

Industry Briefing

External Contracted Medical Imaging Services

HPVITQ2016-111

Briefing Slide Pack

The logo for Health Purchasing Victoria, featuring a purple triangle pointing to the right above a horizontal bar. The bar is divided into a white section containing the text "HEALTH PURCHASING VICTORIA" and a green section.

HEALTH PURCHASING VICTORIA

Industry Briefing

- Introducing Health Purchasing Victoria
- HPV Invitation to Qualify evaluation process
- Category Briefing
 - Scheme objectives
 - Proposed services in scope
- Proposed Timeline
- Tips for responding
- Next Steps
- Staying in touch with HPV



Presentation Information

Registration - sign in sheet

On HPV website:

- Industry Briefing presentation slides
- Part 5 – Overview of Requirements

Register on the HPV Website as a supplier and add this category as a Favourite to receive updates

Who is Health Purchasing Victoria?

At Health Purchasing Victoria (HPV) we help public health care services deliver high quality patient care by ensuring they have a reliable and agile supply chain.

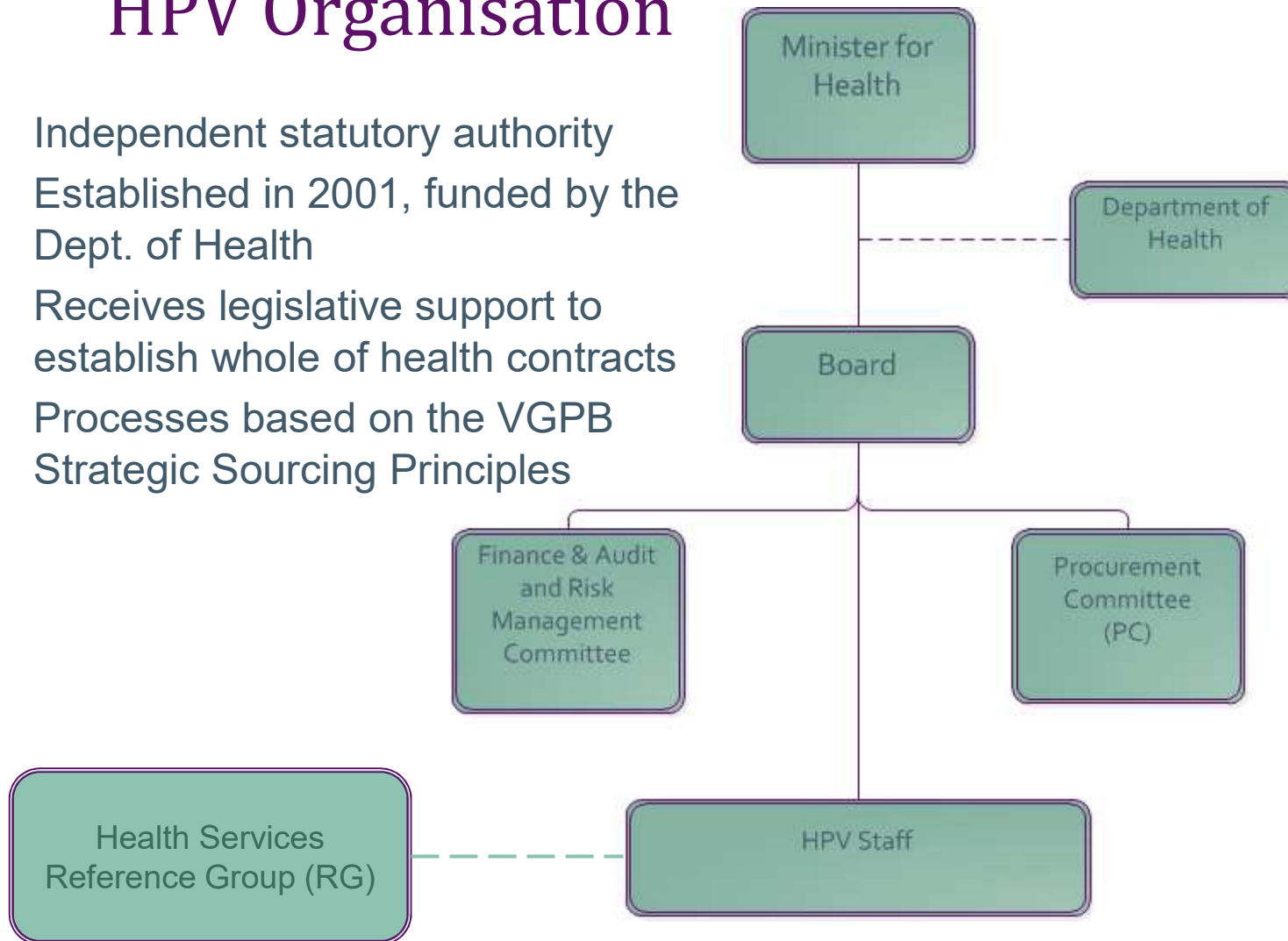
We do this by:

