

### **INDUSTRY BRIEFING**

# **HPVITS2019-079 - IV ACCESS DEVICES & ADMIN CONSUMABLES (IVADAC)**

Thursday 9<sup>th</sup> of August 2018 David Nguyen Category Officer

### **Presentation Information**

Available on HPV website – Contracts and Documents > Tenders (ITS) > IV Access Devices & Admin Consumables

- Industry Briefing presentation slides
- HPV Procurement Portal slides
- IVADAC's draft Statement of Requirement (Part 5)
- Questions for the industry briefing and the draft Statement of Requirement will closed AEST 14:00 on the 13-08-2018.
   HPV response be posted after that date

### Register on HPV website:

 Add category "IV Access Devices & Admin Consumables" as a Favourite to receive updates

### Agenda

- 1. HPV Overview
- 2. Invitation to Supply (ITS)
- 3. Tender Response Worksheet (TRW) Demonstration
- 4. HPV Procurement Portal
- 5. Next Steps
- 6. Questions

### Health Purchasing Victoria

- An independent statutory authority, established in 2001, funded by the Department of Health
- Receives legislative support (through Competition and Consumer Act exemptions) to establish whole of health contracts
- We work collaboratively with Victoria's health sector to help ease cost pressures on health services through strategic procurement

### HPV's Strategic Goals 2018-2022

- Increase 'best-value' healthcare outcomes
- Increase customer engagement
- Support procurement, supply chain and probity practice improvements.
- Improve the integrity and availability of information
- Enhance capability and capacity.

### IVADAC Project Team

### **Product Reference Group (PRG)**

Specialist subject matter experts from Health Services

### **Judy Esson – Clinical Product Advisor**

Clinical interface with Health Services and assists with evaluation

### **James Jayalath – Sourcing Analyst**

Provides financial analysis and assists with evaluation

### Jared Tang – Senior Category Manager

Provide guidance and support to the sourcing program and authorised person for this ITS

### **David Nguyen- Category Officer**

Support for this ITS and ongoing contract management

### Responsibilities

Action	Responsibility
Determine scope, high-level strategy, risks	HPV/ERG/PRG
Develop specification and evaluation criteria	HPV/PRG
Develop, release and receive Invitation to Supply (ITS)	HPV
Evaluate ITS and recommend award	HPV/PRG
Endorse and approve award recommendation	HPV Procurement Committee
Execute contracts with suppliers	HPV
Place orders and receive goods and/or services	Health Services
Make payments	Health Services
Monitor Contract performance	HPV, Health Services, and Awarded Contractors
Analyse sales reports	HPV Data Administrator

### INVITATION TO SUPPLY

### Scope

### Scope:

- The existing Statement of Requirement (SOR) from the 2013 tender is comprehensive and still current.
- Additions to the specifications are a category for IV Management (Category 20) (which will be moved from the Wound Care contract to IVADAC), Midline Catheters (Category 21) and Intraosseous Needles (Category 22).
- Pharmaceutical products related to category 19 Closed System Transfer Devices will not be considered as these belong on the HPVC2016-058 Pharmaceutical Products and IV Fluids contract.
- Long-term haemodialysis catheters will not be considered Acute
  Hemofiltration Catheters, as the category specifications requires catheters
  for short-term (i.e. less than 4 weeks) use to meet clinical needs of adult,
  paediatric and neonatal patients.

### **Product Categories**

Product Category
01- PERIPHERAL INTRAVENOUS CANNULAE
02- WINGED INTRAVENOUS DEVICES
03- PERIPHERALLY INSERTED CENTRAL CATHETERS
04 - CENTRAL VENOUS CATHETERS AND GUIDEWIRES
05- GRAVITY INTRAVENOUS ADMINISTRATION SETS
06- BURETTES
07- INTRAVENOUS EXTENSION TUBING
08- INTRAVENOUS EXTENSION SETS
09- MULTIFLOW ADAPTORS
10- NEEDLELESS CONNECTORS
11- INTRAVENOUS ACCESS PORT CAPS
12- STOPCOCKS
13- PORT ACCESS NEEDLES
14- INTRAVENOUS CATHETER FIXATION DEVICES
15- ANTISEPTIC SKIN PREPARATION SWAB STICKS, WIPES & APPLICATORS
16- IV START KITS
17- NON-POWERED AMBULATORY INFUSION DEVICES
18 - CLOSED SYSTEM TRANSFER DEVICES
19 – ACUTE HAEMOFILTRATION CATHETERS
20 – IV MANAGEMENT
21 – MIDLINE CATHETERS
22 – INTRAOSSEOUS NEEDLES & DRIVERS

