

# Supplier Briefing

Operating Room and Wound Drainage Consumables HPVITS2024-057

03 April 2023 11:00 AEDT

Ajeesh Issac; Category Manager, Andrew Mina; Senior 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**

Andrew Mina – Senior Category Manager

Ajeesh Issac-Category Manager

Authorised person for this ITS and ongoing contract management

Diana Skratulja - Clinical Product Advisor

**Gavin Fahey - Clinical Product Advisor** 

Clinical interface with Health Services and assists with evaluation

#### Gordon Szegi - Senior Biomedical Advisor

Provide technical advice on device and equipment products

#### James Jayalath - Sourcing Analyst

Provides financial analysis and assists with evaluation

#### Stanley So – Senior Master Data Analyst

Provides ongoing master data management to support Distribution Centre operations

#### Ron Campbell – Supply Chain Data Analyst

Provides supply chain analysis and guidance on Data Integrity

#### **Product Reference Group (PRG)**

Specialist subject matter experts from Health Services



# Agenda

HSV Overview
Local Job First
Fair Jobs Code
Invitation to Supply

- ITS Objectives
- Proposed Timeline
- Tender Response Worksheet (TRW)
- Supply Chain Data Attributes
- Data Integrity Product Descriptions
- Components and Indices Information
- Reference and Sample Requirements
- Distributors

#### **HSV Procurement Portal**



### HealthShare Victoria

#### 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

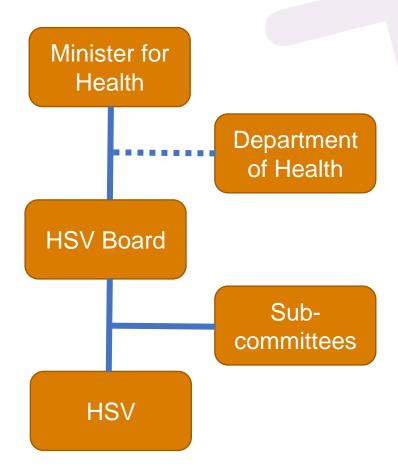
#### Our vision

 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





# **HSV** Objectives

- Facilitate access by public hospitals and health services to goods, services and equipment on best-value terms
- Combine the collective purchasing power of more than 80 legal entities to establish whole-of-health contracts
- Foster supply chain and process improvement, through developing relationships with suppliers and health services
- Ensure probity is maintained in purchasing, sourcing and contracting activities

### Victorian health suppliers minimum standards





TGA approved



GS1 data standards
 (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:

- integrity, ethics and conduct
- conflict of interest, gifts, benefits and hospitality
- corporate governance
- labour and human rights
- health and safety
- 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.



### Local Jobs First

Through its Local Jobs First policy, the Victorian Government is committed to improving opportunities for local suppliers to create more new jobs and grow the economy.

The policy is to ensure that small and medium size enterprises (SMEs) are given a full and fair opportunity to compete for government contracts, such as hospitals, schools and road projects, while still achieving value for money.

As part of the tender process, all bidders must submit LIDPs to the Industry Capability Network (ICN) for acknowledgement and evaluation.

#### What you need to know

- The Industry Capability Network (ICN) can assist you in documenting your Local Industry Development Plan (LIDP)
- Access the VIPP Management Centre (VMC) via this <u>link</u> <u>ICnvic.force.com</u>
- Should bidders require assistance with their LIDPs, then they can contact the ICN on 9864 6700
- Give yourself time to develop your LIDP for submission
- LIDPs will be evaluated as part of our assessment of Value for Money
- LIDP outcomes will need to be reported to HSV

### Fair Jobs Code

The Fair Jobs Code (FJC) aims to improve employment outcomes for persons employed by suppliers and service providers to the Victorian Government. The FJC is implemented by Victorian Government departments, agencies and public bodies to help support and promote fair labour standards and to ensure compliance with employment law.

The FJC applies to the purchase of goods and/or services, regardless of the method of procurement.

The FJC applies to threshold procurement contracts (contracts with a value of \$3 million or more exclusive of GST) and high value procurement contracts (contracts with a value of \$20 million or more exclusive of GST).

For further information, Respondents should refer to the FJC and FJC Guidelines which can be found at <a href="https://www.buyingfor.vic.gov.au/fair-jobs-code-guidelines-suppliers-and-businesses">www.buyingfor.vic.gov.au/fair-jobs-code-guidelines-suppliers-and-businesses</a>

#### Successful respondents must complete:

- Fair Jobs Code Pre-Assessment Certificate
- Fair Jobs Code Plan
- Agreement and continuing FJC obligations

Please see Part 3: Respondent's Offer section 11. Fair Jobs Code in the Part 1-7 ITS documents.



