

INDUSTRY BRIEFING

HPVITS2019-019 EXAMINATION AND SURGICAL GLOVES

Monday 10th of December 2018 David Nguyen Category Officer

Presentation Information

Available on HPV website – Contracts and Documents > Tenders (ITS) > HPVITS2019-019 - Examination and Surgical Gloves

- Industry Briefing presentation slides
- Draft Statement of Requirement (Part 5)
- Questions about the industry briefing and the draft Statement of Requirement will closed AEST 14:00 on the Wednesday the 12th of December. HPV response be posted after that date
- Feedback form on Industry Briefing

Register on HPV website:

Please ensure to favourite the following cabinet:
 "HPVITS2019-019 - Examination and Surgical Gloves" 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.

Examination & Surgical Gloves - 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 Statement of Requirements (SOR) from the 2013 tender was reviewed and the PRG agreed it was pertinent to remove six latex subcategories from the examination gloves category.
- Three new sub-categories are going to be introduced into the examination gloves category to broaden the glove cuff lengths.
- Eight new sub-categories are going to be introduced into the surgical gloves category to accommodate differences in glove thickness.
- When doing your submission please separate the cost of the consumables and dispensers your submission.
- The process and cost associated with the removal and disposal of old dispensers and the fitting of new dispensers (including wall restorations) will be negotiated between health services and suppliers

Product Categories

Product Category	Product Subcategory
	01.01 Examination gloves, non latex, non sterile,
	standard cuff
	01.02 Examination gloves, non latex, non sterile, long
	cuff
	01.03 Examination gloves, non latex non sterile, extra
01- Examination Gloves	long cuff
	01.04 Examination gloves,non latex, Sterile, standard
	cuff 01.05 Examination gloves,non latex, Sterile, long cuff
	01.03 Examination gloves, non latex, Sterne, long cuit
	01.06 Examination gloves, non latex, Sterile, extra long
	cuff
	02.01 Surgical gloves, latex, standard thickness
	02.02 Surgical gloves, latex, thin thickness
	02.03 Surgical gloves, latex, thick thickness
	02.03 Surgical gloves, latex, thick thickness
	02.04 Surgical gloves, non latex, standard thickness
	02.05 Surgical gloves, non latex, thin thickness
	02.06 Surgical gloves, non latex, thick thickness
	02.07 Surgical gloves, under gloves, latex, standard
	thickness
02- Surgical Gloves	02.08 Surgical gloves, under gloves, latex, thin thickness
	02.09 Surgical gloves, under gloves, latex, thick
	thickness
	02.10 Surgical gloves, under gloves, non latex, standard
	thickness
	02.11 Surgical gloves, under gloves, non latex, thin thickness
	02.12 Surgical gloves, under gloves, non latex, thick
	thickness
	02.13 Surgical gloves, double gloving system, latex
	zalaz zalaj sistesi, dedalie giernig eyetelii, idtek
	02.14 Surgical gloves, double gloving system, non latex
03 - Glove Dispensers	03.01 Dispensers for examination gloves

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: 3 year principal period with 1 X 2 year option (3+2)

Pricing Structure:

Fixed based pricing with pallet and container equivalent pricing

Award:

- Put your best price forward
- HPV reserves the right to enter into direct negotiations with suppliers
- 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)
- 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
- Periodic (quarterly or monthly) sales reports to HPV

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 strict 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.
- It has been requested that suppliers provide four sample/box of a range of each new product e.g. size 7/8 and medium/large

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 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

Note:

- Please do ask your referees for permission to use their details
- Referees email must not be a generic email
- Referees email must be from a health service domain

HPVITS2019-019 - Examination and Surgical Gloves - Tentative Timeline

Key Activities	Date
Industry briefing session	Monday, 10 December 2018
Planned ITS release date	Monday, 17 December 2018
Last date for ITS questions	Friday, 18 January 2019
ITS closing date	Wednesday, 30 January 2019
Evaluation	February – June 2019
Respondents advised of outcome	June 2019
Agreement commencement date	Monday, 2 September 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. Nominate a key person or coordinator for this ITS and its final submission.
- 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 a few days 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 https://www.hpv.org.au and click *Register*