## Victorian health suppliers minimum standards



Goods – TGA approved

Legally available for sale in Australia and are included on the Australian Register of Therapeutic Goods (unless exempt) at the time of tender close



GS1 data standards (NPC contract compliance obligation)



Recall Health (contract compliance obligation)

### **Contract Terms**

**Term:** 4 year principal period with 1 X 2 year option (4+2)

### **Pricing Structure:**

Fixed based price with pallet pricing

#### Award:

- Put your best price forward
- HPV reserves the right to enter into direct negotiations with suppliers
- Restricted panel at subcategory level
- Conditional award

Note: additional supply chain savings offered will not be used in the evaluation process. The evaluation committee (PRG) will only see the base UOM (eg: the box or carton) for evaluating value for money

### **Contract Terms**

#### **Contractor KPIs**

- Provision of transactional sales reports in full and on time on a quarterly basis
- NPC/VPC compliance 100% (implementation plan with timings to be submitted) within 6 months
- Contract variation notifications in line with contract terms and conditions.
- Delivery on Time and in Full (98%)

### **Distributors**

#### Respondents nominating distributors must:

- provide HPV with a copy of the nomination letter for this product
- inform distributors of the ITS outcome prior to contract commencement
- update distributors with accepted contract amendments throughout the contract term

#### Successful respondents are directly accountable for:

- product availability
- Key Performance Indicator reports
- correct invoice pricing

The contract is with **you**, not your distributor

### ITS Submission

Tender submissions shall comply with the following:

- Tenders shall be completed electronically and uploaded online via the HPV Procurement Portal
- Late tenders may only be accepted under the late tenders clause of the ITS conditions
  - Submit early you can overwrite your information up to the time of closing
- For all new items not currently on the contract, a sample (representation
  of the range) are to be delivered to HPV by the tender closing date and
  time. The collection or return of the sample will be at the suppliers cost.

### Internet Browser Requirement

Settings	Your Settings	Technical Requirements	Not Recommended
Browser	Firefox 61.0	Microsoft Edge Google Chrome Mozilla Firefox (ESR) 52+ Safari 11 for MacOS	Microsoft Internet Explorer 10/11
IP Address	118.189.41.242		
Operating System	Windows 10	Microsoft Windows 7, Microsoft Windows 8, Microsoft Window 10.  Other operating systems such as Linux, Mac OS X or other versions of Windows although not officially supported, may be compatible with supported browser	
JavaScript Version	1.5	1.3	
Cookies Support Enabled	ON	ON	
Screen Resolution	1280 x 720	1366 x 768 +	
Colour Depth	24 bit	16 bit +	
Processor	Windows NT 10.0; Win64; x64	x86 +	
Java Applets Supported	OFF	ON	
Java Applets Enabled	OFF	ON	
Java Version Java Runtime Environment Sun Version is required for online Auction advanced features		1.8 +	1.7

### **Product References**

#### Reference sites are required for:

- Products that are not currently on of the current contracts
- Minimum three clinical referees per product or product range

#### Referees must:

- Be clinical
- Be from private or public hospitals within Australia
- Be included in the referee details section of the Tender Response Worksheet.
- Have no conflict of interest
- Informed and has agreed to provide reference to HPV

### **HPVITS2019-079 Tentative Timeline**

Key Activities	Date
Industry briefing session	Thursday, 9 August 2018
Planned ITS release date	Wednesday, 22 August 2018
Last date for ITS questions	Monday, 10 September 2018
ITS closing date	Wednesday,19 September 2018
Evaluation	September – November 2018
Respondents advised of outcome	Early December 2018
Agreement commencement date	Friday,1 March 2019

# TENDER RESPONSE WORKSHEET DEMONSTRATION

### HPV PROCUREMENT PORTAL

### Responding to the online ITS

- Registration on the HPV Procurement Portal
- How to access RFQ's
- Buyer attachments
- Format of the RFQ
  - Different envelopes
  - Types of questions
- How to send a message
- How to respond & submit
- Help available
- Tips for responding
- Any questions

**HPV Procurement Portal** 

https://www.hpv.org.au

### Tips for Responding

- Make sure that you read and digest all documentation thoroughly and make note of key actions and deadlines
- Utilise the appropriate people within your organisation
- Answer every question, including bullet points
- Do not assume your company is known or well known by the evaluators – instead; provide all requested information
- Do not use acronyms or abbreviations
- Do not cross-refer to other questions or answers in your responses
- Remember to save regularly
- Unanswered mandatory questions will prevent your response from uploading.

