical device that is an implantable medical device, the distribution records shall be retained for a minimum period of 10 years. In the case of records relating to any other device, the distribution records shall be retained for a minimum period of 5 years.
- The sponsor of a medical device included in the Register under Chapter 4 shall keep an up to date log of information of the kind specified in Regulation 5.8.
- It is a condition of inclusion in the ARTG that the sponsor of a medical device that is an AIMD, Class III or implantable Class IIb provides three consecutive annual reports to the Head of the Office of Devices, Blood and Tissues, Therapeutic Goods Administration following inclusion of the device in the ARTG. (as specified in 5.6 of the regulations) Annual reports are due on 1 October each year. Reports should be for the period 1 July to 30 June. The first report following the date of inclusion in the ARTG must be for a period of at least six months but no longer than 18 months. Subsequent reports are to be provided on 1 October for a further 2 years. The annual report must include all complaints received by the

1. Stretcher accessory, equipment mount

Product Specific Conditions

No specific conditions have been recorded against this entry.

Therapeutic Goods Administration
PO Box 100, Woden ACT 2606 Australia
Phone: 1800 020 653
Email: info@tga.gov.au

ARTG Identifier: 197694
ARTG Start Date: 21/05/2012

Power-LOAD: ARTG 197694

Australian Government
Department of Health and Ageing
Therapeutic Goods Administration

Australian Register of Therapeutic Goods Certificate

Issued to

Stryker Australia Pty Ltd

for approval to supply

Stryker Australia Pty Ltd - Stretcher accessory, equipment mount

ARTG Identifier	197694 Class 1
ARTG Start date	21/05/2012
Product Category:	Medical Device Included Class 1
GMDN	36178
GMDN Term	Stretcher accessory, equipment mount
Intended Purpose	Intended to assist with loading and unloading of a compatible wheeled stretcher (ambulance cot) to and from a transport vehicle and to secure the ambulance cot during transport.

Manufacturer Details	Address	Certificate number(s)
Stryker Medical	3800 East Centre Avenue Portage, Michigan, 49002 United States Of America	

ARTG Standard Conditions

The above Medical Device Included Class 1 has been entered on the Register subject to the following conditions:

- The automatic conditions applicable to the inclusion of all kinds of medical devices in the Register are as specified in section 41FN of the Therapeutic Goods Act 1989.
- The standard conditions that are imposed under section 41FO of the Therapeutic Goods Act 1989 when kinds of medical devices are included in the Register are as set out in the following paragraphs.
- For a medical device included in the Register under Chapter 4 and imported into Australia, the Sponsor must ensure that information about the Sponsor is provided in such a way as to allow the sponsor to be identified.
- Each sponsor shall retain records of the distribution of all of the sponsor's medical devices included in the Register under Chapter 4. In the case of records relating to a Class AIMD medical device, Class III medical device, or Class IIb medical device that is an implantable medical device, the distribution records shall be retained for a minimum period of 10 years. In the case of records relating to any other device, the distribution records shall be retained for a minimum period of 5 years.
- The sponsor of a medical device included in the Register under Chapter 4 shall keep an up to date log of information of the kind specified in Regulation 5.8.
- It is a condition of inclusion in the ARTG that the sponsor of a medical device that is an AIMD, Class III or implantable Class IIb provides three consecutive annual reports to the Head of the Office of Devices, Blood and Tissues, Therapeutic Goods Administration following inclusion of the device in the ARTG. (as specified in 5.8 of the regulations) Annual reports are due on 1 October each year. Reports should be for the period 1 July to 30 June. The first report following the date of inclusion in the ARTG must be for a period of at least six months but no longer than 18 months. Subsequent reports are to be provided on 1 October for a further 2 years. The annual report must include all complaints received by the manufacturer relating to problems with the use of the device that have been received by them over the

1. Stretcher accessory, equipment mount

Product Specific Conditions

No specific conditions have been recorded against this entry.

Therapeutic Goods Administration
PO Box 100, Woden ACT 2606 Australia
Phone: 1800 020 653
Email: info@tga.gov.au

ARTG Identifier: 197694
ARTG Start Date: 21/05/2012

Note: The ENERGEX Approvals Laboratory, Blinzinger Road, Banyo, Queensland can provide testing to AS3350 series Standards, if relevant. The Laboratory may be contacted on (07) 3407 5323.

31.13 Currently, the only known Australian laboratory registered by NATA for testing of equipment to AS3200.1.0 is operated by Testing and Certification Australia, and is located in Artarmon, NSW. This company may be contacted by telephone on (02) 9410 5111 or facsimile on (02) 9410 5171.

31.14 The Electrical Safety Office (ESO) at 75 William St, Brisbane can review any international standards, such as IEC 61010.1 and provide a Certificate, if relevant. The ESO may be contacted on (07) 3237 0281 or by facsimile on (07) 3225 1540 or http://www.deir.qld.gov.au/index.htm

Financial viability - Applicable

31.15 Offerors must demonstrate a sound financial record highlighting a viable long-term business model. Each Offeror must provide financial information of sufficient volume and quantity and other supporting documentation to enable the Eligible Customer to undertake a risk assessment of the financial position of the Offeror, including but not limited to:

- for public companies, large proprietary limited companies and other companies required to lodge their financial statements with ASIC, a copy of its latest three annual reports;
- for an Offeror not covered by (a) a copy of the Offeror's financial statements for the most recent three financial years and copies of any interim accounts (if any) after the latest balance date, certified by the Offeror or an Auditor (and where the Offeror is a company by a director of the company).
- details of the financial and commercial activities undertaken by the Offeror if not provided in (a) or (b);
- details of the finance facilities available, the undrawn balances and any conditions on the use of these facilities;
- a graphical representation of the Offeror's group structure, and details of the financial (including credit support arrangements) and other commercial activities and arrangements between the group (if applicable), and
- details of any agreements between the Offeror's group entities to provide the technical, financial, managerial, intellectual property and operational capacity to supply the Goods and/or Services (if applicable)

Stryker is one of the world's leading medical technology companies and is dedicated to helping healthcare professionals perform their jobs more efficiently while enhancing patient care. The Company offers a diverse array of innovative medical technologies, including reconstructive, medical and surgical, and neurotechnology and spine products to help people lead more active and more satisfying lives.

