

# PROCUREMENT SURVEY RESULTS 2023

## SUMMARY OF RESULTS

MEDICAL TECHNOLOGY ASSOCIATION OF AUSTRALIA



# OVERVIEW

- The MTAA Procurement Survey was distributed to MTAA member company CEOs & Authorised Representatives and the MTAA Procurement Forum (consisting of medical device procurement specialists from member companies)
- Responses were de-identified and aggregated
- 31 responses (n=31), response rate  $\approx$  36%
- The following results reflect a summary of the key trends and themes that emerged from collated member responses

# EXPERIENCE OF HOW VARIATIONS ARE MANAGED

## Sentiment Analysis of Qualitative Responses



Positive



Mixed



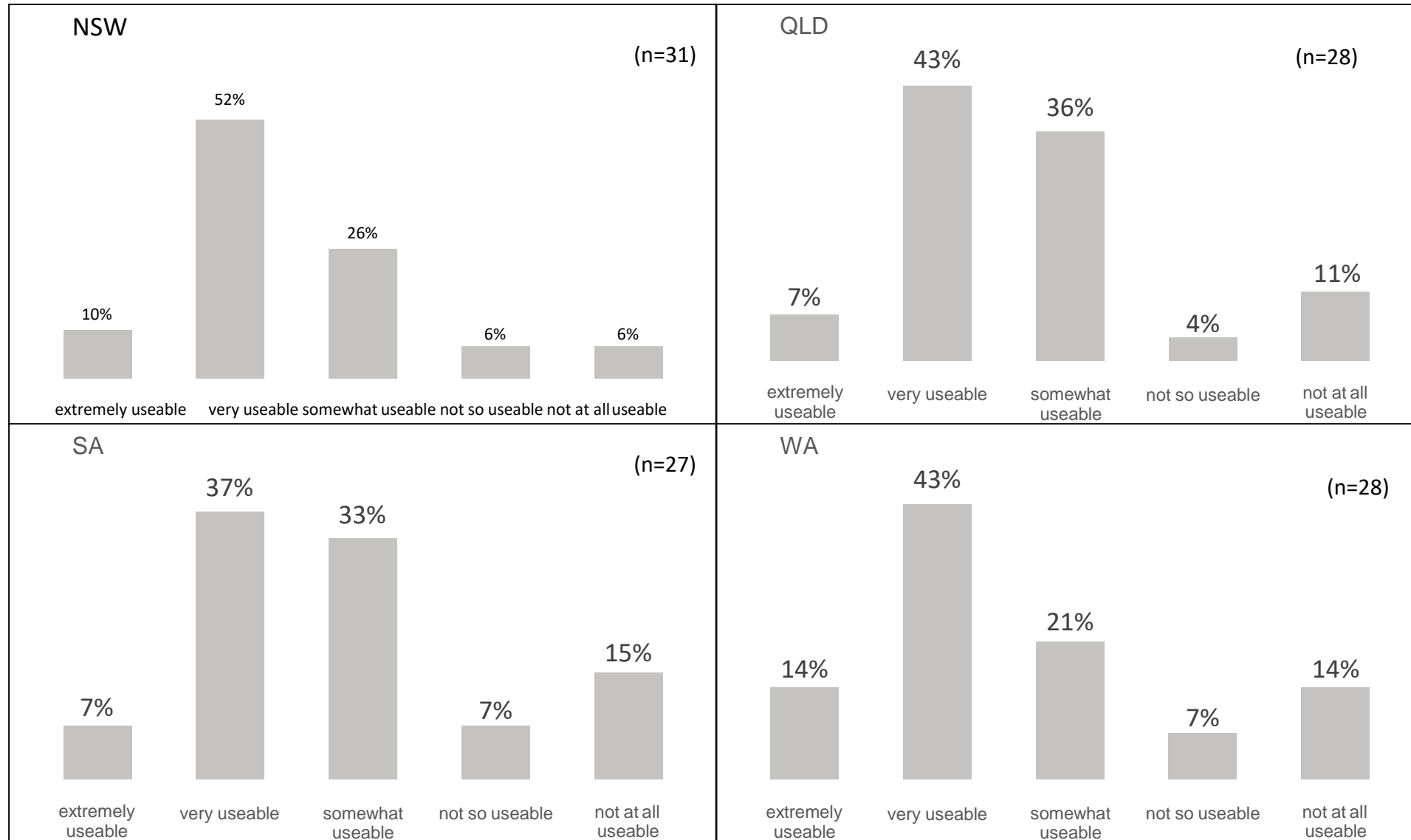
Not Positive

NSW	43%	32%	25%	n=22
WA	32%	36%	32%	n=22
VIC	15%	25%	60%	n=20
SA	40%	25%	35%	n=20
QLD	14%	29%	57%	n=14
TAS	43%	14%	43%	n=7
NT	N/A	N/A	N/A	n<5
ACT	N/A	N/A	N/A	n<5

It should be flagged that not all respondents lodge tenders for every state or territory which is why there are smaller sample size numbers compared to the total number of survey respondents (n=31).

'N/A' means it was hard to identify sentiment trends as the sample size was too small.

# EXPERIENCE USING TENDER PORTALS



Note: n < 31 for certain states due to 'blank' responses to this question