

Official

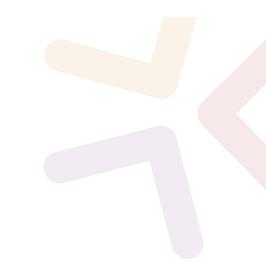
Supplier Briefing

Physiological Monitoring and Anaesthetic Gas Delivery Systems HPVITS2024-075

Wednesday 6 March 2024 (10:30am- 11:30am AEDT) Sachin Kumar, Senior Category Manager

Agenda

- HSV Overview
- Supplier Code of Conduct / Fair Jobs Code / Local Jobs First
- Master Supply Agreement (MSA)
- Project Team
- Invitation to Supply
 - ITS Objectives
 - o Contract Features
 - o Categories in Scope
 - o Timeline
 - Statement of Requirements (SOR)
 - Product References
 - Tender Response Worksheet (TRW)
- HSV Procurement Portal
- Tips for Responding





HealthShare Victoria Overview

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

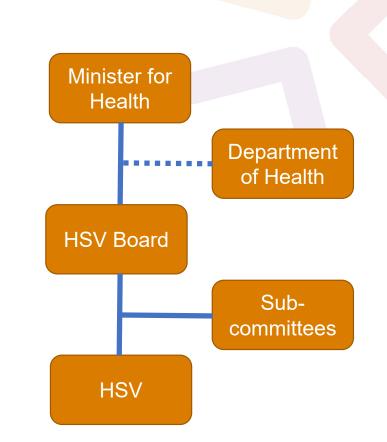
Our vision

• We help to deliver safe, affordable and sustainable healthcare.



HSV Organization

- 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 (VGPB) Strategic Sourcing Principles





HSV Objectives

- Facilitate access to goods, services and equipment on best-value terms
- Collective purchasing power to establish whole-of-state contracts
- Foster supply chain and process improvement through relationships with suppliers & health services
- Ensure probity is maintained in all activities



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.



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

Respondents must complete:

- Fair Jobs Code Preassessment Certificate
- Fair Jobs Code Plan
- Agreement and continuing FJC obligations

For more information visit www.buyingfor.vic.gov.au/prepare-fair-jobs-code-plan



Local Jobs First

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

What you need to know

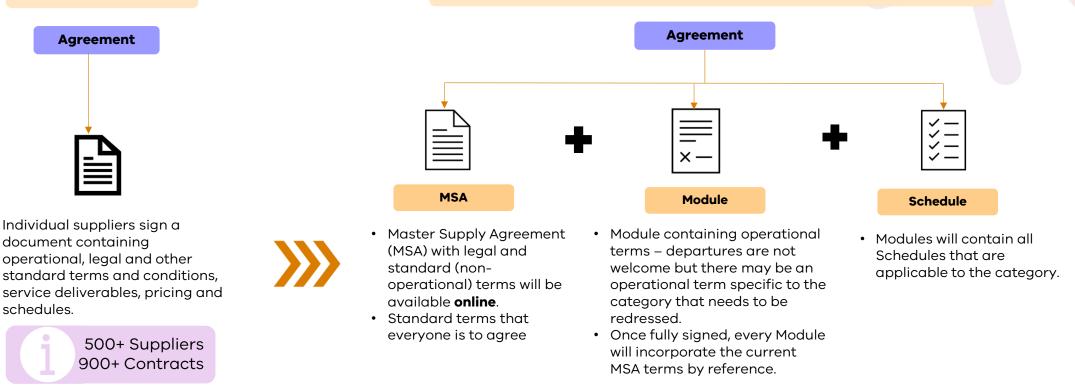
- You are not required to provide a Local Industry Development Plan (LIDP) at this stage
- If awarded to contract, you might be subsequently requested to produce a LIDP



