

**HPVITS2024-081 Agency Labour - Clinical and Support  
Supplier Briefing Q&A Register  
16-Aug-24**

Supplier	Name	Question	Response
Solve Nursing Agency	Babin	are you sharing this presentation by end of this session ?	Yes - the presentation will be published and publicly accessible, as will the questions asked and answers provided
Limelight People	Ian	Can or will shifts be block based?.....or is this site / region dependent?	There will be detailed pricing instructions in the tender documentation, primarily the Tender Response Worksheet (TRW) - if there is an alternate way you could price to provide better value to health services, we'd welcome exploration that as part of the tender (via portal messaging system).
CMR	Janine Johnson	Could you please explain what margin based on length of engagement means?	As mentioned, detailed pricing guidance will be available in the tender documentation, particularly the Tender Response Worksheet (TRW) - once you've had the opportunity to read, we'll be happy to provide any clarifications required via the tender portal messaging system
Rely Care	Jasleen Kaur	Is there a fixed number of providers who will be selected at the end of selection process?	Not at this stage - it will be decided by HSV in consultation with the health services and based on the submissions received. We want to ensure sufficient coverage for health services as an outcome of the tender.
CMR	Caron Savian	Could you please explain what broad award scenario means.	A broad award scenario contemplates a wider range of panel suppliers for greater coverage of regions and disciplines. The number of awarded participants will depend on the evaluation by HSV in collaboration with health services.
Connect	Paul	Will regional allowances will it cover travel cost and travel time	The tender contemplates travel and accomodation arrangements and how best to handle those for health services - further guidance will be available in the tender documentation, if you have any further questions happy to answer them via the messaging portal during the tender.
	Rob Darby	You had only agencies that can service state wide should apply, for regional specialists would you consider this (Gippsland) or if not is there an opportunity for Tier 2 arrangements for regional specialists?	Regional or specialist agencies may play an important role in ensuring coverage for health services across regions and disciplines - we'd welcome their participation to ensure we're best considering how to service the whole State.
Medacs Global Group	Jon Wallace	Can we use acronyms if they have been clarified previously e.g. if we write Health Share Victoria can we then abbreviate to HSV once stated?	Yes - but take care with use of acronyms, if the evaluation team cannot decipher what you mean it may cause issues with the evaluation of your bid.
YESTE Global	Jomet Mani	Do Permanent job placement covered in the tender?	Permanent placement is out of scope for this tender. This tender covers contingent casual engagements only
Connect	Paul	Is there any specialist rates for midwives, mental health, ED , ICU nurses ?	The pricing format is separated by resource type - there'll be an opportunity to break this out.
Rely Care	Jasleen Kaur	If we have multiple models of pricing, do we need to submit two applications? Or would the tender submission worksheet have options for us to submit this under one application?	Please use the submission format in the tender documentation - tender response worksheet. If you have an alternative method of pricing that could provide better value for health services, please reach out to us via the tender portal messaging to discuss.
Henderson Healthcare.	Sally - H	will there be permanent placement on this tender?	Permanent placement is out of scope for this tender. This tender covers contingent casual engagements only
Limelight	Ian	To clarify, are all regions joining the MSA?	The MSA will be a common contracting model across HSV procurements and across both regional and metro. You'll find many of the obligations similar to what you've seen from HSV and from government procurement contracts generally - the aim of the MSA is to streamline this process and focus our discussions on the specifics of each tender
Curis	Jodie	Do you have a specific number approval for the panel ?	We're not approaching this with a pre-determined panel size - it will depend on the bids received and on our evaluation

