

Supplier Briefing

Enteral Feeding and Oral Nutrition Support HSVITS2022-018

6 July 2021 14:00 AEST Melanie Hallam 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.'

About This Presentation

- Thank-you for joining us today for this industry briefing relating to the forthcoming Enteral Feeding and Oral Nutrition Support ITS.
- Housekeeping! Please mute your microphones to avoid feedback and disruption during the session.
- HSV will not be taking any questions during this session today. Information on how to submit questions will be covered during the presentation.
- Please be prepared with a pen and paper/note application to record any information you wish to submit questions about.

HSV Project Team for This ITS

Product Reference Group (PRG)

Specialist subject matter experts from Health Services

Melanie Hallam – Category Manager

Authorised person for this ITS and ongoing contract management, supported by Jared Tang – Senior Category Manager

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



HSV Team Presenting Today

Melanie Hallam – Category Manager

Will lead the presentation and speak to the overall ITS process.

Trang Tran – Supply Chain Clinical Data Analyst

Trang will discuss the product description guidelines

Sophia Javier – Sourcing Analyst

Sophia will discuss the tender response worksheet

Briefing Pack

The following documents will be available on HSV website after this briefing. Please see the following location: Contracts and Documents > Tenders (ITS) > HSVITS2022-018 Enteral Feeding and Oral Nutrition Support:

- Draft Statement of Requirement (SOR)
- Product Reference Letter Template
- Industry briefing presentation slides

Please ensure to 'favorite' the following cabinet: 'HSVITS2022-018 Enteral Feeding and Oral Nutrition Support' to receive further updates.

Questions about the industry briefing and the associated documents can be forwarded to m.hallam@healthsharevic.org.au and will close at 14:00 AEST on Tuesday, 13 July 2021. HSV responses to Q&A will be posted after this date. Please be assured any identifying information will be edited for confidentiality on response without changing the context of the question.

Agenda

- HSV Overview
- Invitation to Supply (ITS)
 - ITS objectives
 - Scope & contract terms
 - Product categories & changes
 - Tentative timeline
 - Distributors
 - Product references
- Product Description Guidelines
- 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

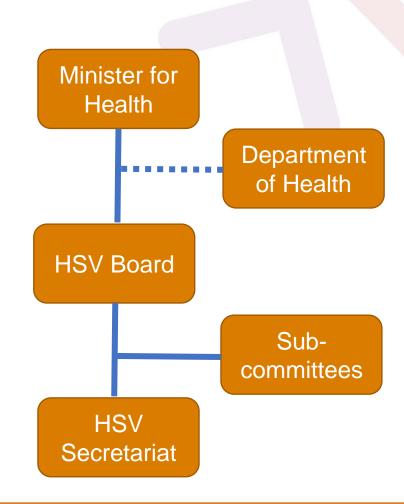
Our vision

We help to deliver safe, affordable and sustainable healthcare.



About HSV as an Organisation

- HSV is an 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
- HSV receives legislative support to establish whole of health contracts
- Our processes are 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 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)

Melanie Hallam – Category Manager

ITS Objectives

- Achieve best value for money
- To source for innovative and better-quality products for this contract
- To have surety of supply
- 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 of this ITS includes:

- i. Enteral Feeding and Oral Nutrition Support products used in most clinical settings, including:
 - o all critical care areas, from neonate to adult
- ii. general wards, aged care and departments
- iii.Products that are compatible with a range of equipment systems, including:
 - Volumetric Enteral Feeding Pumps
 - Syringe Driver Enteral System pumps

Out of Scope for this ITS

This ITS does not include:

- o infant formulae & special paediatric formulae;
- integrated Enteral Feeding System
- Nasogastric tube



Commercial Information

Proposed Contract Term:

• 3-year principal period with a 2-year option (3+2)

Pricing Structure:

Fixed base pricing with volume pricing

Pricing Review/s:

- Mid-term of principal period (at discretion of HSV)
- Prior to exercising option