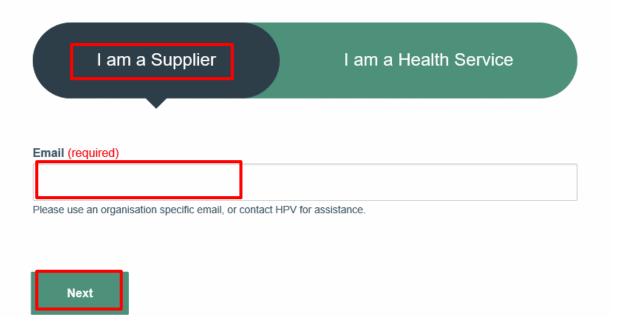


To create your account

- 1. Select the "I 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		ı.	
First Name (required)			
Surname (required)			
ABN or ACN (required)			
			Lookup
Click on the Lookup button and ensure the	e entity name matc	hes the ABR	
ABN Entity Name (required)			
Company or Corporation Trading Name	è		
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.

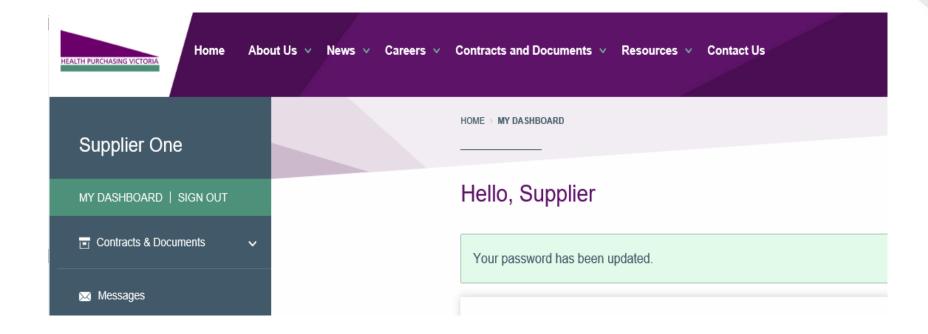
Enter Password and Update

HOME > UPDATE YOUR PASSWORD

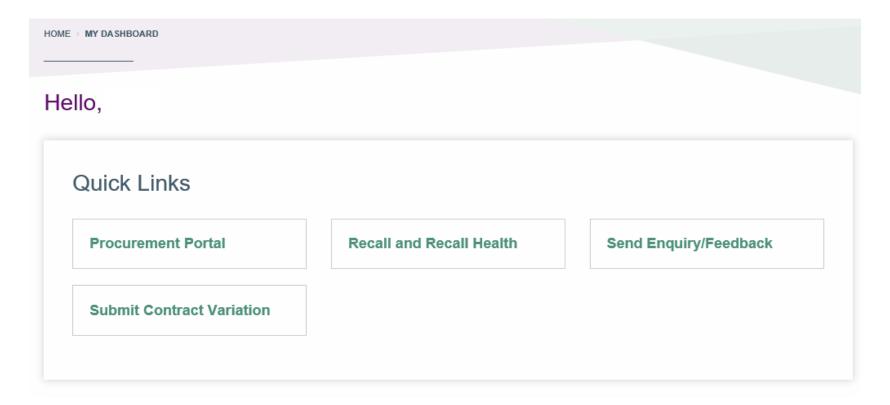