# 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

# **Tentative Timeline**

Key Activities	Date
ITS Release Date	03 April 2023
Industry Briefing Session	03 April 2023
Last date for ITS questions	4 May 2023 14:00 AEST
ITS Closing Date and Time	12 May 2023 14:00 AEST
Evaluation	MAY – September 2023
Respondents advised of outcome	November - December 2023
Agreement Commencement Date	16 January 2024

# Scope

#### **Coverage:**

The scope includes Operating Room and Wound Drainage consumables used in public health services

#### Term:

Two (2) years plus two optional two-year extension periods (i.e., 2+2+2)

#### **Price Features:**

Fixed based pricing with volume pricing (FIS)

### 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 will ultimately feed into Pricing Schedules, the HSV 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)

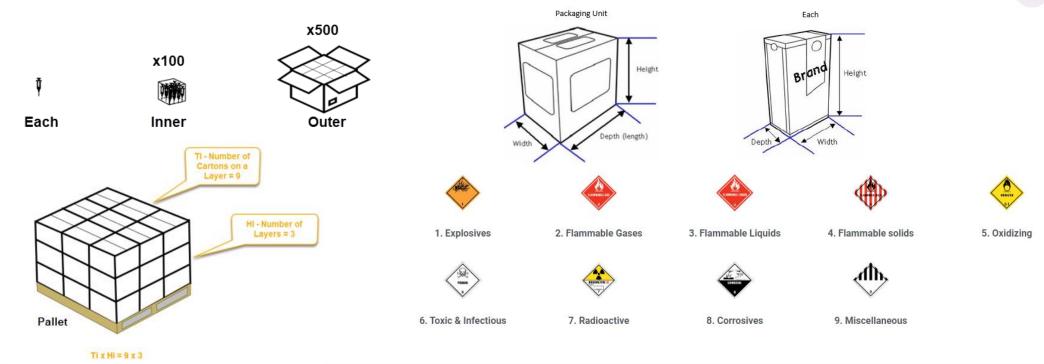
#### Instructions for completion

- Complete <u>all</u> requested information
  - Mandatory data missing = Product won't be awarded
- Tender products once only, in the most appropriate sub category
- The "Commercial" and "Clinical" tabs are linked for each Category by the "Auto populated" (Grey) Cells. <u>Do not override or delete these formulas and do not add or delete columns, or individual cells</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 HSV if required
- Provide responses in the requested format (and units if applicable)
- \*\*Note subcategory 24.03 Pneumatic Tourniquet equipment requires respondents to complete HPVITS2024-057 Operating Room and Wound Drainage Consumables Product Catalogue and Part 4a SOR, in addition to the TRW.



# Supply Chain Data Attributes

- HSV has expanded to provide supply chain services to health services.
- Attributes required include:
  - Product level hierarchy, dimensions, weights, pallet information, dangerous goods



# Supply Chain Data Attributes

#### Instructions for completion

- Complete <u>all</u> requested information
  - Mandatory data missing = Product won't be awarded
- All tabs linked in the TRW. <u>Do not override or delete these formulae and do not</u> add or delete columns, or individual cells
- To add rows, ensure that rows are also added to all tabs (Commercial, Clinical and Supply Chain) & all formulae "fill down". Contact HSV if required
- Provide responses in the requested format and units
  - Dimensions in mm & weights in kg

# Data Integrity - Product Descriptions

All descriptions will be short (< 140 characters), in UPPER CASE, will start with a major noun, then minor noun, then adjectives or properties to describe the product, followed by the brand in brackets and either the manufacturer part number or item number that is visible on the packaging. i.e.

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

Example: BLADE SURGICAL SIZE 10 CARBON STEEL SINGLE-USE STERILE (BRANDAAA) 14344-IOU

- Major Noun: **BLADE** (Expressed as the singular)
- Minor Noun: SURGICAL
- Properties: SIZE 10 CARBON STEEL SINGLE-USE STERILE
- Brand (as visible on the packaging): (BRANDAAA) (Always enclosed in brackets)
- Manufacturer Part Number/Item number (as visible on the packaging): 14344-IOU

Description will be devoid of symbols unless they are required for joining a word or representing a strength e.g. NON-STERILE, LATEX-FREE, 2-PLY, 5% or 350mg/ml etc
All descriptions in upper case, except for the unit of measurement

# 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 (BRANDAAA)
- 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: 14344IOU
    - Source 2: 14344 IOU
    - Packaging: 14344-IOU
    - Final MPN > 14344-IOU



# 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)

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



# 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



# Data Integrity in TRW Poor quality information will be returned for correction (or product not awarded)

- Assign product under the most appropriate subcategory
- Use the choices from the dropdown list when provided
- Ensure all Clinical Properties requested are completed
- For Free text fields, if a property is Not Applicable to your product, please add "N/A" rather than leave blank
- No (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)
- Give appropriate units where required: Don't write 100x5; Use 100mm x 5mm or 5cm x 8cm
- Avoid using Brand names, ®, ™, and company specific jargon unless required. Add standard terminology if jargon may not be understood by non expert
- 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 = 42XXXXX00)

The ARTG must have a number or be listed as "EXEMPT" (TBC / TBA / Pending = 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)

Any delay in the evaluation process due to poor quality data may result in HSV deeming your response noncomplying and set it aside from further evaluation

### Components and Indices Information

HSV is embarking on a journey to drive engagement and collaboration with our supply partners to understand immediate and extended supply chain requirements.

