

Supplier Briefing

Hypodermic Needles & Syringes HPVITS2021-005

18 May 2021 01:30PM AEST Sam Custovic

Category Manager

Acknowledgement of Country

"I would like to acknowledge the Traditional Owners of the Land we are meeting on today, the Wurundjeri people of the Kulin Nations. I pay my respects to their Elders past, present and emerging. and extend that respect to all Aboriginal people here today."

HSV Project Team

Product Reference Group (PRG)

Specialist subject matter experts from Health Services

Sam Custovic – Category Manager

Authorised person for this ITS and ongoing contract management

Judy Esson – Clinical Product Manager

Clinical interface with Health Services and assists with evaluation

Sophia Javier – Sourcing Analyst

Provides financial analysis and assists with evaluation



Briefing Pack

The following documents will be available on HSV website: Contracts and Documents > Tenders (ITS) > HPVITS2021-005 Hypodermic Needles & Syringes:

- Draft Statement of Requirement (SOR)
- Draft changes in category listing
- Reference Letter Template
- Industry briefing presentation slides

Please ensure to favorite the following cabinet: "HPVITS2021-005 Hypodermic Needles & Syringes" to receive further updates.

Questions about the industry briefing, draft SOR and draft category listing can be forwarded to s.c.ustovic@healthsharevic.org.au and will close AEST 14:00 on Thursday, 27 May 2021. HSV responses to Q&A be posted after this date.



Agenda

- HSV Overview
- Invitation to Supply (ITS)
 - ITS objectives
 - Scope & contract terms
 - Product categories & changes
 - Tentative timeline
 - Distributors
 - Product references
- Product Description
- Tender Response Worksheet (TRW) Demonstration
- HSV Procurement Portal



HealthShare Victoria(HSV)

Our purpose

- HSV is an independent public sector and commercially oriented supply chain, procurement and corporate services organisation.
- HSV partners with public health services and suppliers to deliver significant public health system benefits including consistent access to goods, improved quality of care and substantial savings, helping to deliver better healthcare for all.

Our core functions

- Manage a state-wide supply chain for medical consumables, including PPE
- Coordinate state-wide strategic procurement
- Deliver more efficient corporate services

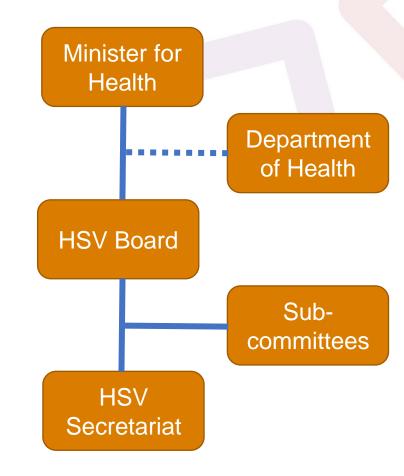
Our vision

We help to deliver safe, affordable and sustainable healthcare.



HSV Organisation

- Independent statutory authority funded by the Department of Health
- Established on 1 January 2021, HSV brings the former Health Purchasing Victoria's existing functions and major supply chain assets under single management
- Receives legislative support to establish whole of health contracts
- Processes based on the Victorian Government Procurement Board's Strategic Sourcing Principles



Victorian health supplier's minimum standards





- TGA approved



GS1 data standards
 (National Product Catalogue(NPC) contract compliance obligation)



 Recall Health (contract compliance obligation)

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 <u>Supplier Code of Conduct</u>.

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

- 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 ensure it is understood by related parties, contractors and sub-contractors if awarded.

Modern Slavery

The Australian Government is taking a global leadership role in combating modern slavery. The *Modern Slavery Act 2018* (Cth) established a national Modern Slavery Reporting Requirement, which applies to several health services.

To support health services in addressing the risks of modern slavery in their supply chains, HSV has introduced a new modern slavery clause into its agreements.

What you need to know

- The new clauses are designed to facilitate structured engagement on modern slavery.
- HSV aims to assist health services to work collaboratively with suppliers to address modern slavery risks in health service supply chains.

Invitation to Supply (ITS)

ITS Objectives

- Achieve Best Value for Money
- To source for innovative and better-quality products for this contract
- Create efficiency in tendering and category management through use of the National Product Catalogue
- Transparent and efficient bidding process
- Develop supplier relationship management

Scope

Coverage:

The scope includes Hypodermic Needles & Syringes used in a majority of clinical settings

Term:

4-year principal period with a 2-year option (4+2)

Pricing Structure:

Fixed based pricing with volume pricing

Award:

- Put your best base price forward. The evaluation committee will only see the base UOM (e.g the box or carton) for evaluating value for money.
- HSV reserves the right to enter direct negotiations with suppliers

ITS Product Categories

CATEGORY NUMBER	CATEGORY NAME
1	Hypodermic Needles
2	Blunt and Filter Needles
3	Hypodermic Syringes
4	Insulin Syringes with Integral Needle
5	Catheter Tip Syringes
6	Insulin Pen Needles
7 (New)	Hypodermic Syringe with Integral Needle or Combo pack with Syringe & Needle separated
8 (New)	Hypodermic Syringes with Fixed Needle, Colour Differentiated for Needle and Syringe Program (NSP)

Note: Please ensure products tendered comply to specification called out on the HSV Statement of Requirement (SOR) document on this ITS.



