

HPVITS2021-005 Hypodermic Needles and Syringes ITS

Tuesday 1st June 2021

Industry Briefing – Q&A Responses

Q: Could you please provide further information/specifications for Category 2, 'Blunt and Filter Needles'?

All information will be provided in the Statement of Requirements once the ITS released. If more details are required, please be specific in your questions when you use the portal to send us.

Q: Does integral needle have to be a syringe with a 'fixed head' needle or will a leur slip/luer lock with needle attached meet criteria.

An integral needle means joined needle and syringe; they are not separate.

Q: Do we have to bid for the whole lot, or can we submit bids on specific lines?

You are able to submit bids on specific lines or specific sub-categories.

Q: If a “new player” was to enter the Hypodermic Needles and Syringes market, can they have references outside of Australia?

All references must be from Australia, public or private health services and hospitals.

Q: Do we need to have a product reference in each category i.e, one for blunt needles, one for filter needles etc?

You need a product reference for each range of the product submission for this tender.

Q: We have not submitted for the current contract previously and we have products to meet the requirements in categories on this tender - can we submit as a new supplier?

Yes, new suppliers can participate. You can also submit products for one or all the categories.

Q: As an incumbent supplier, are we expected to submit all our product codes within the tendered categories, or is this just for new products that fit within the tendered categories?

Yes, you will be required to submit all current product codes and data within the tendered categories and any new products that you be submitting.

Q: As an incumbent supplier, do I need to provide samples that are already awarded on current HSV contract?

If you are an incumbent supplier currently on HSV contract, you will **not** be required to provide samples of products that had been awarded to you previously. Only on new products that you are submitting this time, we will require the samples.

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

The FY2019/2020 usage data will be provided as a guide.

Q: We are a new supplier. Can you estimate the quantity per product you would initially take? Also, what is the forecast for each item for a 12-month forecast?

The usage mentioned above will be provided. Do understand that purchase order will be placed by respective health service to the suppliers from the panel awarded. New suppliers will need your sales team to engage with the health services on introducing your awarded products and seek potential orders. Forecast will be based on health services requirement with the suppliers they use.

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 three reference letters from your referees (from different Australian health service or hospital). 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 referee details in the tender response worksheet (Excel).

For non-incumbent i.e. new suppliers to this tender, all your products or range submitted will be consider as new product and will requires the three references.

Q: Is this Tender only for Victoria's public hospitals?

The Participating Health Services for this ITS are all 'Public Health Services' (as legislatively defined) referred to in Schedule 1 and Schedule 5 of the Health Services Act 1988; and other relevant participating health and health related organisations as outlined in this ITS.