- Partnering with them to organise collective contracts for the things they buy.
- Providing advice and education on how to get their supply chain working at its best.
- Ensuring Victorian Government health purchasing policies are complied with.

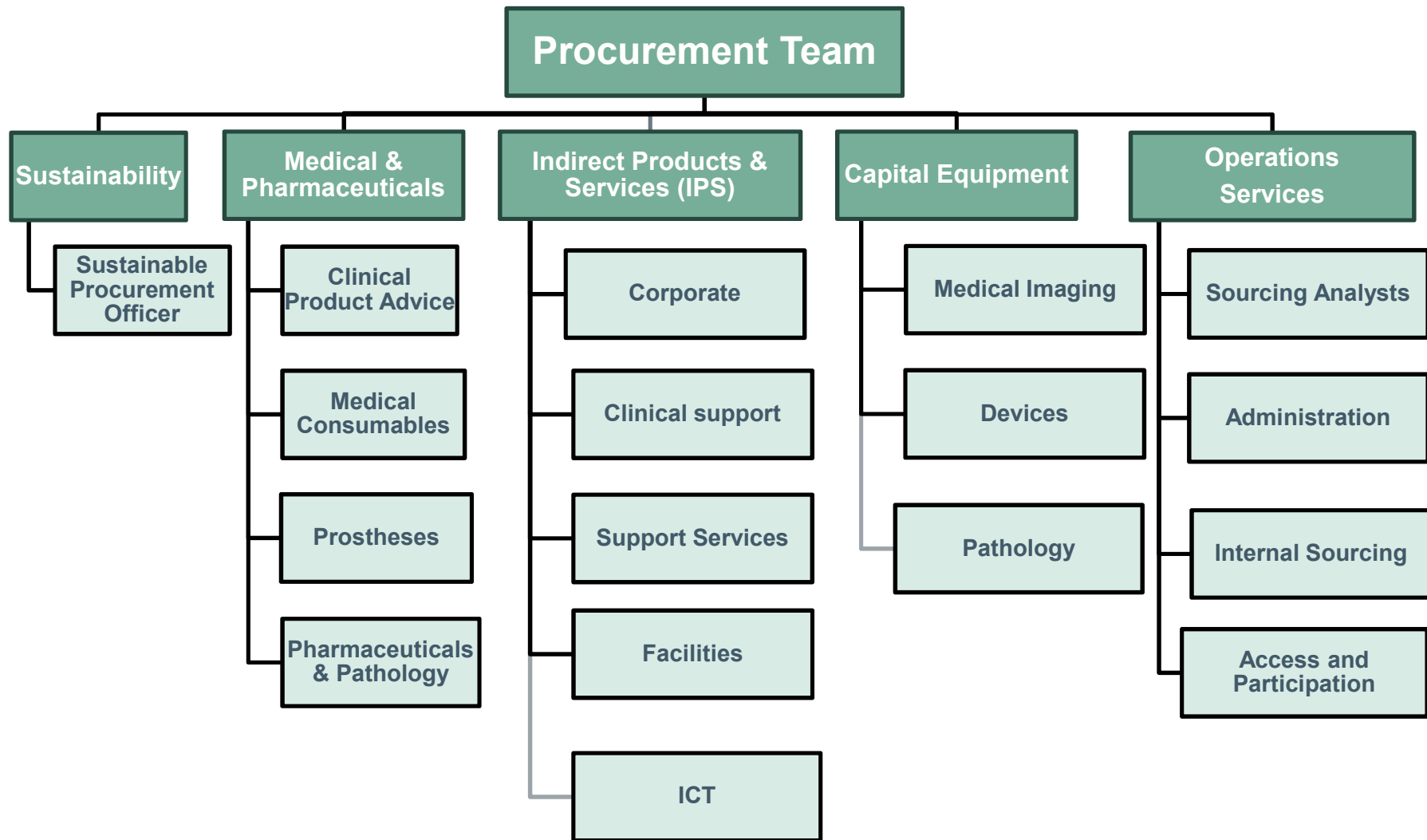


HPV Organisation

- Independent statutory authority
- Established in 2001, funded by the Dept. of Health
- Receives legislative support to establish whole of health contracts
- Processes based on the VGPB Strategic Sourcing Principles



