

Official

Supplier Briefing

Pathology Consumables HPVITS2024-042

Tuesday 10th October 2023 (2:30pm- 3:30pm) Carolina Munoz - Category Manager Ian Sheo - 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
 - o ITS Objectives
 - o Contract Features
 - Proposed Timeline
 - Statement of Requirements (SOR)
 - Product References / Samples
 - Tender Response Worksheet (TRW)
- HSV Procurement Portal
- Next Steps







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

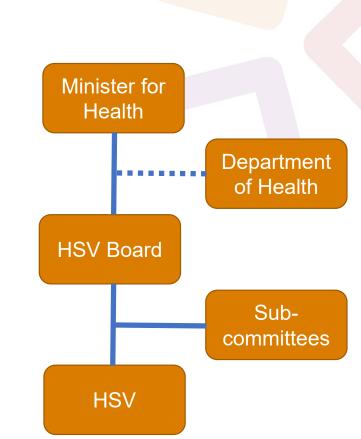
Our vision

• 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 (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



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)



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

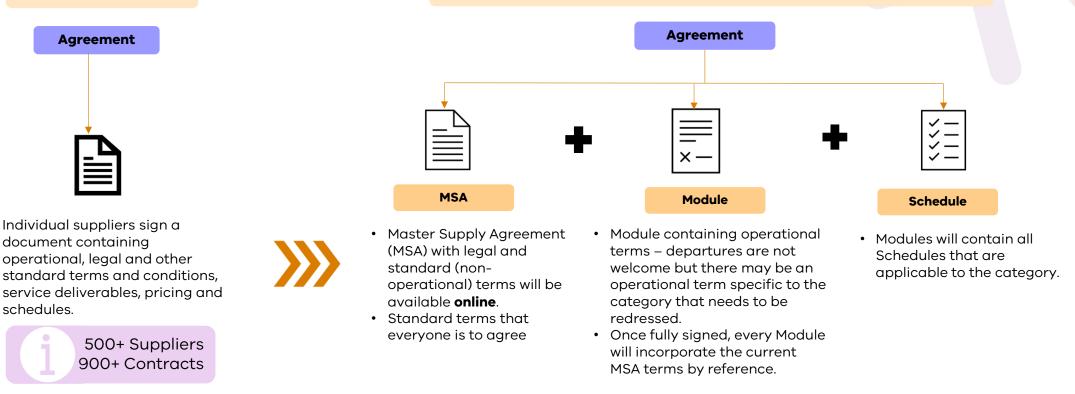
- You are not required to provide a Local Industry Development Plan (LIDP) at this stage
- If awarded to contract, you might be subsequently requested to produce a LIDP to support the evaluation of your offer



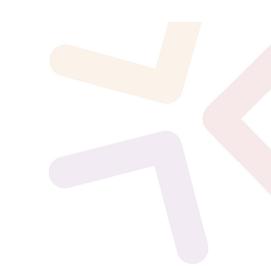
Master Supply Agreement

Current state

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







Project Team - Members

Carolina Munoz

Category Manager Lead for this ITS

Ian Sheo

Senior Category Manager Provide guidance and support for the ITS

Gordon Szegi / Cristina Mattia

HSV Biomedical Advisor / Clinical Products Advisor Provide guidance and support on supplier and product compliance to the SoR and regulatory and general requirements of this ITS

Mark Lennen

Head of Sourcing- Equipment Provide guidance and support to the sourcing program

Product Reference Group (PRG)

Representatives from VIC Public Hospitals Assist with the development and endorsement of the ITS strategy and specification & award outcome

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Project Team - Roles & Responsibilities

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



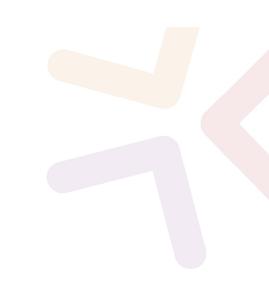
Invitation to Supply (ITS)



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ITS Objectives

- Achieve best value for money (VFM) outcome
- Expand scope and value under contract
- Transparent and efficient ITS process
- Develop supplier relationship management
- Create efficiency in tendering and category management through use of the National Product Catalogue (NPC)





Contract Features

- Structure: Closed panel
- Term: 4+2 years

Scope:

- All existing Pathology Consumables categories
- Greenfield sub-categories, including new point of care testing consumables (glucose, ketone, drugs, RSV, among others), RPMI medium, counting chambers, biohazard specimen bags, and temperature indicating strips.

