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**From:** James Dunn  
**Sent:** Tuesday, 3 September 2019 1:47 PM  
**To:** Cramond, Tessa  
**Cc:** Channing, Darrell  
**Subject:** RE: Primary Health Tasmania collective bargaining notification - follow up questions [DLM=For-Official-Use-Only]

Hi Tessa

Thanks for the phone call last week. Below is the summary information you have requested.

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*The participating PHNs interested in the NDSAS project will appoint a Representative PHN (PHN Tasmania) to represent those PHNs in negotiations with the Lead PHN (WAPHA).*

*WAPHA will negotiate with the third party software vendor and the Representative PHN (PHN Tas) at the same time. WAPHA will sign service agreements with each Participating PHN (locking in the PHNs) and the software vendor contract at the same time . At this point the PHNs will know what they are purchasing, the price and the PHNs commit. This also manages the risk for WAPHA as it is not committing to the software vendor without back to back arrangements with the participating PHNs.*

*PHNs will have significant input into the approach to market process and a strong role in determining a solution that meets their needs. This will result in contract arrangements that reflect the circumstances of the bargaining group.*

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Please let me know if you need any further information.

Kind regards

James

James Dunn  
Director | Proximity

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