

#### **SUPPLIER BRIEFING**

## RESPIRATORY PRODUCTS HPVITS2021-015

Tuesday 15<sup>th</sup> of December 2020

David Nguyen Category Manager

### Agenda

- HPV Overview
- Invitation to Supply (ITS)
  - ITS objectives
  - $\circ$  Scope
  - o Contract terms
  - $\circ$  Changes
  - Product categories
  - o Tentative timeline
  - o Distributors
  - Product references
- Tender Response Worksheet (TRW) Demonstration
- HPV Procurement Portal
- Questions

## **Industry Briefing Presentation**

Will be available on HPV website: Contracts and Documents > Tenders (ITS) > **HPVITS2021-015 Respiratory Products**:

- Industry briefing presentation slides
- Draft Statement of Requirement (SOR)
- Draft changes in category listing

Please ensure to favourite the following cabinet: "HPVITS2021-015 Respiratory Products" to receive updates.

Questions about the industry briefing, draft SOR and draft category listing can be forwarded to <u>D.Nguyen@hpv.org.au</u> and will close **AEST 14:00 on Tuesday 22<sup>nd</sup> December 2020**. HPV Q&A responses to be posted after this date.

### Health Purchasing Victoria

Health Purchasing Victoria (HPV) works in partnership with public hospitals and health services to facilitate large scale tenders and manage common-use contracts on behalf of the State.

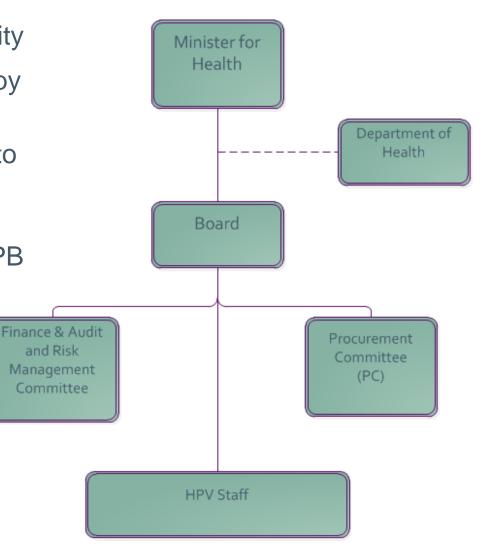
We do this by:

- -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 Department of Health
- Receives legislative support to establish whole of health contracts
- Processes based on the VGPB Strategic Sourcing Principles



### Victorian health suppliers minimum standards



Australian Government Department of Health Therapeutic Goods Administration



- Therapeutic Goods TGA approved
- GS1 data standards (NPC contract compliance obligation)



Recall Health (contract compliance obligation)

### Supplier Code of Conduct

The Victorian State Government is committed to ethical, sustainable and socially responsible procurement.

In ensuring that our suppliers maintain the same values as the Government, the State has established a <u>Supplier Code of Conduct</u>.

The Code outlines minimum ethical standards in behaviour that suppliers will aspire to meet when conducting business with, or on behalf of, the State:

- A. integrity, ethics and conduct
- B. conflict of interest, gifts, benefits and hospitality
- C. corporate governance
- D. labour and human rights
- E. health and safety
- F. environmental management

It is a mandatory requirement that you understand and acknowledge commitment to the code, and ensure it is understood by related parties, contractors and sub-contractors if awarded.

### Industry Capability Network Victoria (ICN)

#### Local Jobs First Policy requirement for this ITS

If Respondent progress through to the final stages of the tender evaluation, under the direction of HPV, Respondent must prepare a Local Industry Development Plan (LIDP) in accordance with the LJF Policy and Guidelines.

#### What you need to know

- The Industry Capability Network (ICN) can assist you in documenting your Local Industry Development Plan (LIDP).
   Contact Number 03 9864 6700. Email: info@icnvic.org.au
- The LIDP template is now done online and can be completed and submitted through Industry Capability Network (Victoria) Victorian at <u>https://icn.org.au/Victoria</u>.

#### **Modern Slavery**

The Australian Government is taking a global leadership role in combating modern slavery. The *Modern Slavery Act 2018* (Cth) established a national Modern Slavery Reporting Requirement, which applies to several health services.

