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HSVITS2021-076 Ventilators Supplier Briefing

Not Kamil
Category Manager – Medical Devices (Equipment)
27 July 2021

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Agenda

- 1 Project Team
- 2 Invitation to Supply (ITS)
- 3 HSV Procurement Portal
- 4 Next Steps
- 5 Q&A

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Presentation Information

Available on HSV website – **Contracts and Documents > Tenders (ITS) > Ventilators**

- o Industry Briefing presentation slides
- o HSV Procurement Portal slides
- o Part 5 – Statement of Requirements (specification- excel format)
- o FAQ

Register on HSV website:

- o Add category "Ventilators" as a Favourite to receive updates

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Project Team

Nat Komil
Category Manager
Lead for this ITS

Sachin Kumar
Senior Category Manager
Provide guidance and support to the sourcing program

Mark Lennen
Head of Sourcing- Equipment
Provide guidance and support to the sourcing program

Gordon Szegi
HSV Biomedical Advisor
Provides guidance and support on medical products requirement and clinical / regulatory matters.

Product Reference Group (PRG)
Representatives from VIC Public Hospitals
Assist with the development and endorsement of the ITS strategy and specification

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Roles & Responsibilities

Action	Responsibility
Determine scope, high level strategy, risk	HSV/PRG
Develop Specification & evaluation criteria	HSV/PRG
Develop, release and receive ITS	HSV
Evaluate ITS & recommend award	HSV/PRG
Endorse & approve award recommendation	CEO
Execute contracts with suppliers	HSV
Place orders & receive goods/services	Health Service
Make payment	Health Service
Monitor contract performance	HSV/Biomedical Advisory Group/ Contractors/Health Services

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Invitation to Supply (ITS)

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Tentative Timeline

Key Activities	Date
Industry Briefing Session	Today, 27 July 2021
ITS Release Date	29 July 2021
Last date for ITS questions	19 August 2021 14.00 AEDT
ITS Closing Date and Time	26 August 2021 14.00 AEDT
Evaluation	Sept – Nov 2021
Respondents advised of outcome	December 2021
Agreement Commencement Date	01 February 2022

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Categories – In Scope

Cat No.	Existing Contract - Category Name	Future Contract - Category Name
1	Oxygen / Medical Air Blenders	Oxygen / Medical Air Blenders
2	Resuscitators (Neonate)	Resuscitators (Neonate)
3	CPAP / BPAP Devices	Non-Invasive Ventilation
4	Portable & Transport Ventilators	Portable & Transport Ventilation
5	Pressure / Volume Cycled Ventilators	Intensive Care Ventilation
6	High Frequency Ventilators	High Frequency Ventilation
7	Semi Consumables & Consumables	Humidifiers
8	Options	Consumables
9	Spare Parts	Semi-Consumables & Accessories
10	N/A	Options
11	N/A	Service and Maintenance

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Contract Features

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ITS Features

Contract Term

- 7 years

Specification Update and Re-Categorisation

- Specification compliance against updated clauses only for all base units remaining on contract
- Re-categorisation of all products remaining on contract

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ITS Features

Revised Header Agreement

- Standardised T&Cs
- Mandate of service and maintenance agreements and sales data
- Introduction of service credits
- Cyber-security
- Modern Slavery / Social Procurement

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ITS Features

Pricing


- Health services and HSV have the ability to renegotiate equipment contract pricing for bulk purchases (>1)
- Consumables and spare parts pricing fixed - review at 2.5, 5 years
- Request volume break, commitment pricing and palette and container pricing
- Service and Maintenance (negotiable at health service level)
- Best Continuous Pricing / Most Competitive Pricing
- Secondary sourcing - health service and HSV (aggregated group buy opportunities)

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Summary

Current Contract	New Contract
5 Year Term	7 Year Term
Open Panel	Open Panel
Financial Viability mandatory requirements	Financial Viability mandatory requirements
Pricing <ul style="list-style-type: none"> Fixed for consumables & spare parts Equipment pricing negotiable >1 unit Group Buy 	Pricing <ul style="list-style-type: none"> Fixed for consumables equipment & spare parts Volume Break Pricing in contract Mid-term reviews - 2.5 & 5 years Equipment pricing negotiable >1 unit Group Buy
Terms and Conditions <ul style="list-style-type: none"> Individual specific agreement 	Terms and Conditions <ul style="list-style-type: none"> Consistent Agreement Provision of service credits Mandate of service & maintenance sales data Local Jobs First / Social Procurement