### Tips for Responding

- If you have a slow internet connection and the size of the response is in excess of 10mb, your session could time out while trying to upload the response
- Try to submit your response on the day before closing, this will give you time to address any issues that might be stopping your submission from uploading, e.g. Unanswered mandatory questions or file sizes larger than 10mb. Don't leave it till the last minute to submit your response – leave plenty of time
- Resubmit as many times as you like, only the latest version will be visible to HPV. Note: Multiples users can work on the submission. However, when submitting, only one user should be logged on to ensure the latest data is submitted and to avoid a concurrency error
- Use the secure messaging to communicate with the HPV and seek clarifications
- Call the BravoSolution/Jaggaer helpdesk for technical guidance, tel (02) 8072 0644

### HPV website 'Single Sign On'

- Allows suppliers to login via <u>www.hpv.org.au</u> and have their credentials automatically recognised for other systems they may access such as the HPV Procurement Portal (e-sourcing)
- You will only need to login via the HPV website

### What do you need to do?

- Check your registration works (or register if you haven't already done so)
- Expect an email from <u>webadmin@hpv.org.au</u> with a link to update your new password for registration if you haven't registered on the HPV Website before
- Contact HPV for assistance if you are experiencing any difficulties

### Go to <a href="https://www.hpv.org.au">https://www.hpv.org.au</a> and click *Register*

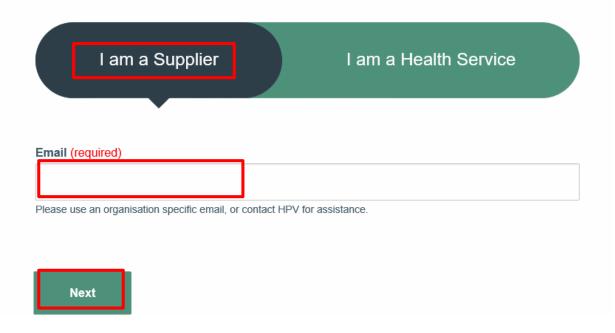


#### To create your account

- 1. Select the "1 am a Supplier" option
- 2. Enter your business specific email address
- 3. Click "Next"

### Register

Welcome to Health Purchasing Victoria's website. To register for an account to access targeted content, please register as a supplier or health service below.



Complete the Registration form and submit

### Register as a Supplier

Email	
supplier.one@supplier.com.au	
Your email address has been accepted.  Please fill out the rest of the form to complete registration.	
First Name (required)	
Surname (required)	
ABN or ACN (required)	
	Lookup
Click on the Lookup button and ensure the entity name matches the ABR	
ABN Entity Name (required)	
Company or Corporation Trading Name	
Phone (required)	
Mobile Phone	

#### Your registration is now complete

An automatic email will be sent to the designated email address with a link to reset account password

HOME → REGISTER → REGISTRATION COMPLETE

### **Registration Complete**



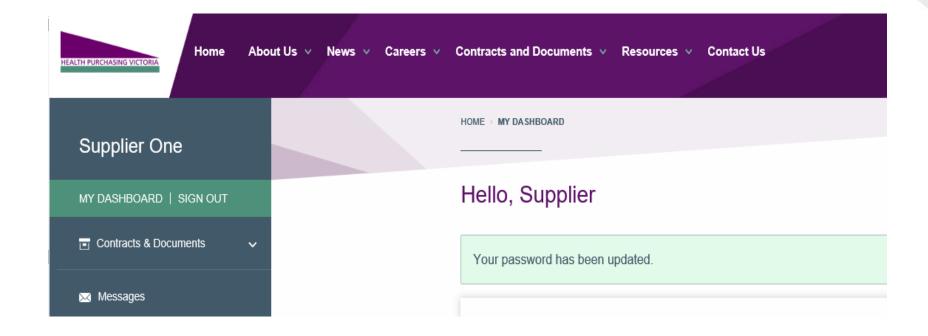
#### Registration Complete

Thank you for registering for a supplier account on HPV's website. Your registration has been received and you will shortly receive an auto-confirmation allowing you to update your password and access supplier content on the website and the HPV Procurement Portal.

