Official



Supplier Briefing

Medical Imaging and Radiotherapy Equipment HPVITS2025-077

Friday 6th June 2025 (9:30 - 10:15 am) Reuben Phillips - Category Manager Mark Lennen - Head of Sourcing, Equipment

Agenda

- HSV Overview
- Minimum requirements: Compliance, Environmental, Sustainability, Governance
- Draft Agreement: Master Supply Agreement (MSA)
- Invitation to Pre-Qualify (ITPQ)
 - o ITPQ Objectives
 - Contract Features
 - Proposed Timeline
 - Supplier Response Worksheet (SRW)
 - o Supplier Catalogue Pricing
- Tendering (HSV Procurement Portal)
- Next Steps



Project Team - Members

Reuben Phillips - Category Manager Lead for this ITPQ

Grant Thomas - Senior Category Manager Provide guidance and support for the ITPQ

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

Gordon Szegi - HSV Senior Biomedical Advisor **/ Cristina Mattia -** Clinical Products Advisor Provide guidance and support on supplier and product compliance to the SoR and regulatory and general requirements of this ITPQ

Executive Reference Group (ERG) - VIC Public Hospitals (Clinical, Operational, Procurement). Assist with the development and endorsement of the ITPQ strategy and specification & award outcome





Project Team - Roles & Responsibilities

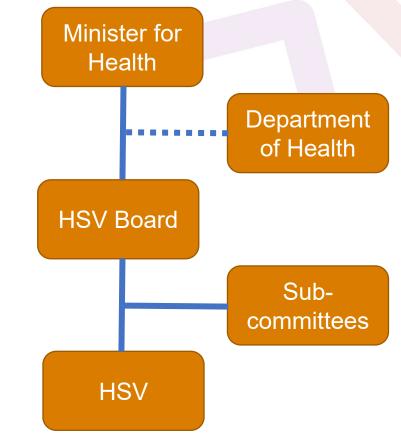
Scope	Responsibility
Scope, strategy, service requirements, & evaluation criteria	HSV/Health Services
ITPQ evaluation, recommend award	HSV/Health Services
Approve award	HSV
Execute contracts with suppliers	HSV



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HealthShare Victoria (HSV) Organisation

- Established 1 Jan 2021, HSV brings the former Health Purchasing Victoria's existing functions and major supply chain assets under single management
- Independent, public sector, commercially oriented statutory authority.
- Health Services Act 1988 underpins HSV establishing whole-of-health contracts
- Processes aligned with Victorian Government Procurement Board's (VGPB) Strategic Sourcing Principles





HSV's Purpose and Objectives

- HSV helps deliver safe, affordable, sustainable healthcare to Victorian public health services and hospitals.
- HSV partners with Vic public health and suppliers to deliver supply chain and procurement services.
- We secure best-value equipment and services through whole-ofstate leverage.
- Foster supply chain and process improvement through relationships with suppliers & health services.
- Ensure probity is maintained in all activities.



The Panel

- Panel enables \$500m+ over the next five years (equipment and associated deliverables)
- HSV panel commenced since 2015. Retendered 2019 and 2025.
- Health services can approach a panel supplier or ask HSV to facilitate procurement (Health Service Sourcing Activities (HSSA)).
- HSV Equipment Team is the largest buyer in the state (HSSAs)



Panel Objectives

- Reduce procurement complexity for health services and suppliers
- Transparent and efficient procurement process
- Allows HSV to facilitate sourcing and/or group buy activities
- Increase understanding of market value and pricing
- Improve supplier relationship management



Victorian health suppliers minimum standards



Australian Government
Department of Health
Therapeutic Goods Administration

Therapeutic Goods
 TGA approval



Recall Health

 for ALL recalls



ESG (1/5): Supplier Code of Conduct

The Victorian State Government is committed to ethical, sustainable, and socially responsible procurement.

The State has established a <u>Supplier Code of Conduct</u> to ensure that supplier values align.

Covers the minimum ethical standards that suppliers must meet to sell to the State:

- Integrity, ethics and conduct
- Conflict of interest, gifts, benefits and hospitality
- Corporate governance
- Labour and human rights
- Health and safety
- Environmental management

Mandatory to commit to the code.

Also applies to any related parties, contractors and sub-contractors.



ESG (2/5): Modern Slavery Policy

The Australian Government mandates minimum <u>Modern Slavery</u> requirements.

- HSV requires you to meet these standards:
- Standard 1 Modern Slavery Policy
- Standard 2 Due Diligence
- Standard 3 Grievance mechanism, response and remediation
- Standard 4 Training
- Standard 5 Determining effectiveness



ESG (3/5): 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.

Respondents must complete:

- FJC Preassessment Certificate (PAC) for contracts >\$1m ex. GST
- Must maintain PAC for life of contract
- FJC Plan for contracts >\$20m ex. GST
- FJC Plan forms part of agreement

For more information visit <u>buyingfor.vic.gov.au/fair-jobs-code-suppliers-and-businesses</u>



ESG (4/5): Local Jobs First

The Victorian Government's <u>Local Jobs First (LJF) policy</u> helps local suppliers create jobs and boost the economy.

- LJF applies for metro >\$3m and regional >\$1m
- Mandatory weighting 20% of RFQ
- No Local Industry Development Plan (LIDP) required at this stage
- If LJF applies, then LIDP commitments are assessed at tender, and form part of agreement.