At Stryker South Pacific we provide exceptional medical products and services which restore active life. Our Mission: We make a difference by caring for the caregivers, helping them maintain order in their organisations and restore health to their patients.

Stryker is one of the world's leading medical technology companies and together with our customers, we

are driven to make healthcare better. We offer a diverse range of innovative medical technologies to help people lead more active and satisfying lives. Stryker Corporation is a Fortune 500 company and is traded on the New York Stock Exchange (NASDAQ) under the symbol SYK.

Stryker was founded in 1941 by Dr Homer Stryker, who was both an orthopaedic surgeon and an inventory of medical products and devices. The motivation for his inventions was to make products that would provide the high level of patient outcomes that he desired in his work as a medical practitioner. He sold his first product in 1937. Originally founded under the name, "The Orthopaedic Frame Company," Stryker became incorporated the business in 1946.

In 2013, our global sales were $9.0 billion; this result confirmed a record 34 straight years of sales growth. Stryker currently employs 25,000+ employees based in 35 manufacturing and research and development locations worldwide. Stryker's products are supplied to over 100 countries.

In Australia, Stryker products are distributed by the subsidiary of Stryker Corporation, Stryker Australia Pty Ltd. We have had a presence in Australia since 1985 and have been trading under this name for 29 years.

Presently, Stryker Australia employs in excess of 350 staff and is represented in every mainland capital city of Australia. Stryker has warehouses in Victoria, New South Wales, Queensland, South Australia and Western Australia.

75+ years of innovation have led to a very broad and deep portfolio of products and services, which range from reconstructive implants to state-of-the-art medical and surgical (MedSurg) equipment, to neurotechnology and spine products, all of which are designed to make healthcare better by enhancing or saving lives. Our portfolio offers over 60,000 products and services.

Stryker Australia offers a comprehensive variety of high quality, innovative products and services. Some of these include:

- Medical (Patient Care-hospital beds, Patient Handling-hospital stretchers and Emergency Medical Service products)
- Reconstructive Implants
- Endoscopic visualisation systems, including 3-Chip cameras and digital imaging devices
- Trauma
- Powered Instruments
- Surgical Accessories
- Microsurgery and navigation products
- Biotechnology
- Telemedicine

Following are just some of Stryker's recent honours:

- Gallup "Great Workplace Award": 6th time in the last 7 years
- 12th consecutive year among the Fortune Magazine, ""World's Most Admired Companies"": #3 among Medical Equipment Industry
- 3rd consecutive year, Fortune Magazine: "Best Companies to Work For", Ranked #42
- 2011 Forbes Magazine: "World's Most Innovative Company" (top 100)

Stryker's reinvests 5-6% of sales into research and development every year, about twice the industry average. This investment results in innovative products such as the Power-PRO XT stretcher and Power-LOAD system; which together hold 10 global patents documenting their progressive design.

s47(3)(b)

Copies of Stryker Australia's financial statements follow and have been included as attachments in the soft copy submitted via USB memory stick.

Folder: Financial Statements
Files: Stryker Australia 2011 Financials, Stryker Australia 2012 Financials, Stryker Australia 2013 Financials

Sustainability – Applicable

31.16 Offerors are required to provide details on the Goods and/or Services offered with regards to Sustainable Procurement. Preference may be given to socially and ethically responsible Offerors where the Goods and/orServices have less impact on the environment and human health compared with competing Goods and/or Services that serve the same purpose. Sustainability impacts and issues which could be considered may include, but are not limited to energy efficiency; water efficiency, packaging; recycled content; recycle-ability; re-usability or options for extending life; hazardous substances content; emissions of pollutants; disposal impacts; econ-design and the sustainability commitment and performance of the supplier.

31.17 "Sustainable Procurement" means that when buying goods and services, organisations practicing sustainable procurement will consider:

- strategies to avoid unnecessary consumption and manage demand;
- minimising environmental impacts of the goods and services over the whole-of-life of the goods and services;
- suppliers' socially responsible practices including compliance with legislative obligations to employees; and
- value for money over the whole-of-life of the goods and services, rather than just initial cost.

Sustainability in healthcare means reviewing how healthcare resources are utilised and disposed of in order to produce the best possible healthcare quality, while minimising impact on the environment. Our sustainability programs effectively and safely align with these key sustainability imperatives through reprocessing and remanufacturing to keep medical devices out of landfills, and allow hospitals to redirect resources toward initiatives that may increase the quality of patient care.

Stryker, a leader in the medical device reprocessing industry, is dedicated to developing the safest, most effective reprocessing and remanufacturing practices, so that hospitals can safely use reprocessed/remanufactured devices and live up to their responsibilities as environmentally conscious, patient care-focused institutions.

Stryker allows customers to:

1) Reduce medical waste by hundreds of thousands of pounds, protecting our environment by collecting valuable medical devices instead of throwing them away
2) Redirect important resources to patient care quality initiatives by using reprocessed/remanufactured devices
3) Redistribute unused devices that cannot be reprocessed to hospitals in impoverished nations around the world

The idea of reprocessing/remanufacturing is simple: single-use medical devices (SUDs) are treated as assets, not waste. Most SUDs cannot be used again; they must be thrown away or recycled. However, many SUDs can, with the right clinical and technical expertise, be reprocessed or remanufactured to perform at their original level for one or more additional uses.

For devices that cannot be reprocessed/remanufactured, Stryker (where possible) works with local recycling companies to break them down into their component parts so they can be recycled appropriately and kept out of landfills.

Further examples of Stryker's impact on Healthcare Sustainability globally include:

- In 2012, Stryker helped customers divert 7.5 million+ pounds of medical waste from landfills and save $240 million+ in supply expenses.
- Our Mahwah, New Jersey plant's new energy efficient lighting system has an annual environmental impact equal to 225 cars removed from the road or nearly 29,500 trees planted
- A 2012 report from Green Research on medical device manufacturers and sustainability recognised our efforts to support healthcare environmental initiatives as a best practice. The findings cited our program as one of just a few that "…address a crucial industry need for improved waste management processes, deliver top-line growth and help to deepen customer relationships."

Stryker understands the importance of our customers' involvement in sustainability initiatives. As a result, we provided a grant to support the 'Lighten Your Carbon Footprint' education session at the 59th AORN Congress in partnership with Pfiedler Enterprises. During this session, more than 800 health care professionals learned about the link between environmental and human health, reviewed environmental best practices and discussed strategies to reduce the carbon footprint of operating rooms. This was the third year we supported this event because we believe in championing the health care professionals' role and providing them with measurable ways they can minimise their organisations' environmental impact.