To support health services in addressing the risks of modern slavery in their supply chains, HPV has introduced a new modern slavery clause into its agreements.

#### What you need to know

- The new clauses are designed to facilitate structured engagement on modern slavery.
- HPV aims to assist health services to work collaboratively with suppliers to address modern slavery risks in health service supply chains.

# **INVITATION TO SUPPLY (ITS)**

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# **ITS Objectives**

- Achieve Best Value for Money
- Create efficiency in tendering and category management through use of the National Product Catalogue
- Transparent and efficient bidding process
- Develop supplier relationship management

## Scope

The scope of this ITS includes:

Respiratory products and patient circuits used in most clinical settings, including:

- all critical care areas, from neonate to adult
- Anaesthetics
- general wards and departments

## **Contract Terms**

#### Term:

• 2-year principal period with 2 X 2-year option (2+2+2)

#### **Pricing Structure**:

• Fixed based pricing with volume pricing

#### Award:

- <u>Put your best base price forward.</u> The evaluation committee will only see the base UOM (e.g. the box or carton) for evaluating value for money.
- HPV reserves the right to enter direct negotiations with suppliers

## Changes

Since the last market attempt in 2019, the following tendering terms and procedures have changed:

- 2-year principal period with 2 X 2-year option (2+2+2)
- Upon request from HPV post tender closure, two samples of different sizes (at least one paediatric size if relevant) may be requested for sample evaluation
- Product references letter for new suppliers/products will now be required to be completed prior to tender closure by your nominated referee and to be sent back directly to HPV on <u>healthservices@hpv.zendesk.com</u>
- If Respondent progress through to the final stages of the tender evaluation, under the direction of HPV, Respondent must prepare a Local Industry Development Plan (LIDP) in accordance with the Local Jobs First Policy and Guidelines

## Changes

For existing Ventilator equipment suppliers:

- Suppliers currently on the Ventilators contract in Category 7 (consumables and semi-consumables), will need to retender their contracted items under the scope of Respiratory Products.
- The new Respiratory Products contract is due to commence 01 Feb 2022 and until such time all consumables will remain on the HPVC2016-076 Ventilators Contact. The only consumables that will remain on Ventilators post 01 February 2022 will be the flow sensors, batteries and expiratory valves.

## Changes

- Category 7 Breathing Circuits and Accessories: For proprietary consumables product that is available from one supplier and fits/use with one only brand of device. The device must be awarded in an existing HPV Equipment contract.
- Category 9 Gas Sampling and CO2 Monitoring: Suppliers who tender products for this category may be required prior to the end-date of this contract to retender in an alternative contract HPVC20XX-021 - Monitoring Products.

# **Product Categories**

17

Product Category Number	Category Description	Product Category Number	Category Description
1	Oxygen Face Masks	14	Endotracheal Tubes
	Anaesthesia/Resuscitation Face		Intubation Stylets, Airway Catheters and
2	Masks	15	Guides
3	Non Invasive Ventilation Interfaces	16	Laryngeal Mask Airways
4	Nasal Cannulae	17	Tracheostomy Tubes
5	Oxygen Tubing	18	Yankauer Suction Devices
6	Nebulisers	19	Suction Catheters
7	Breathing Circuits and Accessories	20	Closed Ventilation Suction Systems
8	Respiratory Filters	21	Suction Tubing
	Gas Sampling Lines and Co2		
9	Monitoring	22	Closed Wall Suction Systems
10	Catheter Mounts and Connectors	23	Manual Resuscitators
11	Rebreathing Bags	24	Laryngoscope Blade
12	Oropharyngeal Airways (Guedel)	25	Asthma Spacers
7 13	Nasopharyngeal Airways		

# **Tentative Timeline**

Key Activities	Date	
Industry Briefing (IB)	Tuesday 15 <sup>th</sup> December 2020	
Last day for IB Q&A	Tuesday 22 <sup>nd</sup> December 2020	
ITS Release Date	Friday 22 <sup>nd</sup> January 2021	
ITC Classing Data and Time	Friday 18 <sup>th</sup> February 2021	
ITS Closing Date and Time	14:00 AEST	
Evaluation	February 2021 – October 2021	
Respondents advised of outcome	November 2021	
Agreement Commencement Date	Tuesday 1 <sup>st</sup> February 2022	

#### Distributors

Respondents nominating Distributors must:

- provide HPV with a copy of the nomination letter
- provide details for all products available through the Distributor
- inform Distributors of the ITS outcome prior to contract commencement
- update Distributors with accepted contract amendments throughout the contract term
- ensure Distributors can support you in the sales reporting.