As a first step of this journey, HSV would like to request from our suppliers, information relating to cost drivers that influence products or the services provided to health services.

HSV would like to collate this information using a standard data request form during the ITS.

HSV also requests any relevant reference indices used for monitoring cost of each component.

#### Below are the definitions of the information requested.

- o **Cost Drivers** Factors which are the direct cause of some portion of the cost of a good or service.
- Cost Weighting The portion of an overall cost which is deemed to be linked to a given cost driver.
- o **Index / Indices** A series of quantified values which repeat the same calculation at different points in time to show changes in underlying conditions.

#### **Product References**

\*NB this is not company information references

#### Reference sites are required for:

- Products that are not on the current HSV contract
- Minimum two clinical or product user referees per product or product range

#### **Referees must:**

- 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
- Have no conflict of interest
- Be informed and agree to provide reference to HSV
- Be provided in the Tender Response Worksheet

#### **Submission:**

Reference letter needs to be returned by the referees to HSV at <u>Helpdesk@healthsharevic.org.au</u>, prior to the tender close date.



#### **Product Samples**

(products not on current HSV contract)

### HSV team are endeavouring to reduce workload and streamline the process of samples being provided to HSV

- TRW for each product category will request Instructions for Use, Cleaning instructions, if relevant and compliance to stated Standards
- Our CPAs will review details of all new products submitted at close of tender to ensure they
  are in scope of the category and allocated to the correct category. It is the Respondent
  responsibility to submit their products in the correct subcategory.
- HSV will decide if a desk top evaluation can be completed without a sample or if one is required
- In place of samples, we may request additional information like detail product specification, packaging artwork, labelling, ARTG certificate, reference letter available.
- Product references are very important as we will ring the referees to confirm their knowledge
  of request from suppliers and their evaluation of the products

#### **Product Samples**

(products not on current HSV contract)

### HSV team are endeavouring to reduce workload and streamline the process of samples being provided to HSV

- If it is determined that samples are still needed, HSV will reach out to the respective respondent of this tender to provide them. Respondents are required to provide the requested number of samples 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 most common items (e.g., different length or size) in that range. You may also be required to pack samples into separate sets for distribution to evaluators.
- Samples are not required if the product is currently on an HSV contract and has sales.
- Any samples requested and not submitted by respondent in the tender will not be evaluated and may not be awarded
- Samples will be sent attention to: Ajeesh Issac/Andrew Mina and Respondent will be informed on when and where the samples needs to be delivered to.

### 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

#### Successful respondents are directly accountable for:

- Product availability
- Sales reports
- Correct invoice pricing

# HSV Procurement Portal

### Procurement Portal

Tender document download, tender related questions, and tender submission from the HSV Procurement Portal ONLY

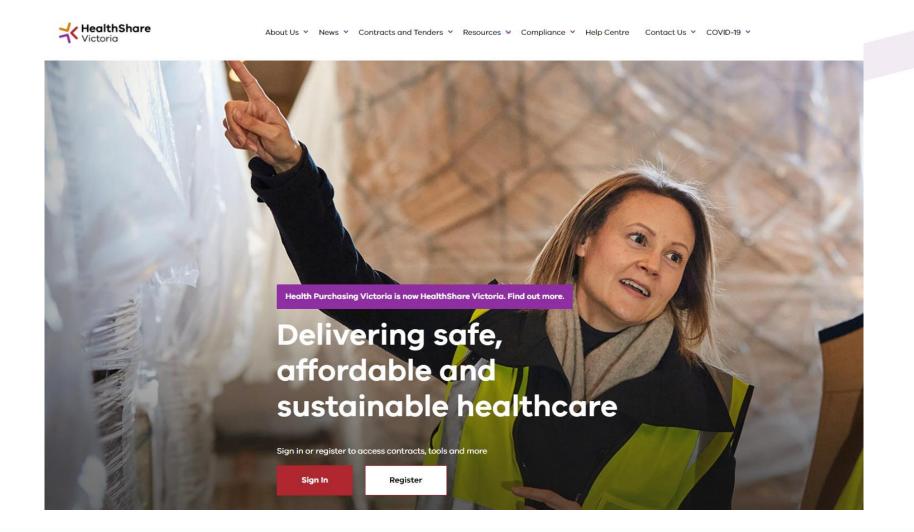
Register/Access at <u>healthsharevic.org.au</u>

Each HSV Procurement Portal company account has one superuser responsible for managing subusers, including visibility of the EOI documentation

Technical Issues? Contact HSV Procurement Portal (Jaggaer) Customer Support

Ph: 02 8074 8627 <a href="mailto:customersupport@jaggaer.com">customersupport@jaggaer.com</a>

#### **New User?** Go to <u>healthsharevic.org.au</u> 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.

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.

