

INDUSTRY BRIEFING – HPVITS2020-010 STERILISATION CONSUMABLES AND RELATED SERVICES

Wednesday, 6 Nov 2019 14:00

Vishal Mago Category Manager

Agenda

- HPV Overview
- Invitation to Supply (ITS)
- Tender Response Worksheet (TRW) Demonstration
- HPV Procurement Portal
- 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 and facilitate large scale tenders and manage common-use contracts on behalf of the State

INVITATION TO SUPPLY

Supporting Information

- HPV Website: <u>www.hpv.org.au</u>
- rfq_752 Sterilisation Consumables and Related Services
- All ITS documents available online
- Industry briefing presentation slides will be published later today

Project Team

Product Reference Group (PRG)

Specialist subject matter experts from Health Services

Diana Skratulja – Clinical Product Advisor

Clinical interface with Health Services and assists with evaluation

James Jayalath – Sourcing Analyst

Provides financial analysis and assists with evaluation

Vishal Mago – Category Manager

Authorised person for this ITS and ongoing contract management

Responsibilities

Action	Responsibility
Determine scope, high-level strategy, risks	HPV/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

ITS Scope and Objectives

The scope includes consumables used in Sterilising departments for the reprocessing of reusable medical devices.

- 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

Contract Terms

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

Pricing Structure:

- Fixed price principal term
- Consolidated or group buy purchase for trays/containers

Award:

- Restricted panel at category level
- Conditional award

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 (90 % minimum), building to 95% average

Product Categories

Category Number	Category Description
1	Cleaning Agents
2	Instrument Cleaning Brushes
3	Instrument Protectors
4	High And Low Temperature Sterilisable Containers Or Trays
5	High And Low Temperature Sterilisable Accessories
6	Single Use Sterilisation Wraps
7	Laminate/Flexible Packaging
8	Tray Liners
9	Chemical And Process Indicators
10	Biological Indicator Tests
11	Manual Batch Tracking And Processing Accessories
12	Chemical And Gas Sterilants, High Level Disinfectants And Test Strips
13	Filters
14	Testing Services And Validation Of Reprocessing Equipment

Variations from previous HPV contract

- Introduction of Testing Services Category 14
- Integration of the Victorian Government Purchasing Board's Supplier Code of Conduct and Social Procurement Framework
- HPV will not accept departures for certain government contract template clauses, except for extraordinary reasons.

Samples

- Respondents are required to provide a minimum of 10 (ten) individual sample sets clearly labelled in a transparent bag.
- Samples to be delivered to HPV by 20 Nov
- Samples are only required for products not currently on an HPV contract and for the sub-categories requested
- A carton of 1200 pouches or 50 liners or 100 wraps maybe broken up.
 Respondents should put at least 5 each in a clear transparent bag, label the same and provide 10 such samples.
- If a product range is being tendered, please provide samples of the 2 most common items in that range - again 10 sets.

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 Supplier Code of Conduct.

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

- 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 ensuring it is understood by related parties, contractors and sub-contractors.

Local Jobs First (previously known as Victorian Industry Participation Policy)

The Local Jobs First Policy is an industry development procurement policy aimed at maximising opportunities for small and medium size enterprises (SME's) to compete for government contracts, whilst achieving value for money. ICN Victoria assists with implementing the Policy on behalf of the Victorian Government, providing assessment services to procuring departments, agencies and authorities, and assistance to buyers and suppliers.

- For more detailed information see the Department of Jobs, Precincts and Regions – <u>Local Jobs First</u>.
- For information on the Local Jobs First Strategic Projects Forward Plan please click <u>here</u>.
- To submit a Local Industry Development Plan <u>VMC</u>.
- The Standard Local Jobs First Process for Bidders is available for download here.