Successful respondents are directly accountable for:

- product availability
- sales reports
- correct invoice pricing

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

#### **Product References**

#### Reference sites letters are required for:

• products that are not on the current HPV contract

#### Referees must:

- be clinical or product end users
- 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
- be informed and agreed to provide reference to HPV

**Note:** Product references letter for new suppliers/products will now be required to be done prior to tender closure by your nominated referee and to be sent back directly to HPV on <u>healthservices@hpv.zendesk.com</u>

A template will be provided in the tender package.

## TENDER RESPONSE WORKSHEET (TRW)

#### Tender Response Worksheet (TRW)

- The TRW is used to collect detailed data on the products tendered, including price and supplier/distributer data
- Data will be used to evaluate your products. If your data is wrong or incomplete your product may be (inadvertently or consciously) not awarded
- Data may ultimately feed into pricing schedules, the Common Catalogue, EDI (purchasing systems) etc. Its not just for clinicians
- Processes in HPV and Health are becoming more automated If your data is incorrect, ultimately it will be harder for your customers to find, use, understand and buy your products!

### Tender Response Worksheet (TRW)

#### Instructions for completion

- Complete <u>all</u> requested information
  - Mandatory data missing = Product won't be awarded
- If your product could be tendered in more than one subcategory, tender it once only in the most appropriate sub category
- The "Commercial" and "Clinical" tabs are linked for each Category by the "Auto populated" (Grey) Cells. Do not override or delete these formulas
- To add rows (if >500 products per category) ensure that rows are added to both the "Commercial" and "Clinical" tabs & formulas "fill down". Contact HPV if this doesn't work for you
- Do not add columns
- Provide responses in the requested format

## Data Integrity in TRW

Poor quality information will be returned for correction (or product not awarded):

- Human and machine understandable descriptions i.e. it must be easier for nonspecialists to understand and interpret e.g.
- No (or very limited) abbreviations, especially if not common or ambiguous to a non-expert (Don't write N/S for non-sterile, Sz for size, Disp for disposable, similarly L/LG/LRG may not appear in a search for "Large"
- Give appropriate units where required: Don't write 100x5; Use 100mm x 5mm
- If sizing is not standardised among suppliers, consider adding dimensions or a more standardised sizing measure as well
- Avoid using Brand names, ®, ™, and company specific jargon unless required.
   Add standard terminology if jargon may not be understood by non expert
- All components of Kits must be listed
- Ordering part numbers & descriptions must be complete and unique

## Data Integrity in TRW

- The UNSPSC must be given to at least Level 3 (preferably L4) (L3 = 42xxxx00)
- The ARTG must have a number or be listed as "EXEMPT" (TBC/TBA = non award)
- UOM descriptor must be reflective of the standardised GS1 Packaging Type descriptor (e.g. 'carton' not 'sleeve')
- Country of Manufacture must be populated and reflective of GS1 code lists (e.g. 1: Australia, not Aust, not Victoria e.g. 2: United States, not USA or America or Iowa)
- Use commas or semi colons to separate properties where appropriate
- Use meters rather than feet / inches (unless standard practise is otherwise)

### Data Integrity in TRW

**Overall:** 

Product Description must be clear, succinct and as detailed as possible, with key properties/components listed in (general) order of importance e.g. Product, Sterile/Non-Sterile, Size, extra components etc

Oxygen Mask, High Concentration, paediatric size, with 2.1m tubing, with xyz type connector

Oxygen Mask, High Concentration, paediatric size, without tubing, with xyz type connector

5x box of OxyHimask<sup>™</sup> w/ newly improved 7foot tubing, pead/neonat and connector

## **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
- Upon request from HPV post tender closure, two samples of different sizes (at least one paediatric size if relevant) may be requested for sample evaluation. The samples will be disposed of after evaluation.