ITS Product Categories Changes

All category changes will be reflected in the new Tender Response Worksheet (TRW).

Note: Please ensure products tendered comply to specification called out on the HSV Statement of Requirement (SOR) document on this ITS.



Out of Scope for ITS

The RFT does not include:

- i. Oral Dispensers
- ii. Winged Infusion Sets (Scalp Vein Needles)
- iii. Blood Gas Syringes
- iv. Dental Needles
- v. Vascular Access Needles



Product samples

- Respondents are required to provide 2 units of samples per range, and clearly labelled with supplier name, product part no., product description and subcategory no..
- If a product range is being tendered, please provide samples of the 2 most common items (e.g. different length or size) in that range.
- Incumbent suppliers, samples are only required for products not currently on an HSV contract on all sub-categories. Samples are required from all new respondents on all sub-categories tendered.
- Any samples not submitted in the tender will not be evaluated.
- Samples to be delivered to HSV before the tender closes on Wednesday 30th June 2021.
- Please refer to Parts 1-7 Invitation to Supply tender document for instructions
- Delivery address: Level 34, 2 Lonsdale Street, VIC 3000. Attention to Sam Custovic, Category Manager, HealthShare VIC.



Tentative Timeline

Key Activities	Date
Industry Briefing	Tuesday, 18th May 2021
Last day to submit questions on Industry Briefing	Thursday, 27th May 2021
ITS Release Date	Wednesday 2nd June 2021
Last date for ITS questions	Wednesday 23rd June 2021
ITS Closing Date and Time	14:00 AEST, Wednesday 30th June 2021
Evaluation	July to September 2021
Respondents advised of outcome	October 2021
Transition	November 2021
Agreement Commencement Date	Wednesday 1st December 2021

Distributors

Respondents nominating Distributors must:

- Provide HSV with a copy of the nomination letter
- Provide details for all products available through the Distributor
- Inform Distributors of the ITS outcome prior to contract commencement
- Update Distributors with accepted contract amendments throughout the contract term
- It is the responsibility of the Contract Holder to manage their distributor in all contract requirement and to support you in the sales reporting.

Successful respondents are directly accountable for:

- Product availability
- Sales reports
- Correct invoice pricing



Product References

*NB this is not company information references

Reference sites are required for:

- Products that are not on the current HSV contract
- Minimum three clinical or product user referees per product or product range
- Product references letter for new products will now be required to be done prior to tender closure by your nominated referee and to be sent back directly to HSV on helpdesk@healthsharevic.org.au

Referees must:

- Have no conflict of interest
- Be informed and agree to provide reference to HSV
- Be clinical or product end users (where applicable)
- Be from private or public hospitals within Australia (or as otherwise accepted by the PRG)
- Be included in the referee details section of the Tender Response Worksheet
- Be provided in the Tender Response Worksheet

A template will be provided in the tender package so that you can provide it to your referees.

Product Description



- Source 1: NEEDLE HYPODERMIC 25g x 25mm ORANGE STERILE (AGANI) #AN+2525R1 (BOX 100)
- Source 2: NEEDLE AGANI HYPODERMIC 25G X 25MM
- Source 3: Terumo Agani Needle 25G x 25mm Regular Wall Orange
- Source 4: Agani Hypodermic Needles 25G x 25mm
 Orange x 1 x 100 x 100

BRAND

- Source 1: AGANI
- Source 2: Agani
- Source 3: Terumo Agani
- Source 4: Agani

- Manufacturer Part Number
 - Source 1: AN+2525R1
 - Source 2: AN2525R1
 - Source 3: AN*2525R1
 - Source 4: 8AN2525R1



Proposed Description

NEEDLE HYPODERMIC NON-SAFETY 25G 25mm REGULAR WALL

ORANGE SINGLE-USE (AGANI) - AN*2525R1

- Major Noun: NEEDLE
- Minor Noun: HYPODERMIC and Non-SAFETY
- Properties:
 - 1. 25G
 - 2. 25mm
 - 3. REGULAR WALL
 - 4. ORANGE
 - 5. SINGLE-USE
- Brand: AGANI
- Manufacturer Part Number/Item Number: AN*2525R1



MAJOR NOUN MINOR NOUN PROPERTY 1 PROPERTY 2 PROPERTY 3 PROPERTY 4 PROPERTY 5 PROPERTY 6... (BRAND NAME) MANUFACTURER PART NUMBER/ITEM NUMBER