HPV Sourcing team structure



HPV Project team

- **Colin Hui – Senior Head, Procurement Program Delivery**
- **Dylan Cross – Senior Head, Procurement Operations Transformation**
- **Alfred Matthews – Head of Indirect Products and Services**
 - Provides guidance and support throughout the ITQ process
- **Daniel Hall – HPV Senior Category Manager**
 - Managing the ITQ Process
- **Dianne Trethewey – HPV Category Manager**
 - Provides support throughout the ITQ process
- **Navin Ramrattan – HPV Category Officer**
 - Authorised person for the ITQ
 - Contact person for the ITQ



INVITATION TO QUALIFY (ITQ)



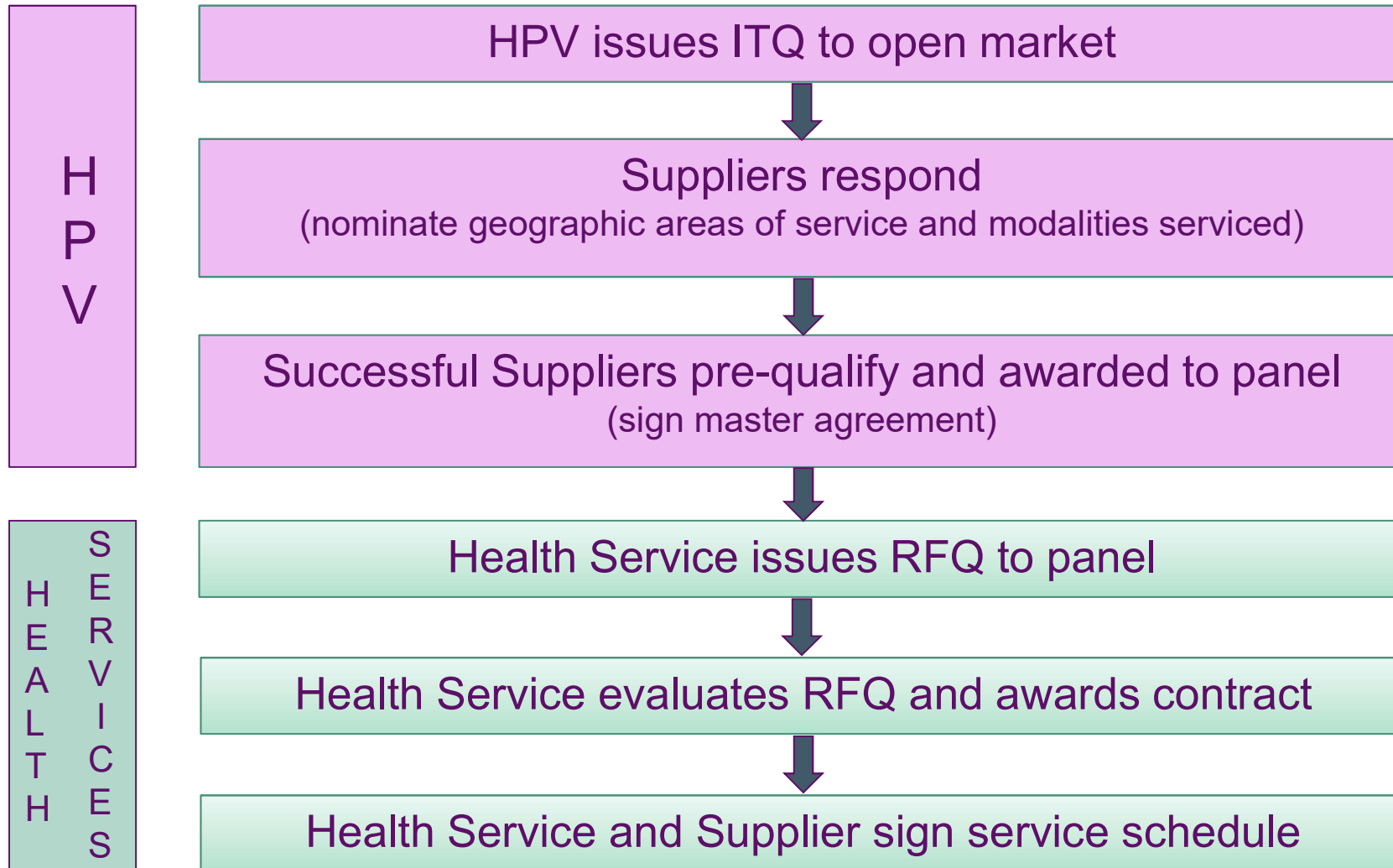
ITQ Objectives

- Establish a panel of suppliers who will participate in external contracted medical imaging services for the future.
- Develop strategic relationships with suppliers

