Official



### Supplier Briefing

Aids and Appliances HPVITS2025-163

Thursday, 21 Aug 2025, 10.00 am AEST Amal Vithanage , Senior Category Manager

### Acknowledgement of Country

"I would like to start by acknowledging the Traditional Owners of the land on which we are meeting. I pay my respect to their Elders past, present and emerging"

### **HSV Project Team**

**Amal Vithanage** – Senior Category Manager **Mark Zgudka** – Category Manager Authorised persons for this ITS and ongoing contract management

**Hassan Pirov** - Head of Sourcing - Clinical Provide guidance and support for the ITS

Mel Jewell - Clinical Products Advisor
Diana Skratulja - Clinical Products Manager
Gordon Szegi - Senior Biomedical Advisor
Provide guidance and support on supplier and product compliance to the SoR and regulatory and general requirements of this ITS

Luke Dal Santo – Procurement Development Analyst John Haigh – Sourcing Analyst Trang Tran – Supply Chain Clinical Data Specialist Stanley So – Master Data Manager

Commercial, Legal, BI Teams of HSV

**Product Reference Group (PRG)** 

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



### Agenda

**HSV Project Team** 

**HSV Overview** 

Supplier Code of Conduct / Fair Jobs Code (FJC) / Local Jobs First (LJF)

Master Supply Agreement (MSA)

#### Invitation to Supply (ITS)

- ITS Objectives
- Tentative Timeline
- Scope (Statement of Requirements)
- Tender Response Worksheet (TRW)
- Reference and sample requirement
- Distributors
- National Product Catalogue (NPC) Fast Track
- Supply Chain Data Attributes
- Data Integrity Product Description

**HSV Procurement Portal (Jaggaer)** 

**Next Steps** 



### Today's Meeting Notes

Thank You ALL for your time today and the upcoming tender participation

Please silent/mute yourselves on Microsoft teams

Briefing only as we have limited time and many topics to cover

No Q&A during this briefing, please emails any questions/feedback after briefing: <a href="mailto:helpdesk@healthsharevic.org.au">helpdesk@healthsharevic.org.au</a> 03 9947 3900

Briefing slide deck will be available on HSV website after this session. Please favourite the page to receive updates.

https://healthsharevic.org.au/contracts-and-tenders/tenders/details/521

HPVITS2025-163: Aids and Appliances



#### 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

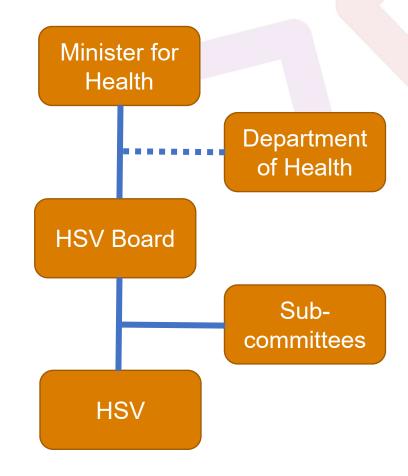
#### **Our vision**

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.



### Modern slavery mandatory minimum standards

**Standard** 

Descriptor

What compliance looks like



### [F]









#### **Policy**

An anti-modern slavery policy commitment

Implemented Modern Slavery Policy

#### **Due Diligence**

Processes to identify, assess and address modern slavery risk

Risks identified in supply chain and operations

#### Remedy

Processes to remedy adverse modern slavery impacts

Grievance mechanism in place

#### **Training**

Training for own employees and supply chain

Implemented training and awareness program

#### Effectiveness

Processes to track the effectiveness of actions taken

Measures tracking effectiveness of actions

#### **Progressive Realisation**



# Compliance with Mandatory Minimum Standards (MMS)



#### **Initial 6 months**

- Anti-MS policy commitment
- Foundation training of staff completed



#### 6 - 12 months

- Identify MS risks
- Supply chain mapped



#### 12 - 18 months

- MS clauses in contracts
- Grievance mechanism



#### 12 - 24 months

- Training for staff, suppliers
- Tracking effectiveness of actions

HSV's modern slavery program requires suppliers to commit to and demonstrate progressive realisation of the above standards.

A link to HSV's Mandatory Minimum Standards can be found <u>here</u>



#### 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.

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.

#### 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

#### 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 \$1 million or more exclusive of GST) and high value procurement contracts (contracts with a value of \$20million or more exclusive of GST).

For further information, Respondents should refer to the FJC and FJC Guidelines which can be found at www.buyingfor.vic.gov.au/fair-jobs-code-guidelines-suppliers-and-businesses

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

- Transparent and efficient Invitation-To-Supply (ITS) process
- Achieve best Value-for-Money (VFM) outcome
- Provide a simplified and flexible process for health services, to manage the products and services needed under Aids and Appliances
- Set-up statewide coverage and compliance
- Create a baseline, taxonomy, reporting structure and spend data collection
- Set-up and Develop supplier relationship management
- Create efficiency in tendering and category management through use of the <u>National Product Catalogue (NPC)</u>

### Scope

The scope of this ITS includes products and services related to Aids and Appliances that are used to assist frail, aged, disabled or recuperating patients enhance or maintain their safety and independence.