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)

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

HPVITS2020-010 Tentative Timeline

Item	Date
Issue date	29 Oct 2019
Information/briefing session	6 Nov 2019
Last Date/Time for Inquiries	20 Nov 2019
Closing Date and time	26 Nov 2019 14:00 AEDT
Outcome advise	Mid- April 2020
Agreement commencement date	01 June 2020
Debriefing Available	From 01 July 2020 for the period of 4 weeks

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 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*

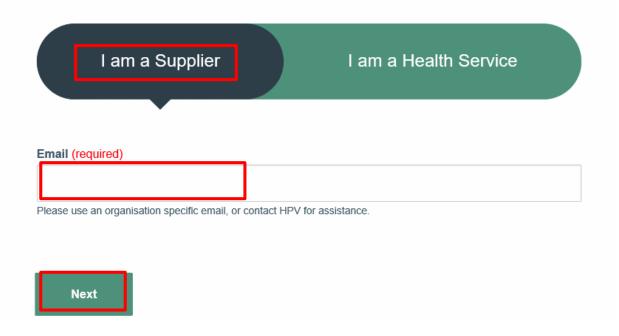


To create your account

- 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 complete registration.	
First Name (required)	
Surname (required)	
ABN or ACN (required)	
Looku	пþ
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.

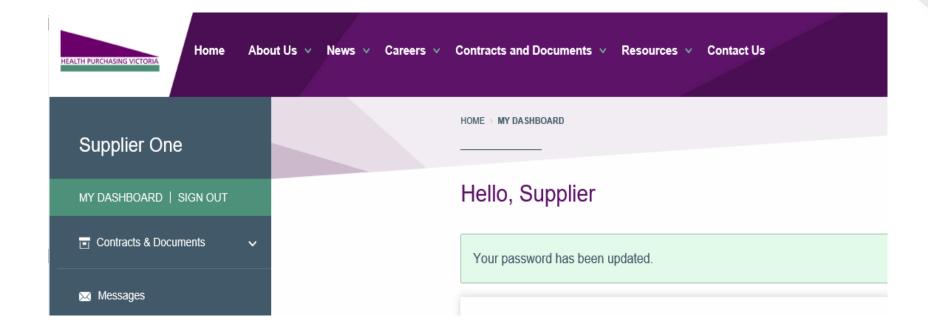
Enter Password and Update

HOME > UPDATE YOUR PASSWORD

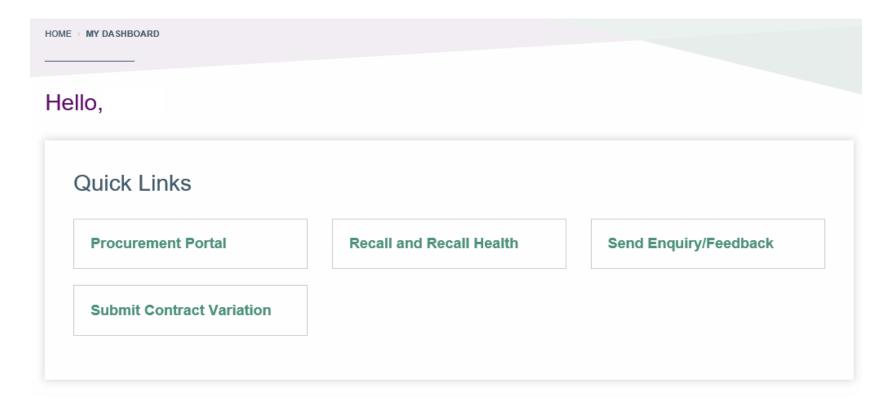
Update your password

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

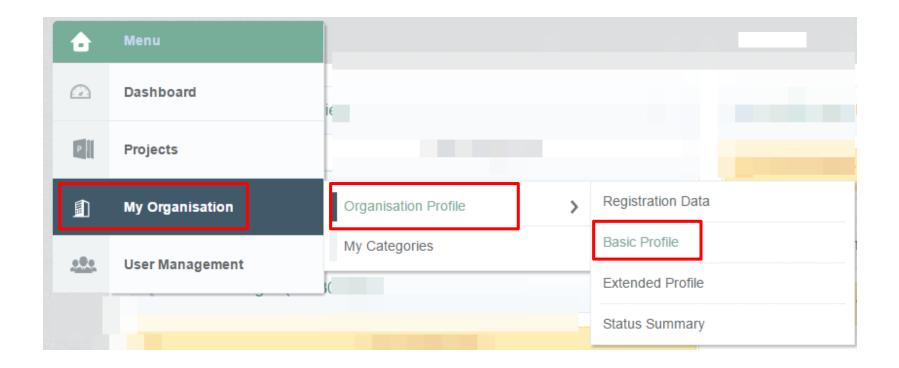


You can now access the HPV Procurement Portal from the Quicklinks menu on your dashboard when you are signed in