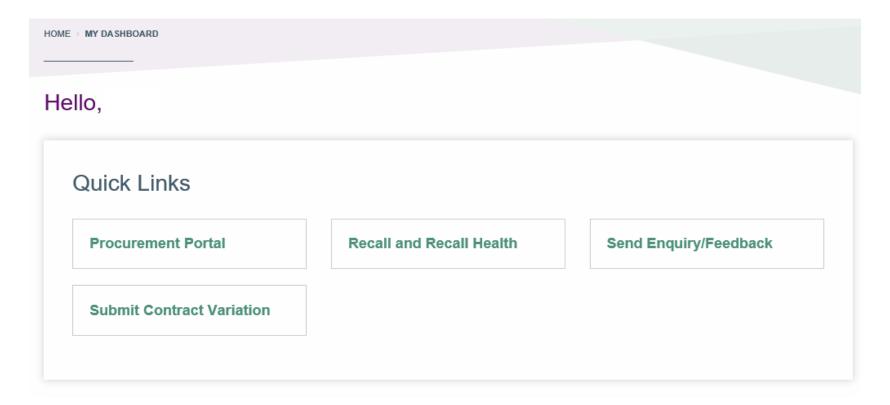
### Enter Password and Update

HOME > UPDATE YOUR PASSWORD Update your password Please enter a new password. **New Password (required)** Confirm New Password (required) \* The password must have no spaces and have at least 6 characters, consisting out of a mixture of alphanumeric, upper and lower case letters and at least one of the following characters !@#\$%^&\* I've read and accept the terms and conditions **Update Password** 

### You are now signed into the HPV Website

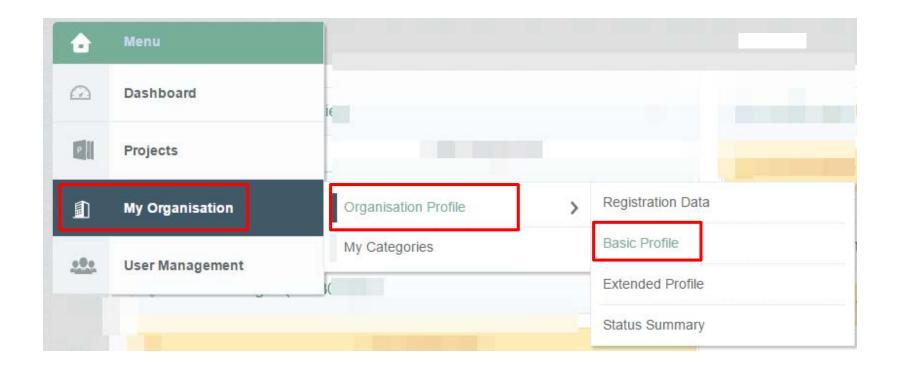


You can now access the HPV Procurement Portal from the Quicklinks menu on your dashboard when you are signed in

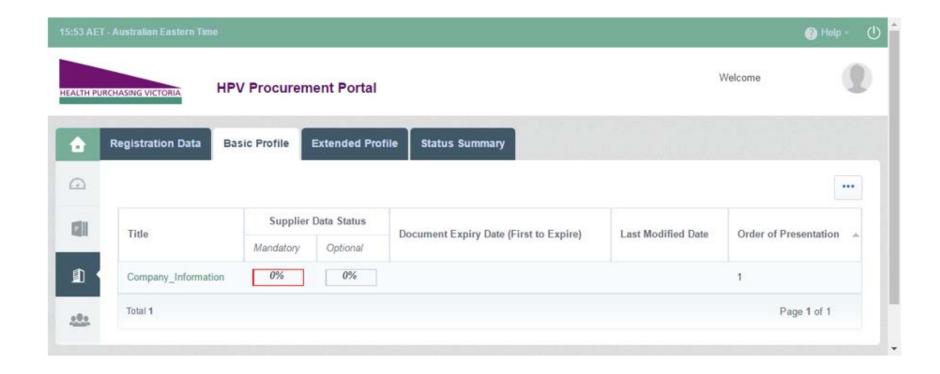


When you click on the HPV Procurement Portal link, you will be redirected to your Dashboard.

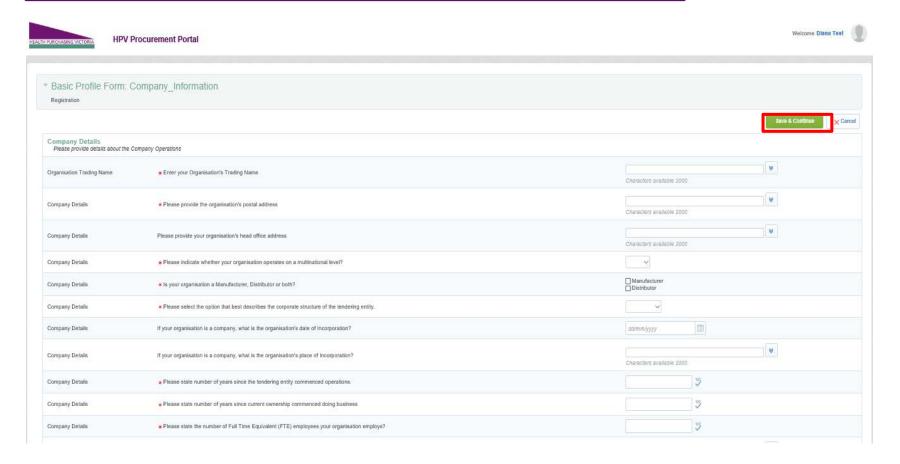
From here, you can update your organisation's profile



