

HPVITS2021-015 Respiratory Products Industry Briefing

Tuesday 15th of December 2020

Industry Briefing – Q&A Responses

Q: Is expired sample stock acceptable for review?

Yes, expired stock is fine, as long as its on your current catalogue. Please do remember that 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.

Q: Reference Letters- how many written references do you require each new product we are looking to add?

For a new product or range (of various sizes/colour) we will require a reference letter from your referee. A reference letter template will be provided to you in your tender package, in which you will forward to your referee to fill out.

In addition to the reference letter, we ask you to also populate your referees details in the tender response worksheet (excel).

Q: Proposed Distribution model- you mentioned the new HealthShare Victoria warehouse would absorb the current Melbourne Health & Monash Health distribution centres, can you provide some further information on this?

The Victorian Government has announced the establishment of a new entity, HealthShare Victoria (HSV), to manage the purchasing, supply and distribution of critical medical consumables for Victoria's public health services.

HSV will build upon improvements to Victoria's medical consumables supply chain reform during the COVID-19 pandemic, including the establishment of a centralised procurement and supply chain for PPE and medical equipment, and will absorb the functions currently provided by Health Purchasing Victoria (HPV), among other Victorian health organisations.

HSV represents a significant strengthening of Victoria's core public sector capabilities and will provide substantial short-and long-term benefits for Victoria's health system and patients. Specifically, HSV will use state-wide

purchasing and economies of scale to generate significant savings for health services and improve the coordination of sourcing and distribution of critical PPE and medical supplies.

A new central warehouse is being set up to centralise the distribution of stock by HSV on behalf of Victoria's public health services, and HPV has identified several categories of consumable items as potential stock items for this new central warehouse.

Melbourne Health logistics will transition to Healthshare Victoria on the 1st of January 2021. Current bulk deliveries will be eventually be redirected, over the ensuing months, to this new facility.

Monash Health will transition late 2021.

Q: Pricing- how many columns for pricing will there be? Noting the 2019 tender only had 1 option, will this tender have the option for sole supply pricing, panel pricing, bulk warehouse pricing, individual pricing?

Pricing will continue to be at the base unit price and will have provision for volume discounts (targeted towards bulk warehouse pricing i.e. cartons/half pallets/full pallets).

Q: Will usage information be provided with the tender documents?

Usage data from 2019 will be provided as this is the most accurate representation of a normal purchasing year.

Q: Price Review capped at 3% - Can you expand on how this was calculated? Noting HPV are asking for pricing to be fixed for 3 years (approx. 12months from the tender submission + 2 years from start of contract), most manufacturers apply annual increases.

The price review will be based on the variation (increase or decrease) in imported content of the contracted products. The Contractor must provide evidence of the cost variation to HPV.

Price movements can only be initiated on the following conditions:

The monthly average movement in the AUD exchange rate (reference to RBA) of the last twelve months prior to each option period, and

The price review is capped to 3%.

Q: Urgent deliveries- is this really needed for a consumable tender?

Yes, some consumables are time critical like breathing circuits.

Q: Considering the time of year and factoring in staff on annual leave, Australia Day Holiday, Chinese New Year, will you be extending the due date?

Unlikely to extend. We have given the market ample time to review the Statements of Requirement prior to market release.