## **HPV PROCUREMENT PORTAL**

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## **Procurement Portal**

Documents are available, to be completed and submitted via the RFQ section of the HPV Procurement Portal accessible from the HPV website <u>www.hpv.org.au</u>

Register on the HPV website to access the HPV Procurement Portal, hosted by Jaggaer.

The HPV Procurement Portal supports one Super-user who is responsible for managing sub-users, including visibility to the EOI documentation.

#### **HPV procurement portal**

Jaggaer: Ph: 02 8074 8627 <u>customersupport@jaggaer.com</u>

## **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 Jaggaer helpdesk for technical guidance, tel (02) 8072 0644

## **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	<mark>1</mark> .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

## 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 <u>https://www.hpv.org.au</u> and click *Register*

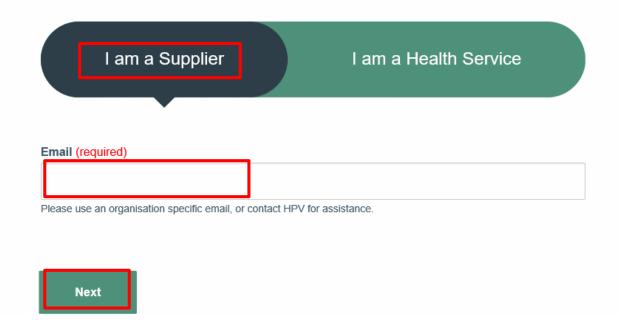


To create your account

- 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.



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#### 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.

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

HOME : MY DASHBOARD Hello, Quick Links Procurement Portal Recall And Recall Health Send Enquiry/Feedback Submit Contract Variation

HEALTH PURCHAS				
	HPV Procurement Porta	al	Welcome Sarah Dooley	
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	RFQ 0 -		Published Opportunities	
		Ⅲ My RFQs with Pending	My Auctions	
	New Messages (last 30 days)	Responses	My RFIs	
		(i) No RFQs to display	My RFQs	
	(i) No Unread Messages	U No Ni do to display	My Contracts	

You will be directed to your Dashboard where you can access any open RFQ or edit your personal profile

#### User: Sandra Ireland

Role: Super User (with some Redefined Rights) Division: Division

Save X Cancel

#### **User Details**

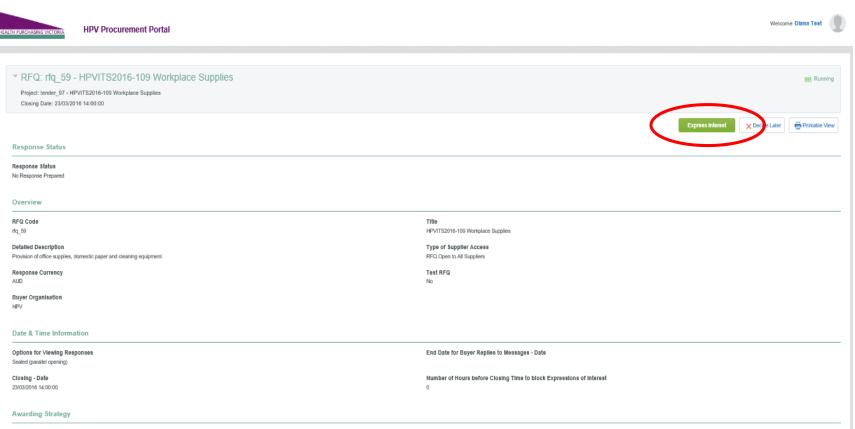
★ Last Name	Ireland		
<b>∗</b> First Name	Sandra		
User Status	Active		
User Tag for Codes			
* Email	s.ireland@hpv.org.au		
* Telephone Number	03 9947 3724		
The Mobile phone number must start with '+' and contain digits	+610409050188		
from 0 to 9 (min 8 max 15) with no spaces. The first number can not be 0.			
Division Name	Division		
Department	🗸		If you are the Super User you will receive all system
Role Name	Super User		vou will receive all system
st Choose your Username and check it is not already in use	s.ireland@hpv.org.au;sales@hpv.org.au		
* Preferred Language	English (UK)		alerts. You can change or
* Time Zone	(GMT +10:00) Sydney, Canberra, Melbourne	$\checkmark$	add email addresses
			using ; to separate