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 & Key Changes

Category No.	Category Name	Changes
1	Enteral Formula Products	Addition of sub-category 1.26
2	Oral Nutrition Support Products	Addition of sub-category 2.16
3	Thickened Beverages	
4	Thickened Agents	
5	Modular Products	
6	Enteral Feed Administration Sets, Feeding Bags & Accessories	
7	Enteral Feeding Pumps	Additional cyber security requirements
8	Nutritional Meal Replacement Products	
9	Oral Dispensers	

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

Product Samples

- Respondents are required to provide 2 units of samples per range
- Each sample must be clearly labelled with supplier name, product part number, product description and subcategory number as per the tender response worksheet
- 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.
- New suppliers samples are required from all new respondents on all sub-categories tendered.
- Any samples not submitted in the tender will not be evaluated.
- Samples must be delivered to HSV before the tender closes at 14:00 AEST Wednesday 18 August 2021. Please do not leave this until the last minute. It is preferable to send 1 to 2 weeks before closing to allow for issues transport etc.
- Please refer to Parts 1-7 Invitation to Supply tender document for instructions (please refer to Part 2 Conditions of Participation, Clause 19, Items a. f.)
- Delivery address: HealthShare Victoria Level 34, 2 Lonsdale Street, VIC 3000. Attention to Melanie Hallam, Category
 Manager



Tentative Timeline

Key Activities	Date	
Industry Briefing:	14:00 AEST Tuesday 6 July 2021	
Last time and date to submit questions on Industry Briefing:	14:00 AEST Tuesday 13 July 2021	
ITS release time and date:	14:00 AEST Wednesday 21 July 2021	
Last time and date for ITS questions:	14:00 AEST Wednesday 11 August 2021	
ITS closing time and date:	14:00 AEST Wednesday 18 August 2021	
Evaluation:	August to October 2021	
Respondents advised of outcome:	November 2021	
Transition:	January 2022	
Agreement Commencement Date:	Monday 14 February 2022	

Note: These dates may be subject to change to meet the operational requirements of HSV.

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 (you) to manage their distributor in all contractual requirements and to ensure they support you with the sales reporting and communication of risks related to the distributor which may affect supply (e.g. warehouse or transport issues)

Successful respondents (Contract Holders) are directly accountable for:

- Product availability
- Sales reports
- Correct invoice pricing and inclusion of the health service's purchase order number
- Advance communication of shortages, risks and changes to product information



Product References

*Note: this is not company information references

Reference sites are required for:

- Products that are not on the current HSV contract
- Minimum three clinical referees per product or product range
- A product reference letter for new products will now be required to be done prior to tender closure by your nominated referee. **The reference letter must be provided directly to HSV by the referee.** It must be sent back directly to HSV by email to: helpdesk@healthsharevic.org.au

Referees must:

- Have no conflict of interest
- Be informed and agree to provide reference to HSV (as above)
- Be clinical person
- Be from private or public hospitals within Australia.
- Be included in the referee details section of the Tender Response Worksheet
- Be provided in the Tender Response Worksheet

A template will be provided after this briefing and in the tender package so that you can provide it to your referees. HSV suggests commencing the referee process as soon as possible after this briefing.



Product Description

Trang Tran - Supply Chain Information Team

- Source 1: ORAL NUTRITION SUPP NOVASOURCE RENAL 2.0KCAL/ML 237ML TETRA #12358289 (CARTON 24)
- Source 2: NOVASOURCE Renal 24x237 mL
- Source 3: DIETARY SUPPLEMENT NOVASOURCE RENAL 237ML
- Source 4: NESTLE NOVASOURCE RENAL HEALTHCARE NUTRITION 24x237ml ACDL605

BRAND

- Source 1: NOVASOURCE RENAL
- Source 2: NOVASOURCE Renal Source 3: NESTLE
- Source 4: NOVASOURCE

- Manufacturer Part Number
 - Source 1: 12358289
 - Source 2: 12358289
 - Source 3: -
 - Source 4: 12358289



Proposed Description

SUPPLEMENT NUTRITIONAL ORAL HIGH PROTEIN WITHOUT FIBRE 2kcal/mL 237mL TETRA (NOVASOURCE RENAL) 12358289

- Major Noun: SUPPLEMENT
- Minor Noun: NUTRITIONAL ORAL
- Properties:
 - HIGH PROTEIN
 - 2. WITHOUT FIBRE
 - 3. 2kcal/mL
 - 4. 237mL
 - 5. TETRA
- Brand: NOVASOURCE RENAL
- Manufacturer Part Number/Item Number: 12358289