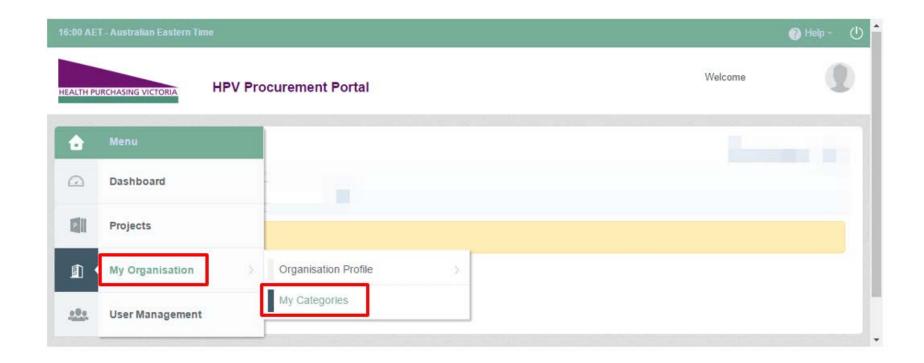
### To update your details, click on the title hyperlink



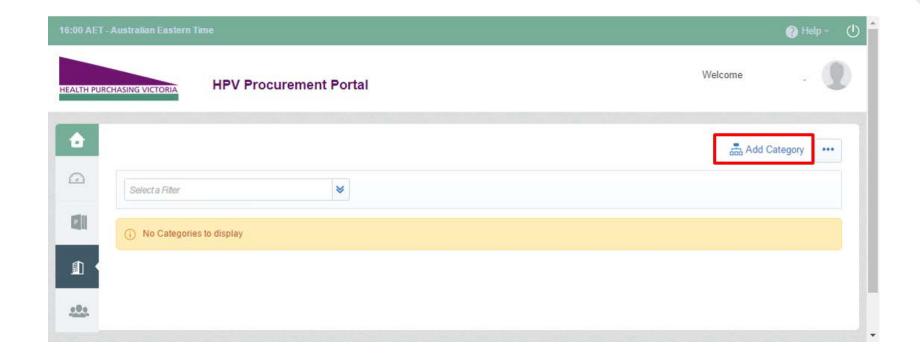
## Complete the form with your organisation details, ensuring all mandatory fields are populated. Then, Save and Continue