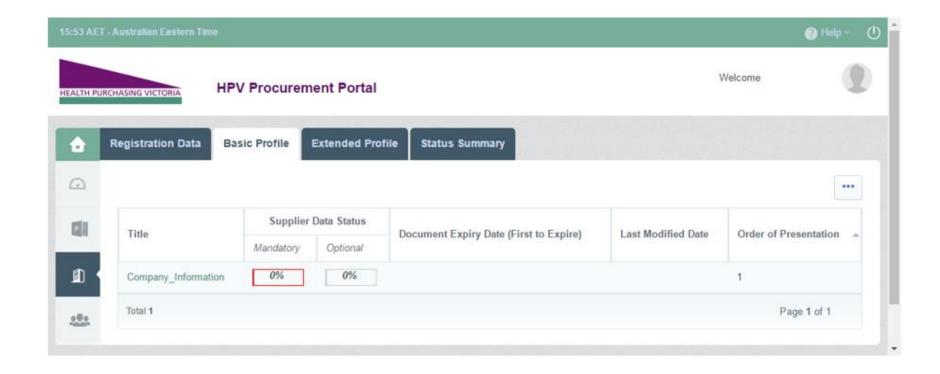


When you click on the HPV Procurement Portal link, you will be redirected to your Dashboard.

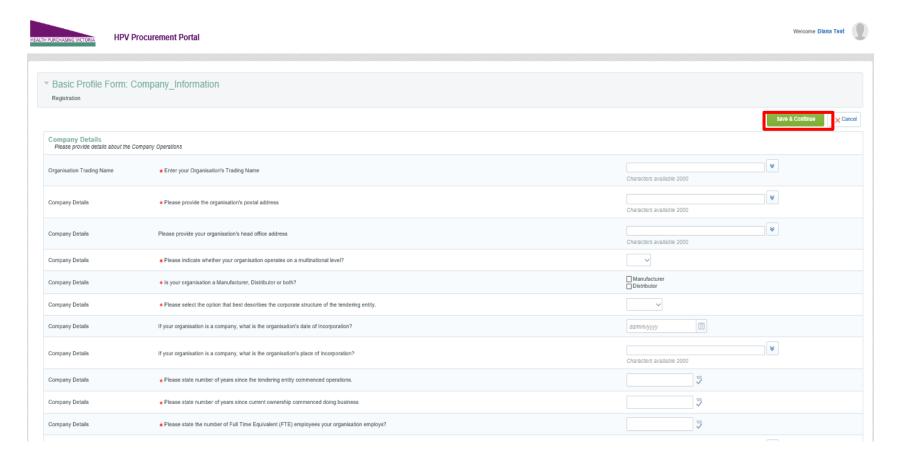
From here, you can update your organisation's profile



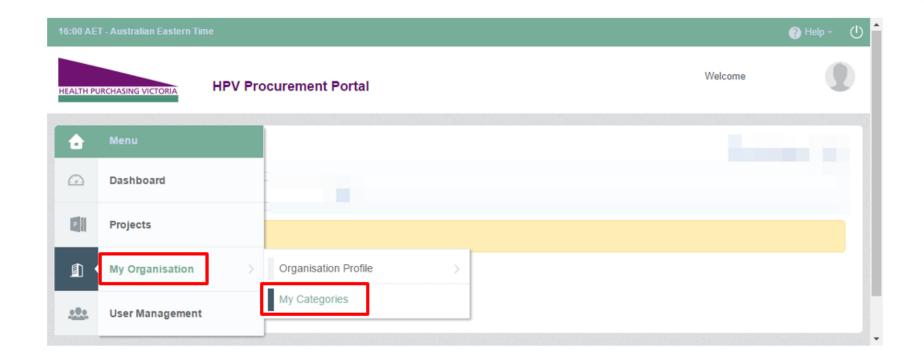
To update your details, click on the title hyperlink



