HPVITS2024-042.001 Pathology Consumables Supplementary Industry Briefing Q&A

Date: 28-May-2025: 3:00PM to 4:00PM

Question 1.

What does another jurisdiction mean? Other state pathology, i.e. HealthShare New South Wales (NSW)

Response

Correct - where benchmarking provisions exist within agreements, HSV can undertake benchmarking with other state jurisdictions (i.e. HealthShare NSW)

Question 2.

Will there be a new Master Supply Agreement (MSA) put to market when the existing deed of variation expires next year?

Response

The MSA is updated periodically. This will include in accordance with expiry. As an MSA is updated it will be published on the HSV website. Important to note that when a supplier agrees to terms and conditions it is under the terms of the MSA in place at that point of time. Change in MSA does not change terms supplier has already agreed to.

Question 3

You mention all products submitted need to be TGA registered. Can new products currently undergoing TGA registration be submitted?

Response

All products that are a medical device need to be TGA registered. Medical device as defined by Section 41BD of the Therapeutic Goods Act 1989.

In terms of the TGA registration, the requirement is that if a subcategory requires products to have an ARTG, then the tenderer needs to have an ARTG number allocated to the product, otherwise, the product will be removed of the evaluation. If a subcategory is listed as exempt, then an ARTG number or TGA certification is not required.

Question 4

Do current pricing contracts remain in place, or will this pricing overwrite the existing contract pricing?

Response

Current contract and pricing remain in place. This supplementary is for additional categories above and beyond what is on the current HSV Pathology Consumables contract.

Question 5

Category 13 Quality Control (QC) Materials - will this be QC material only or will it include software?

Response

Tender also includes "QC Data Management Software/System"

Question 6

We understand the budgetary pressures and that we should offer best pricing from the start. Will consideration be given to products manufactured in Australia as compared to being imported from low-cost countries? It is not realistic to expect the same or lower pricing for Australian manufactured products as compared to products manufactured in low-cost countries.

Response

All HSV ITS activities include weighting applicable to local manufacturing and impact to the local economy.

Question 7

Will HSV provide usage projection/forecast as our guide? this will help us in preparing the cost-efficient pricing especially the one for HSV DC pricing

Response

For categories for which HSV have accurate usage data, we will provide information that is available. Please note as many categories are greenfield this data will be limited. The usage data will be available on the Tender Response Worksheet (TRW) under the "Usage Report" tab.

Suppliers are also able to provide pricing based on different volume breaks; and alternative offers based on volume / value-based activity. Health services will be expecting commitment-based offers and the PRG will review these when undertaking our value-for-money assessment.

Question 8

Can you add new products (technology) once the Tender is in place?

Response

Once the contract is in place, this will be a closed panel contract. Awarded suppliers can provide product substitutions or apply for extension to range though.

HSV does have new to market technology provisions that allow us to review any products that are within scope of the agreement and genuinely represents new technology. This would be at HSV discretion whether we would tender or not; and could also potentially result in a supplementary activity to ensure all suppliers have equal opportunity to tender.

Question 9

With the introduction of the new overarching HSV tender outcome, will hospitals that fall under Health Share Victoria (HSV) continue to honour their current contracts with suppliers?

Response

It would be dependent on the health service / supplier agreement. If the agreement had a HSV transition clause, health services could transition across. Would need to be determined by supplier and health service though based on provisions within their agreement.

Question 10

If a product does not have the two minimum references, is it automatically disqualified or will be evaluated in samples?

Response

If a product has 1 reference only, it may be considered subject to feedback from the Product Reference Group (PRG). If the PRG determines the product is fit-for-purpose and represents value for money, HSV may choose to conditionally award only, until 2 references are provided.

Question 11

The timelines are extremely tight considering its the EOFY for commercial companies. Can consideration be given to a deadline post EOFY?

Response

Suppliers will be given 3 weeks to respond and 1 additional week to provide references if necessary. An extension won't be provided.

Question 12

Can you please confirm that no Tourniquets (Categories 1 & 2) are included in this supplementary tender?

Response

Tourniquets will not be part of this tender.