• Pricing:

- Volume breaks and pallet pricing for products
- Mid-term price review mechanism



Timeline

Key Activities	Date
Industry briefing session - TODAY	October 10, 2023
ITS release date	October 13, 2023
Last date for ITS questions	November 6, 2023
ITS closing date and time	November 10, 2023
Evaluation and clarification period	November 2023-January 2024
Respondents advised of outcome	February 2024
Agreement execution	February 2024
Health services notification of outcome	March 2024
Agreement commencement date	May 1, 2024



Distributors

Respondents nominating Distributors must:

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

Successful respondents (Contract Holder) is accountable for:

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



Statement of Requirements (SoR)

- Used to validate supplier and product compliance
- Tendered Equipment in TRW must align with SoR & product catalogue
- List products in one sub-category only
- "Partially Comply" or "Does Not Comply" responses must provide comments / justification
- Must be submitted in full and only to be provided in the requested format in .xlsx file only
- Refer to SoR file for categories in scope



Tendered Product References

Required for:

- Products that are not on the current contract
- Products that have no sales by the reference sites listed in the Royal College of Pathologists of Australasia (RCPA) or Victorian Public Health Services.

Suppliers must:

• Provide a maximum of 3 referees based on the RCPA list as per Tender Response Worksheet (TRW) and Statement of Requirements (SOR)

Referees must:

- 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.



Product Samples (products not on current HSV contract)

- If it is determined that samples are 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.
- 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: Carolina Munoz/ Ian Sheo and Respondent will be informed on when and where the samples needs to be delivered to.



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
- 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



HSV Procurement Portal



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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 sub-users, including visibility of the EOI 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 👻