Update your password

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

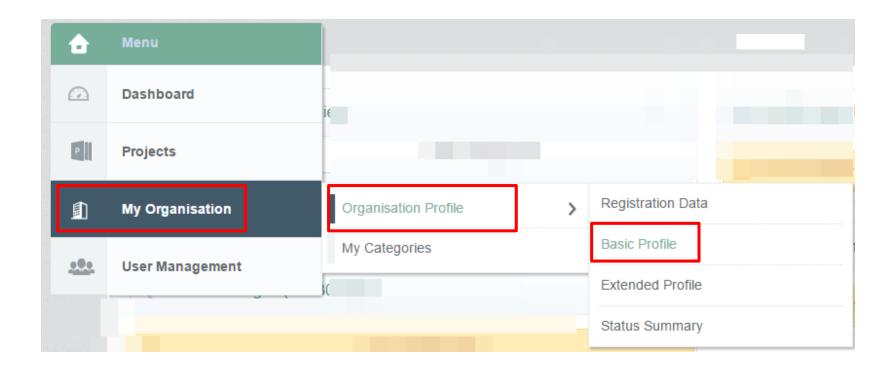


You can now access the HPV Procurement Portal from the Quicklinks menu on your dashboard when you are signed in

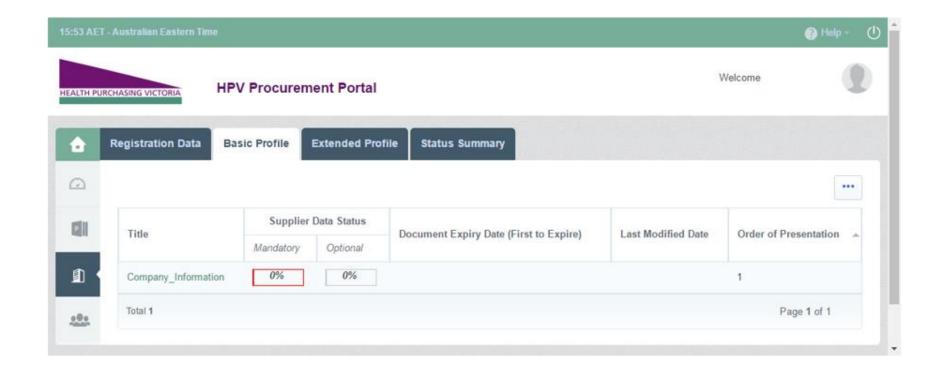


When you click on the HPV Procurement Portal link, you will be redirected to your Dashboard.

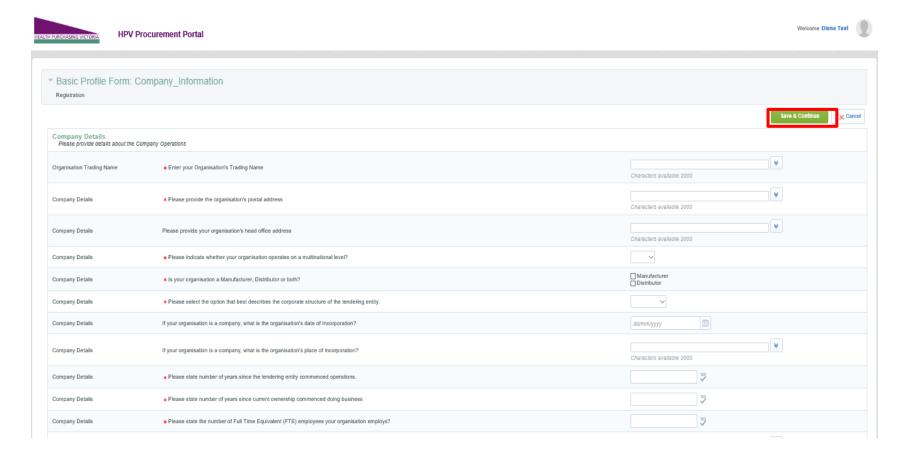
From here, you can update your organisation's profile



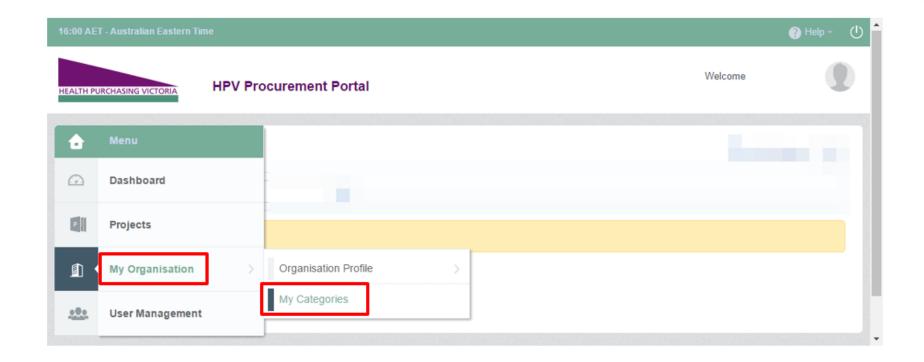
To update your details, click on the title hyperlink