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Pulse Staffing	Paul	Will the information include historic data on site usage, volume, requirements, etc	The tender will include a year of volumes in hours.
SKGroup	Sandeep	What are the other factor HSV considering for selecting partner other then Pricing?	This is available in Part 1 of the tender documentation.
Comensura	Michael	What is HSV's position on vendor management software (VMS) to help manage supply chain partners? Will this be covered in this or a future tender?	The sector has expressed some interest in VMS. Whilst outside of the scope of this tender, future opportunities will be advertised on Buying for Victoria.
Solve Nursing	Babin	How many organisations you will accept ? or just one organisation for one stream?	We're not approaching this with a pre-determined panel size - it will depend on the bids received and on our evaluation
NurseU Nursing Agency	Tim Rippon	Does the tender detail the minimum expected standards of each service type? for example qualifications, skills, experience etc?	Part 4 of the tender (Statement of Requirements) together with part 5 (Module D Services) set out the minimum standards. If you'd like some forward visibility, the standards haven't greatly changed from the incumbent contract so you can look at the statement of requirements on the existing Agency Labour contract, available on our website.  Note there may have been changes since the last contract so please review the tender documentation for this opportunity carefully before responding
YESTE Global	Jomet Mani	Is there any separate tender for Permanent Job placement, Migration and Visa services?	Whilst the sector has expressed interest in this, there isn't an opportunity currently for permanent recruitment, migration and visa services. Future opportunities will be advertised on Buying for Victoria.
Connect	Paul	Will shift requests be done by email , phone , or eg shift match / Cascom	Health Services will engage via a variety of methods - as part of tender finalisation we prepare a contact sheet for successful agencies so health services may reach you.
Solve nursing	Babin	Do we get tender Format for reference ?	This will be released with the tender (currently scheduled on Wednesday 21st)
Rely Care	Jasleen Kaur	Does the Tender cover Finder's fee options if staff members working for providers are hired by the host organisations? This was listed as a part of the previous contract.	The tender includes a recruitment placement fee to cover this.
Medical Staff	Helen	Can we use references from the current public hospitals in VIC?	Yes
Connect	Kelly Taylor	Will the existing EMR systems used at each health service remain the same or will there be a global EMR?	Health services use a variety of EMR systems - there isn't scope currently to unify those systems but an opportunity may arise. If it does it will be advertised on Buying for Victoria.
Limelight	Ian	Can you please clarify what "shift" constitutes? (ie: will all shift requests be hourly or will HSV be requesting responses for Fixed Term monthly contracts, Short Term weekly / monthly and hourly shifts, both pricing and capability?)	These will be defined in detail in the Tender Response Worksheet and the tender documentation more broadly - if you have any questions once you've reviewed the tender documentation, please reach out via the tender portal messaging system for clarification
Curis	Jodie	What will the minimum block contracts look like? 4 -12 weeks?	Please refer to the Tender Response Worksheet - if this doesn't cover what you believe would offer best value to health services, please reach out to us via portal messaging to discuss alternative bids
Regional Workforce	Dilpreet	can we only apply for the tender for regional and remote areas as opposed to metro ?	Yes - please indicate your coverage in your submission
firstcall HEALTH	Angela	Can agencies call when requests are made at their own leisure based on the types of shift requests being made? Will this be decided by the health services specifically or will health share victoria have any authority to instruct how these are streamlined?	Each health services manages its own operations including how it engages with agencies. HSV can assist in establishing streamlined processes between health services and agencies as part of its Supplier Relationship Management framework
Solve Nursing	Sabina Neupane	Can we only apply tenders to provide services in Melbourne	Yes - please indicate your coverage in your submission - I note for both regional only and metro only agencies, it may be worthwhile testing whether you can supply outside of your normal coverage area
BluePrint Nursing	Michael Fernandes	Following the release of the tender documents , will there be another briefing session to allow for any further queries?	Not currently planned but we can run one if there's sufficient interest. Please submit your questions during the tender via the tender portal messaging system, we'll be broadcasting non-commercial-in-confidence responses to all respondents for fair consideration
Mediseek Global	Sean	Are you limiting the number of agencies on the panel?	We're not approaching this with a pre-determined panel size - it will depend on the bids received and on our evaluation
inspire nursing	kelvin	is there a minimum amount of agencies you will be looking for?	We're not approaching this with a pre-determined panel size - it will depend on the bids received and on our evaluation
TJ Healthcare	Berrin	Can we provide any potential accommodation information which we can provide for our health services for our own Nurses - for regional areas	The tender contemplates travel and accommodation arrangements - those measures do not preclude an agency supplying travel/accom