~~*Energy Efficiency*~~

~~***Do the offered Goods qualify for Energy Star label?***~~ ~~If "**YES**" please provide details of what the energy rating is under the Energy Star Scheme?~~	~~Yes ☐ No ☐~~
~~***Are the offered Goods rated by the Energy Rating Scheme?***~~ ~~If "**YES**" please provide details of the energy rating?~~	~~Yes ☐ No ☐~~
~~***Please specify any energy consumption in the following three modes:***~~ • ~~"On" (normal / operating use);~~ • ~~"Standby" (sleep); and~~ • ~~"Off".~~	~~<<insert>>~~
~~***Will the offered Goods be delivered with the Energy Star capability activated?***~~	~~<<insert>>~~
~~***What are the time options for the Goods to be move to low power, sleep and off modes?***~~	~~<<insert>>~~
~~***Are there any other energy saving features associated with the Goods?***~~	~~<<insert>>~~

Hazardous Substances

Has your organisation made any commitments to reduce the hazardous material content of the offered Goods? ***If "YES" please specify what actions have been taken and their timing?***	Yes ☒ No ☐ s47(3)(b)
Do the offered Goods comply with comparable industry standards? If "**YES**" please specify which industry standards are applicable and provide details of each and every aspect of these standards which the Goods comply with.	Yes ☒ No ☐ s47(3)(b)
Does your organisation have a program in place that enables your Goods to meet industry standards in the future? If "**YES**" please specify how this will be achieved.	Yes ☒ No ☐ As a global regulated company Stryker's Regulatory and Quality Bodies constantly track and adhere to the changing global standards to ensure compliance. Stryker Corporate and Stryker Medical reviews the process at least once a year to cover new or updates to Environmental requirements and apply them to the products

Eco-Design and Sustainable Goods Development

Describe any environmentally conscious design considerations are incorporated into your Goods? (e.g. 'design for life', modular design with exchangeable parts, life extension considerations, recycle-ability of the materials in component parts, etc)	Stryker's facility that manufacturer's Power Pro XT and Power Load is Leadership in Energy & Environmental Design (LEED) Certified by the U.S. Green Building Council (USGBC). We earned a Silver designation in the USGBC's LEED rating system for Existing Building Operations & Maintenance, making us the first manufacturing facility in Michigan to receive the LEED® Certification. As part of Stryker's recycling initiative, our Emergency Medical Equipment product line supports the US based Rechargeable Battery Recycling Corporation (RBRC), which is a non-profit, public service organisation that promotes the recycling of portable rechargeable batteries We manufacture and machine a portion of our metal parts in-house which reduces waste emissions. Stryker, in association with our suppliers manufacture parts and build on a just- in-time basis, thus reducing the volume of stored goods, reducing waste and therefore facility size. Stryker designs are modular in the sense that service parts can be replaced individually or as an assembly. The products also offer 'upgradability,' add-on features to prevent the purchasing of new stretchers and thus aid in reducing waste.
Do the offered Goods contain recycled content? If "**YES**", please provide the percentage of recycled content.	Yes ☐ No ☒ Stryker does not use recycled content to build Power-PRO XT and Power-LOAD due to the critical nature of functions of these products. Tolerances and specifications intended to ensure consistent performance and long term durability prohibit the use of recycled materials at this point; raw materials sourced from recycled materials do not meet engineering requirements.
If specified in the Specifications that warranty is applicable to this Invitation, please provide details of the warranty provisions and how they contribute to life extension. Does the above warranty incorporate a warranty for the spare parts. If "**YES**", please provide details of the additional warranty provisions.	s47(3)(b)

	s47(3)(b) ☒ ☐
Please provide details of other sustainability features of the offered Goods.	Stryker's facility that manufacturers Power-PRO XT and Power-LOAD was recognised for Energy & Environmental Design and is LEED Certified by the U.S. Green Building Council (USGBC). Stryker earned a

	Silver designation in the USGBC's LEED rating system for Existing Building Operations & Maintenance, making this Stryker facility the first manufacturing facility in the state of Michigan to receive the LEED® Certification.

Disposal of Equipment

Does your Offer include a Goods take-back service? If "**YES**", please provide details of the service and what Goods are covered by the scheme.	Yes ☒ No ☐
Are there any special provisions / conditions / exclusions in relation to this scheme? If "**YES**" please provide details.	Yes ☒ No ☐ s47(3)(b)
What happens to the Goods once they are returned? Describe; - How are the Goods disposed of - Whether the Goods are recycled - Whether there is an auditable process over the treatment of returned Goods Provide details on the dismantling and/or disassembling of the offered Goods	Stryker has entered into an arrangement with a number of recycling organisations to ensure all equipment is disposed of and recycled where possible to meet all Australian Standards. These organisations disassemble the products so individual categories of materials can be separated and recycled if possible. QAS is welcome to audit this process for proper treatment of returned goods. Under no circumstances will Stryker on-sell or benefit from disposal of equipment.
Does your organisation have a Product Stewardship Program or Extended Product Responsibility (EPR) in place?	Yes ☒ No ☐
Does your organisation engage in industry-wide, local, state or national strategies/initiatives that support appropriate waste management/reduction? If "**YES**" please provide details.	Yes ☒ No ☐ Stryker engages in industry-wide, local, state or national strategies/initiatives that support appropriate waste management/reduction. With a documented Environmental Policy, we take our responsibility in reducing the environmental impacts of business through activities such as waste reduction, recycling and energy conservation seriously.

Stryker constantly looks for ways to use less electricity and water and reduce waste, whether it is changing behaviours, upgrading systems or implementing new technologies. At Stryker's Freiburg, Germany facility we switched from electric to groundwater cooling-based for air conditioning in our manufacturing areas. In Freiburg and Stetten, we established facility management systems that monitor heating, cooling and ventilation site wide. Our Selzach and La Chauxde-Fonds, Switzerland locations also implemented similar facility management systems.

Additionally, the two Switzerland facilities have heat reclamation systems that recover heat from air compressors and ventilation units for hot water, building heat and other uses. These two locations have also started the transition to free cooling systems. When the ambient air temperature drops to a set temperature, all or part of the chilled water bypasses existing chillers and runs through the system. This saves power by using the lower ambient air temperature to cool the water in the system.