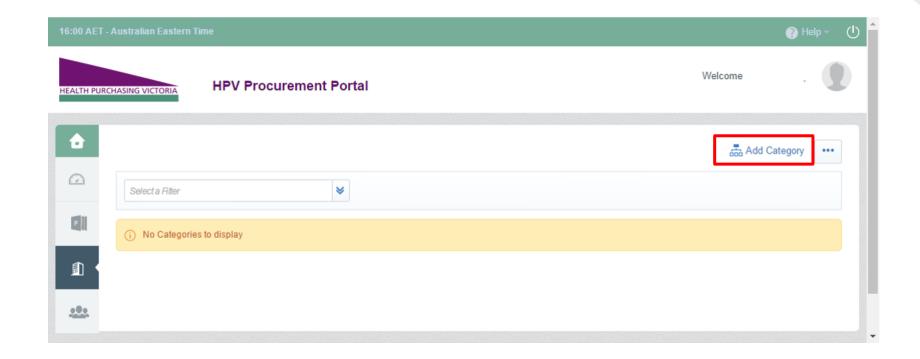
Complete the form with your organisation details, ensuring all mandatory fields are populated. Then, Save and Continue

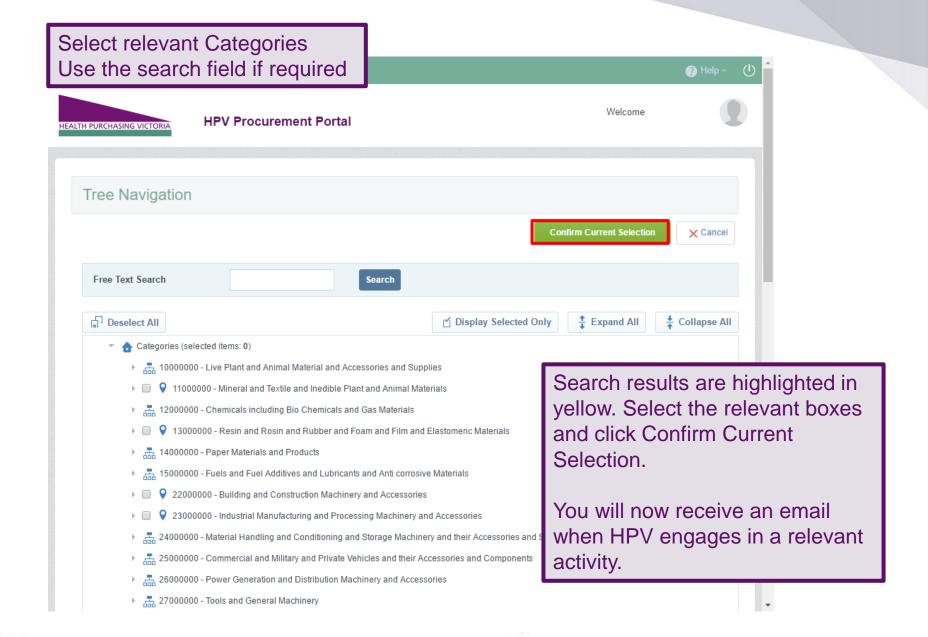


Next, update your organisation's categories



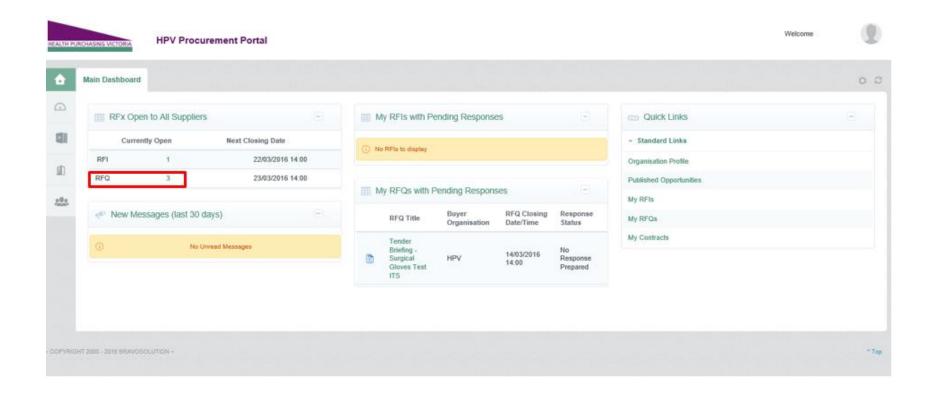