Master Supply Agreement

Current state

Future for all <u>NEW</u> market approaches





Project Team

| Member | Responsibility |
|---|---|
| Sachin Kumar Senior Category Manager | Lead for this ITS process |
| Gordon Szegi Senior Biomedical Advisor | Lead on Statement of Requirements (Specification) |
| Steve Anderson Clinical Products Advisor | Clinical support on this category |
| Luke Dal Santo Procurement Development Analyst | Commercial analyst |
| Kamal Wahi Sourcing Analyst | Commercial analyst |
| Stanley So Master Data Manager | Lead on supply chain data |
| Mark Lennen Head of Sourcing- Equipment | Provide guidance and support to the sourcing program |
| Product Reference Group Victorian sector wide representation | Development and endorsement of the ITS strategy and specification & award outcome |



Project Team

| Scope | Responsibility |
|--|--------------------|
| Scope, specification & evaluation criteria | HSV/PRG |
| ITS evaluation, recommendation of award | HSV/PRG |
| Approve outcome of award | HSV |
| Execute contracts with suppliers | HSV |
| Place orders & receive goods/services | HSV/Health Service |
| Make payment | HSV/Health Service |

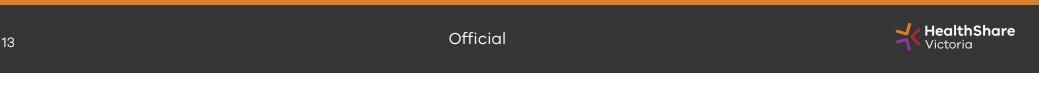


Invitation to Supply (ITS)



ITS Objectives

- Transparent and efficient ITS process
- Achieve best value for money (VFM) outcome (Competitive Pricing, Benchmarking)
- Explore and implement opportunities to rationalise our supplier base in each category
- Expand scope to include off-contract spend
- Create efficiency in tendering and category management through use of the National Product Catalogue (NPC)



Contract Features

- Structure: Open panel
- Term: 5+2 years

• Scope:

• All existing categories with inclusion of Ambulatory Monitoring, Neurological Monitoring, Scanning Equipment, Service & Maintenance.

• Pricing:

- Bulk purchase (>1) of capital equipment, options & accessories negotiable
- Consumables / semi-consumables fixed pricing
- Volume breaks and pallet pricing for products
- Mid-term price review mechanism



Categories in Scope

| Cat# | Category |
|------|---|
| 1 | Vital Signs Monitoring |
| 2 | Acute Care Monitoring |
| 3 | ECG Machines |
| 4 | Ambulatory Monitoring |
| 5 | Intrapartum Monitoring |
| 6 | Neurological, Sleep, and Sleep Related Monitoring |
| 7 | Basic Gas Delivery Devices |
| 8 | Portable Suction Units |
| 9 | Nitrous Oxide and Oxygen Delivery Systems |
| 10 | Anaesthesia workstations |



Categories in Scope

| Cat# | Category | |
|------|---|--|
| 11 | Physiological Monitoring Software Upgrades | |
| 12 | Physiological Monitoring Associated Consumables | |
| 13 | Physiological Monitoring Semi-Consumables | |
| 14 | Monitoring Products for Physiological Monitoring | |
| 15 | Respiratory Products for Physiological Monitoring | |
| 16 | Physiological Monitoring Accessories | |
| 17 | Physiological Monitoring Equipment Spare Parts | |
| 18 | Physiological Monitoring Service & Maintenance (S&M) Agreements | |

Detailed list of sub-categories: Refer to advance ITS release notification on HSV website: https://healthsharevic.org.au/contracts-and-tenders/tenders/details/497



Timeline

| Key Activities | Date |
|---|------------------|
| Industry briefing session - TODAY | 6 March 2024 |
| ITS release (subject to internal approvals) | 13 March 2024 |
| ITS closing | 12 April 2024 |
| ITS evaluation | May - June 2024 |
| Internal approvals | July 2024 |
| Agreement execution | July 2024 |
| Transition period | July – Aug 2024 |
| Agreement commencement date | 1 September 2024 |



Distributors

Respondents nominating Distributors to:

- Provide nomination letter
- Reflected in TRW
- Inform Distributors of the ITS outcome

Successful respondents (Contract Holder) is accountable for:

- Legal obligations under the contract
- Product availability (backorders, recalls)
- HSV Sales reports and Stock on Hand Reports
- Correct invoice pricing
- Contract Variations







Statement of Requirements (SoR)

- Lists all categories and sub-categories in the scope
- Identifies minimum requirements of the product and some generic requirements
- Critical document as responses in SoR is used to validate supplier and product compliance
- Do not duplicate products in any sub-category
- "Partially Comply" or "Does Not Comply" responses to be supported by comments / justification
- SoR should be submitted in full and only to be provided in the requested format in .xlsx file only
- Tendered equipment should be in all three document SoR, Product Catalogue and TRW (Tender Response Worksheet)



Victorian health suppliers minimum standards



Australian Government Department of Health Therapeutic Goods Administration



- Therapeutic Goods

 TGA approved
- **GS1 data standards** (NPC contract compliance obligation)



• **Recall Health** (contract compliance obligation)



Product References

Required for:

• Products that are not on the current contract

Suppliers to:

- Provide at least 1 reference; preferably as per the list as per Reference List Form
- Provide a written reference of the product, including:
 - Confirmation of no conflict of interest (COI)
 - Confirmation of clinical suitability of the product
 - o Usage

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 and time



Tender Response Worksheet (TRW)

- Used to create product & price list
- Used for product evaluation
- Used to create the pricing schedule
- Referee details to be captured in TRW/Referee Template
- The TRW has changed since the last tender
- If you require a copy your latest pricing schedule extract, request via email after this session



Tender Response Worksheet (TRW)

Instructions for completion

- Complete **<u>all</u>** requested information
 - Mandatory data missing = Product won't be awarded
- Only tender a product once, in most relevant subcategory
- The "Commercial" and "Clinical" tabs are linked for each Category by the "Auto populated" (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 HSV 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 – Product Description

Product Naming Convention:

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

Example: **DRESSING FILM** TRANSPARENT ADHESIVE 20cm x 30cm LATEX-FREE STERILE (TEGADERM) 1629

- Major Noun: DRESSING (Expressed as the singular)
- Minor Noun: FILM
- Properties: TRANSPARENT ADHESIVE 20cm x 30cm LATEX-FREE STERILE
- Brand (as visible on the packaging): (TEGADERM) (Always enclosed in brackets)
- Manufacturer Part Number/Item number (as visible on the packaging): 1629

All descriptions in upper case, except for the unit of measurement

Description will be devoid of symbols unless they are required for joining a word (NON-STERILE, LATEX-FREE, 2-PLY) or representing a strength i.e. 5% or 350mg/mL etc.



Data Integrity in TRW

Poor quality information may result in non-award of tendered items

- Human and machine understandable descriptions i.e. it must be easier for nonspecialists 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 Sets (and kits if applicable) must be listed
- Ordering part numbers & descriptions must be complete and unique



Data Integrity in TRW

- 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 commas or semi colons to separate properties where appropriate
- Use S.I. units
- 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



Data Integrity- TRW Errors

• ITS Missing Data-By Category

• Use this summary to ensure the same number of products in the "Commercial" and "Clinical" tabs

ITS Missing Data-By Subcategory

• Use this summary to ensure the same number of products in each subcategory in the "Commercial" and "Clinical" tabs