For waste reduction efforts, our colleagues in Puerto Rico continue to set the standard in their region by annually increasing the amount of material recovered for each of the past five years. In 2012, our Arroyo facility recycled nearly 80% of their waste and reclaimed about 2.8 million pounds of material. This recycling success is achieved partly by a program the Arroyo facility developed to collect, repackage, reuse and recycle raw materials and waste in cooperation with the municipality, other industries, schools and suppliers.

Further examples of Stryker's impact on Healthcare Sustainability globally include:

- In 2012, Stryker helped customers divert 7.5 million+ pounds of medical waste from landfills and save $240 million+ in supply expenses.
- Our Mahwah, New Jersey plant's new energy efficient lighting system has an annual environmental impact equal to 225 cars removed from the road or nearly 29,500 trees planted

A 2012 report from Green Research on medical device manufacturers and sustainability recognised our efforts to

	support healthcare environmental initiatives as a best practice. The findings cited our program as one of just a few that "…address a crucial industry need for improved waste management processes, deliver top-line growth and help to deepen customer relationships."

These criteria assess the organisational sustainability commitment and performance of offerors. These criteria are not specific to the sustainability performance of a product and may not be relevant to all contracts.

The questions are grouped into a number of categories of organisational sustainability commitment and performance.

Environmental Management Describe the system, processes and practices that enable your organisation to reduce your environmental impacts, meet your legal environmental requirement and achieve continual improvement of your environmental performance? Criteria that are to be commented on in responding to this requirement include: - The existence of an operational environmental management system (EMS). Please indicate whether this meets a recognised standard, such as ISO 14001, European EMAS, U.S. EPA Performance Track or equivalent. Please provide evidence of certification. - The organisation's environmental policy, which commits the organisation to a programme of environmental improvement. Please provide a copy of the policy. - The organisation's environmental strategy, objectives and targets, as well as key performance indicators for these targets. Please provide examples. - How the environmental policy, strategy and targets are communicated to all staff, including any training provided on sustainability. In the last two years has your organisation been subject to any court proceedings related to breaches of environmental legislation? If yes, what was the outcome? Does your organisation maintain records of potential environmental hazards and have mitigation strategies and systems in place to reduce environmental hazards (e.g. carcinogens, irritants)? Please provide examples.	Stryker has a documented Environmental Policy and takes our responsibility in reducing the environmental impacts of business through activities seriously. This includes efforts focussed on waste reduction, recycling and energy conservation. A copy of this study follows and has been included as an attachment in the soft copy submitted via USB memory stick. Folder: Environmental Policy File: Environmental Policy In April 2014, 22 Stryker employees with the responsibility of Environmental, Health, Safety, Facilities, Security, and Risk Management met for an Environmental, Health & Safety (EH&S) Summit. This EH&S Summit brought together leaders from 15 different Stryker divisions, located in 6 different countries for the purpose of working towards environmental standardisation at Stryker. The summit reviewed the EH&S compliance of Stryker's industrial processes, in accordance local and international regulations. Stryker President and CEO Kevin Lobo, and Group President of Global Quality and Operations, reiterated their strong support for worker safety and EH&S compliance. The summit attendees were tasked with identifying areas where standardization of policies and procedures could be accomplished, as well as the development of corresponding Environmental, Health, Safety, and Communication subcommittees to execute the standardization. Though this work

	continues, we are moving together in a positive direction toward obtaining an internationally recognised standard for environmental systems management. Stryker distributes, on an annual basis, a Stryker Social Responsibility Overview document to ensure the environmental policy, strategy and targets are communicated to all staff, including all training provided on sustainability. In the last two years Stryker has not been subject to any court proceedings related to breaches of environmental legislation. Stryker employees have access to an appropriate dispute resolution process to raise matters in a fair and equitable manner. It is crucial that any unsatisfactory resolution of safety issues are heard, reviewed and resolved through a timely but effective procedure. Stryker has a Consultation and Participation agreement for safety in organisation. Stryker is dedicated to identify organisational hazards by review of its activities and controls are noted in the Work Health Safety Register. High risk activities at each location have been reviewed and a Safe Operating Procedure developed where necessary to ensure safety. All hazards and incidents are reported in writing to the workers' immediate supervisor unless they can be controlled immediately. Reported hazards are assessed to determine priority and solutions. Solutions are implemented as soon as resources are available in line with priorities. We also conduct regular training which outlines that if there any concerns regarding safety, it is to be escalated to each department managers, or Human Resources personnel who are responsible for safety. Stryker has a safety management plan. The plan focuses on continually assessing all risks across the organisation, setting business targets for reducing risks, then assessing the overall workplace health and safety management system through quality audits, regular risk assessments and communication of our OH&S system

with workers.

We do have a Work Health and Safety Policy and Work Health Management System in place, both have been modelled on the requirements of AS/NZS 4801. Stryker's Work Health and Management System is not currently certified to AS/NZS 4801.

The work health, safety of all persons employed at Stryker, those visiting the organisation and our customers are considered to be of the utmost importance. In the main the Leadership Team maintains the Work Health and Safety Management System procedures whilst each team member has to ensure that the guidelines are met. Stryker will make available appropriate resources and allocation of responsibilities to ensure that it complies with all relevant Acts and Legislations, and to ensure that the workplace is safe and without risk to health.

Stryker Work Health and Safety policy guideline 04 ensures that all chemicals should be handled carefully using basic precautions to reduce the risk of ill health. Some chemicals, however, require additional procedures to be taken by persons using the chemicals. These chemicals are known as Hazardous Chemicals and can be identified by a warning label being placed on the container.

To reduce the risk of this occurring Stryker workers and contractors will ensure the following occurs:

- •Chemicals or other substances that are not food or drink should only be introduced onto the site after informing the Local Manager who will undertake an assessment to ensure that it is safe.
- Material Safety Data Sheets (MSDS/SDS) will be obtained from the supplier for all chemicals and provided in a folder close to areas where the chemicals are used.
- All MSDS/SDS sheets for chemicals used at any the location must be available and need to be reviewed on an annual basis to ensure that the MSDS/SDS sheet is current.
- All chemicals or other substance must be accurately labelled with the contents on the outside of the container.
- Where the chemical is noted as a

	Hazardous Substance in the MSDS/SDS, any container into which it is decanted must be labelled with the following – – Chemical name – Trade name – Possible harmful effects – Safe use – This is generally available as the manufacturer's label. ▪ Where the chemical is designated non-hazardous it will be labelled with at least the Trade Name of the chemical. ▪ All labels will be legible and permanent. If a label is not clear then the container should be relabelled or removed from the location. ▪ All workers shall make themselves conversant with the precautions and disposal to be used for all Hazardous Substances by reviewing the MSDS/SDS for all chemicals that they use.