Product Description Guidelines

MAJOR NOUN MINOR NOUN PROPERTY 1 PROPERTY 2 PROPERTY 3 PROPERTY 4 PROPERTY 5 PROPERTY 6... (BRAND NAME) MANUFACTURER PART NUMBER/ITEM NUMBER

- Product description will start with a major noun, minor noun and followed by adjectives or properties to further describe the product
- 2. Brand name as visible on the packaging will be enclosed in brackets (TEGADERM)
- 3. The manufacturer part will be included at the end unless the product has a printed item number visible on the packaging. The manufacturer part number or item format will be displayed as per printed on the packaging.
 - Spacing and symbols (.,/*+) will be retained as is.
 - Source 1: AN252R1
 - Source 2: AN 252 R1
 - Packaging: AN*252R1
 - Final MPN > AN*252R1



Product Description Guidelines

- 4. Description string will be devoid of commas and symbol unless to represent the strengths
 - & = AND
 - + = WITH
 - / = OR unless it's to represent a strength
- 5. Description will be in **UPPER CASING** except for the unit of measurement
- All measurement units will be displayed as per the International System of Units standards (SI or also known as the metric system) with no spacing between the value and unit.
 - The unit will be expressed in lower casing (1cm x 5cm) with a lower-case x to separate the dimensions, unless specified otherwise by the SI system (ie. L= litre)

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METRIC SYSTEM EXACT EQUIVALENTS
Length:
                                         100 centimeters (cm)
               1 meter (m)
               1 meter (m)
                                         1000 millimeters (mm)
               1 kilometer (km)
                                         1000 meters (m)
               1 gram (g)
                                         1000 milligrams (mg)
Mass:
               1 kilogram (kg)
                                         1000 grams (g)
               1 metric ton
                                         1000 kilograms (kg)
                                         1000 milliliters (mL)
               1 liter (L)
Volume:
               1 liter (L)
                                         10 deciliters (dL)
               1 milliliter (mL)
                                         1 cubic centimeter (cm<sup>3</sup>
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Product Description Guidelines

- 7. The unit of measure is expressed between 1 to 999.
 - If the unit is less than 1, the next lower metric unit level will be used (0.9kg > 900g)
 - If the unit is greater than 999, the next higher metric unit level will be used (1200mL > 1.2L)
 - For units relating to length, the unit of measure is expressed between 1 to 99 (65mm > 65mm, 125cm> 1.25m)
- 8. Where required, a maximum of 2 decimal places will be displayed
- 9. For unit of measurements specific to a type of product, they will be represented as per below:
 - Gauge (needle): 6
 - French Gauge (catheter): FR
- 10. Unit of Measure and Unit of Issue are excluded from the description to keep the description item specific
- 11. Description will be up to a maximum of 140 characters in length, inclusive of spacing
- 12. All words in the description will follow the **Australian English** spelling as defined in the Macquarie Dictionary



Proposed Descriptions

Examples

NEEDLE HYPODERMIC NON-SAFETY 20G 38mm THIN WALL YELLOW SINGLE-USE (PRECISIONGLIDE) - 302026

NEEDLE HYPODERMIC SAFETY 22G 38mm ULTRA THIN WALL BLACK SINGLE-USE (SURGUARD2) - SG2-2238

SYRINGE HYPODERMIC NON-SAFETY CLEAR 5mL LUER SLIP CONCENTRIC TIP METERED-DELIVERY NEEDLELESS (TERUMO) - SS+05S

SYRINGE HYPODERMIC SAFETY 22G CLEAR INTEGRAL-NEEDLE 5mL LUER LOCK CONCENTRIC TIP METERED-DELIVERY (VANISHPOINT) - RTI*10531

SYRINGE HYPODERMIC NON-SAFETY CLEAR 50mL LUER LOCK CONCENTRIC TIP METERED-DELIVERY (OMNIFIX) - 4617509F

NEEDLE INSULIN PEN SAFETY 30G 8mm THIN WALL AUTOINJECTOR (NOVOFINE AUTOCOVER) - 7529678

NEEDLE BLUNT FILTER MEDICINE 18G PINK (AGANI) - AN*1838N

Tender Response Worksheet (TRW) Demonstration

Tender Response Worksheet (TRW)

- The TRW is used to collect detailed data on the products tendered, including price and supplier/distributer data. The TRW has changed since the last tender
- Data will be used to evaluate your products. If your data is wrong or incomplete your product may be (inadvertently or consciously) not awarded
- Data may ultimately feed into Pricing Schedules, the Common Catalogue, EDI (purchasing systems), WMS etc. Its not just for clinicians
- Processes in HSV and Health are becoming more automated If your data is incorrect, ultimately it will be harder for your customers to find, use, understand and buy your products!