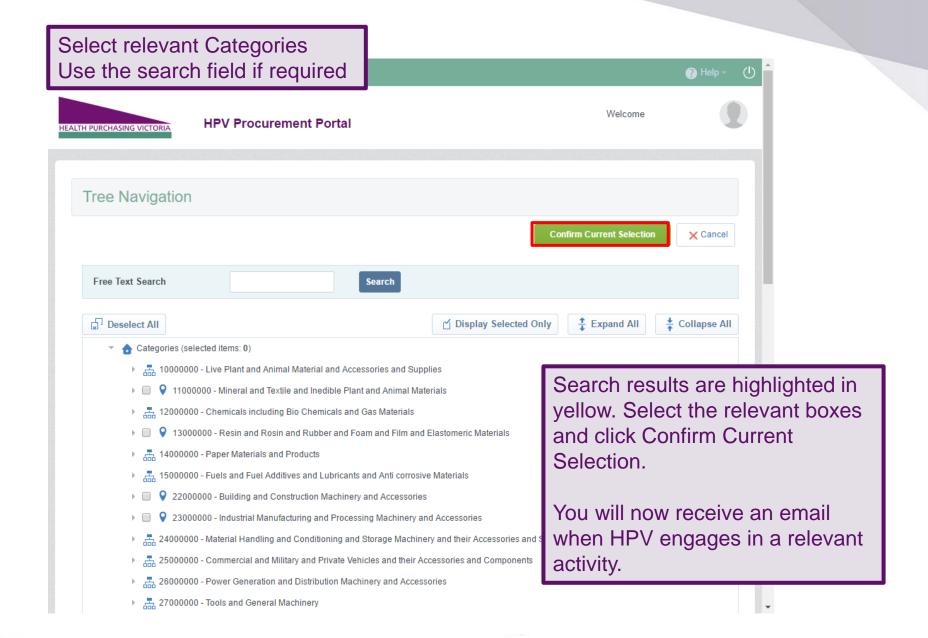


### Next, update your organisation's categories



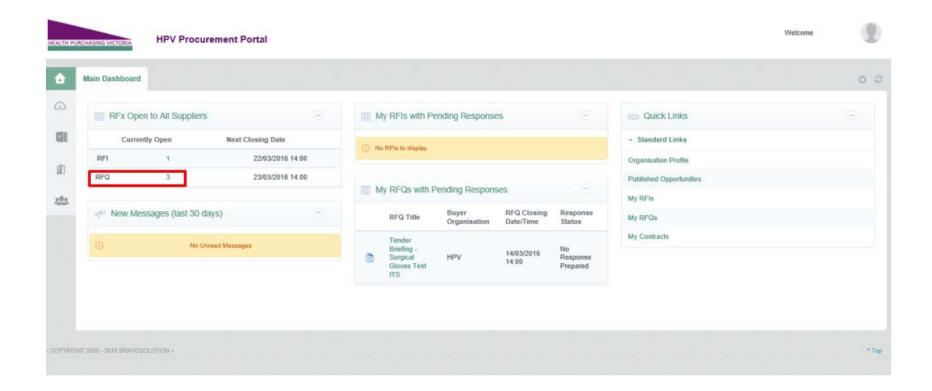
### Click on Add Category



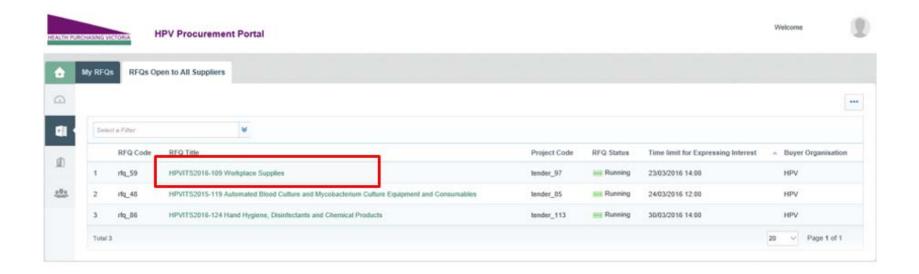


Whenever you enter the Procurement Portal, you will land on a dashboard.

Click on the 'RFQ' line within the 'RFx Open to All Suppliers'



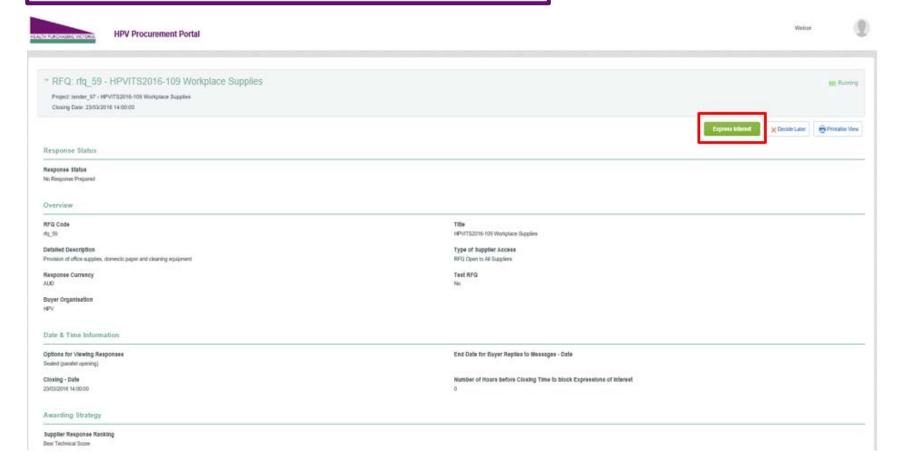
From the list, select the tender you would like to express interest in