Employment Practices What does your organisation do to adopt fair employment practices of your workforce employees and sub contractors? Criteria to be commented on in responding to this requirement include: - Do you have a documented policy for workforce and labour practices aligned to international standards, eg. UN Global Compact International Labour Organisation or are your employment practices certified to SA 8000? - Does your organisation require suppliers to have workplace practices based on ILO core conventions and certified to SA8000 or similar? Has your organisation had any employment related convictions in the past two years? If yes, what was the outcome? Does your organisation offer Fairtrade certified products (e.g. coffee, tea, sugar)? Please provide details of the products certified and provide evidence of certification.	Stryker workforce practices are aligned with the Australian Fair Work Act 2009. This is the main legislation that governs the employee / employer relationship in Australia. It provides a safety net of entitlements enables flexible working arrangements and fairness at work and prevents discrimination against employees. Stryker workforce and labour practices align with the Australian Fair Work Act 2009 which provides workplace relations laws that are fair to working Australians, are flexible for businesses, promote productivity and economic growth for Australia's future economic prosperity and take into account Australia's international labour obligations. Stryker Corporation is committed to conducting its affairs ethically and lawfully. This code of conduct establishes policies and procedures that are intended to guide employees, officers and directors in the performance of their duties and responsibilities and ensure compliance with the company's commitment to ethical and lawful conduct. These policies and procedures apply to all employees, officers and directors of Stryker Corporation and its domestic and foreign subsidiaries. Additional policies and procedures are issued by divisions, subsidiaries and operating units of the company and the corporate office. Stryker also require suppliers to comply with a set of Business Conduct Principles, which amongst other things include an obligation to comply with all applicable laws, and a requirement that the supplier maintain a safe workplace

	free from any discrimination or harassment. Stryker does not have any employment related convictions in the past two years. Stryker does not offer Fairtrade certified products.
Corporate Social Responsibility (CSR) Describe the formalised programs or initiatives that the organisation has in place that are directed towards meeting social and ethical responsibilities and objectives. Criteria that are to be commented on in responding to this requirement include: - Corporate Reporting that describes the organisation's CSR, preferably with such reporting meeting external reporting guidelines, e.g. the Global Reporting Initiative's (GRI) Sustainability Reporting Guidelines (2002) or the U.S. EPA Performance Track and is publicly available. - Any other formal CSR commitments made or CSR initiatives in which the organisation is involved. Awards or nominations that the organisation has received for its CSR activities. Please provide evidence.	In Australia, Stryker undertakes a number of activities locally to encourage participation and support of local charities. All full time, permanent Stryker employees are given one (1) additional day of leave per year to undertake activities supporting a charity of their choice. Additionally, Stryker is proud to have supported the following charities and causes over the last three (3) years: ▪ Heart Foundation (Stryker recently entered a team in the recent Brisbane to Gold Coast 100km Cycling Challenge) ▪ Cancer Council (Stryker raised $1,700 for Pink Ribbon Day which supports the many thousands of women affected by breast and gynaecological cancers) ▪ Starlight Children's Foundation (on-going basis, including most recently raising over $40,000 and sponsoring four (4) teams to enter the Great Adventure Challenge) ▪ Adopt a Christchurch Family (Relief to Christchurch families affected by 4 Sept 2010 and 22 Feb 2011 earthquakes and aftershocks) ▪ Operation Smile Australia (Equipment donation for surgical mission to Vietnam) ▪ Orthopaedic Outreach Fund (Equipment donation for Samoan Medical Missions part of Orthopaedic Outreach) ▪ Premier's Disaster Appeal (In response to the Queensland flood disaster, the decision was made to cancel Stryker South Pacific's Annual Sales Meeting and donate $250,000 to the Premier's Disaster Appeal) ▪ Romac Rotary Oceania Medical Aid for Children Ltd (Product donation for Humanitarian program providing support for over 300 children from 20 countries with urgent medical treatment) Globally, since 1999, Stryker has provided Operation Smile with nearly $1 million in cash and product

	donations, supported hundreds of medical professionals from around the world through the Physician's Training Program and sponsored nearly 100 plastic surgery residents in the Stryker Fellowship program. Above are only some examples of Stryker's CSR activities around the world, Stryker associates are as passionate about their communities as they are about their work. Their desire to make a difference manifests itself every day, from small interactions with colleagues to grand gestures with strangers in neighbourhoods half a world away.
Greenhouse gas emissions What steps does your organisation take to reduce its greenhouse gas emissions? Criteria to be commented on in responding to this requirement include: - Initiatives that the organisation has undertaken to calculate its GHG emissions, indicating whether these calculations are based on recognised guidelines (eg DOCC), - GHG reduction targets and proposed actions to achieve GHG reductions; - Demonstrated GHG emissions reductions achieved, - Public reporting of GHG emissions, and/or targets and actions for reduction - An endorsed policy with respect to reduction of greenhouse gasses, indicating the management systems and processes in place to support the endorsed policy	Stryker strives each year to expand the range of sustainability solutions we offer our healthcare customers; we look inward for our own opportunities to be a more sustainable and environmentally responsible business. Traditionally our strategy to minimise our environmental impact and adopt global best practices have been managed, monitored and measured at the division and facility levels. Due to an increased demand for information at the company-wide level, especially about efforts and goals to reduce total greenhouse gas (GHG) emissions, in 2012 we began the necessary steps to participate in the Carbon Disclosure Project's (CDP) annual survey. We collected data for the past three years (2010-2012) on GHG emissions from 24 of our 29 manufacturing sites. Sites not included were part of recent acquisitions where GHG information was not yet available. With this data, in 2013 we can establish a baseline from which we can set and announce future reduction strategies and targets and begin reporting this information to the CDP and all interested stakeholders. Stryker has a documented Environmental Policy and takes our responsibility in reducing the environmental impacts of business through activities such as waste reduction, recycling and energy conservation seriously. In January 2011, as another step towards minimising our environmental