Tender Response Worksheet (TRW)

Instructions for completion

- Complete <u>all</u> requested information
 - Mandatory data missing = Product won't be awarded
- If a product could be tendered in more than one sub category, tender it once only in the most appropriate sub category
- The "Commercial" and "Clinical" tabs are linked for each Category by the "Autopopulated" (Grey) Cells. Do not override or delete these formulas
- To add rows (if >500 products per category) ensure that rows are added to both the "Commercial" and "Clinical" tabs & all formulas "fill down". Contact HPV if required
- <u>Do not add or delete columns, or individual cells</u>, this may create unforeseen issues with the "Auto populated" cells for that category
- Provide responses in the requested format (and units if applicable)

Data Integrity in TRW

Poor quality information will be returned for correction (or product not awarded)

- Human and machine understandable descriptions i.e. it must be easier for non-specialists to interpret e.g.
- No (or very limited) abbreviations, especially if not common or ambiguous to a non-expert (Don't write N/S for non-sterile, Sz for size, Disp for disposable, similarly L/LG/LRG may not appear in a search for "Large"
- Give appropriate units where required: Don't write 100x5; Use 100mm x 5mm.
- If sizing is not standardised among suppliers, consider adding dimensions or a more standardised sizing measure as well
- Avoid using Brand names, ®, ™, and company specific jargon unless required. Add standard terminology if jargon may not be understood by non expert
- All components of Kits must be listed
- Ordering part numbers & descriptions must be complete and unique*



Data Integrity in TRW

Poor quality information will be returned for correction (or product not awarded)

- The UNSPSC must be given to at least Level 3 (preferably L4) (L3 = 42xxxx00)
- The ARTG must have a number or be listed as "EXEMPT" (TBC/TBA = non award)
- UOM descriptor must be reflective of the standardised GS1 Packaging Type descriptor (e.g. 'carton' not 'sleeve')
- Country of Manufacture must be populated and reflective of GS1 code lists (e.g. 1: Australia, not Aust, not Victoria e.g. 2: United States, not USA or America or Iowa)
- Use S.I. Avoid mixing units and imperial measurements

ITS Submission

- Tender submissions shall comply with the following:
- Tenders shall be completed electronically and uploaded online via the HSV Procurement Portal
- Submit early -you can overwrite your information up to the time of closing. Your response is secure by the portal system and HSV can only open everyone responses after tender closes.
- Late tenders will cause delay to everyone and in most cases will not be accepted.
 It may only be accepted under strict late tender clause of the ITS conditions and adequate supporting evidence.

HSV Procurement Portal

Procurement Portal

Documents are available, to be completed and submitted via the RFI section of the HSV Procurement Portal accessible from the HSV website www.healthsharevic.org.au

Register on the HSV website to access the HSV Procurement Portal, hosted by Jaggaer.

The HSV Procurement Portal supports one Superuser who is responsible for managing subusers, including visibility to the EOI documentation

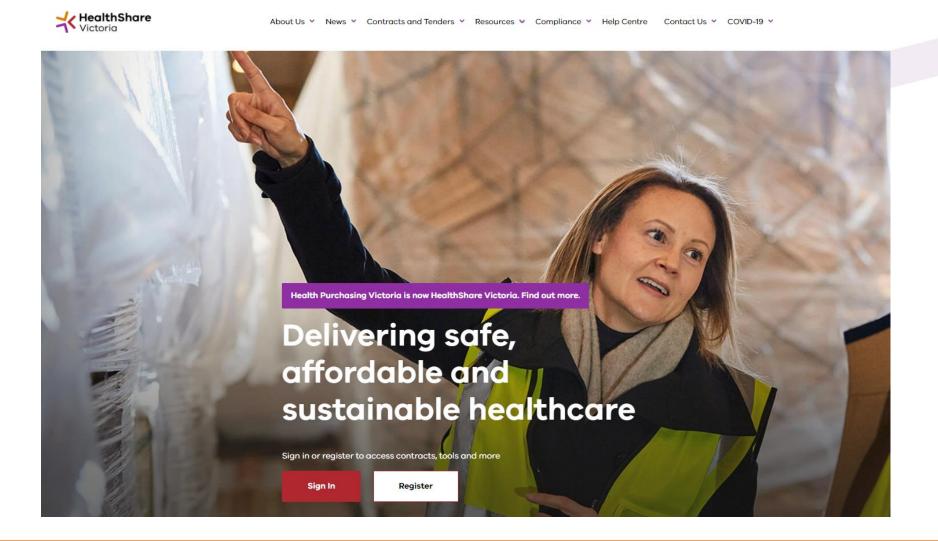
HSV Procurement Portal

Jaggaer:

Ph: 02 8074 8627

customersupport@jagger.com

Go to https://www.healthsharevic.org.au and click Register





Register

Welcome to HealthShare Victoria's website. To register for an account to access targeted content, please register as a supplier or health service below.