ITS Missing Data-Full Breakdown

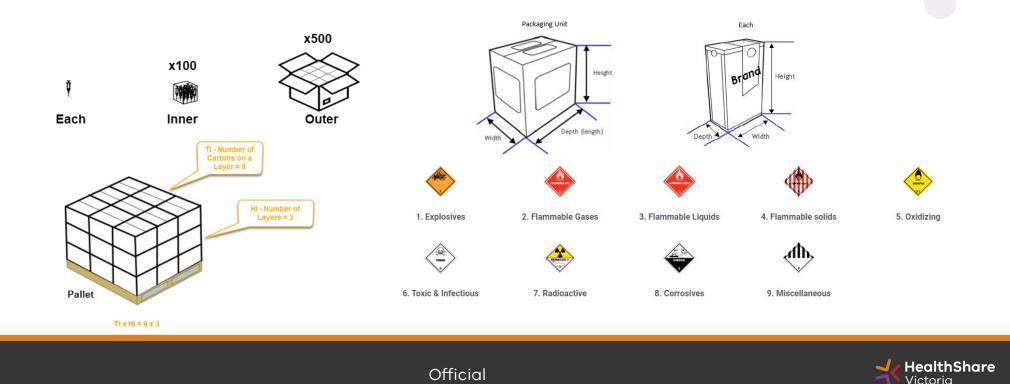
• Use this summary for a full breakdown of missing data and possible errors. In most cases hyperlinks from this sheet will take you straight to the error for speedy rectification.

Tip: If the TRW is running slow, set calculations to manual while entering data, and back to auto-calculate once finished to check if any data is incorrect or missed



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



HSV Procurement Portal



Procurement Portal

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

Register/Access at healthsharevic.org.au

Each HSV Procurement Portal company account has one superuser responsible for managing sub-users, including visibility of the documentation

Technical Issues? Contact HSV Procurement Portal (Jaggaer) Customer Support Ph: 02 8074 8627 <u>customersupport@jaggaer.com</u>



New User? Go to <u>healthsharevic.org.au</u> and click *Register*



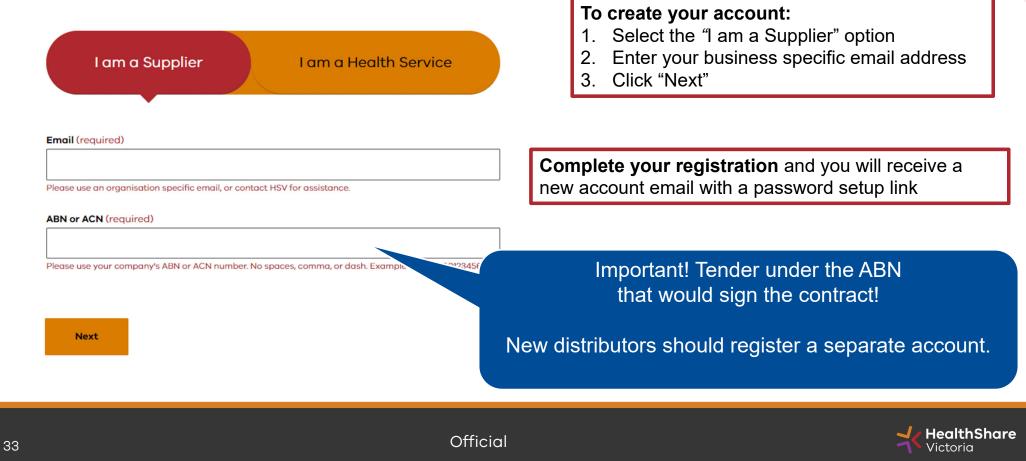
About Us 👻 News 🐃 Contracts and Tenders 👻 Resources 👻 Compliance 🐃 Help Centre 🔹 Contact Us 👻 COVID-19 👻