	impact, Stryker South Pacific offices located in Perth, Sydney, Melbourne, Adelaide, Brisbane, Auckland, Wellington and Christchurch, underwent a comprehensive emissions audit performed by the company Emission Statement. All of these offices are now certified Carbon Neutral operations for both Transport/Logistics and Office/Administration. A copy of each of the Stryker Greenhouse Gas Emissions Statement follows and has been included as an attachment in the soft copy submitted via USB memory stick. Folder: Environmental Management Files: Greenhouse Gas Emissions Statement
Organisational commitment to sustainability and demonstrated sustainability improvements Describe any processes and practices that demonstrate your organisation's commitment to sustainability principles and improving the whole of life sustainability performance of your organisation? Criteria that are to be commented on in responding to this requirement include: - Initiatives that the organisation has undertaken to identify and analyse the sustainability impacts associated with your	Sustainability in healthcare means reviewing how our customer resources are utilised and disposed of in order to produce the best possible healthcare quality, while minimising impact on the environment. Our sustainability programs effectively and safely align with these key sustainability imperatives through reprocessing and remanufacturing to keep medical devices out of landfills, and allow our

business, including any waste streams. - Initiatives that have been implemented to achieve improved environmental or sustainability outcomes within the organisation's operations. This could include, as examples; initiatives to reduce or recycle waste, eco-design initiatives, energy saving and energy efficiency initiatives, generation or use of renewable energy, water saving or water reuse/recycling initiatives, waste reducing initiatives or use of eco-labelled products (products with AELA or other certification).	customers to redirect resources toward initiatives that may increase the quality of patient care. Stryker, a leader in the medical device reprocessing industry, is dedicated to developing the safest, most effective reprocessing and remanufacturing practices, so that our customers can safely use reprocessed/remanufactured devices and live up to their responsibilities as environmentally conscious, patient care-focused institutions. The idea of reprocessing/remanufacturing is simple: single-use medical devices (SUDs) are treated as assets, not waste. Most SUDs cannot be used again; they must be thrown away or recycled. However, many SUDs can, with the right clinical and technical expertise, be reprocessed or remanufactured to perform at their original level for one or more additional uses. For devices that cannot be reprocessed/remanufactured, Stryker (where possible) works with local recycling companies to break them down into their component parts so they can be recycled appropriately and kept out of landfills. Further examples of Stryker's impact on Healthcare Sustainability globally include: ▪ In 2012, Stryker helped customers divert 7.5 million+ pounds of medical waste from landfills and save $240 million+ in supply expenses. ▪ Our Mahwah, New Jersey plant's new energy efficient lighting system has an annual environmental impact equal to 225 cars removed from the road or nearly 29,500 trees planted ▪ A 2012 report from Green Research on medical device manufacturers and sustainability recognised our efforts to support healthcare environmental initiatives as a best practice. The findings cited our program as one of just a few that "…address a crucial industry need for improved waste management processes, deliver top-line growth and help to deepen customer relationships." Stryker understands the importance of customer involvement in sustainability

	initiatives. As a result, we provided a grant to support the 'Lighten Your Carbon Footprint' education session at the 59th AORN Congress in partnership with Pfiedler Enterprises. During this session, more than 800 health care professionals learned about the link between environmental and human health, reviewed environmental best practices and discussed strategies to reduce the carbon footprint of operating rooms. This was the third year we supported this event because we believe in championing the health care professionals' role and providing them with measurable ways they can minimise their organisations' environmental impact.
Organisational commitment to sustainability and demonstrated sustainability improvements (con't) - This also includes having in place audits of energy and/or water usage and waste generation. Please provide sample audits. - Awards or recognition that the organisation has achieved or been nominated for, in relation to its environmental performance. Please provide evidence of award or nomination. - Are you able to demonstrate eco-efficiency improvements in your production/ manufacturing process? - Are you an ecoBiz Partner? If yes, what eco-efficiency actions/projects have you undertaken as part of participating in the ecoBiz program? Describe programs or initiatives that your organisation has implemented across the supply chain that are directed towards becoming aware of, and improving the sustainability performance of its products and services from a whole or life perspective, including ethical sourcing.	Stryker globally is leading the way by highlighting the importance of the healthcare industry to support and increase its commitment to sustainability. LEED, or Leadership in Energy & Environmental Design, is an internationally recognised green building certification system, developed by the U.S. Green Building Council (USGBC), which provides a framework for identifying and implementing practical and measurable green building design, construction, operations and maintenance solutions. In May 2012, Stryker received LEED certification for Existing Buildings, Operations & Maintenance at our Mahwah, New Jersey facility. At nearly 500,000 square feet, the Orthopaedics location in Mahwah is the largest manufacturing facility at Stryker to receive LEED Certification. Stryker has previously received LEED Silver designation at our Medical division in Portage, Michigan and Gold designation at our manufacturing plant in Suzhou, China. Stryker constantly looks for ways to use less electricity and water and reduce waste, whether it is changing behaviours, upgrading systems or implementing new technologies. In Freiburg, Germany we switched from electric to groundwater cooling-based

	for air conditioning in our manufacturing areas and in Freiburg and Stetten, we established facility management systems that monitor heating, cooling and ventilation site wide. Our Selzach and La Chauxde-Fonds, Switzerland locations also implemented similar facility management systems. Additionally, the two Switzerland facilities have or are in the process of implementing heat reclamation systems that recover heat from air compressors and ventilation units for hot water, building heating and other uses. These two locations have also started the transition to free cooling systems. When the ambient air temperature drops to a set temperature, all or part of the chilled water bypasses existing chillers and runs through the system. This saves power by using the lower ambient air temperature to cool the water in the system. For waste reduction efforts, our colleagues in Puerto Rico continue to set the standard in their region by annually increasing the amount of material recovered for each of the past five years. In 2012, our Arroyo facility recycled nearly 80% of their waste and reclaimed about 2.8 million pounds of material. This recycling success is achieved partly by a program the Arroyo facility developed to collect, repackage, reuse and recycle raw materials and waste in cooperation with the municipality, other industries, schools and suppliers. Stryker Sustainability Solutions recognizes Practice GreenHealth as the premier organization for enabling more environmentally responsible practices in healthcare. Practice GreenHealth is unique among international organizations to push for more sustainable solutions in healthcare. Stryker Sustainability Solutions supports Practice GreenHealth and recently served as host sponsor of the 2011 CleanMed conference in Phoenix, which gathered some of the most powerful advocates of cleaner practices in healthcare.
Packaging Describe any initiatives that your organisation has in place to minimise/reduce the amount of packaging used? Criteria that are to be commented on in responding to this	As a company in the business of care, Stryker consider the health of the world around us as vital as the health of the people who live in it. Company-wide, Stryker continues to work to reduce the