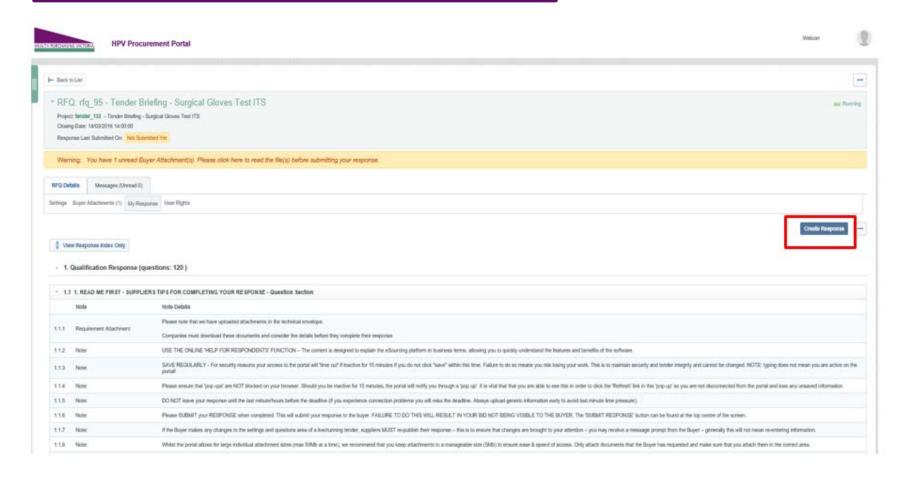
Review the overview information and take note of the deadline date and time.

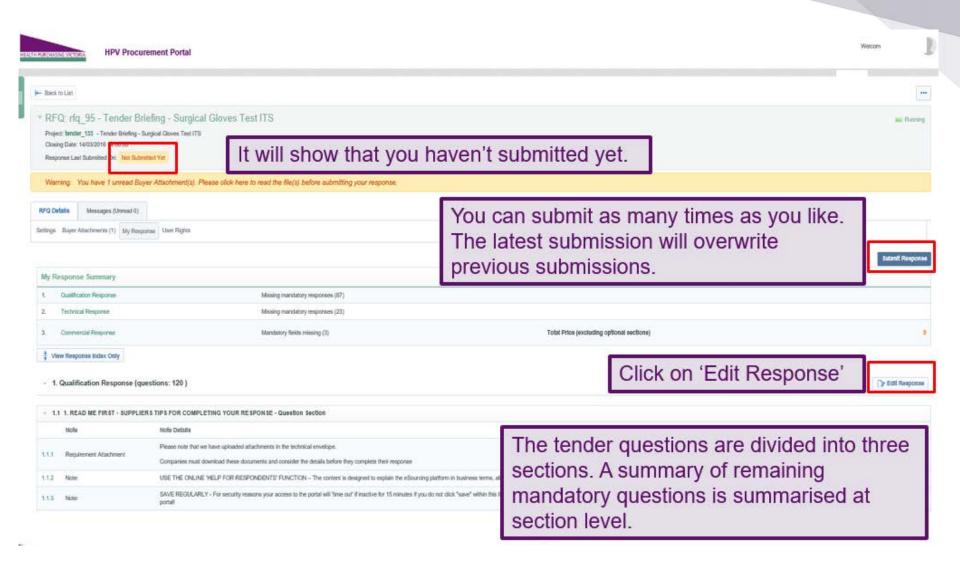
Click on 'Express Interest'.

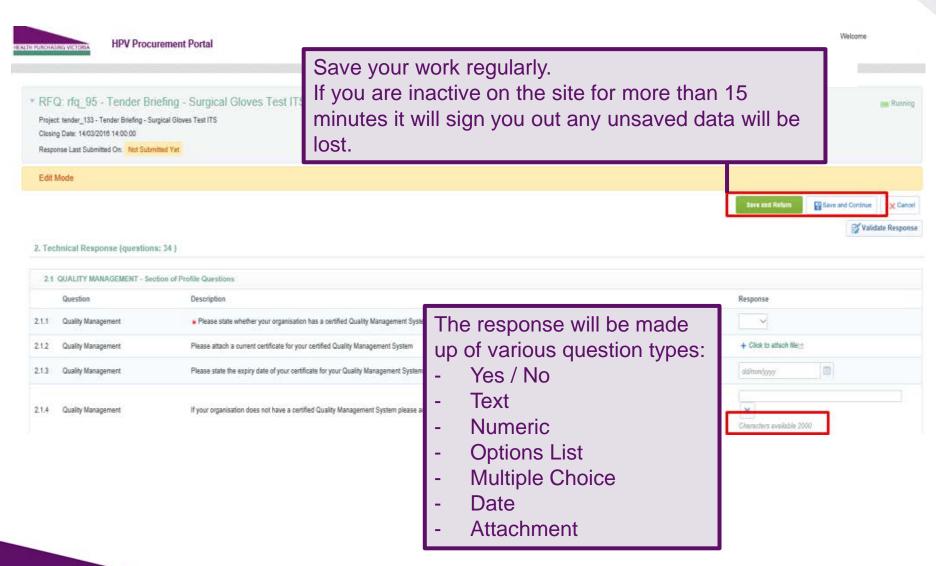
This is the only way to access the event.