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 (AGANI)
- 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: AN2525R1
 - Source 2: AN 2525 R1
 - Packaging: AN*2525R1
 - Final MPN > AN*2525R1



Product Description Guidelines

- 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)

```
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)
                                         1000 kilograms (kg)
               1 metric ton
                                         1000 milliliters (mL)
               1 liter (L)
Volume:
               1 liter (L)
                                          10 deciliters (dL)
               1 milliliter (mL)
                                          1 cubic centimeter (cm<sup>3</sup>
```

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): G
 - 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 Description Examples

Examples

SUPPLEMENT NUTRITIONAL ORAL CHOCOLATE WITHOUT FIBRE 200mL TETRA (ENSURE) S256.120

SUPPLEMENT NUTRITIONAL ORAL FIBRE COFFEE WITH ADDED FIBRE 200mL BOTTLE (RESOURCE 2.0 FIBRE) 12100781

SUPPLEMENT NUTRITIONAL ORAL STANDARD PROTEIN VANILLA WITHOUT FIBRE 2kcal/mL 237mL TETRA (RESOURCE 2.0) 12358321

SUPPLEMENT NUTRITIONAL ENTERAL 1L HIGH-PROTEIN WITHOUT FIBRE (NUTRISON) 132385

SYRINGE ENTERAL 20mL PURPLE DISPOSABLE STERILE (ENFIT) LPE20



Tender Response Worksheet (TRW) Demonstration

Sophia Javier- Supply Chain Information Team

Tender Response Worksheet Introduction

- 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! Please note there is a commercial and clinical tab for each category
- 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. It's 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 **all** 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. <u>Do not override or delete these formulas</u>
- 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 symbols such as ®, ™, and company specific jargon unless required. Add standard terminology if jargon may not be understood by non-expert
- Please include brand name of range (not just company name)
- 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. The latest version submitted is what will be evaluated.
- Your response is secure by the portal system and HSV can only be opened after the 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 (refer Part 2 – Conditions of Participation, Clause 14, Items a. – c.)



HSV Procurement Portal

Melanie Hallam – Category Manager

Procurement Portal

- This ITS will be conducted within the HSV Procurement portal only. Whilst the 'shell' of the project is outlined on the Buying for Victoria site, the full package and submissions will only be conducted via the HSV website.
- Documents will be available to be completed and submitted via the RFI section of the HSV
 Procurement Portal. This is accessible from the HSV website located at: healthsharevic.org.au.
- Respondents must register on the HSV website to access the HSV Procurement Portal, hosted by Jaggaer. Details of this process will be presented on the next slide.
- The HSV Procurement Portal supports one Superuser who is responsible for managing sub-users, including visibility to the ITS documentation
- Issues? HSV Procurement Portal Contact Details
 - HSV cannot provide responses to website (Jaggaer) problems.
 - Please contact Jaggaer for any enquiries related to usage/problems:
 - o Telephone: 02 8074 8627
 - Email: customersupport@jagger.com

How to Register on the HSV Website



Sign in or register to access contracts, tools and more

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

Remember!

- HSV cannot provide responses to website (Jaggaer) problems.
- Please contact Jaggaer for any enquiries related to usage/problems:
- _o Telephone: 02 8074 8627
- Email: customersupport@jagger.com