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Statement of Requirements

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SOR Compliance

- Used to validate supplier and product compliance
- Complete all requested information
- Ensure Sections B, C, D, E and categories you are contracted in are completed
- If there are not enough columns, please add more.
- If you respond either "Partially Comply" or "Does Not Comply", you must provide additional comments / justification
- Provide responses in the requested format

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Tender Response Worksheet (TRW)

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Tender Response Worksheet (TRW)


- TRW contains detailed information on the contracted products
- Used for product evaluation and to submit pricing
- Used to create the future pricing schedule
- Used to add Referee information where applicable

Instructions for completion

- Complete all requested information
- Select the suitable cat/subcategory for your product
- Do not add columns
- New product catalogues (overview tabs) must be completed in full
- Provide responses in the requested format

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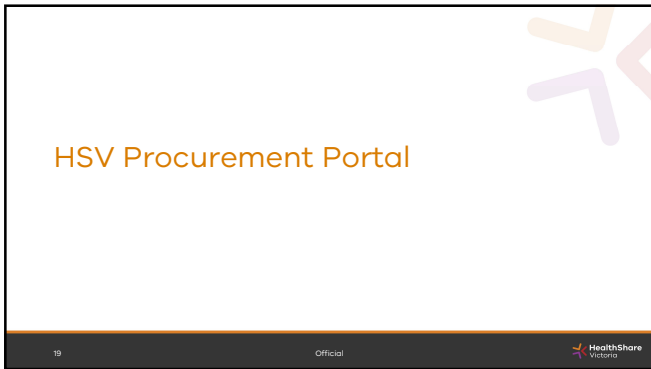


ITS Submission

- Tender submissions must comply with the following:
- Tenders shall be completed electronically and uploaded online via the **HSV 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
- **DO NOT disclose** your prices over the phone with anyone who is (or claims to be) a Health Service or HSV representative during the tender process

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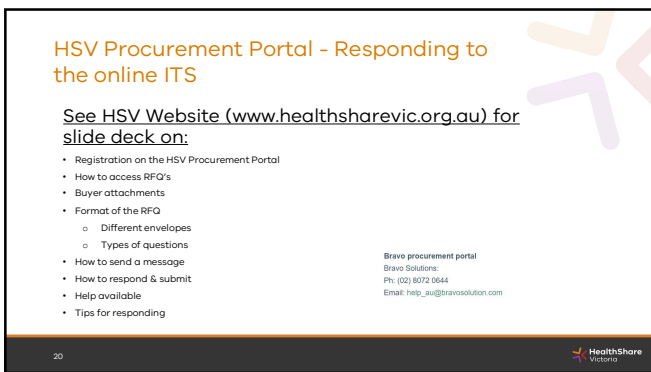
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HSV Procurement Portal

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HSV Procurement Portal - Responding to the online ITS

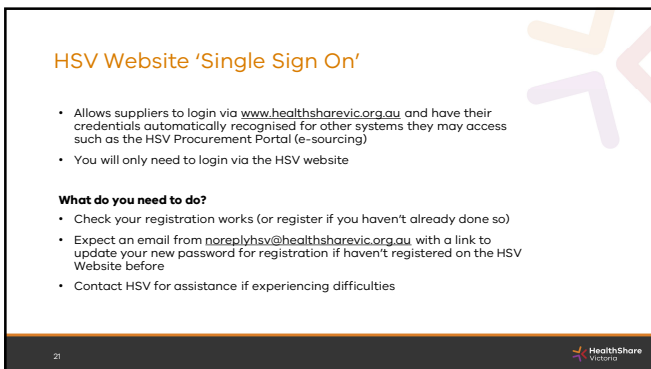
See HSV Website (www.healthsharevic.org.au) for slide deck on:

- Registration on the HSV 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

Bravo procurement portal
Bravo Solutions
Ph: (02) 8072 0644
Email: help_aui@bravosolution.com

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HSV Website 'Single Sign On'

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

What do you need to do?


- Check your registration works (or register if you haven't already done so)
- Expect an email from noreplyhsv@healthsharevic.org.au with a link to update your new password for registration if haven't registered on the HSV Website before
- Contact HSV for assistance if experiencing difficulties

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Tips for Responding

- Remember to save regularly
- Submit early – you can overwrite your information up to the time of closing. **Late tenders may only be accepted under the late tenders clause of the ITS conditions**
- Multiple 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.

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Next Steps


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Next Steps

Once ITS is released the Procurement Portal is used **for all communication**

- ITS available for download on **29th July 2021** via HSV Procurement Portal
- Clarifications must be sought through HSV Procurement Portal to authorised contact by 2pm AEST, **19th August 2021**
- HSV reserves the right to not respond to queries raised after this time
- ITS closes 2pm AEDT, **26th August 2021**

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