Click on Add Category



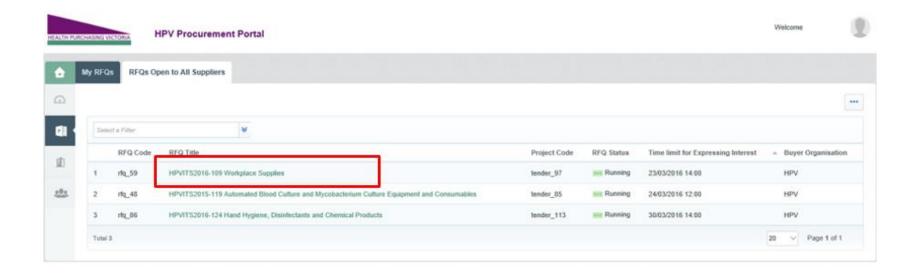


Whenever you enter the Procurement Portal, you will land on a dashboard.

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



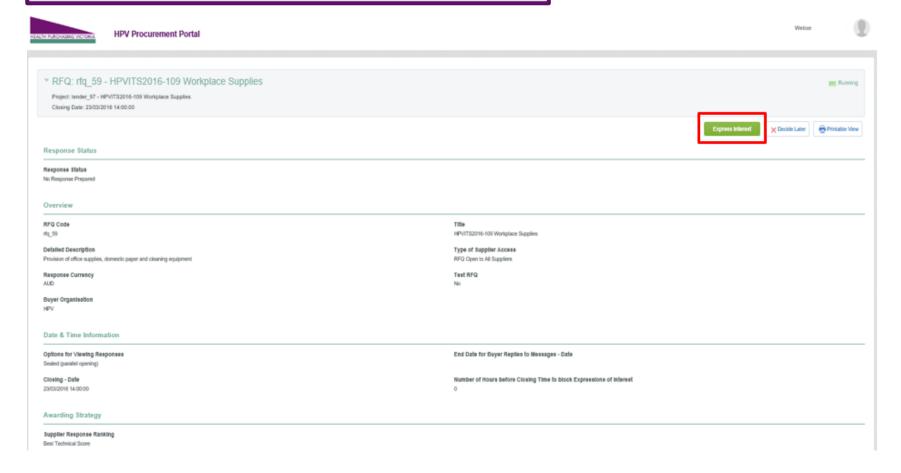
From the list, select the tender you would like to express interest in