#### To create your account:

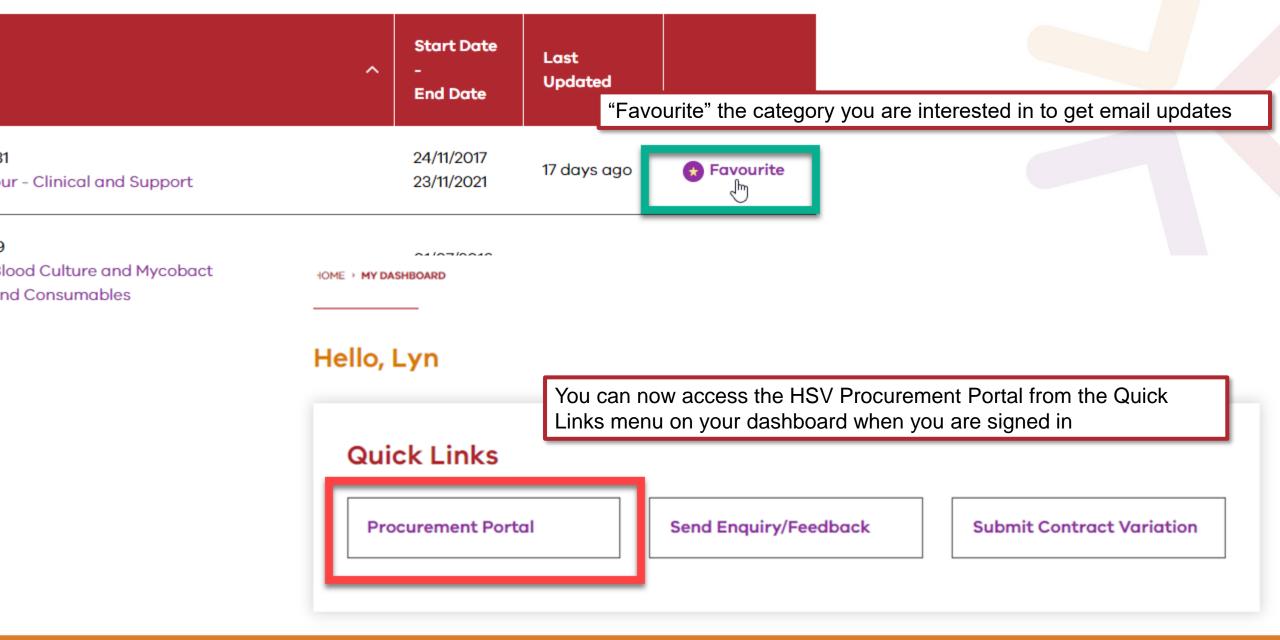
- 1. Select the "I am a Supplier" option
- 2. Enter your business specific email address
- 3. Click "Next"

**Complete your registration** and you will receive a new account email with a password setup link

Important! Tender under the ABN that would sign the contract!

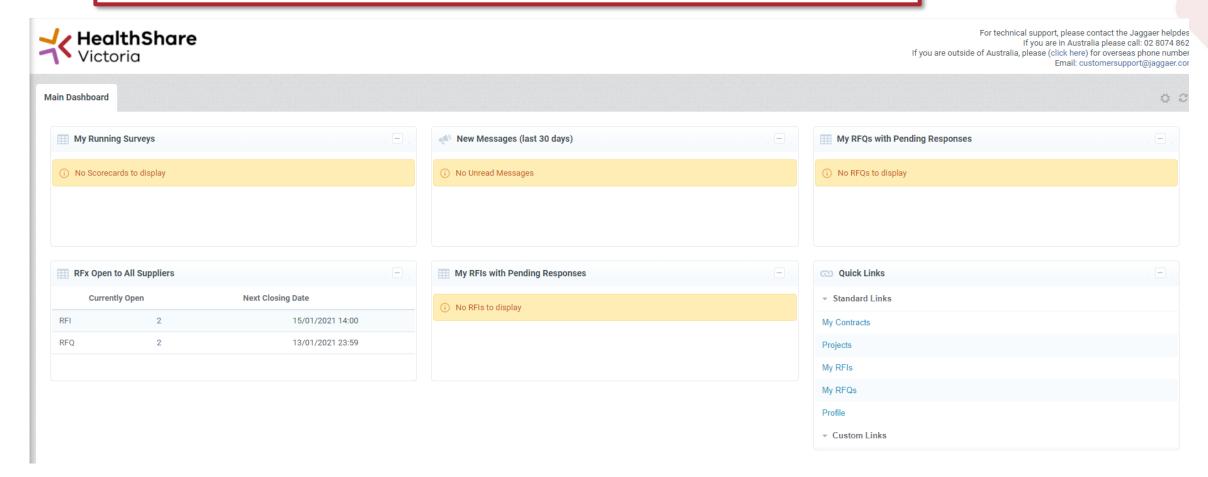
New distributors should register a separate account.