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

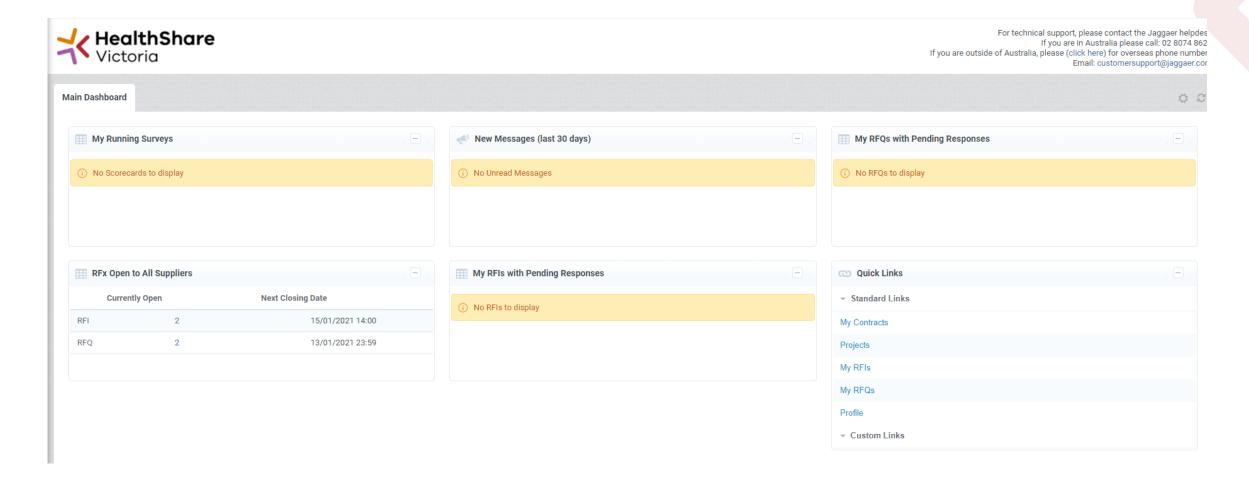
Quick Links

Procurement Portal

Send Enquiry/Feedback

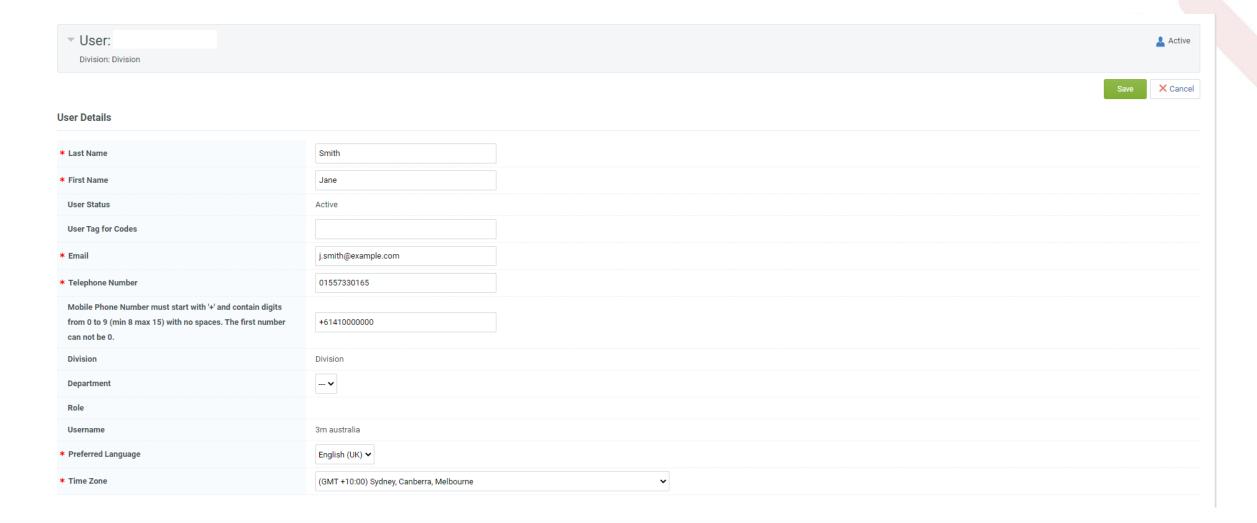
Submit Contract Variation

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