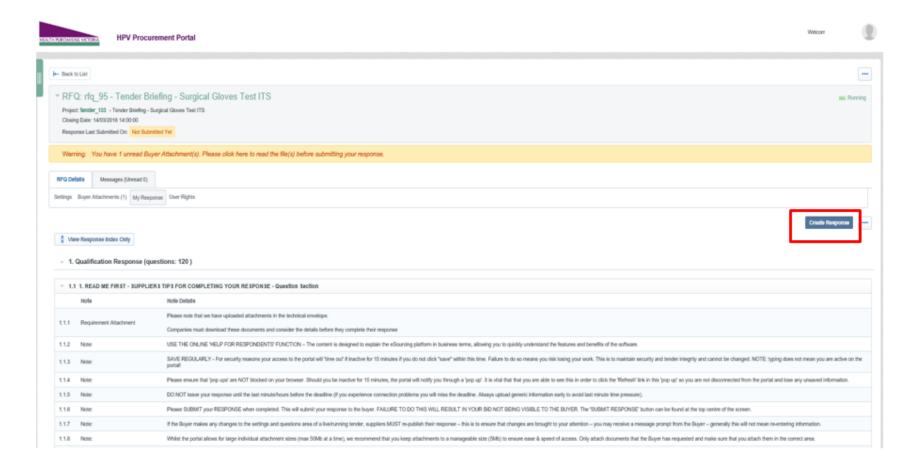
Review the overview information and take note of the deadline date and time.

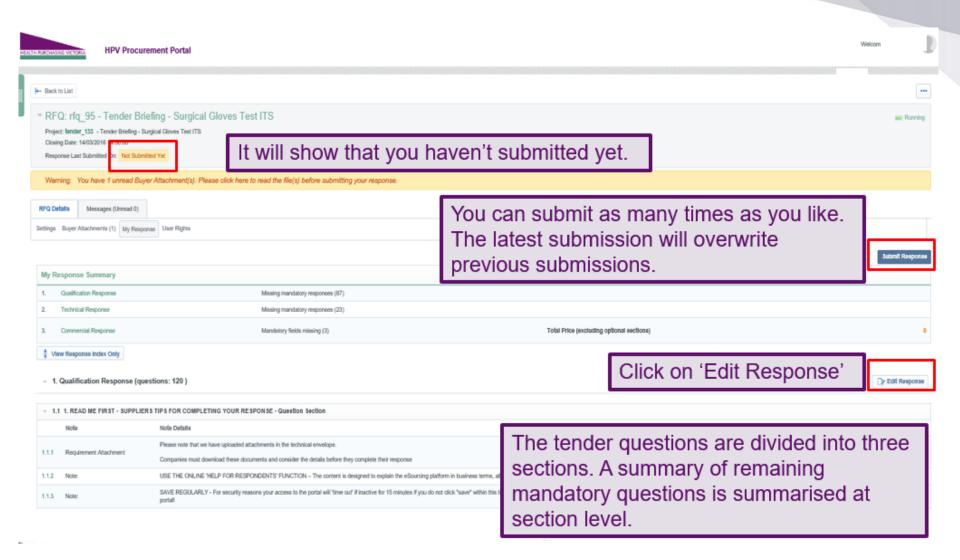
Click on 'Express Interest'.

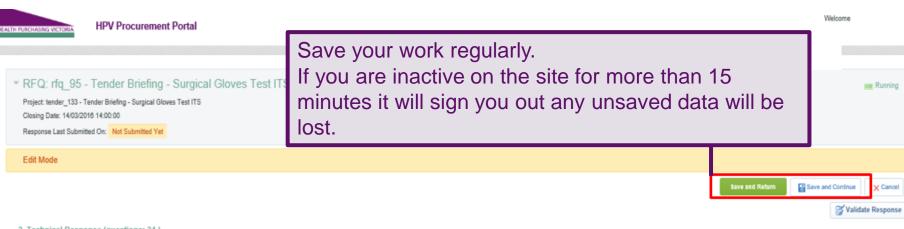
This is the only way to access the event.



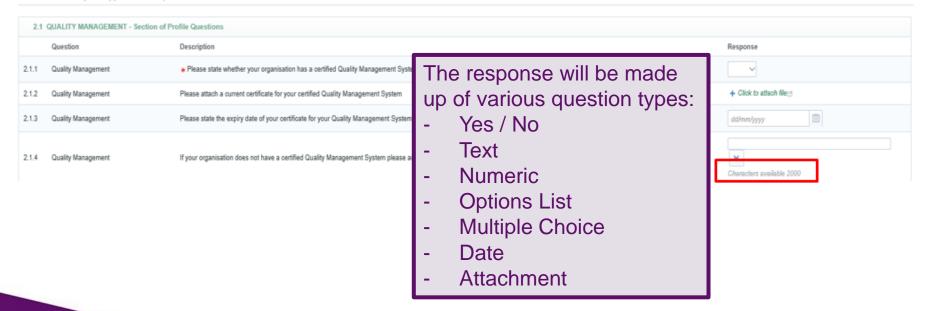
To populate the content of your tender response, click on 'Create Response'