Next

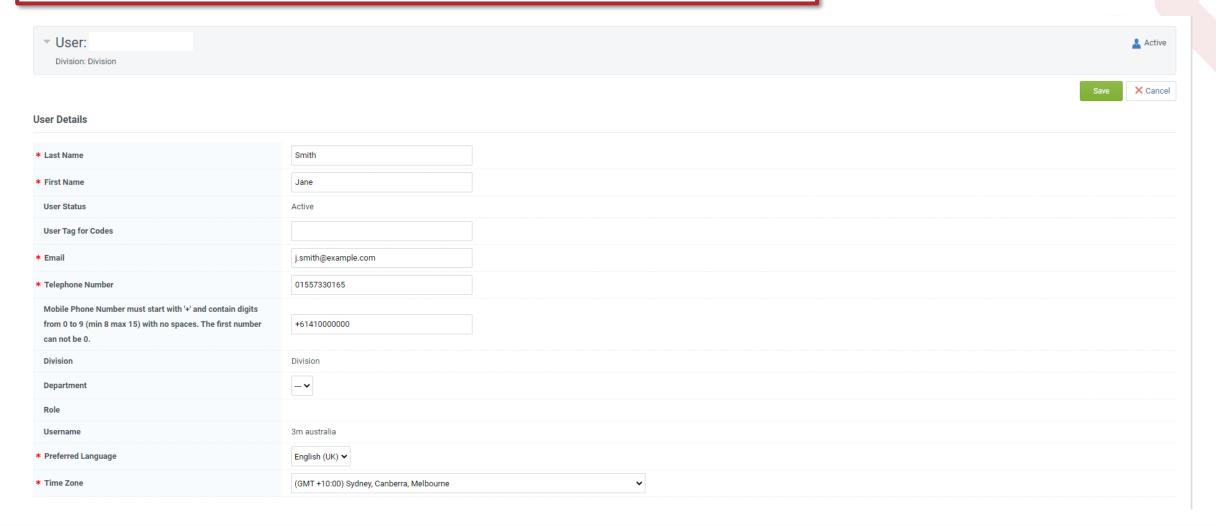




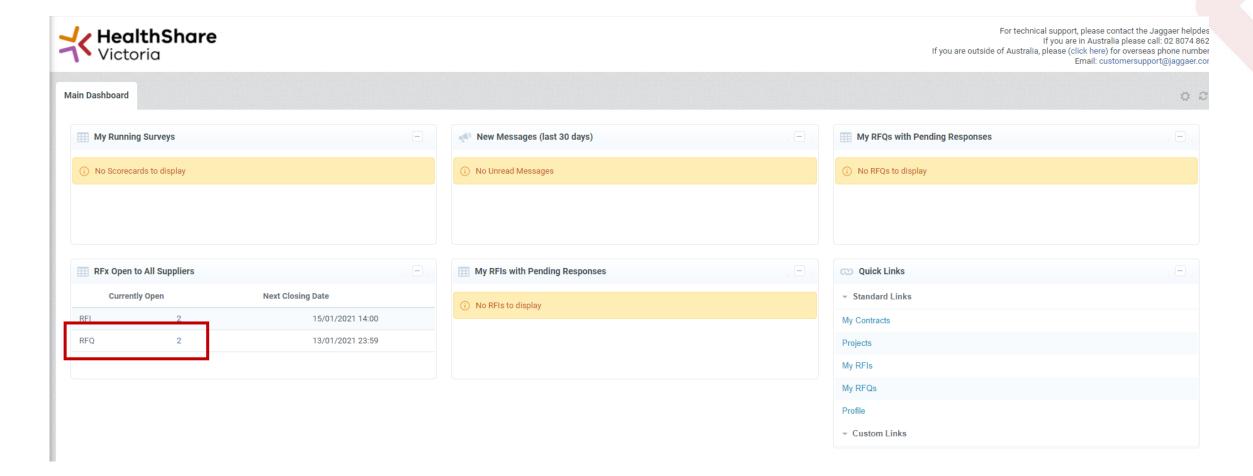
You will be directed to the Procurement Portal where you can access any open RFx or edit your personal profile



If you are the Super User you will receive all system alerts. Add additional contact email addresses to yours using; as a separator.