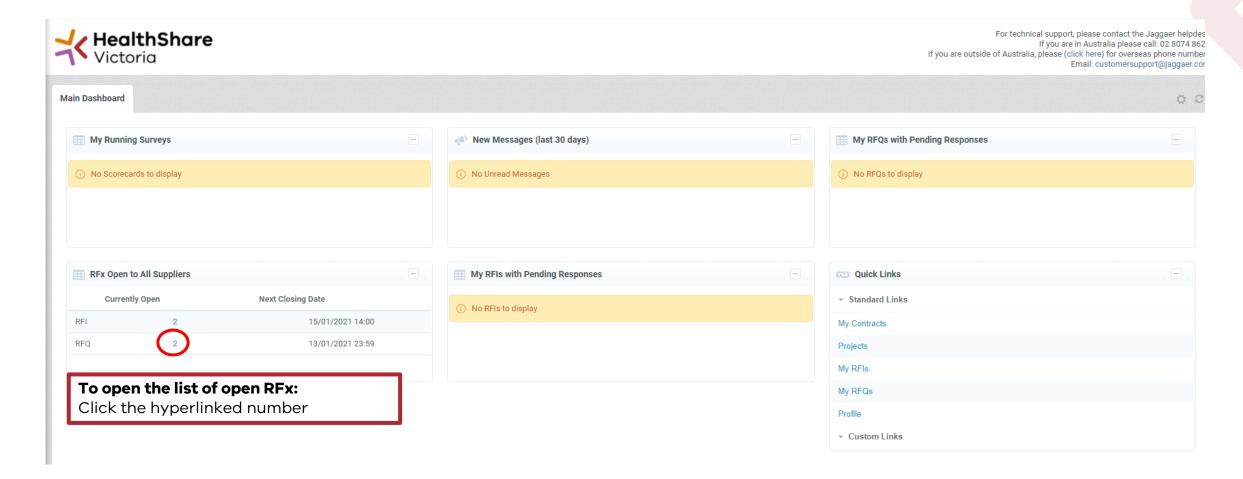




If you are the Super User you will receive all system alerts. You can change or add email addresses using; to separate

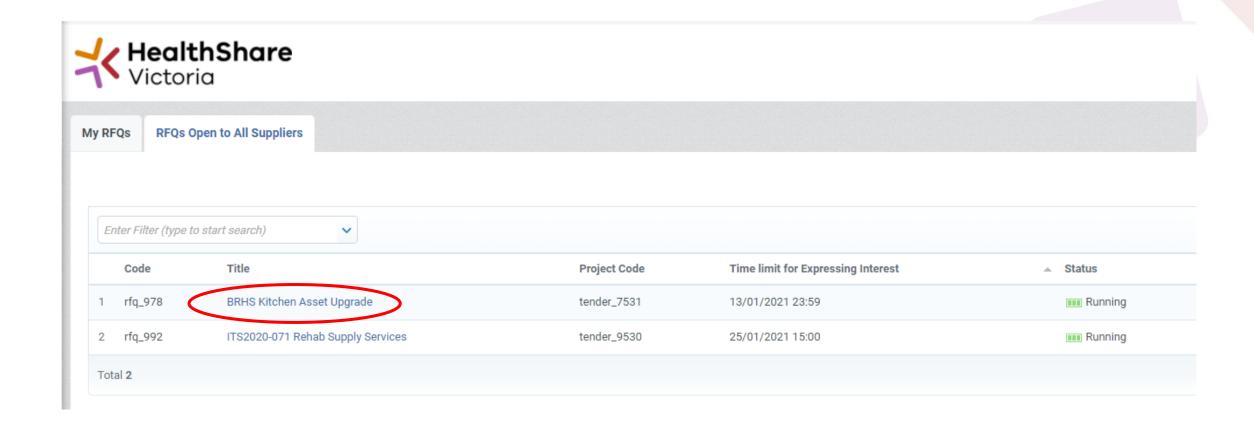


From your Dashboard click on the 'RFQ' line within the 'RFx Open to All Suppliers'