I am a Supplier I am a Health Service Email (required) Please use an organisation specific email, or contact HSV for assistance. ABN or ACN (required) Please use your company's ABN or ACN number. No spaces, comma, or dash. Example format: 00123456789 Next

To create your account:

- Select the "I am a Supplier" option
- 2. Enter your business specific email address
- 3. Click "Next"

Your registration is now complete

An automatic email will be sent to the designated email address with a link to reset account password



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

Hello

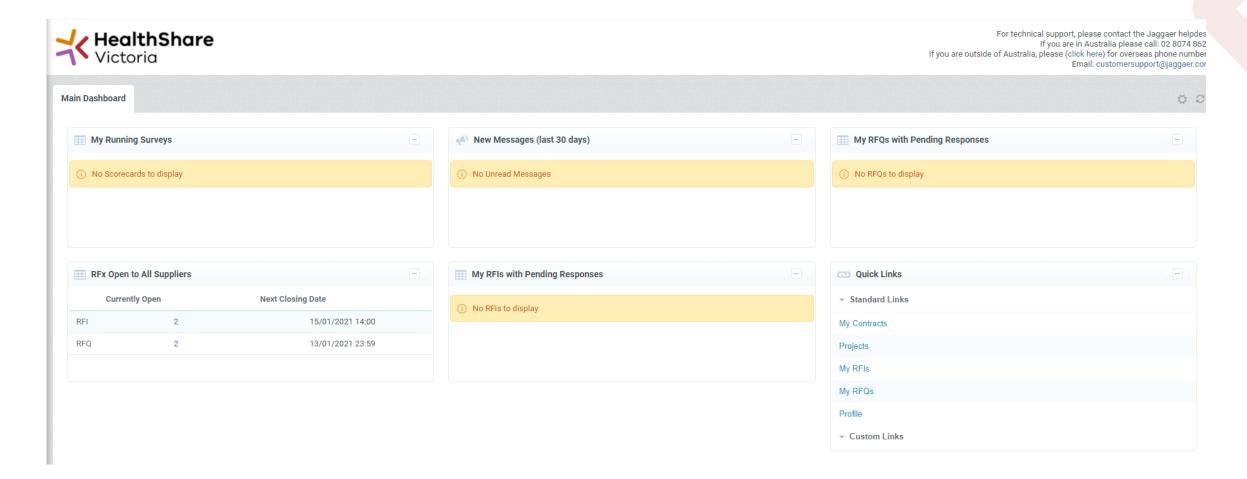