## From your Dashboard click on the 'RFQ' line within the 'RFx Open to All Suppliers'

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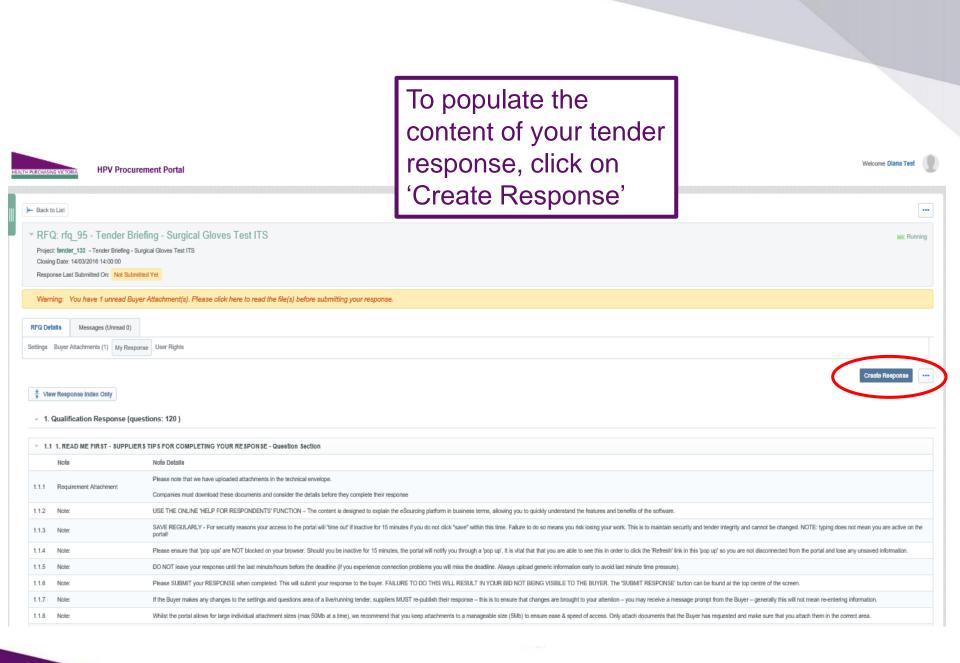
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22	2	rfq_48	HPVITS2015-119 Automated Blood Culture and Mycobacterium Culture Equipment and Consumables	tender_85	Running	24/03/2016 12:00	HPV	
	3	a8_ph	HPVITS2016-124 Hand Hygiene, Disinfectants and Chemical Products	tender_113	Running	30/03/2016 14:00	HPV	
	Total	3					20 V Page 1 of	1

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Supplier Response Ranking Best Technical Score

> Click on 'Express Interest'. This is the only way to access the event.



Make sure you save regularly. If you are inactive on the site for more than 15 minutes you will need to sign in again and any unsaved data will be lost.



#### HPV Procurement Portal

RFQ: rfg 95 - Tender Briefing - Surgical Gloves Test ITS m Running Project: tender\_133 - Tender Briefing - Surgical Gloves Test ITS Closing Date: 14/03/2016 14:00:00 Response Last Submitted On: Not Submitted Yet Edit Mode and Continue X Cancel SValidate Response 2. Technical Response (questions: 34) 2.1 QUALITY MANAGEMENT - Section of Profile Questions Question Response Please state whether your organisation has a certified Quality Management System? 2.1.1 Quality Management  $\sim$ + Click to attach file Please attach a current certificate for your certified Quality Management System Quality Management 2.1.2 Quality Management Please state the expiry date of your certificate for your Quality Management System dd/mm/yyyy 2.1.3 2.1.4 Quality Management If your organisation does not have a certified Quality Management System please advise how you intend to ensure that you meet the customers requirement and industry standards for Quality ♦ Characters available 2000