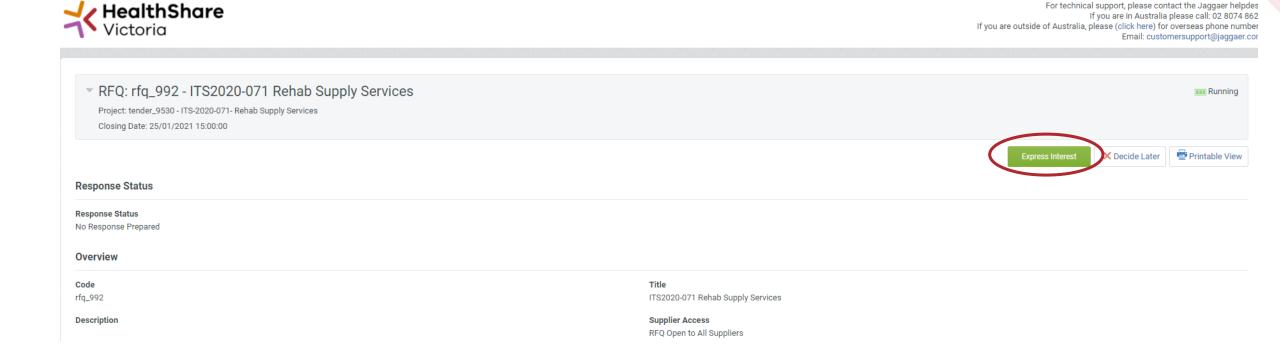




Select the tender you would like to express interest in by clicking the hyperlinked name



Click on 'Express Interest'. This is the only way to access the event. Please do this early!

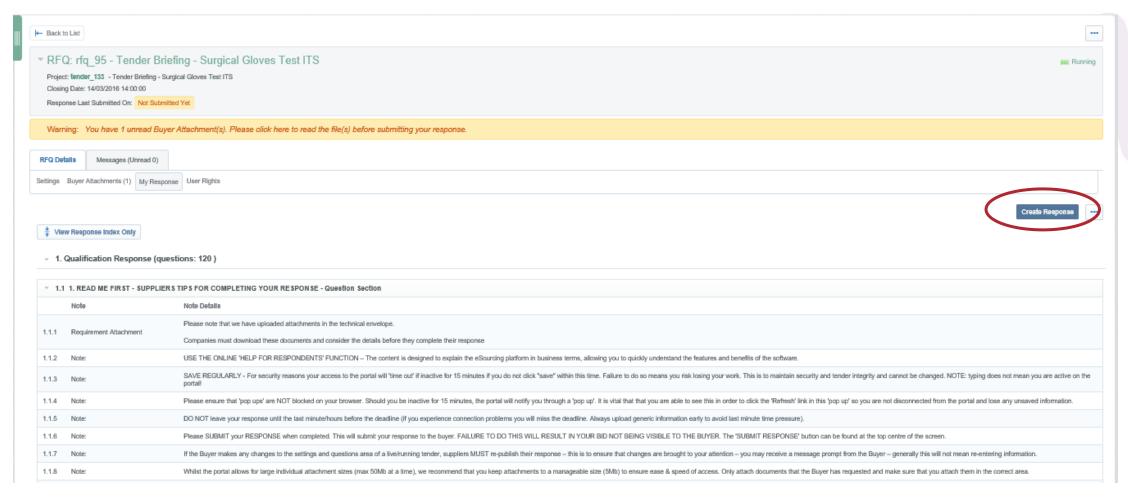


Note: any RFx names/titles or reference numbers shown here are examples only. The list of active available entries will vary.