- Term: 2-year principal term with 2x 2-year option periods (2+2+2)
- Goods and Services: Purchase and Rental/Hire of Aids and Appliances
  - i. all critical care areas, from neonate to adult
  - ii. general wards, bed substitution programs, at home programs, aged care, transitional care programs and departments
  - iii. for used by the patients for 30 days after the patient is discharged, or as prescribed by clinician

#### Product and service categories in scope

- Helmets
- Orthotics Cervical Spine
- Orthotics Upper Limb
- Orthotics Thoracic/Lumber/Sacral Spine
- Orthotics Pelvis/Hip
- Orthotics Lower Limb
- Shoes
- Hot and Cold Therapy

- Shower Aids
- Bath Aids
- Toileting Aids
- Transfer Aids
- Gait Aids
- Wheelchairs and Accessories
- Pressure Relieving Devices
- Small Personal Aids

- Display Clock for Orientation
- Scales
- Portable Ramp
- Bedside clinal chairs
- Kitchen Trolley Walker
- Spare Parts
- Freight for Rental/Hire
- Rental/ Hire for Health Services, at home programs and for post discharge patients



### Statement of Requirements (SoR)

- Provides mandatory, desirable criteria for each category and the required clinical attributes
- Used to validate supplier, product and service compliance
- <u>Tendered consumables and services in Tender Response Worksheet (TRW)</u> <u>must align with SoR & product catalogue</u>
- List products in one sub-category only (do not duplicate)
- "Partially Comply" or "Does Not Comply" responses must be supported by comments / justification
- Must be submitted in full and only to be provided in the requested format in .xlsx file only
- SOR will be made available on the HSV website approximately 1 week before the release of the tender. Please favourite the page to receive updates.



### Tentative Timeline

| Key Activities  | Date                               |
|---|------------------------------------|
| Industry Briefing Session                               | Thursday, 21 Aug 2025 10.00am AEST |
| ITS Release Date  | 02/08 September 2025               |
| Post release Information/briefing session (if required) | 16/23 September 2025               |
| Last date for ITS questions                             | 07/13 October 2025 14:00 AEDT      |
| ITS Closing Date and Time                               | 14/20 October 14:00 AEDT           |
| Sample evaluation                                       | November 2025 / February 2026      |
| Evaluation  | November 2025 – March 2026         |
| Respondents advised of outcome                          | March/April 2026                   |
| Agreement execution                                     | March/April 2026                   |
| Health Services notification of outcome                 | April 2026                         |
| Agreement Commencement Date                             | 1 May/June 2026                    |

### Product References and Samples

\*NB this is not company information references

#### Tenderers are to provide Reference sites for:

- Products that are <u>not</u> awarded on any current HSV contract
- Minimum two clinical or product user referees per product or product range

#### Referees must:

- Have no conflict of interest
- Be clinical or product end users
- Be from private or public hospitals within Australia (or as otherwise accepted by HSV)
- Be included in the referee details section of the Tender Response Worksheet (TRW)
- Be informed and agree to provide reference to HSV

#### **Samples**

HSV may request samples for any items tendered. This will be informed to tenderers at or after the closing date of the tender.

- All items to come in their smallest commercial packaging, unless informed otherwise (bigger items needing assembly maybe exempt)
- Larger equipment items may be needed to be assembled and demonstrated on-site at the requested date

#### Samples to Deliver to:

• <u>Direct delivery to HSV New Second DC at 8-12 Ordish Road, Dandenong South VIC 3175</u> (HealthShare Victoria Dandenong South Distribution Centre), unless advised.



### Tender Response Worksheet (TRW)

- The TRW is used to collect detailed data for all products tendered, including price, product, clinical and warehouse related data.
- 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's 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 in the requested format
  - Mandatory data missing = Product won't be awarded
  - Include units as required/applicable
- Include products once only, in the most appropriate subcategory
- The "Commercial", "Clinical" and "Supply Chain" tabs are linked for each Category by the Grey (Formula driven) Cells. <u>Do not override or delete these formulas and do</u> <u>not add or delete columns, or individual cells</u>
- To add rows to the bottom of the "Commercial", "Clinical" and "Supply Chain" tabs ensure all formulas also "fill down". Contact HSV if required

### Data Integrity in TRW

- Poor quality information will be returned for correction:
  - UNSPSC (at least to class level xx xx xx 00)
  - UOM descriptor must be reflective of GS1 Packaging Type descriptor (e.g. 'carton' not 'sleeve')
  - ARTG numbers must be valid as at closing of ITS (or be listed as EXEMPT)
  - Country of Manufacture must be populated and reflective of GS1 code lists (e.g. 1: Australia, not Aust, not Victoria, not Brunswick – e.g. 2: United States, not USA or America or Iowa)
  - Ordering part numbers must be complete
- This will not be an opportunity to review pricing ensure it is correct (including Net Content) at time of submission
- Any delay in the evaluation process due to poor quality data may result in HSV deeming your response non-complying and set it aside from further evaluation

#### Data Integrity – TRW Errors

#### ITS Missing Data-By Category

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

#### ITS Missing Data-By Subcategory

• Use this summary to ensure the same number of products in each subcategory in each of the appropriate 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



### 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:

- <u>Legal obligations under contract</u>
- Product availability (backorders, recalls)
- HSV Sales reports and Stock on Hand reports
- Correct invoice pricing
- Contract Variation Request (CVR)