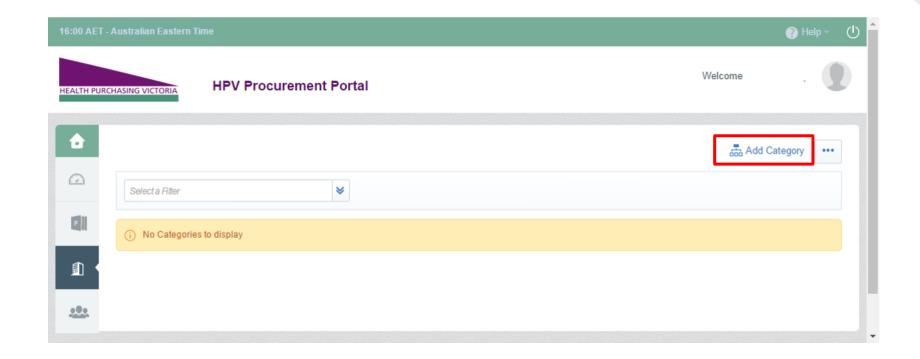
Complete the form with your organisation details, ensuring all mandatory fields are populated. Then, Save and Continue

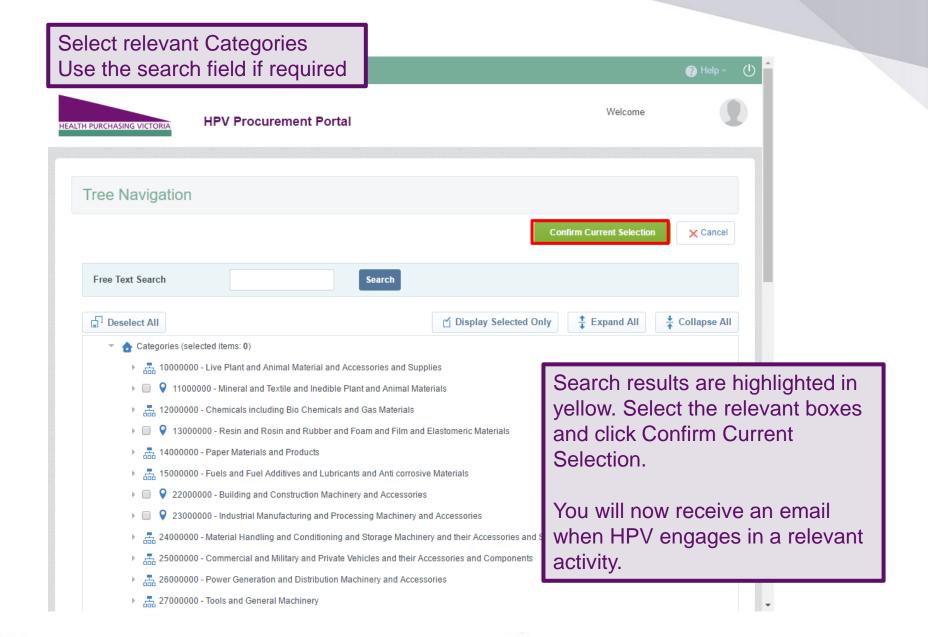


Next, update your organisation's categories



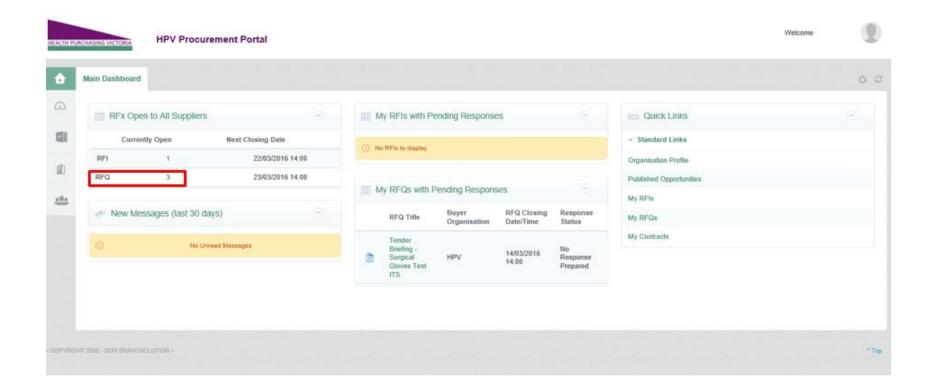
Click on Add Category



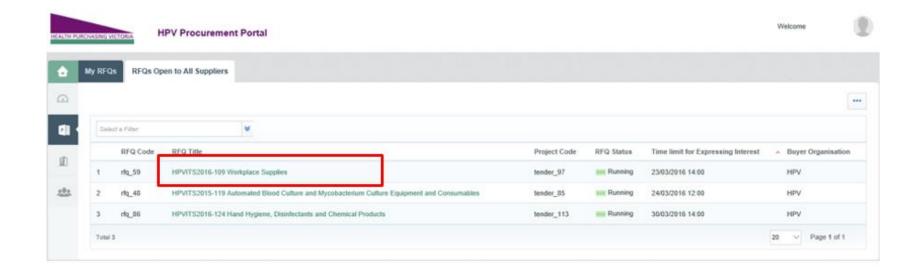