Quick Links

Procurement Portal

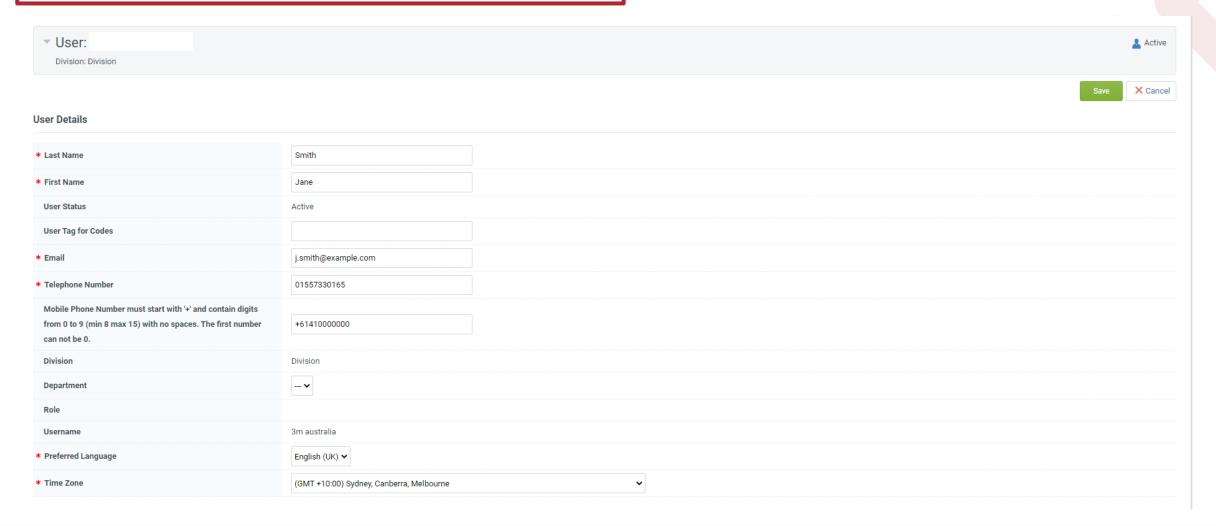
Send Enquiry/Feedback

Submit Contract Variation

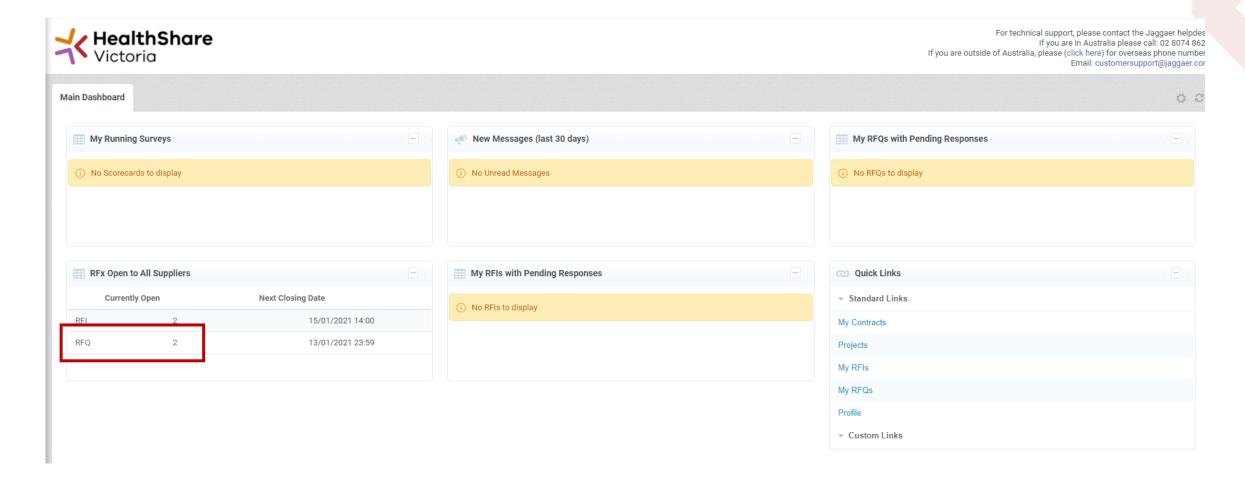
You will be directed to your Dashboard where you can access any open RFQ or edit your personal profile



If you are the Super User you will receive all system alerts. You can change or add email addresses using; to separate

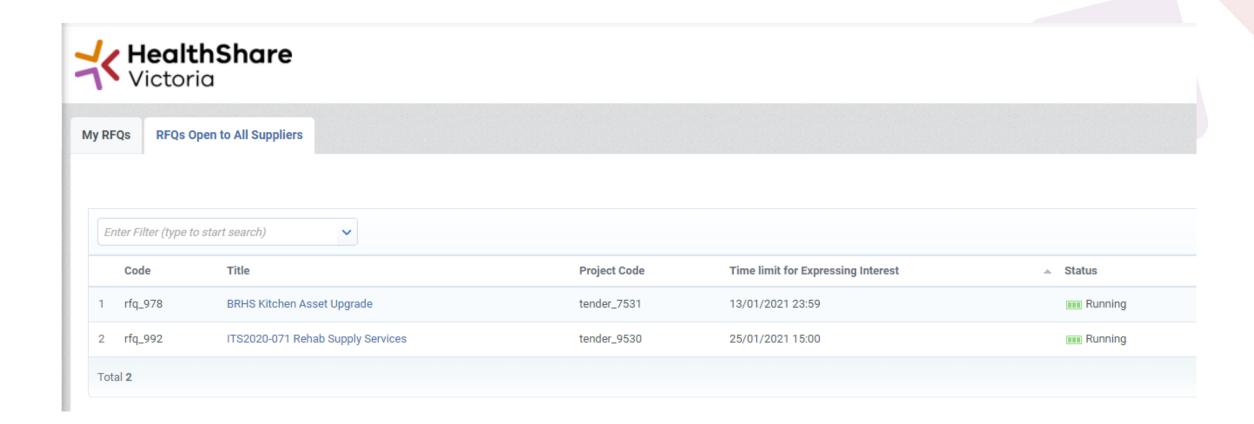


From your Dashboard click on the 'RFQ' line within the 'RFx Open to All Suppliers'





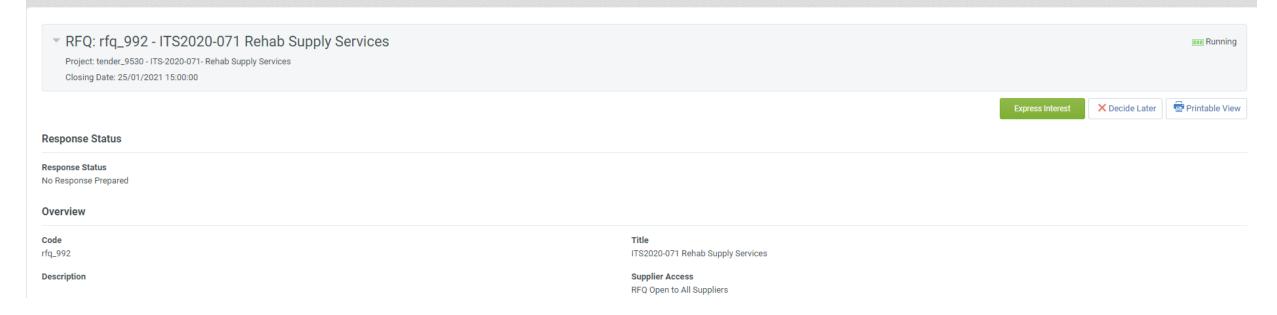
Select the tender you would like to express interest in