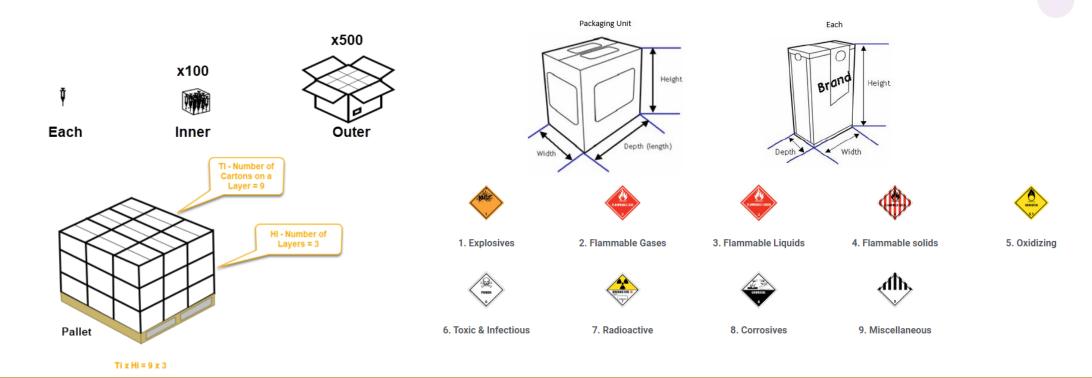
# National Product Catalogue Data download

- HSV may be able to download some data from Tenderers who are already publishing on the NPC to HSV
- All Clinical information still needs to be populated.
- If GTIN is published on the NPC and up to date, we will draw the following from the NPC:
  - Manufacturer Name;
  - Manufacturer Part Number;
  - ARTG ID;
  - UNSPSC;
  - Country of Origin;
  - Supply chain data
- Ensure you have been made NPC Ready with HealthShare Victoria (HSV) so we can view
  your data. If you are not NPC Ready you will need to add the data to your TRW
- Contact GS1 Supplier Engagement Team to confirm: NPC.SupplierEngagement@gs1au.org



### 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

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

- 1. Product description will start with a **major noun, minor noun and followed by adjectives** or properties (from Clinical TRW worksheet) to further describe the product
- 2. Brand name as visible on the packaging will be enclosed in brackets (BRAND AAA)
- 3. The item number on packaging (not supplier part number) is included at the end of the description string. In the case where item number on packaging is not available, the manufacturer part number will be used instead and displayed as per printed on the packaging.
  - Spacing and symbols (.,/\*+) will be retained as is.
    - Source 1: 1234ABC
    - Source 2: 1234 abc
    - Packaging: 1234-ABC
    - Final MPN > 1234-ABC