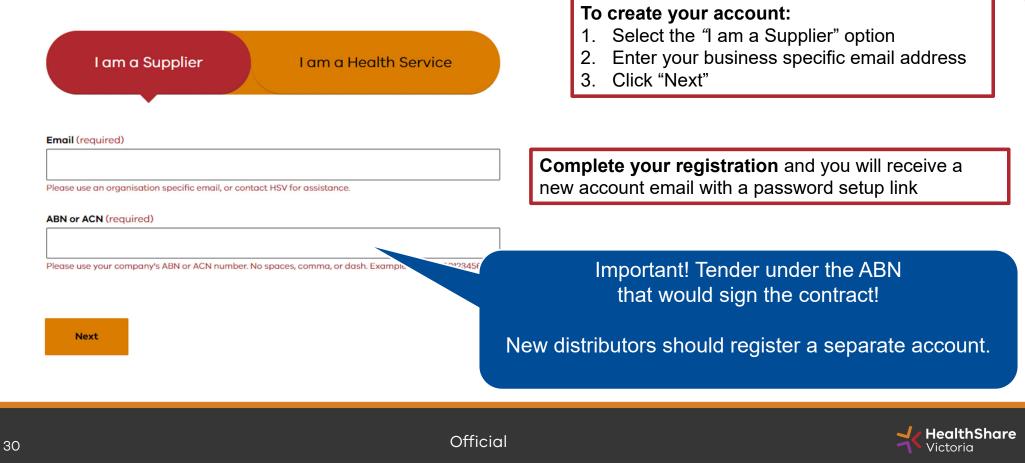


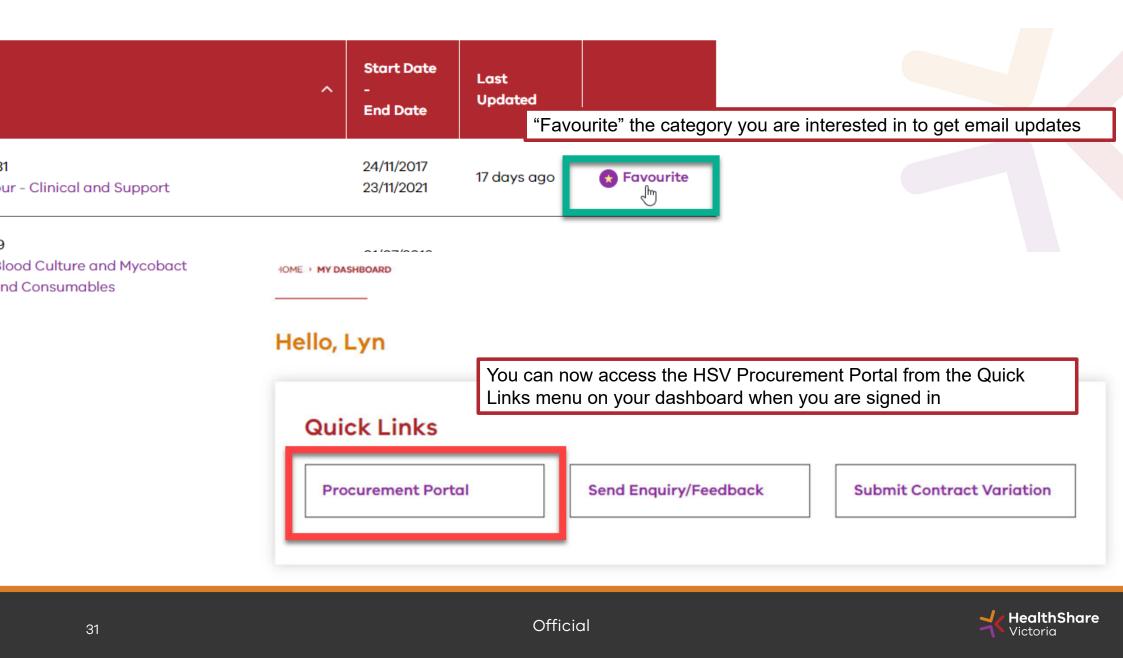


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Register

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

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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.

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

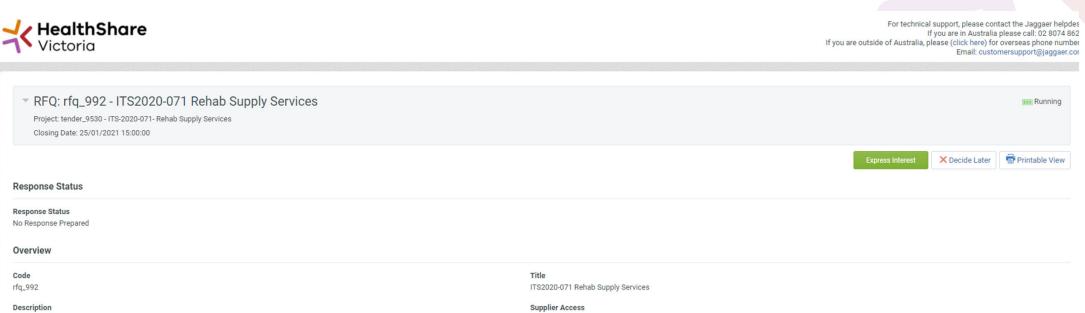
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Select the tender you would like to express interest in

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



RFQ Open to All Suppliers



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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

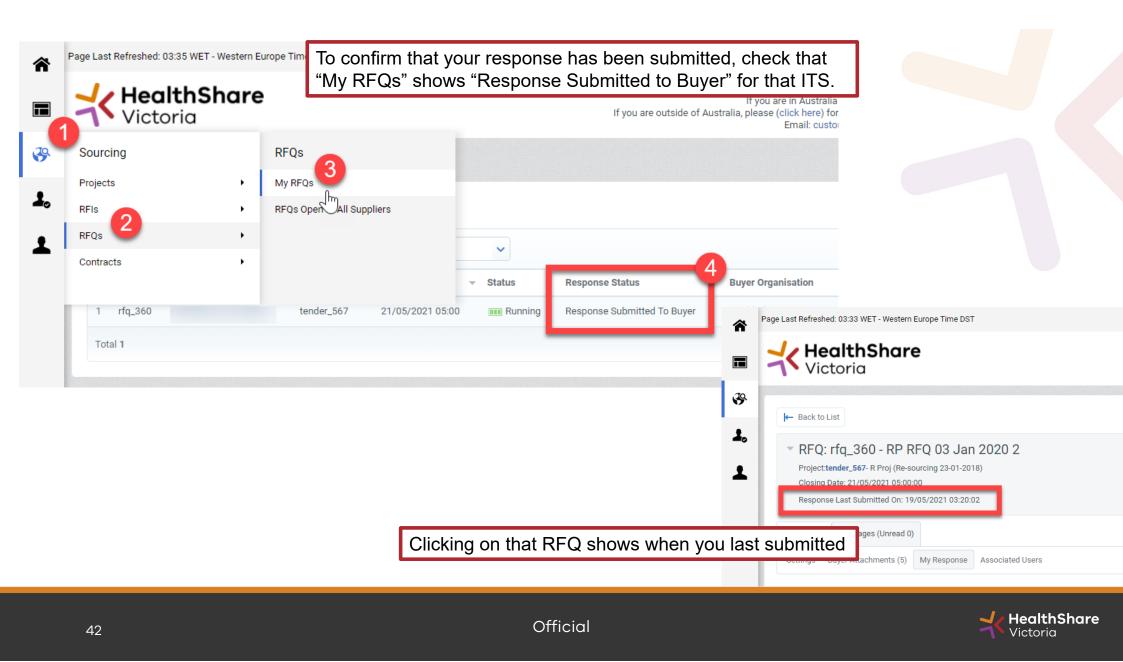
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1. Qualification Response	Missing mandatory responses (87)	
2. Technical Response	Missing mandatory responses (23)	

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
- Submit early you can overwrite your information up to the time of closing.
- Recommended that only one user be logged on at one time to work on a tender submission.





Questions?