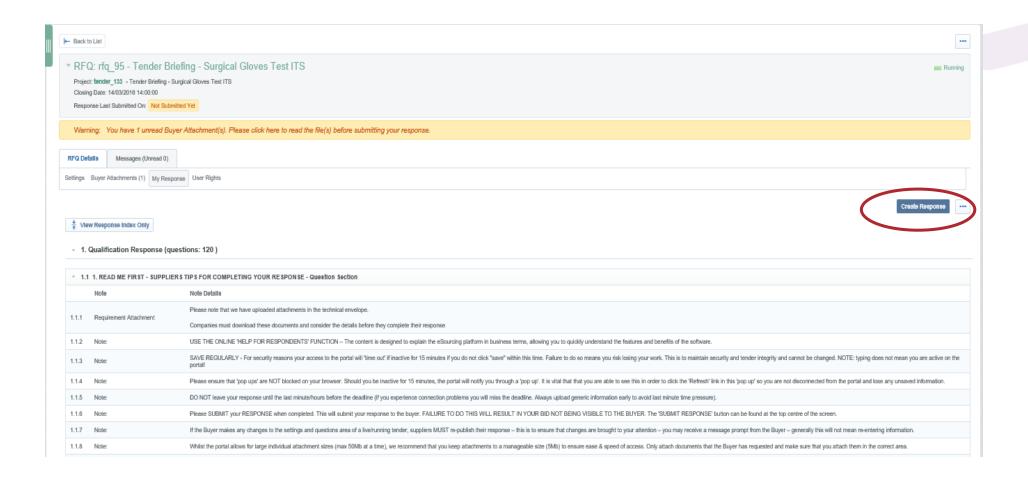
Click on 'Express Interest'. This is the only way to access the event.



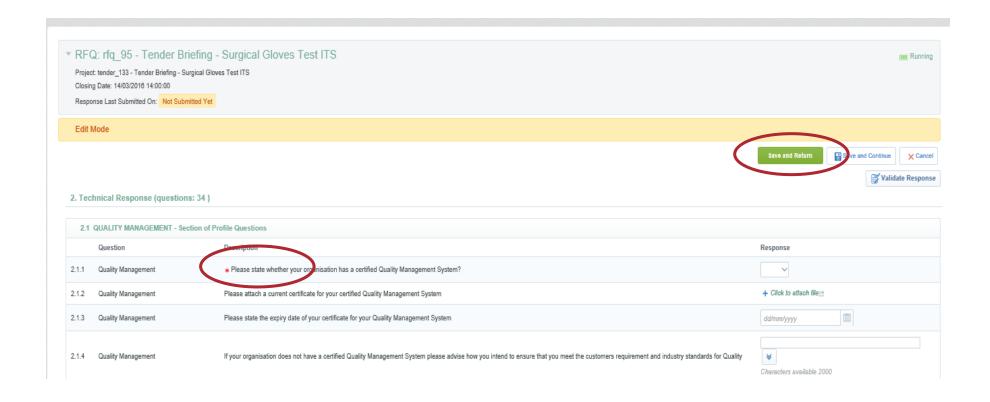
For technical support, please contact the Jaggaer helpdes
If you are in Australia please call: 02 8074 862
If you are outside of Australia, please (click here) for overseas phone number
Email: customersupport@jaggaer.cor