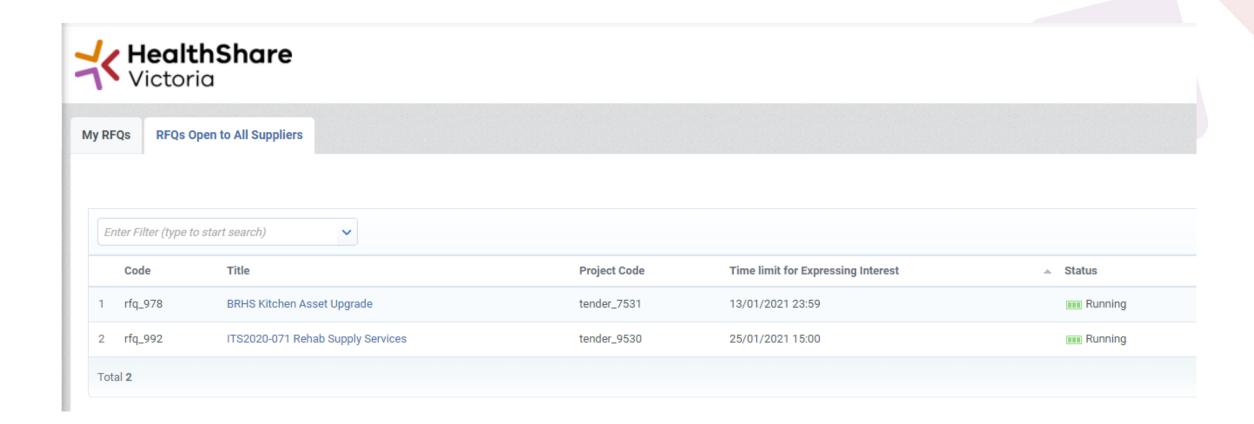


## From the Portal click on the 'RFQ' line within the 'RFx Open to All Suppliers'





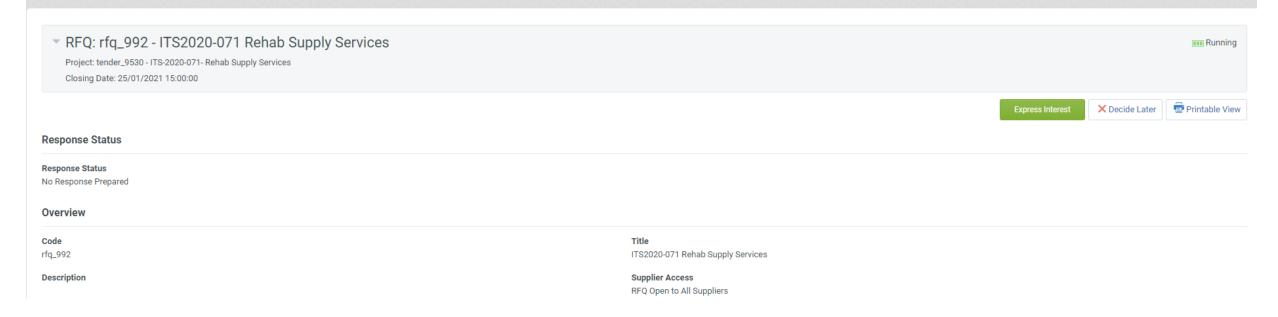
Select the tender you would like to express interest in



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

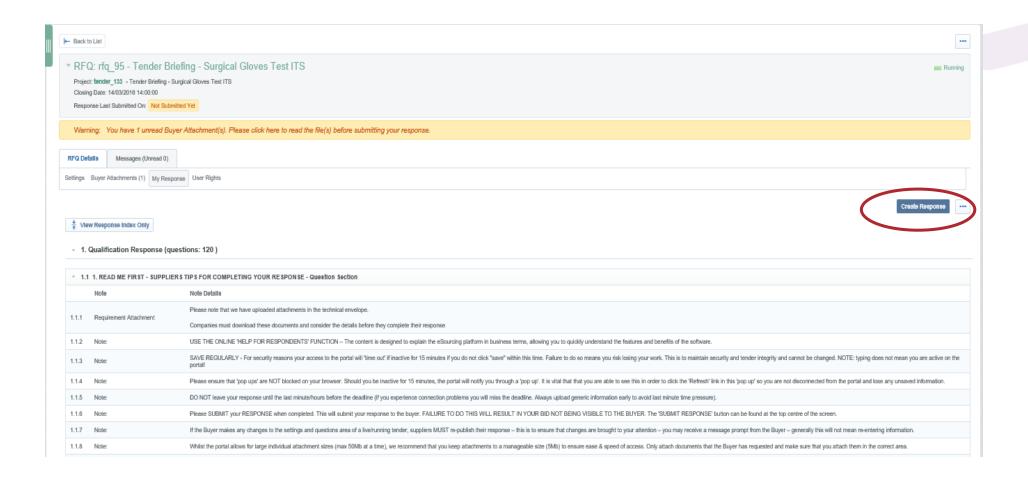


For technical support, please contact the Jaggaer helpdes
If you are in Australia please call: 02 8074 862
If you are outside of Australia, please (click here) for overseas phone number
Email: customersupport@jaggaer.cor