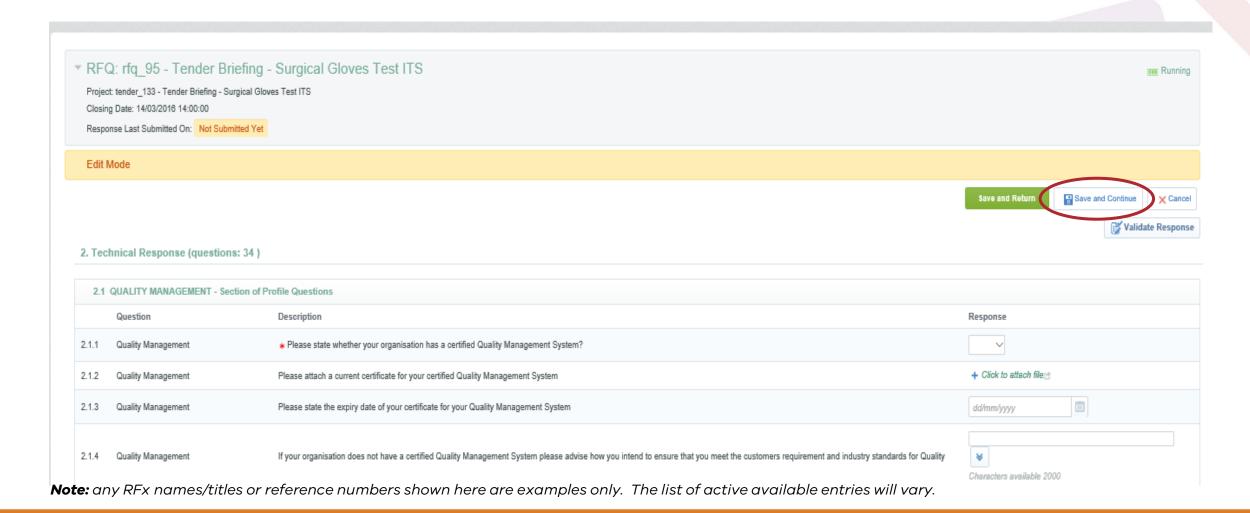


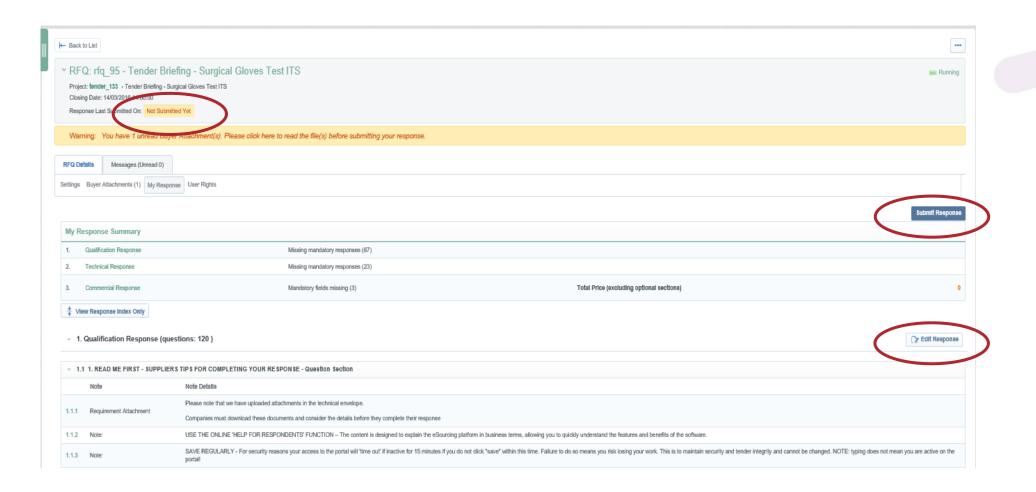
For technical support, please contact the Jaggaer helpdes If you are in Australia please call: 02 8074 862