Examples of Item Number on Packaging



- 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 SI Units (metric) 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
                                          100 centimeters (cm)
Length:
               1 meter (m)
               1 meter (m)
                                          1000 millimeters (mm)
               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)
Volume:
                                          1000 milliliters (mL)
               1 liter (L)
                                          10 deciliters (dL)
               1 liter (L)
               1 milliliter (mL)
                                          1 cubic centimeter (cm<sup>3</sup>)
```



- 7. Where required, a maximum of 2 decimal places will be displayed
- 8. Unit of Measure and Unit of Issue are excluded from the description to keep the description item specific
- 9. Description will be up to a maximum of 140 characters in length, inclusive of spacing
- 10. All words in the description will follow the **Australian English** spelling as defined in the Macquarie Dictionary

**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** CARBON-STEEL 10cm x 8mm SIZE 10 SINGLE-USE STERILE (BRAND AAA) 1234-ABC

- Major Noun: BLADE (Expressed as the singular)
- Minor Noun: SURGICAL
- Properties: CARBON STEEL
- Properties: 10cm x 8mm
- Properties: **SIZE 10**
- Properties: SINGLE-USE
- Properties: **STERILE**
- Brand: (BRAND AAA) (Always enclosed in brackets, as visible on the packaging)
- Item number (<u>as visible on the packaging</u>)/Manufacturer Part Number: 1234-ABC



# HSV Procurement Portal (Jaggaer)

### HSV Procurement Portal (Jaggaer)

### <u>Tender document download, tender related questions, and tender submission</u> 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 EOI documentation

#### Technical Issues?