Whenever you enter the Procurement Portal, you will land on a dashboard.

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



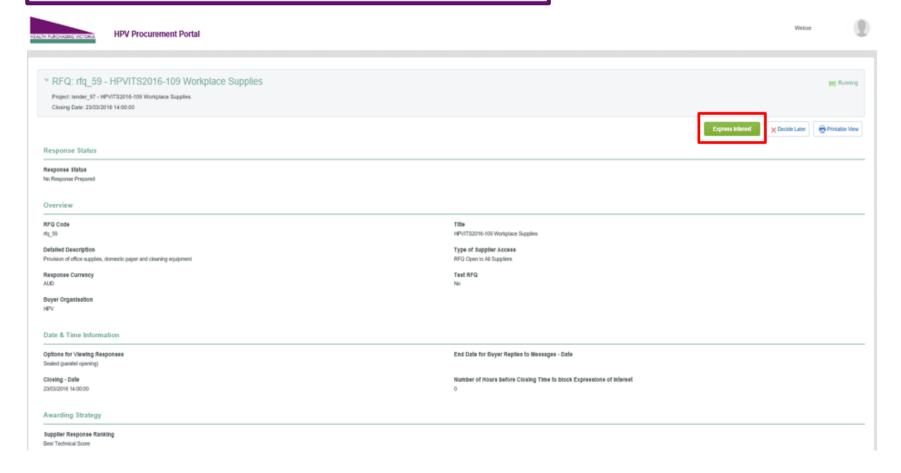
From the list, select the tender you would like to express interest in



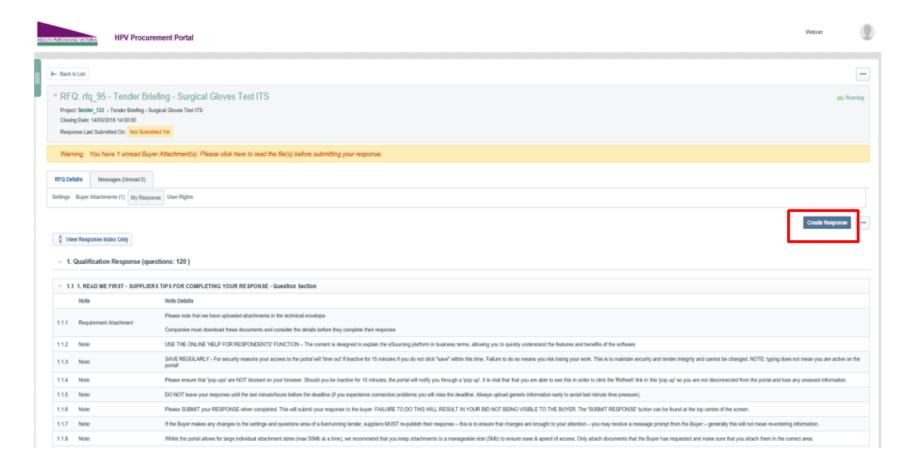
Review the overview information and take note of the deadline date and time.