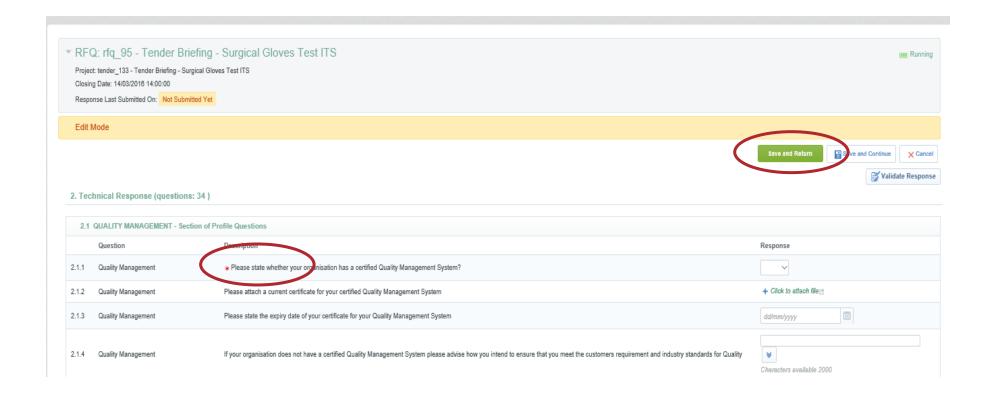


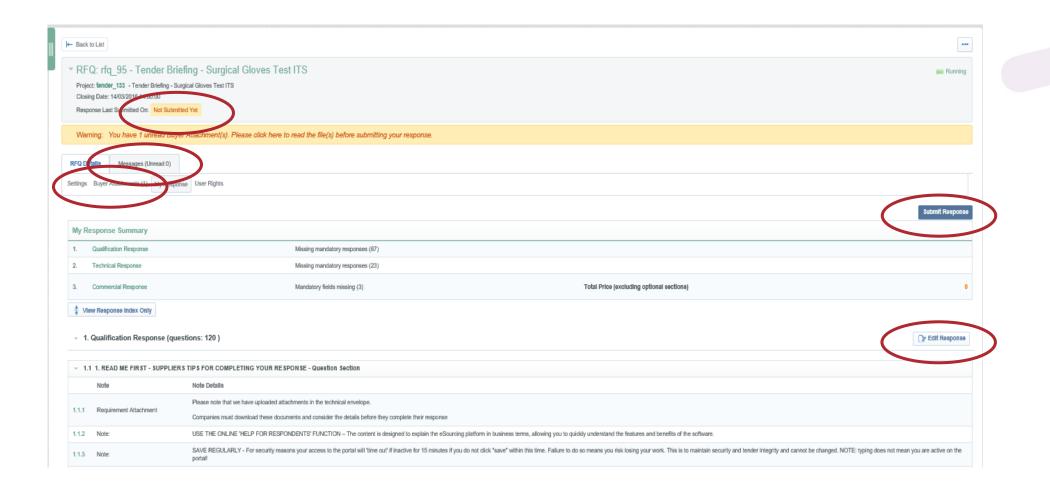
### To populate the content of your tender response, click on 'Create Response'



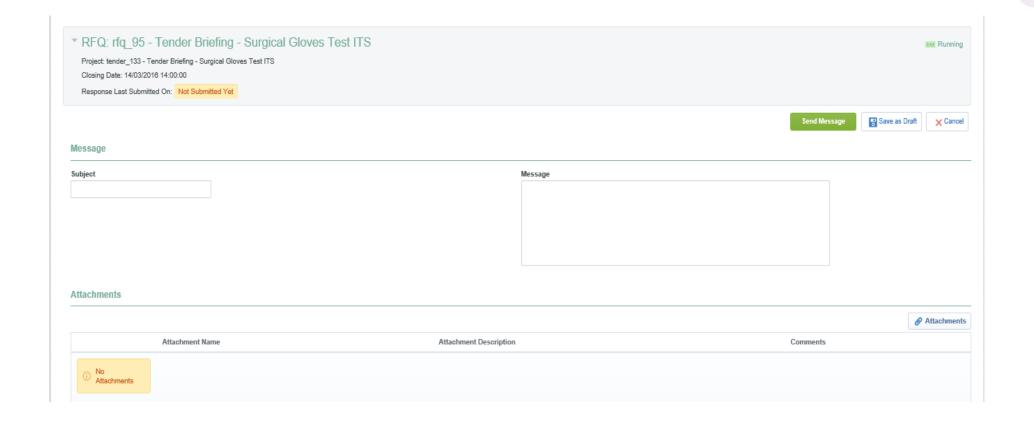
#### SAVE REGULARLY.