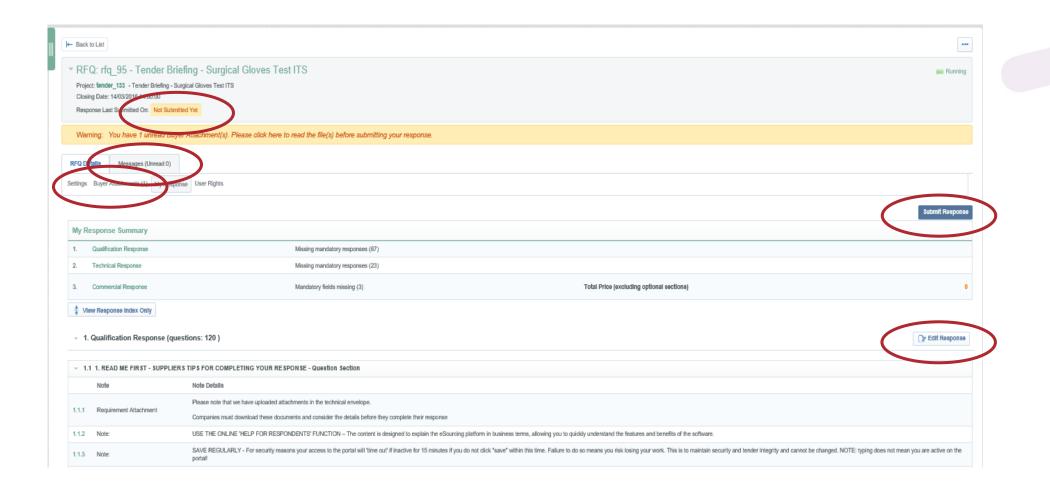


To populate the content of your tender response, click on 'Create Response'

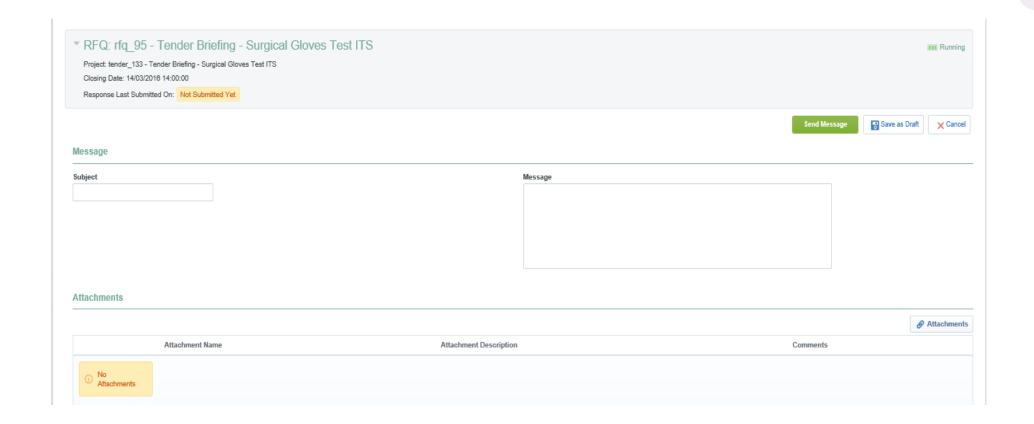


Make sure you save regularly. If you are inactive on the site for more than 15 minutes you will need to sign in again and any unsaved data will be lost.

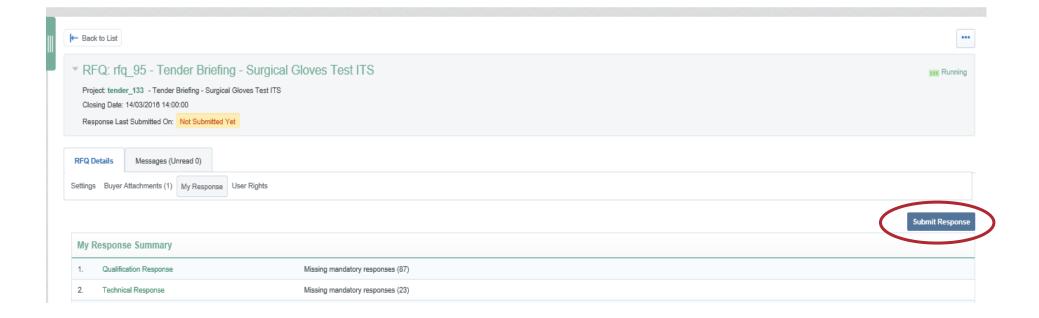




If you need to send a clarification question to HSV use the secure messaging function



Once complete ensure you click 'Submit Response' - You will be unable to submit a response if there are any mandatory fields outstanding



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 and subject matter expert within your organisation. 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.
- Nominate a key person or coordinator for this ITS and its final submission.
- Do not assume your company is known or well known by the evaluators provide all requested information
- Do not use acronyms or abbreviations
- Do not cross-refer to other questions or answers in your responses. Avoid using attachment to answer questions, use the space provided
- Remember to save regularly
- 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
- Check all questions on every tab on worksheets are answered.
- Submit early you can overwrite your information up to the time of closing.
- All mandatory questions * must be answered. If answer is an attachment, please attached what is required or attached a note to explain.
- Do not be late- Late tenders may only be accepted under the late tenders clause of the ITS conditions
- Call the Jaggaer helpdesk for technical assistance and guidance, tel (02) 8072 0644





Any questions – please send it in to: s.custovic@healthsharevic.org.au

Last date for all ITS questions: 23rd June 2021

Tender Closing Date: 14:00 AEST Wednesday 2 June 2021 AEST