requirement include: - Is the organisation a signatory to the National Packaging Covenant (NPC) - Demonstrated reductions in packaging volumes and targets for packaging reduction and recycling. - Whether the goods can be multi-packed - Whether there is 'take back' of packaging supplied with products, and evidence that the collected packaging is recycled and/or reused. - How packaging is managed after delivery of products and whether the packaging can be recycled locally.	amount and impact of resources used during packaging and shipping. Most of Stryker packages use 100% recyclable materials while still complying with regulatory, sterility and quality requirements. Stryker increasingly use reusable shipping containers and recycle wood pallets to help minimise the environmental impact of product distribution.
Transport and logistics Describe initiatives that the organisation has implemented to reduce the environmental impacts associated with transport of products between the client's premises and your storage facilities. Criteria that are to be commented on in responding to this requirement include: - Initiatives in place to improve efficiencies in delivery e.g. reduce travel distances and/or frequency of travel associated with distribution of products, transport logistics software that incorporates sustainability considerations. - Initiatives in place to reduce the environmental impacts of travel, e.g. fuel efficiency, reduced air pollution or reduced carbon emissions. This could be demonstrated, for example, where a vehicle achieves 4 stars or more according to the Australian Government's Green Vehicle Guide. Please provide evidence where possible.	Specific emission reduction targets and related time frames are also being focused on as part of our comprehensive review of our Environmental Management Programs and will be addressed in the development of an Environmental Management System. In January 2011, as another step towards minimising our environmental impact, Stryker South Pacific offices located in Perth, Sydney, Melbourne, Adelaide, Brisbane, Auckland, Wellington and Christchurch, underwent a comprehensive emissions audit performed by the company Emission Statement. All of these offices are now certified Carbon Neutral operations for both Transport/Logistics and Office/Administration.
Reporting Does your organisation offer eco-label ISO 14024 (type 1) certified products? If yes, please provide details of the products certified and provide evidence of certification. Do you have internal criteria that your organisation uses to determine which products will be classified as 'sustainable'? Please provide a copy of the criteria used. Describe what 'continual improvement' mechanisms your organisation has in place to review the criteria used to determine 'sustainable' products? What reporting does your organisation provide to the client to identify/measure % and $ of 'green' products procured?	Stryker products are assessed for sustainability and are engineered to meet most appropriate ISO Directives. Stryker is currently developing an internal process to ensure all appropriate products with sustainable elements are classified and reported.

Response Form 8 – Declaration of commission and incentives, conflict of interest and collusion

1. Commission and Incentives (clause 24 of Conditions of Offer)

In submitting its Offer, the Offeror warrants to Department of Health that to the best of its knowledge, as at the date of the Offer, that :

(a) no family, business or pecuniary relationships exist between the Parties to the Request for Offer Process that would adversely impact on the Request for Offer or any Arrangement established as a result of the Request for Offer Process;

(b) neither the Offeror nor its officers, employees, agents and/or sub-contractors have:

(i) engaged in any unethical behaviour or sought and/or obtained an unfair advantage; or

(ii) received or will receive any pecuniary or in-kind advantage from any other Offeror,

in relation to the Request for Offer Process;

(c) no officer, employee, agent, sub-contractor or family member associated with the Offeror is or has been engaged by Department of Health or an Eligible Customer in a position or role that in any way relates back to the Offer; and

(d) no officer, employee, agent, sub-contractor or family member associated with Department of Health or an Eligible Customer has been offered any benefit or inducement associated with the Offer, including any offer relating to employment.

The Offeror must immediately notify the Contact Officer in writing if any warranty contained in this Response Form becomes incorrect.

2. Conflict of Interest (clause 24 of Conditions of Offer)

Offerors must supply details of any possible Conflict of Interest that exists or may arise in relation to the Request for Offer Process. If there is nothing to declare, Offerors must insert "Nil".

Nil

3. Collusion (clause 24 of Conditions of Offer)

In submitting its Offer, the Offeror warrants to Department of Health that it fully complies with clause **Error! Reference source not found.**, except as expressly disclosed in this Response Form. The Offeror must disclose the full nature and extent of any agreements with competitors to Department of Health below: If there is nothing to disclose, Offerors must insert "Nil".

Nil

Offerors must disclose any proceedings relating to anti-competitive behaviour in Australia or overseas to which the Offeror and/or any corporations or person associated with the Offer, including directors or senior management, have been subject to including:

(a) the names of the parties to the proceedings;

(b) the case number;

(c) the general nature of the proceedings; and

(d) the outcome or current status of the proceeds.

If there is nothing to disclose, Offerors must insert "Nil".

Nil

Please provide details of the course of action implemented to ensure that anti-competitive behaviour, as disclosed above, will not reoccur.
n/a

Response Form 9 – Declaration of engagement of former Department of Health /Public Service/Sector employees

Offerors must indicate if they are aware that any of their employee(s) or sub-contractor(s)is/are former Queensland public service or public sector employee currently within the benefits period of a retirement/redundancy benefits package,

Directive 11/12 Early Retirement Redundancy and Retrenchment
A person who has received an early retirement package, redundancy package or retrenchment package and who is subsequently engaged in one Queensland Government entity or more as a consultant, contractor, or employee for a total cumulative period of more than twenty full-time equivalent (20) working days in the severance payment period is required to refund to the Crown a portion of their severance payment. The person will be entitled to retain only that portion of the severance payment which covers the period of time for which they were not engaged in a Queensland Government entity or a minimum of twenty days' salary, whichever is the greater.

Name	Role/Position
Nil	Nil
Nil	Nil
Nil	Nil

Response Form 10 – Existing arrangements with Queensland Government or other entities

Does the Offeror have any current supply arrangements with any Queensland Government departments or agencies, Queensland Government Bodies or Non-Government Organisations?