Contact HSV Procurement Portal (Jaggaer) Customer Support

Phone: 02 8074 8627

Email: <u>customersupport@jaggaer.com</u>

Online Support: jaggaer.my.site.com/SupplierSupportRequest

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



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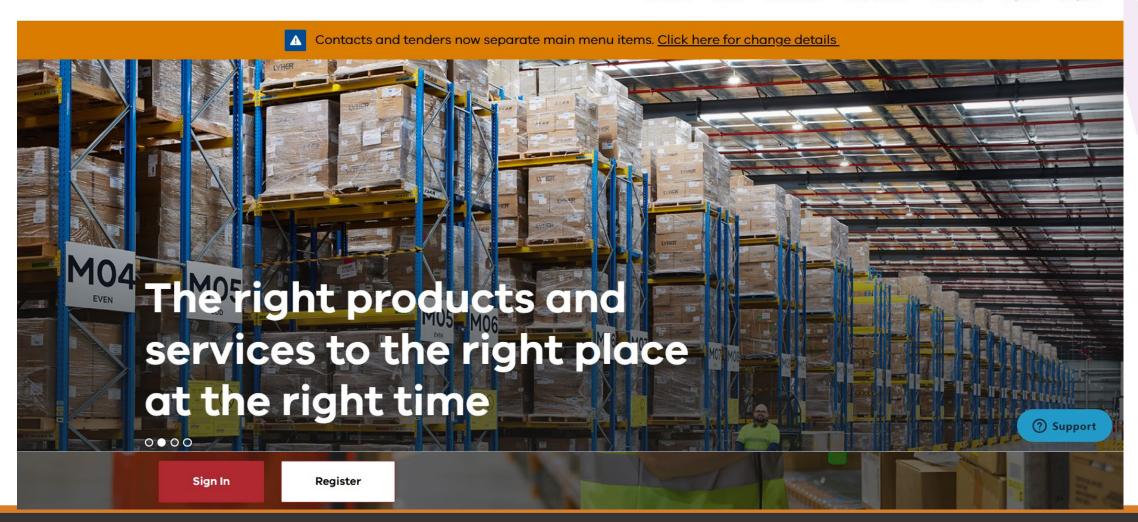
Contact us

Help Centre

Search Q

In Reg

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:

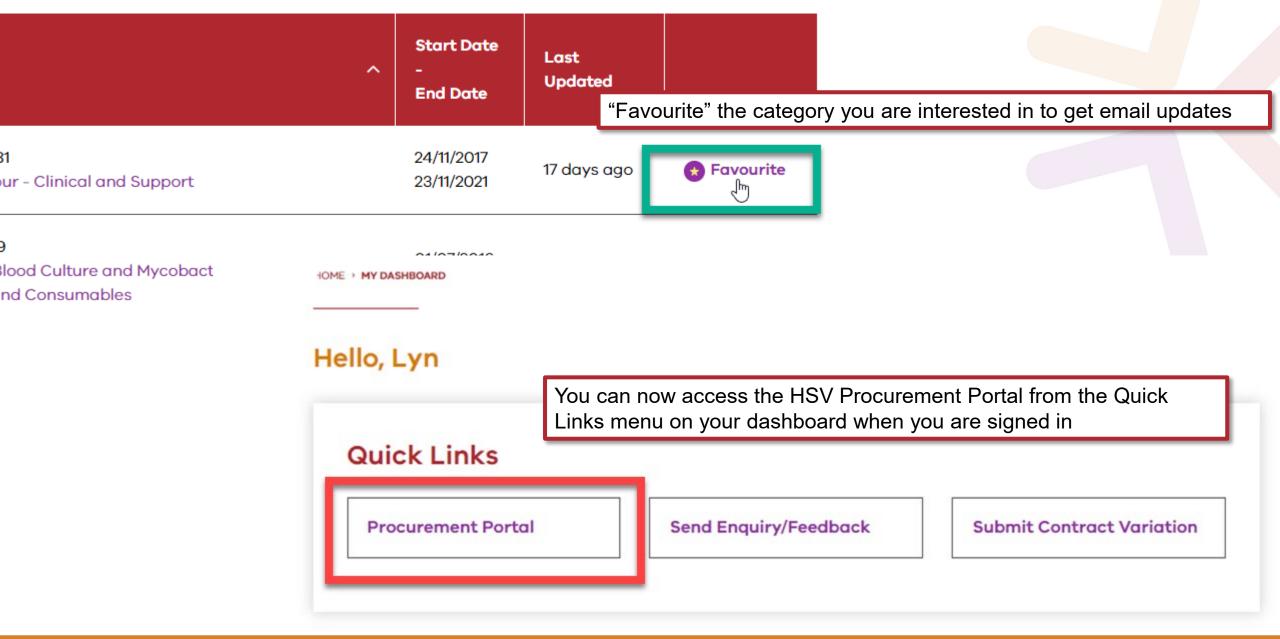
- Select the "I am a Supplier" option
- 2. Enter your business specific email address
- 3. Click "Next"

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

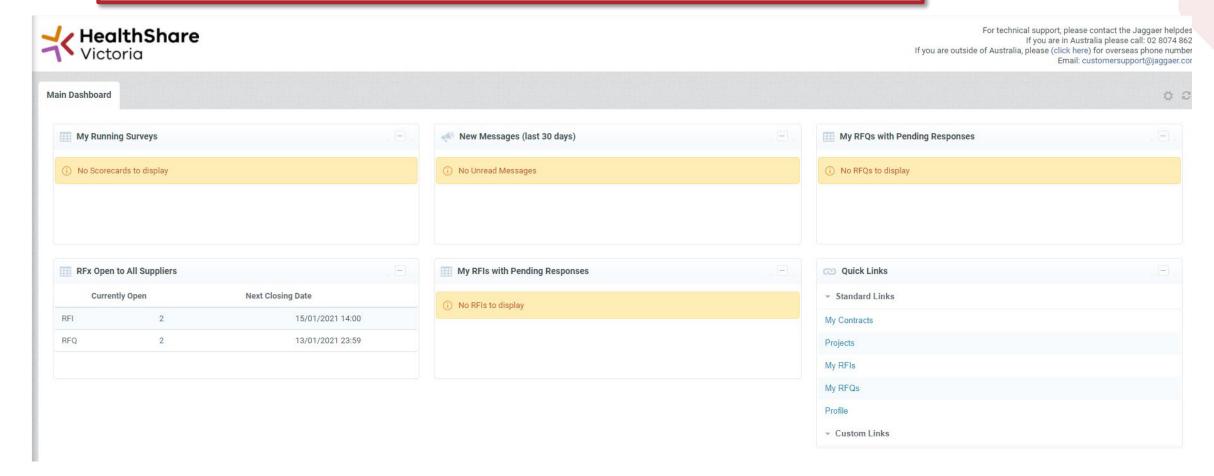
Important! Tender under the ABN that would sign the contract!

New distributors should register a separate account.

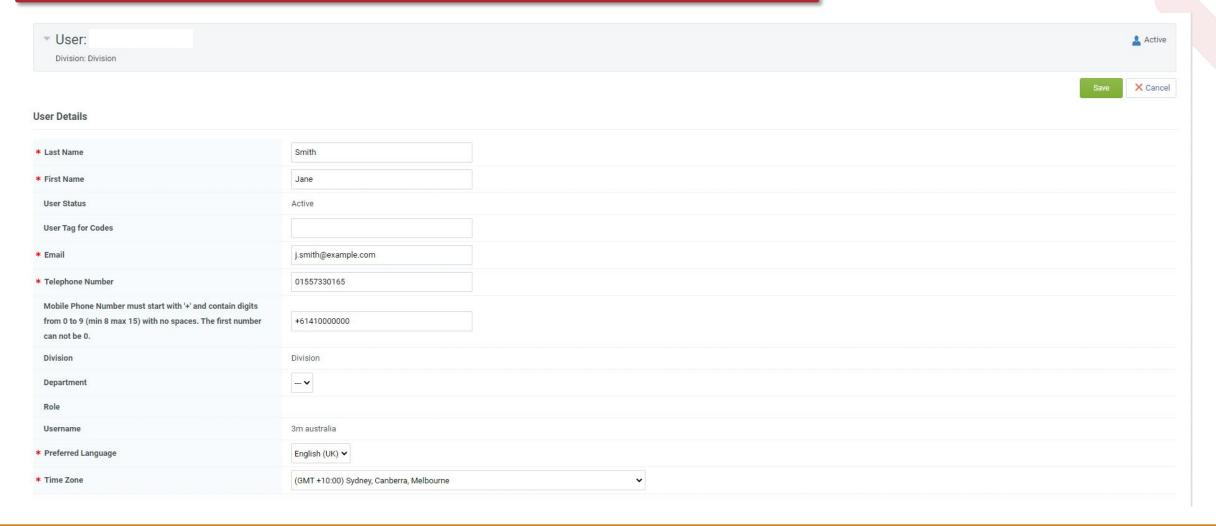
