



Media release

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New Alliance to drive increased procurement of homegrown medtech

To grow opportunities for medtech manufacturers to sell to health services, a new initiative, the Australian Medtech Manufacturing Alliance (AMMA), is forming to create a connected programme, led in Victoria and building on the work of the Australian Medtech Manufacturing Centre.

The Alliance is being established in partnership with peak industry bodies: BioMelbourne Network, AusBiotech, MTPConnect, and Australian Manufacturing Technology Institute Limited (AMTIL); and the Industry Capability Network Victoria, with seed funding from the Victorian Government.

The Alliance seeks to create a unified industry voice, and will advocate on behalf of Victorian SME medtech manufacturers across the key issues impacting the sector. This includes addressing procurement issues to increase the proportion of locally-made medtech in the Australian healthcare system – a goal that can be achieved by drawing on the wide variety of high-quality medtech products already on offer from local manufacturers.

Karen Parr, CEO, BioMelbourne Network and Alliance lead said, “Australia is home to world-class medtech innovators and manufacturers. Increasing awareness of these companies and growing local content in health, will support Australian health services to continue to deliver world-leading care and strengthen our country’s sovereign capabilities.

“The Victorian pilot aims to demonstrate the potential of this ambitious and important solutions-focused Alliance, and work as a stepping stone to empower the national agenda.”

Minister for Jobs and Industry, Natalie Hutchins, said “we know how important our world class medtech manufacturers are, which is why the Allan Labor Government is supporting the formation of this alliance.”

“The Alliance will advocate for Victorian medtech manufacturers on key issues impacting the sector and support manufacturers to sell their products.”

An SME capability uplift programme to support homegrown companies will also be co-developed with partners to support companies to identify and navigate contestable local market opportunities.

Unlike other sectors, such as defence, no mechanism across the state nor country that helps local medtech manufacturers sell into the Australian health system exists.

Additionally, other international jurisdictions have clear pathways that support local medtech manufacturers to win customers in their home market. For early stage Australian medtech manufacturers who are often exporting to other well-established health markets, having a home market customer is an important proof point.

Creating a connected voice and pathway to unlock the ‘pull’ mechanism from Australia’s healthcare will enable patients to benefit from Australian products; and will also support future investment in medical science innovation.

The Alliance invites established Victorian medtech companies that are currently manufacturing medtech products and selling locally or globally, and contract manufacturing and development companies to participate. The Alliance will work with all peak bodies supporting the growth of the sector to build on and add to the work underway to help SMEs expand locally and globally.

To learn more become an Alliance Supporter; email info@biomelbourne.org.

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Additional Alliance Partner quotes

AMTIL CEO, Lorraine Maxwell, said: “Procurement has long been a barrier to participation for Australia’s manufacturing SMEs. This initiative aims to break down the barriers, with a workable pilot, which can be replicated around the country. I applaud and support the vision behind this alliance.”

ICN’s CEO, Nicholas Foa, notes “As a supporter of local industry for 40 years, ICN Victoria is proud to participate in this new Alliance which will raise awareness of local medical manufacturing capability and drive greater engagement between local manufacturers and health buyers. The Alliance’s activity will complement existing industry initiatives such as our medtech manufacturing directory, and will be key to helping local win, creating local jobs and building a stronger domestic medtech supply chain.”

MTPConnect CEO, Stuart Dignam, said, “Harnessing government purchasing power to support local medtech innovators and manufacturers can play a key role in supporting the growth of the domestic sector.”

“For many companies, governments are a significant customer so prioritising local companies can stimulate domestic manufacturing, increase job opportunities and promote a more robust local economy. Increased sovereign capability also means more resilient supply chains and enhanced ability to respond to medical product shortages.”

About the Alliance members

BioMelbourne Network

BioMelbourne Network is the peak body in the Victorian healthtech industry, driving engagement and growth in research, innovation, commercialisation and manufacturing through local and international networks for more than 23 years.

AusBiotech

AusBiotech is Australia's biotechnology organisation, working on behalf of members for more than 30 years to provide representation and services to promote the global growth of Australian biotechnology.

MTPConnect

MTPConnect is Australia's Life Sciences Innovation Accelerator – an independent, not-for-profit organisation championing growth of Australia's vibrant medical products sector. MTPConnect operates accelerator programs to support the development of cutting-edge medical technology, biotechnology and pharmaceutical innovations.

AMTIL

The Australian Manufacturing Technology Institute Limited (AMTIL) is Australia's peak national body for the manufacturing industry, representing the interests of manufacturing technology suppliers and users within the precision engineering and advanced manufacturing sector.

Industry Capability Network

The ICN is a network of experienced industry procurement and supply chain specialists who introduce businesses large and small to projects large and small across Australia and New Zealand. It's funded by company members and subscribers, including Australian and New Zealand federal, state and territory governments.

Victorian Government

The Department of Jobs, Skills, Industry and Regions is focused on growing Victoria's prosperity, building the productive capacity of our economy and increasing participation – by creating more opportunities for people through skills and jobs; helping businesses and industries to thrive; and building vibrant communities and regions.