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

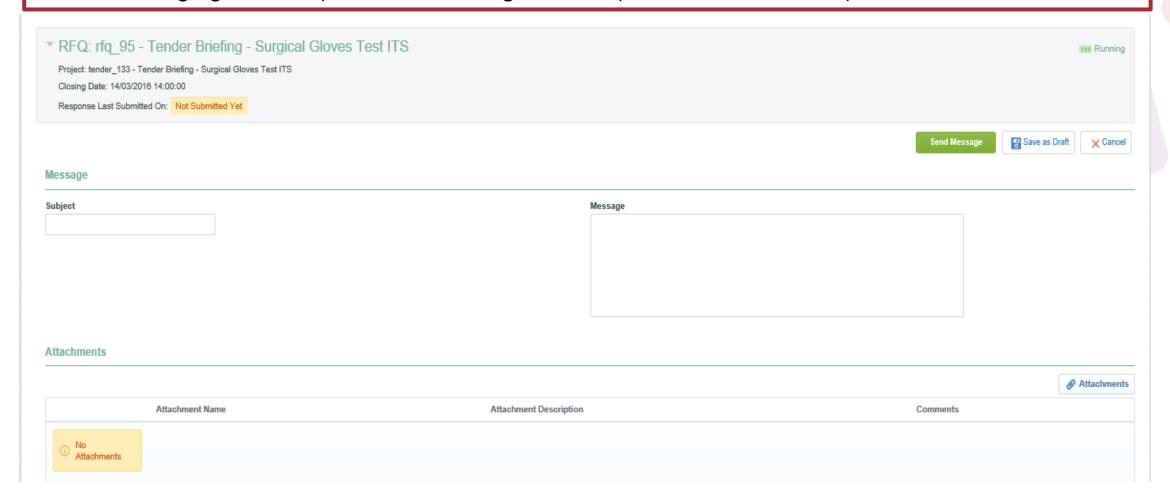


Make sure you save regularly. If you are inactive on the site for more than 15 minutes you will need to sign in again and any unsaved data will be lost.





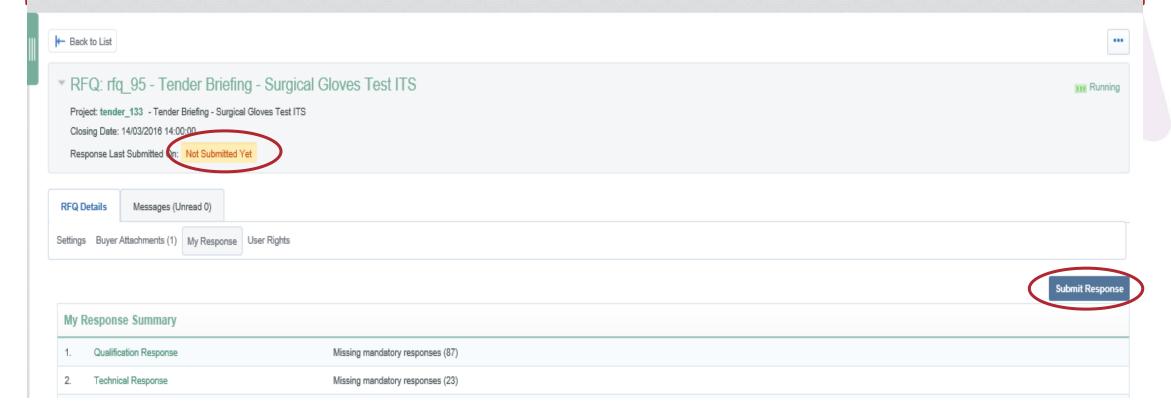
If you need to send a clarification question to HSV during the period the tender is open, you must use the secure messaging function prior to the closing date for questions. Please complete all fields.



Once your submission is complete, ensure you click 'Submit Response'.

Do not leave this until the last minute!!

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. Please do not underestimate the time required to submit a complete response to give you the best opportunity of success.
- Utilise the appropriate people and subject matter expert within your organisation. Multiple users can work on the submission. However - when performing the final submission, 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, refer to the guidelines for naming as discussed earlier in this presentation
- 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
- Check all questions on every tab of worksheets are answered.
- 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
- Submit early! You can overwrite your information up to the time of closing. The latest entry will be what HSV receives when the tender box is opened. HSV cannot see anything previous versions submitted, and we do not have access to open the tenders at any point until after the closing date and time
- All mandatory questions marked with an asterisk * must be answered. If answer is an attachment, please attach what is required or attach a note to explain.
- Do not be late!! Late tenders may only be accepted under the late tenders clause of the ITS conditions (Part 2 Conditions of Participation, Clause 14, Items a. c.)
- Call the Jaggaer helpdesk for technical assistance and guidance. HSV cannot aid with Jaggaer usage or problems. Contact telephone: (02) 8072 0644



Questions?

Any questions relating to this briefing?

Please email it to: <u>m.hallam@healthsharevic.org.au</u>

Last date for briefing questions: 14:00 AEST Tuesday 13th July 2021

Once the tender is released:

Last date for ITS questions: 14:00 AEST Wednesday 11th August 2021

Tender Closing Date: 14:00 AEST Wednesday 18th August 2021

Final Slide