Next



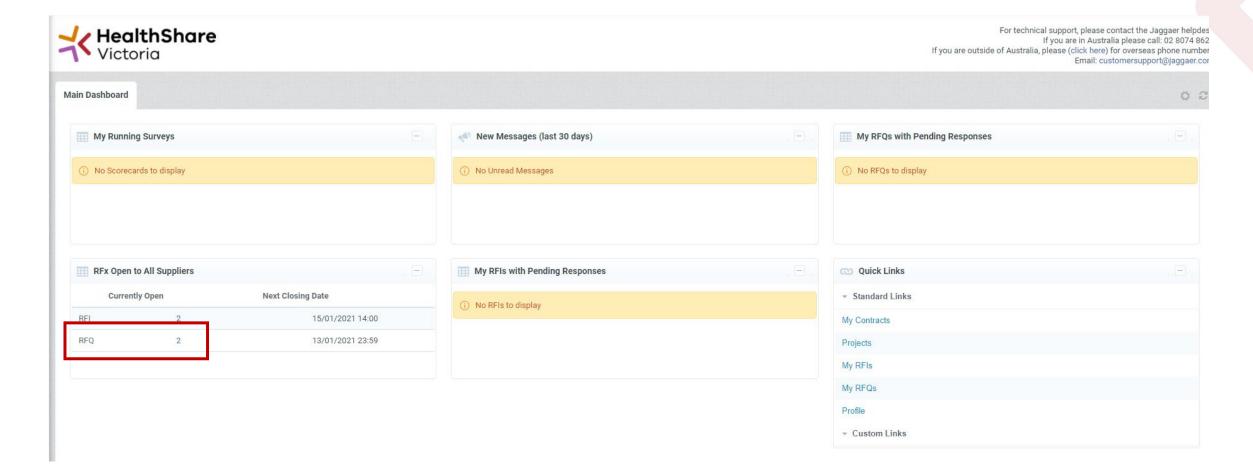
You will be directed to the Procurement Portal where you can access any open RFx or edit your personal profile



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

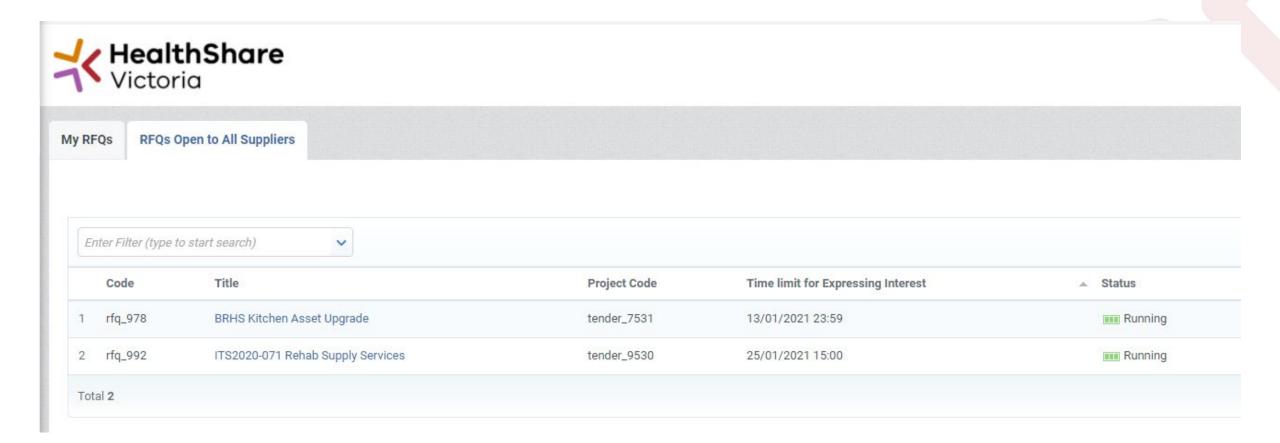


## From the Portal click on the 'RFQ' line within the 'RFx Open to All Suppliers'





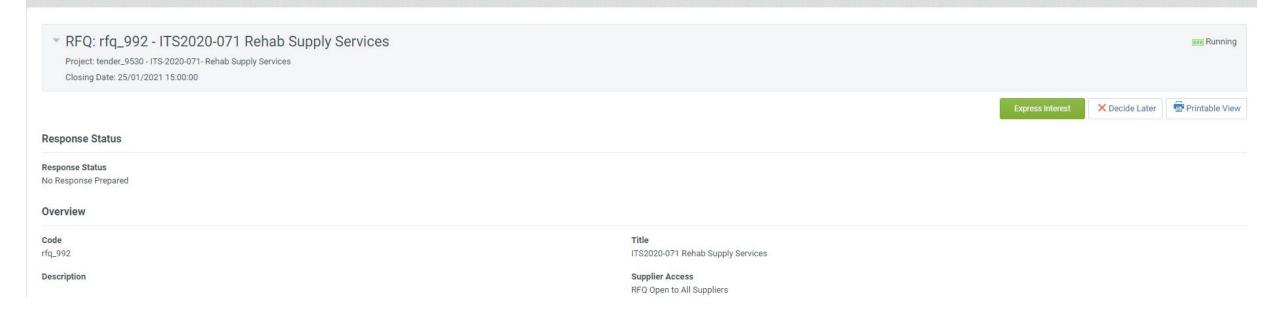
## Select the tender you would like to express interest in



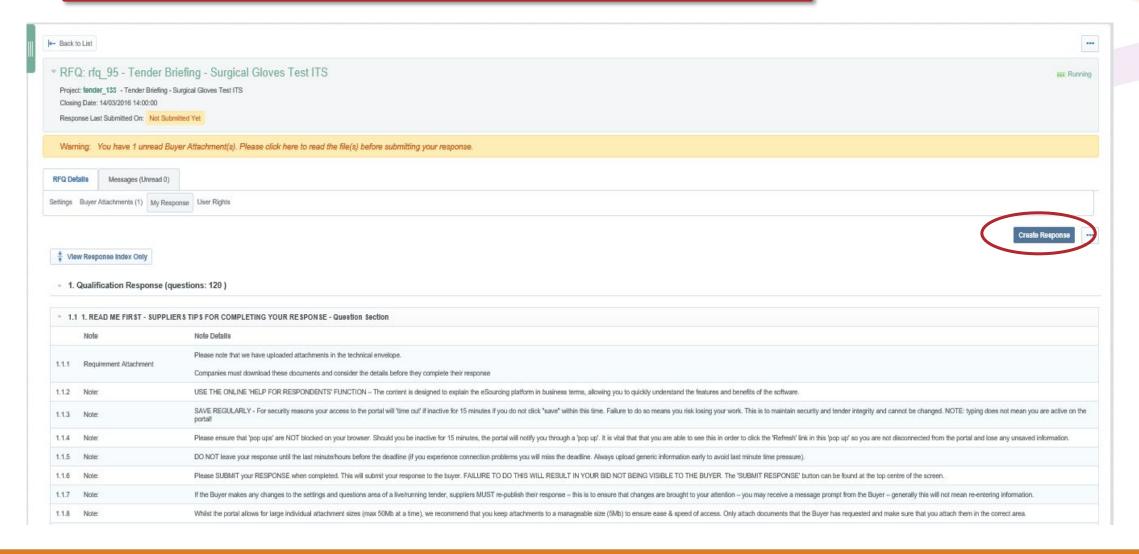
## Click on 'Express Interest'. This is the only way to access the event.



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



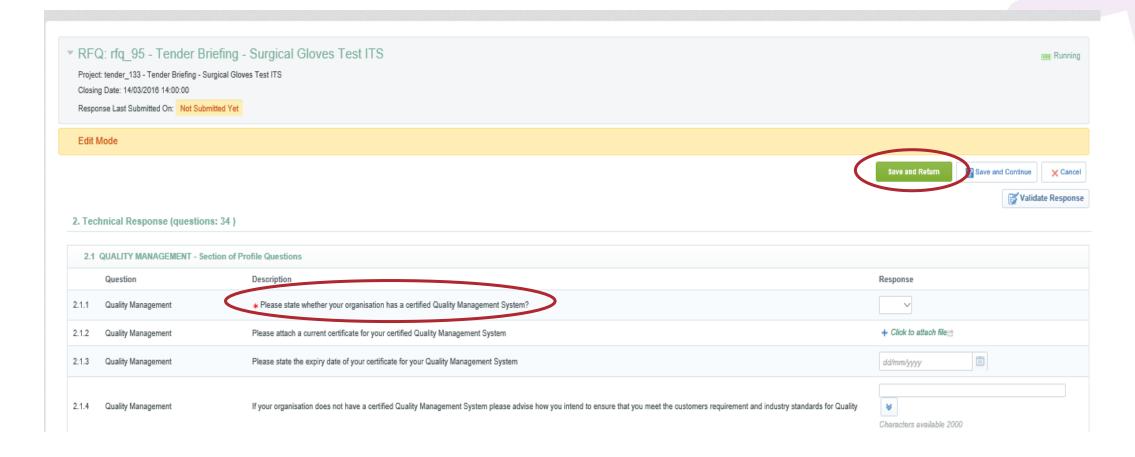
### To populate the content of your tender response, click on 'Create Response'

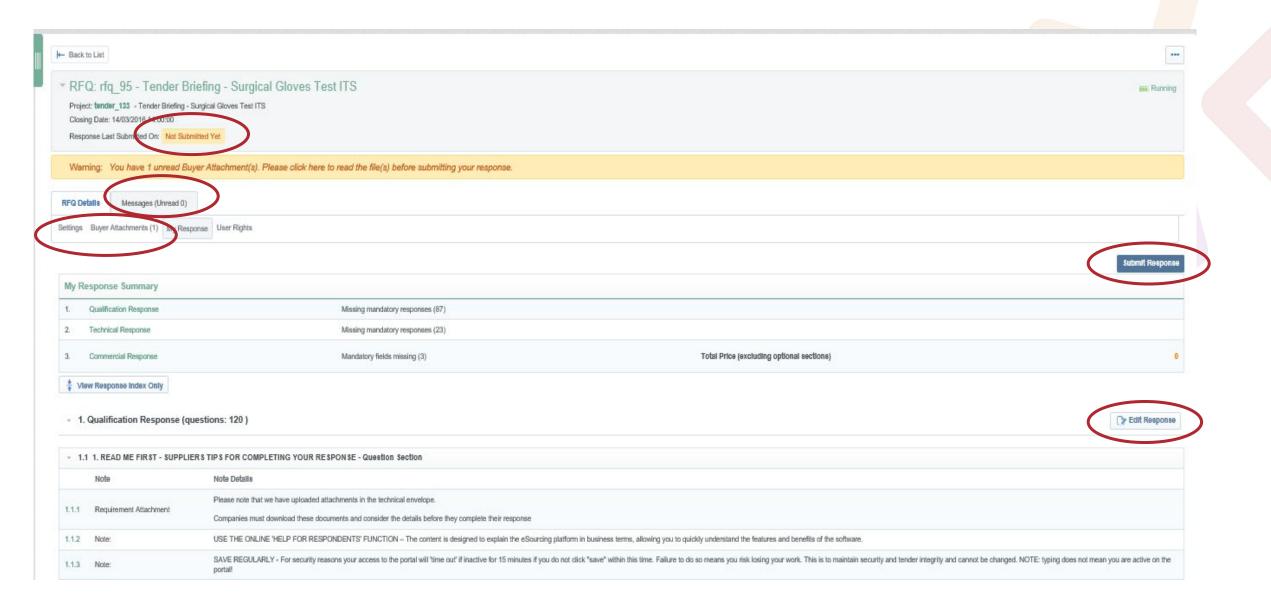




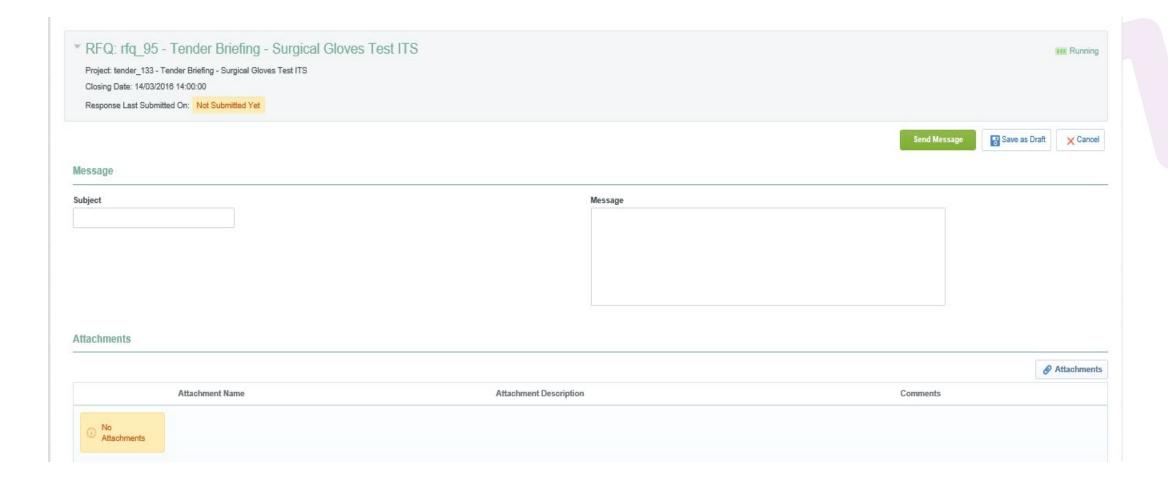
#### SAVE REGULARLY.

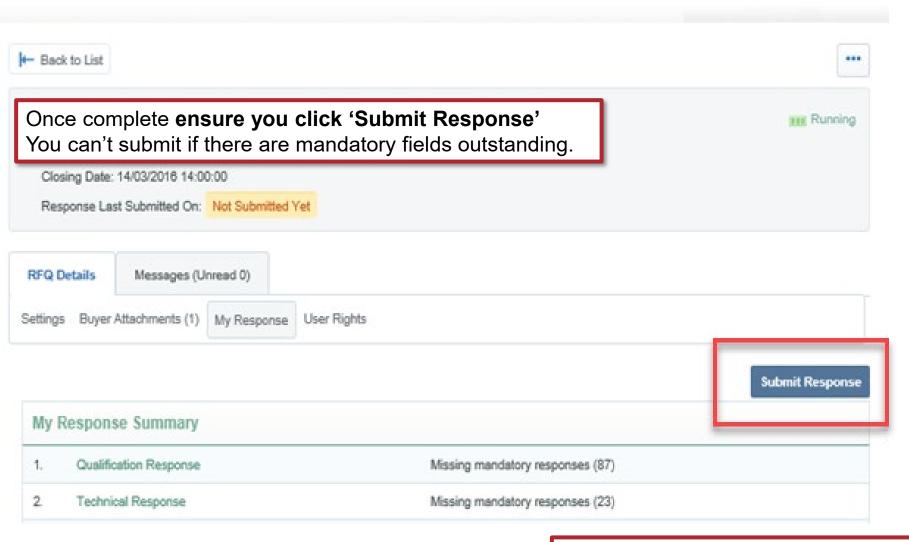