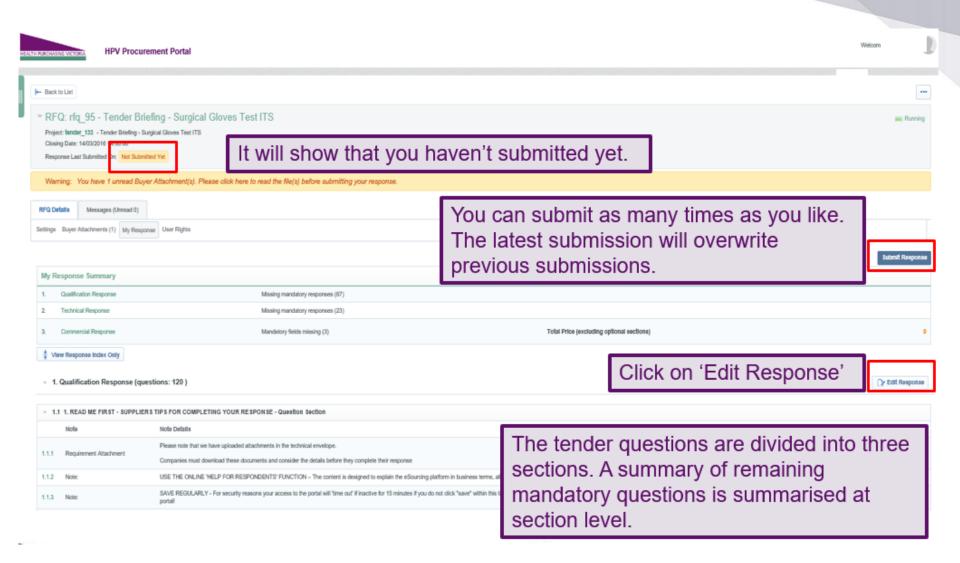
Click on 'Express Interest'.

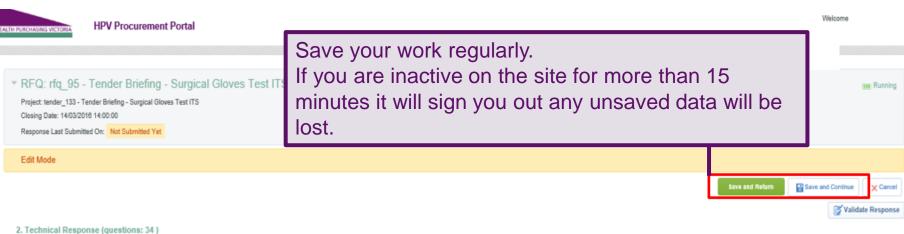
This is the only way to access the event.



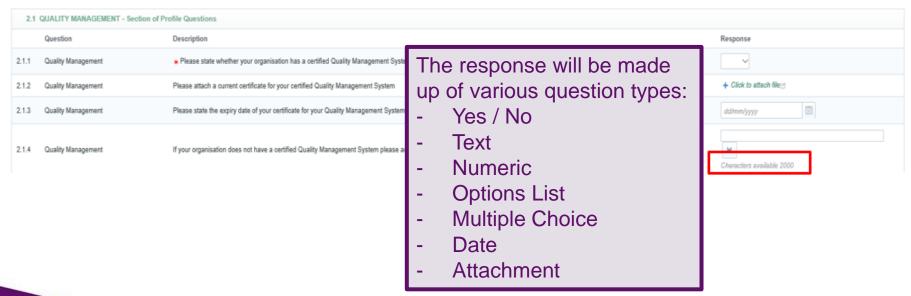
To populate the content of your tender response, click on 'Create Response'