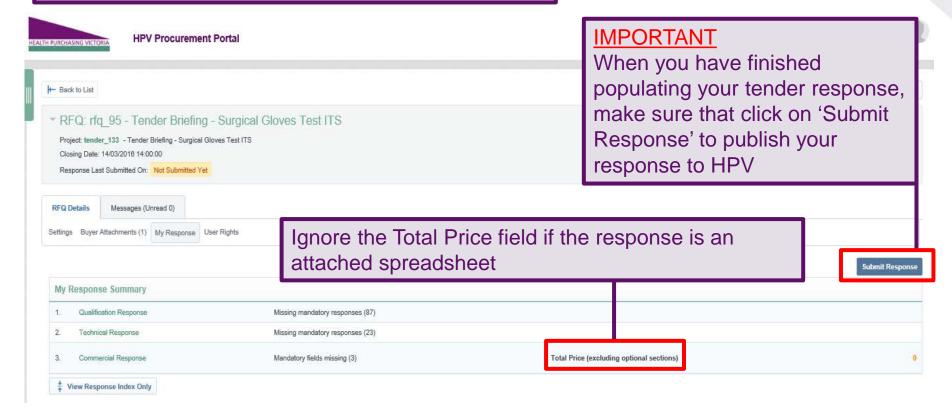
## To populate the content of your tender response, click on 'Create Response'



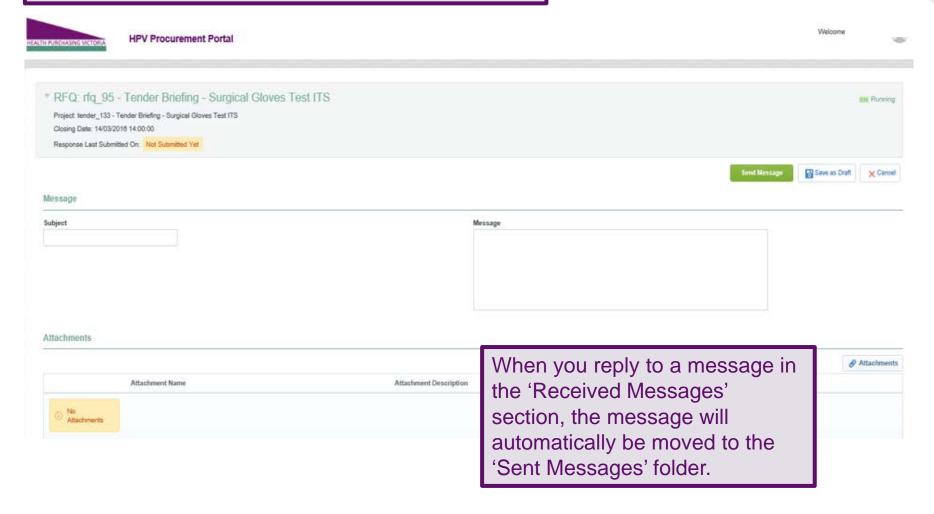


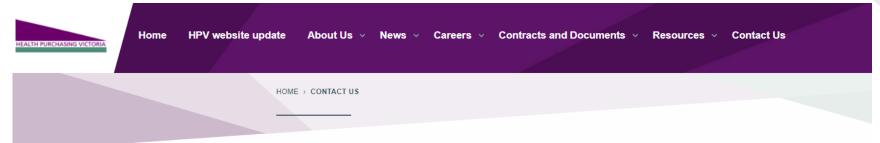


### You'll be unable to submit a response if there are any mandatory fields outstanding



## Questions for HPV? If you need to send a clarification question to HPV use the secure messaging function





For technical support regarding the Procurement Portal, please contact Bravo/Jaggaer helpdesk

#### Contact Us

#### Health Purchasing Victoria

#### Location and postal address:

2 Lonsdale Street (corner Spring Street) Level 34, Casselden, Melbourne, VIC 3000



#### **Health Services**

HPV Health Service Helpdesk:

Ph: (03) 9947 3900

Email: healthservices@hpv.zendesk.com

#### Suppliers

HPV Supplier Assistance (tender and contract queries):

Ph: (03) 9947 3700

Email: suppliers@hpv.zendesk.com

#### General

HPV general enquiries:

Ph: (03) 9947 3700

Email: feedback@hpv.zendesk.com

#### Bravo procurement portal

Bravo Solutions: Ph: (02) 8072 0644

Email: help\_au@bravosolution.com



## Q&A

Please forward your tender/technical questions by Monday the 13<sup>th</sup> of August 14:00 to: D.Nguyen@hpv.org.au

Feedback Form – please fill out and leave at end of session