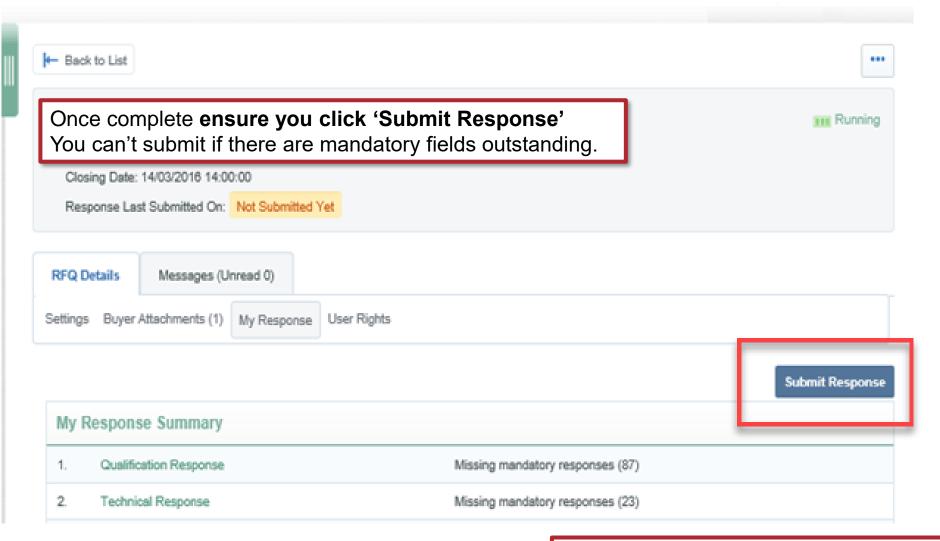
If you are inactive on the site for more than 15 minutes you will need to sign in again and any unsaved data will be lost.



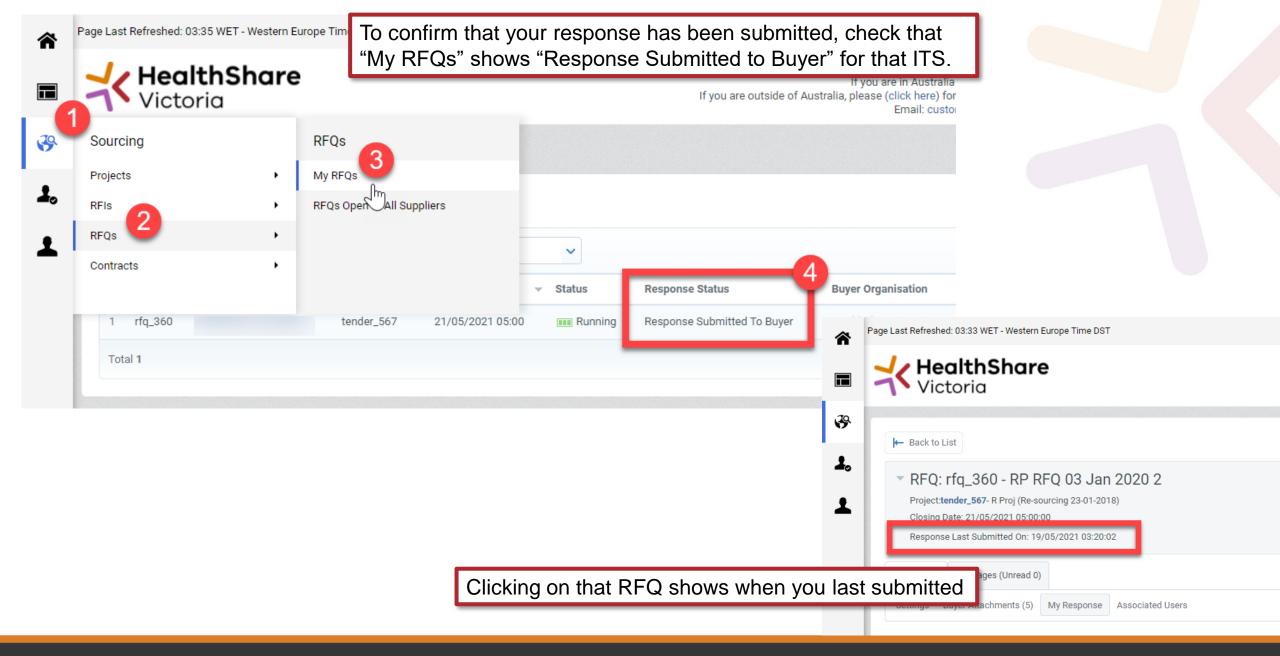


If you need to send a clarification question to HSV use the secure messaging function





Note that responses – including pricing – are sealed until tender close. Your response is locked and inaccessible to the buyer until then.





# Tips for Responding

- 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
- Remember to save regularly
- Submit early you can overwrite your information up to the time of closing. Late submissions can only be accepted if they meet the strict conditions of the *ITS Late Responses* clause
- Multiple users working on a submission can cause errors and delays. It is strongly recommended that only one user be logged on at one time to work on a submission.

## Briefing Pack

The following documents will be available on HSV website: Contracts and Documents > Tenders (ITS) > HPVITS2024-057 Operating Room and Wound Drainage Consumables:

Industry briefing presentation slides

Please ensure to favorite the following cabinet: "HSVITS2024-057 Operating Room and Wound Drainage Consumables" to receive further updates.

The closing date for questions associated with the ITS is Thursday, 4 May 2023 at 14:00 AEST. Tender document download, tender related questions, and tender submission from the HSV Procurement Portal ONLY. HSV Q&A responses to be posted after this date.



Thank you