Yes ☒ **No** ☐

If "**YES**", to the above, please provide the following details for each applicable supply arrangement:

No.	Description	Details
1.	SOA1039 – Bulk Purchase Arrangement Laparoscopic	
	Description of Goods and/or Services covered under the supply arrangement:	Endoscopy capital equipment, training, surgical case coverage & product support to Qld Public Hospitals.
	Name of the Queensland Government department or agency; Queensland Government Body or Non-Government Organisation who is managing the supply arrangement:	Queensland Health (Qld Health Services Purchasing & Logistics)
	Term of supply arrangement:	Term: 3 years Commencement date: 11/11/11 Completion date: 30/6/14
	Estimated annual value of supply arrangement:	Approx. $1,500,000
2.	SOA973 – Open & Endo Mechanical & Laparoscopic Surgical Consumables	
	Description of Goods and/or Services covered under the supply arrangement:	Endoscopy/Laparoscopy consumables & instruments supply, training & product support to Qld Public Hospitals.
	Name of the Queensland Government department or agency; Queensland Government Body or Non-Government Organisation who is managing the supply arrangement:	Queensland Health (Qld Health Services Purchasing & Logistics)
	Term of supply arrangement:	Term: 5 years, 9 months. Commencement date: 1/1/09 Completion date: 30/09/14
	Estimated annual value of supply arrangement:	Approx. $600,000
3.	SOA969-1-1 - Orthopaedic Trauma Implants & Accessories	
	Description of Goods and/or Services covered under the supply arrangement:	Trauma Implant & Instrument supply, consignment management, training, surgical case coverage & product support to Qld Public Hospitals.
	Name of the Queensland Government department or agency; Queensland Government Body or Non-Government Organisation who is managing the supply arrangement:	Queensland Health
	Term of supply arrangement:	Term: 3 years + 2 x 1 year options Commencement date: 1/3/11 Completion date: 1/3/15

	Estimated annual value of supply arrangement:	Approx. $1,200,000

No.	Description	Details
4.	SOAPL3005/1 – Operating Lights	
	Description of Goods and/or Services covered under the supply arrangement:	Surgical Light supply, installation, training & product support to Qld Public Hospitals.
	Name of the Queensland Government department or agency; Queensland Government Body or Non-Government Organisation who is managing the supply arrangement:	Queensland Health
	Term of supply arrangement:	Term: 1 year + 2 x 1 year options Commencement date: 18/1/13 Completion date: June 2016
	Estimated annual value of supply arrangement:	Approx. $100,000
5.	SOA313 – Power Tools	
	Description of Goods and/or Services covered under the supply arrangement:	Surgical Power Tools & consumables supply, consignment management, training, surgical case coverage & product support to Qld Public Hospitals.
	Name of the Queensland Government department or agency; Queensland Government Body or Non-Government Organisation who is managing the supply arrangement:	Queensland Health (Health Equipment Team, Health Technology Procurement Unit)
	Term of supply arrangement:	Term: 3 years + 2 x 1 year options Commencement date: 1/2/13 Completion date: 1/3/17
	Estimated annual value of supply arrangement:	Approx. $1,200,000
6.	SOA13 – SOA for Hip, Knee & Shoulder Arthroplasty Implants & Accessories	
	Description of Goods and/or Services covered under the supply arrangement:	Hip & Knee Implant & instruments supply, consignment management, training, surgical case coverage & product support to Qld Public Hospitals.
	Name of the Queensland Government department or agency; Queensland Government Body or Non-Government Organisation who is managing the supply arrangement:	Queensland Health
	Term of supply arrangement:	Term: 3 years + 2 x 1 year extensions Commencement date: 1/1/14

		Completion date: 1/1/16
	Estimated annual value of supply arrangement:	New contract, value currently unknown

Response Form 11 – Statement of competitive neutrality (Not Applicable)

~~Statement of Competitive Neutrality~~ ~~(clause 19 of Conditions of Offer)~~

~~Government owned entities seeking to supply to the Queensland Government are required to indicate whether their Offer for the provision of Goods and/or Services complies with the competitive neutrality principles of the Offeror's jurisdiction.~~

~~If Statement of Competitive Neutrality is applicable in some or all areas please select "Compliant" or alternatively if this is not applicable please select "Not Applicable".~~

~~To be completed by Government owned entities external to Queensland~~

~~For government owned entities outside Queensland, including local government and Commonwealth, State or Territory government, the Offer has been priced to comply with the competitive neutrality principles of the government of the Offeror's jurisdiction.~~

~~Compliant ☐ **OR** Not Applicable ☐~~

~~To be completed by Queensland Government owned entities~~

~~For Queensland Government Bodies, the Offer has been priced to comply with the Queensland Government's policy statement on the application of competitive neutrality to government business activities, *"Competitive neutrality, and Queensland Government Business Activities" located at* www.treasury.qld.gov.au.~~

~~Compliant ☐ **OR** Not Applicable ☐~~

~~To be completed by Queensland Local Government entities~~

~~The Offer has been priced to comply with the competitive neutrality policy arrangements established by the Queensland Government.~~

~~Compliant ☐ **OR** Not Applicable ☐~~

Response Form 12 – Checklist

Note: The checklist is provided to assist Offerors submitting an Offer. The list is not exhaustive and should not be relied upon as the sole quality check.

	Check List Questions	Have you met this requirement:
1	Have you read and understood the Conditions of Offer in Part A of this Request for Offer and the Additional Conditions of Offer in the Request for Offer Details?	**Yes** ☒ **No** ☐
2	Have you read and understood the terms and conditions outlined in Part Two of this Request for Offer?	**Yes** ☒ **No** ☐
3	Are you submitting your Offer in accordance with on the requirements about how to submit your Offer, including those in the Request for Offer Details?	**Yes** ☒ **No** ☐
4	Have you signed your Offer on the "Offer Authorisation and Certification" page of Response Form 1?	**Yes** ☒ **No** ☐
5	Have you completed Response Form 7 Declaration of Commissions and Incentives, Conflict of Interest and Collusion?	**Yes** ☒ **No** ☐
6	Have you answered all questions and responded to all requirements specified in the Response Forms?	**Yes** ☒ **No** ☐

If your answer to any of the above questions is "**NO**", your Offer may be considered non-conforming, in accordance with clause 9 of the Request for Offer – Conditions of Offer