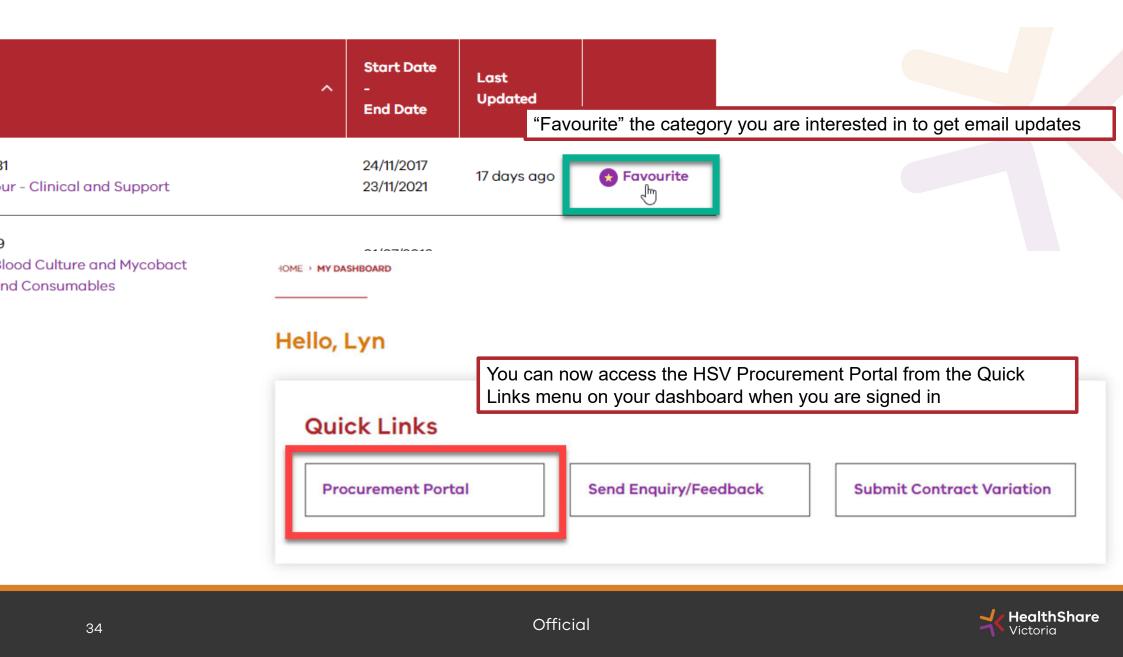




Register

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





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

| Main Dashboard | |
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| RFQ 2 13/01/2021 23:59 Projects | |
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If you are the Super User you will receive all system alerts. Add additional contact email addresses to yours using ; as a separator.

| - User: | La Active |
|--|--|
| Division: Division | |
| | Save × Cancel |
| User Details | |
| * Last Name | Smith |
| * First Name | Jane |
| User Status | Active |
| User Tag for Codes | |
| * Email | j.smith@example.com |
| * Telephone Number | 01557330165 |
| Mobile Phone Number must start with '+' and contain digits | |
| from 0 to 9 (min 8 max 15) with no spaces. The first number can not be 0. | +6141000000 |
| Division | Division |
| Department | _• |
| Role | |
| Username | 3m australia |
| * Preferred Language | English (UK) 🗸 |
| * Time Zone | (GMT +10:00) Sydney, Canberra, Melbourne |

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

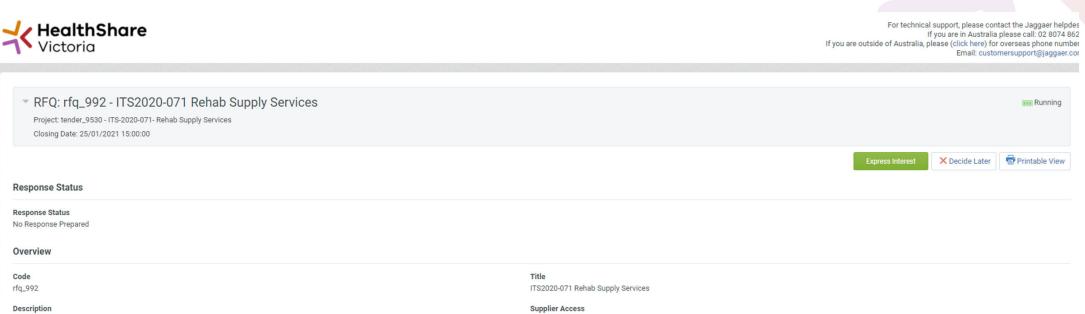
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Select the tender you would like to express interest in

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| Enter Filter (type Code | to start search) | Project Code | Time limit for Expressing Interest | .▲ Status |
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Click on 'Express Interest'. This is the only way to access the event.



