**HPVITS2021-123 Dental Consumables Industry Briefing Q & A:**

**Q1: Are there any penalties associated with delayed supply of items that are approved for tender?**

Yes, Late delivery clause is incorporated in Part 5 Supply Agreement.

**Q2: With respect to the clinical references, what would be the process for newer products that have not yet been introduced into the hospital settings? Or would we not be able to tender for new products?**

Firstly, get hospitals to trial new products, then seek their clinician permission to provide reference to HSV.

**Q3: Are we able to use private dental clinics as references for our products?**

References can from private or public **hospitals** within Australia (or as otherwise accepted by the PRG)

**Q4: How many dental clinics are there? covered in this Tender.**

All Victorian public dental clinics

**Q5: How many dental chairs are there in total? in this Tender?**

This information is commercial in confidence.

**Q6: What is the breakdown, number of chairs by clinic (per clinic)?**

This information is commercial in confidence.

**Q7: Your requirements stipulate a 3-5 day delivery window from receipt or order. Given the effect of the pandemic on global supply chains and with no committed order quantity by sku from HPV. How will failure to meet the delivery KPI be managed by HPV?**

Late delivery clause is incorporated in Part 5 Supply Agreement, and contractor must comply with KPIs listed in item 17 of the Schedule 1. Lesson learnt from 2020 by suppliers to prepare themselves better to support their customer with historical sales and perhaps increase inventory on hand.

**Q8: Can you please advise the annual spend on dental products under the current contract by category? By year since the current contract was let?**

Sales figures are provided in the Tender Response Worksheet and the rest of the detail information is commercial in confidence.

**Q9: Do the contracted items need to be loaded onto NPC?**

Yes

**Q10: Are Victoria Universities part of this Tender?**

No

**Q11: Is our understanding correct that if all fields are not completed the tender submission will be rejected, is that correct?**

Yes answers to all mandatory question

**Q12: If the submission is rejected does that mean the tenderer is unable to sell to Victorian Government customers?**

If submission is rejected, you may not be awarded this contract based on the Categories and Statement of Requirement covered. You will not be able to sell products under these scope to Victorian public health services.

**Q13: Can you please provide a list of the additional attributes required to our previous submission?**

Please refer to the ITS documents for more information.

**Q14: Can you please provide a list of attributes that were no longer required by HPV?**

Please refer to the ITS documents for more information.

**Q15: Is it a requirement for all Victorian Government customers to purchase only from the HPV contract?**

Please refer to Participating Health services list

**Q16: Being a new company in Australia, we have never supplied our consumables directly into Australia/NZ market. I understand the requirement states that we will need 3 clinical references for each of our product range. However the product have yet to trial them at many sites. How can we qualify for submission as an interested supplier on this tender?**

The products will have to be trailed/used in dental hospitals within Australia provided with 3 clinical references.

**Q17: Being a new company with new registered products, how do we list our items on to the NPC as mentioned in your slide yesterday?**

Please refer to the GS1 website for more information.

**Q18: As we have not supplied to HSV, we do not have a GLN, how do we go about obtaining a GLN?**

Please refer to the GS1 website for more information.

**Q19: Our products are supplied to the larger company ie xxxxx… who has the tender so do we need to apply separately?**

You can apply separately.