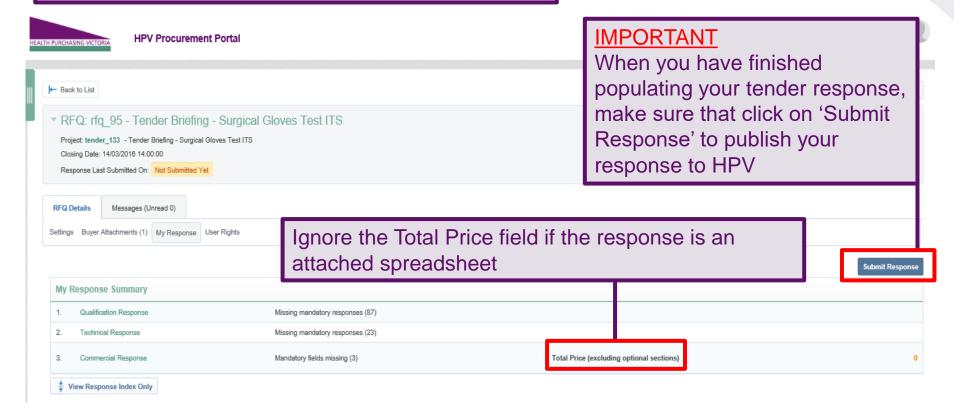




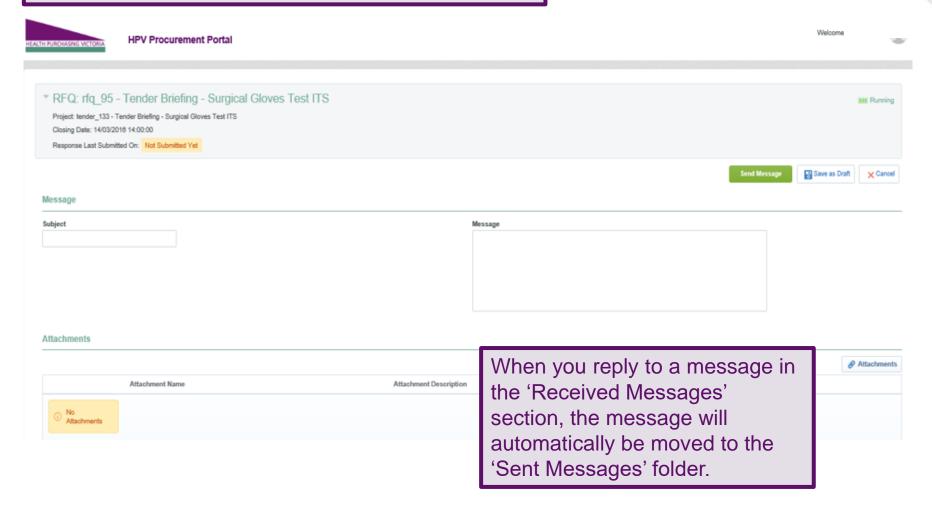
2. Technical Response (questions: 34)

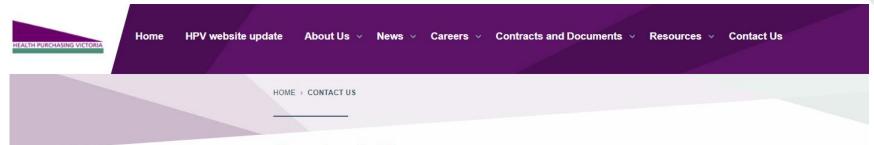


You'll be unable to submit a response if there are any mandatory fields outstanding



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 the Industry Briefing and the draft Statement of Requirement question to me by AEST 14:00 on the Wednesday the 12th of December. HPV response be posted after that date D.Nguyen@hpv.org.au