If you are inactive on the site for more than 15 minutes you will need to sign in again and any unsaved data will be lost.



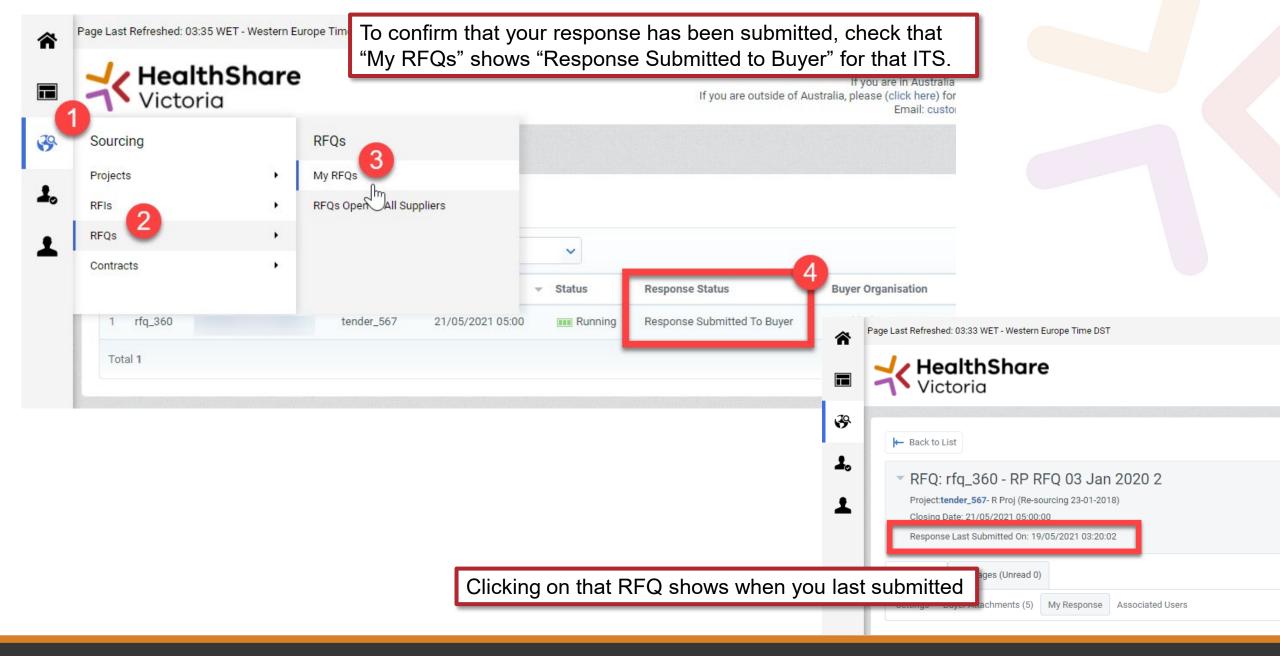


## If you need to send a clarification question to HSV use the secure messaging function





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 please provide ALL requested information
- Do not use acronyms or abbreviations
- Do not cross-refer to other questions or answers in your responses
- Please respond to <u>HSV Procurement Portal and TRW 'mandatory'</u> <u>questions, eg asterisk (\*) marked</u> accordingly and completed in full
- 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
- <u>Multiple-users</u> 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.





# Questions?

Please submit via email

HSV Helpdesk
<a href="mailto:helpdesk@healthsharevic.org.au">helpdesk@healthsharevic.org.au</a>
03 9947 3900