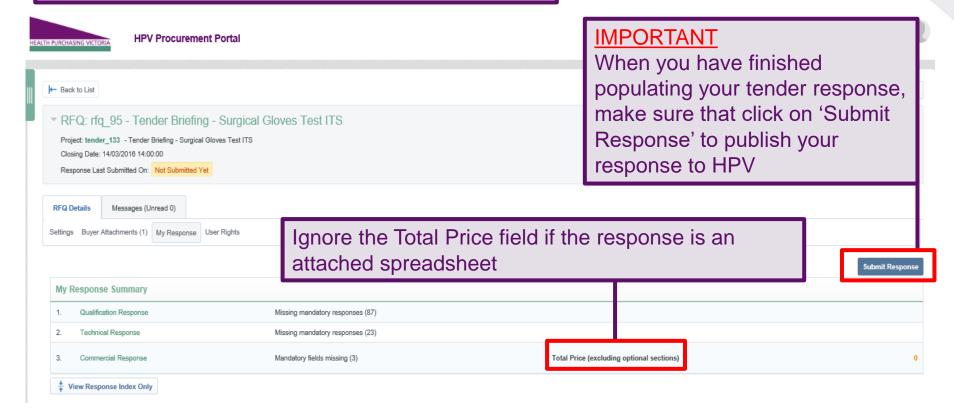




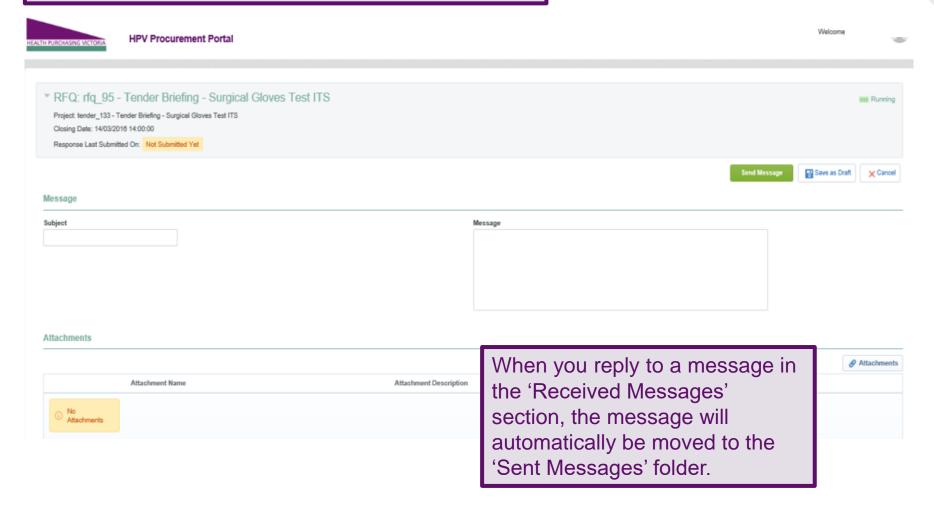
2. Technical Response (questions: 34)

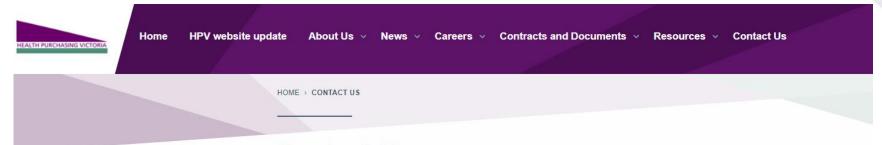


You'll be unable to submit a response if there are any mandatory fields outstanding



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 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