Benefits:

- Reduce duplication of process for suppliers and HPV
- Expedite the subsequent Request for Quotation (RFQ) submission and evaluation process
- Establish master agreements with successful respondents

ITQ – How it works



ITQ Features

- Target Respondents: open market Invitation to Qualify
- Prequalification scope: modalities related to medical imaging services
- Prequalification geographic coverage: based on ability to service
- Establish “master agreement” terms and conditions:
 - Agreement executed to participate on the panel
 - 6 year proposed term
- Prequalification review: quarterly review of new panel applications

Proposed Categories

Category Number	Category Name
1	X-ray Radiography Services
2	X-Ray Radiology Reporting Services
3	Ultrasound Sonography Services
4	Ultrasound Reporting Services
5	Computed Tomography CT Services
6	Computed Tomography CT Reporting Services
7	Magnetic Resonance Imaging MRI Services
8	Magnetic Resonance Imaging MRI Reporting Services
9	Mamography Services
10	Mamography Reporting Services
11	Angiography Services
12	Fluoroscopy Services
13	Nuclear Medicine Services
14	OPG/Cephalostat Services
15	OPG/Cephalostat Reporting Services
16	Bone Densitometry
17	Bone Densitometry Reporting Services



Master Agreement

- Mutual acceptance of contract terms and conditions that will apply to future RFQ's issued by the health services. This is not a contractual relationship for supply
- The master agreement, once executed, would be used for all Services contracted with health services during its term, via additional service schedules

TIMEFRAME FOR EXECUTION

- The master agreement will be executed by individual organisations following confirmation of panel placement
- Supporting service schedules to be executed subsequent to successful RFQ's conducted by health services

Tentative Timelines

Item	Date
Industry briefing session	May/June 2017
ITQ release date	14 June 2017
Last time and date for enquiries	10:00 AEST, 30 June 2017
ITQ closing time and date	14:00 AEST, 5 July 2017
Responses will be assessed until	Mid July 2017
Date respondents will be advised of the outcome	Early August 2017
Expiry of prequalification term	1 September 2023

**HPV reserves the right to re-open the prequalification round at its discretion, for example to add or remove categories of qualification.*



ITQ Structure

- Part 1 – Invitation and Information
- Part 2 – Interpretation
- Part 3 – General Conditions
- Part 4 – Special conditions
- Part 5 – Overview of Requirements
- Part 6 – Services Response Worksheet
- Part 7 – Draft Agreement and Supply Schedule
- Part 8 – Returnable and Non Returnable Appendices

ITQ Submission

Pre-qualification submissions shall comply with the following:

- Submissions shall be completed electronically and uploaded online via the **HPV Procurement Portal**
- **Late submissions may only be accepted under the late responses clause of the ITQ conditions**
 - Submit early – you can overwrite your information up to the time of closing

NOTE:

- Submissions are to pre-qualify suppliers onto the panel. No pricing is required at the pre-qualification stage.

Evaluation & Approval of ITQ

Stage 1: Verify Submission

- Check for complying submissions
- Category Manager evaluates responses against criteria

Stage 2: Master Agreement

- HPV negotiates master agreement terms

Stage 3: Qualification Criteria

- Category Manager evaluates against technical qualification criteria

Stage 4: Approval

- Category Manager recommends pre-qualification outcome
- HPV CEO notes

Next Steps

- Overview of Requirements to be made available on the HPV website. Questions to be sent to the Category Officer (n.ramrattan@hpv.org.au) in writing by 10:00 AEST, Monday 12 June 2017
- ITQ available for download on Wednesday 14 June 2017 via HPV Procurement Portal
- Link to HPV Procurement Portal can be found on HPV website (<https://esourcing.hpv.org.au/web/login.html>)
- Clarifications must be sought through HPV Procurement Portal to authorised contact by 10:00 AEST, Friday 30 June 2017
- HPV reserves the right to not respond to queries raised after this time
- ITQ closes 14:00 AEST, Wednesday 5 July 2017

Questions



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