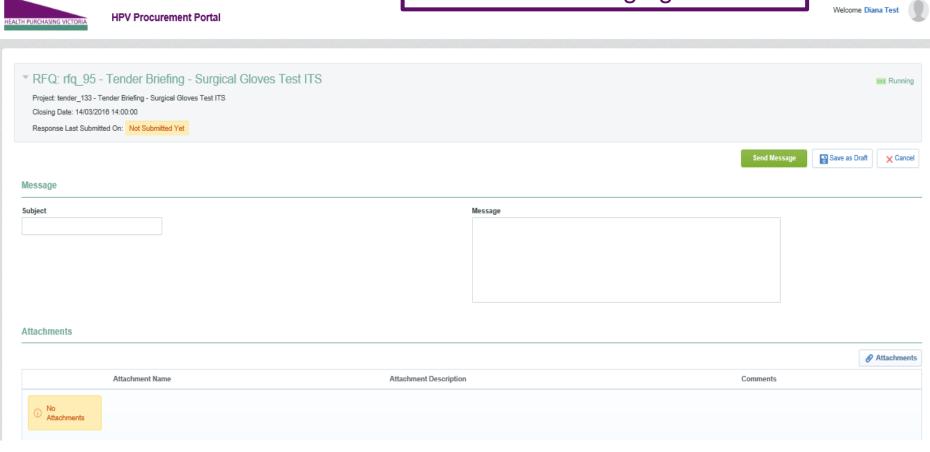
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Welcome Diana Test

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			Submit Response
My	Response Summary		
1.	Qualification Response	Missing mandatory responses (87)	
2.	Technical Response	Missing mandatory responses (23)	
3.	Commercial Response	Mandatory fields missing (3) Total Price (excluding optional sections)	0
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	Note	Note Defails	
		Please note that we have uploaded attachments in the technical envelope.	
1.1.	1 Requirement Attachment	Companies must download these documents and consider the details before they complete their response	
1.1.3	2 Note:	USE THE ONLINE 'HELP FOR RESPONDENTS' FUNCTION - The content is designed to explain the eSourcing platform in business terms, allowing you to quickly understand the features and benefits of the software.	
1.1.3	3 Note:	SAVE REGULARLY - For security reasons your access to the portal will "time out" if inactive for 15 minutes if you do not click "save" within this time. Failure to do so means you risk losing your work. This is to maintain security and tender portal!	integrity and cannot be changed. NOTE: typing does not mean you are active on the

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If you need to send a clarification question to HPV use the secure messaging function



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Once complete ensure you click 'Submit Response' -You will be unable to submit a response if there are any mandatory fields outstanding

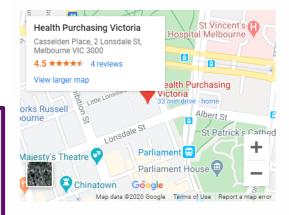
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	My Response Summary	Submit Response
	1. Qualification Response     Missing mandatory responses (87)       2. Technical Response     Missing mandatory responses (23)	

### Contact Us

#### Health Purchasing Victoria

#### Location and postal address:

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



**Requests and Complaints Procedures:** 

For details on HPV's compliance to the Freedom of Information Act, download HPV's FOI Procedure

For details on how HPV collects, uses and discloses personal information, download HPV's Privacy Procedure

For details on how to make a complaint, download HPV's Complaint Management Policy

#### **Health Services**

Customer Engagement Team Listing of Customer Relationship Managers

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

Have a general query or want to provide feedback? Go to our **Feedback Form** 

#### Media

0418 568 628

#### HPV procurement portal

Jaggaer: Ph: 02 8074 8627 customersupport@jaggaer.com

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



# **QUESTIONS?**

Please forward your questions for this Industry Briefing by **AEST 14:00 on Tuesday 22nd December 2020** to:

D.Nguyen@hpv.org.au

HPV Q&A responses will be posted after this date.