RFQ Open to All Suppliers

39



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

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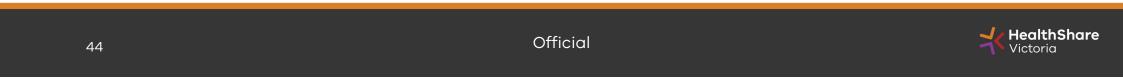
If you need to send a clarification question to HSV use the secure messaging function

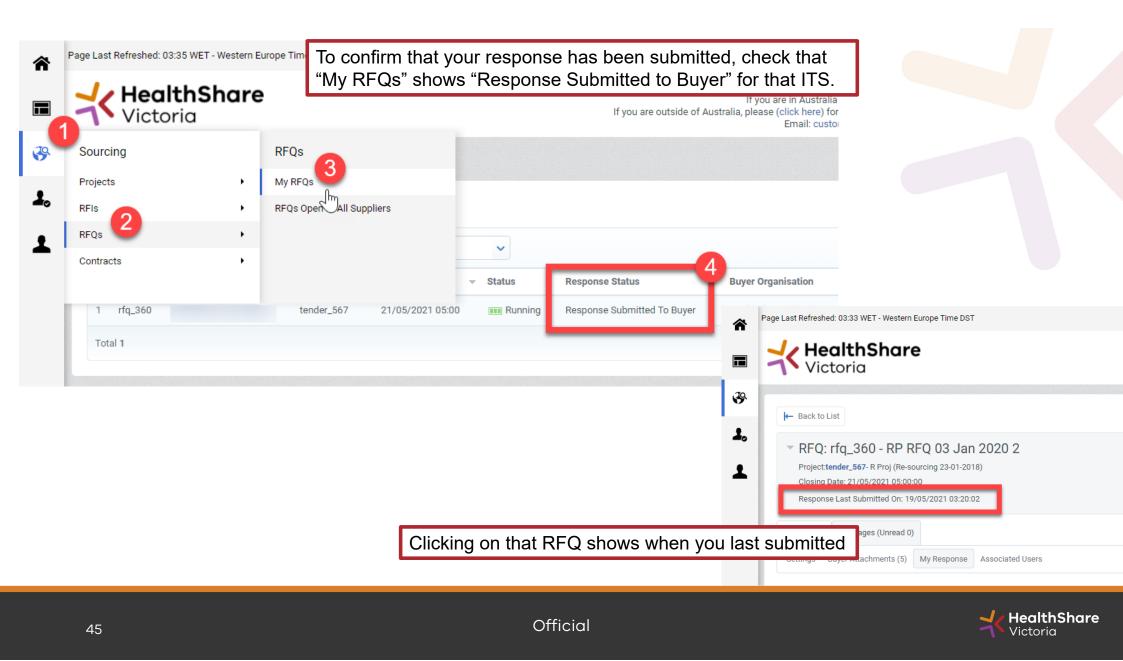
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| - Back to List | | ••• |
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| Once complete ensure you click 'Su You can't submit if there are mandator | - | IIII Running |
| Closing Date: 14/03/2016 14:00:00 Response Last Submitted On: Not Submitted Yet | | |
| RFQ Details Messages (Unread 0) | | |
| Settings Buyer Attachments (1) My Response User Rights | | Submit Response |
| My Response Summary | | |
| 1. Qualification Response | Missing mandatory responses (87) | |
| 2. Technical Response | Missing mandatory responses (23) | |

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





Tips for Responding

- Provide all requested information at time of tender
- Do not use acronyms or abbreviations
- Do not cross-reference to other questions or answers in your responses
- Remember to save regularly
- Recommended that only one user be logged on at one time to work on a tender submission.
- Submit early you can overwrite your information up to the time of closing. Do not wait for last day and last hour for submission!





Questions?