ESG (5/5): Social Procurement Plan

<u>The social procurement framework</u> (SPF) works to improve:

- Environmentally and socially sustainable business practices, including
- . Gender equality
- Family violence
- · Women's safety and equality

HSV reports annually on these <u>areas</u>.

Requirements scale based on tender value. >\$1-3m and <\$20m typically 5-10% of tender value.



Master Supply Agreement (MSA)

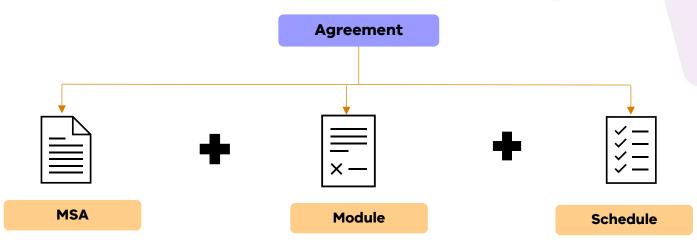
Current state



Individual suppliers sign a document containing operational, legal and other standard terms and conditions, service deliverables, pricing and schedules.

> 500+ Suppliers 900+ Contracts

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



- Master Supply Agreement (MSA) with legal and standard (nonoperational) terms will be available <u>online</u>.
- Standard terms that everyone is to agree
- Module containing operational terms – departures are not welcome but there may be an operational term specific to the category that needs to be redressed.
- Once fully signed, every Module will incorporate the current MSA terms by reference.
- Modules will contain all Schedules that are applicable to the category.



Legal - KPI Improvements

Change:

Shift to a compensation mechanism that is proportional to the S&M value.

Rationale:

The current agreement KPIs compensate based on a fixed amount, regardless of S&M value.

Benefits:

- Fairer, better approach
- Improves S&M for health services
- Aligns better with industry standards



Invitation to Pre-Qualify (ITPQ)



Categories in Scope

Cat#	Category
1	CT Scanners
2	MRI Scanners
3	Angiography and Fluoroscopy Systems
4	Ultrasound Systems
5	X-Ray Systems
6	Mammography Systems
7	Nuclear Medicine
8	Advanced Visualisation Systems
9	Contrast Media Injectors and Associated Consumables
10	Radiology Reporting Monitors
11	Radiotherapy Equipment
12	Medical Imaging Equipment Service and Maintenance

Detailed list of sub-categories to be released with tender



Contract Features

- Structure: Open panel
- Term: 5+5 years, commencing 1-Nov-2025

• Scope:

- All existing Medical Imaging, Radiotherapy, and Nuclear Medicine categories
- $\circ~$ In-scope systems MUST be sourced from a panel supplier

No Contract Pricing:

- o Panel arrangement only
- o Catalogue pricing required



Supplier Catalogue Pricing

Required:

- Supplier part numbers
- Product or deliverable description
- Catalogue price

- Update when range or pricing changes
- Indicative pricing only, NOT a binding final price

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Supplier Response Worksheet (SRW)

- Complete <u>all</u> requested information
 - Mandatory data missing = Subcategory not added until clarified
- Provide responses in the requested format

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- F	structio inter an inter bra ote:	"X" in column G for each subcategory outputs	nward. uppliers are added or removed from the panel. mail HSV at helpdesk@heatthsharevic.org.au if their market position will change - for example, exi	ting or supplying a new subca	tegory.					
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Indicative Timeline

Key Activities	Date
Industry briefing session - TODAY	6 Jun 2025
ITPQ release date	13 Jun 2025
Last date for ITPQ questions	9 Jul 2025
ITPQ closing date and time	11 Jul 2025
Evaluation and clarification period	Jul – Sep 2025
Respondents advised of outcome	Sep 2025
Agreement execution	Sep 2025
Health services notification of outcome	1 Oct 2025
Agreement start	1 Nov 2025



HSV Procurement Portal



Procurement Portal

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

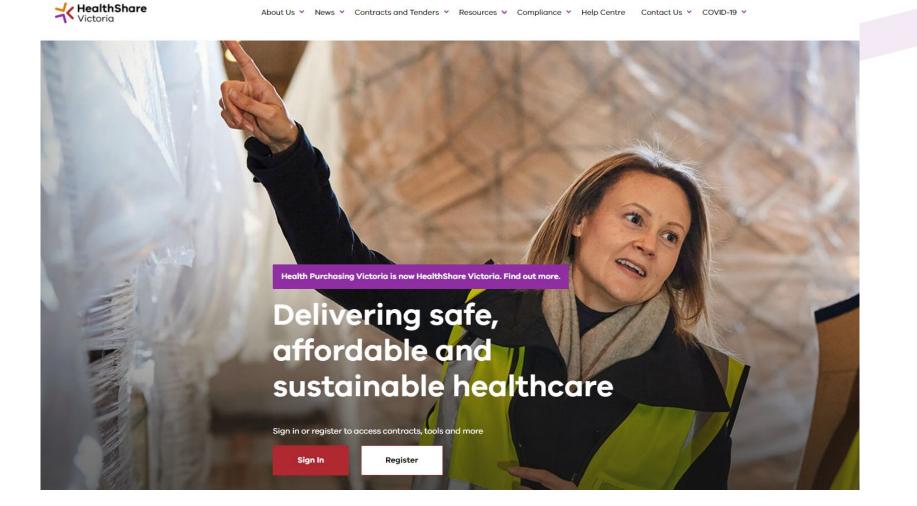
Register/Access at <u>healthsharevic.org.au</u>

Each HSV Procurement Portal company account has one superuser responsible for managing 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*





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 format: 00123456789

To create your account:

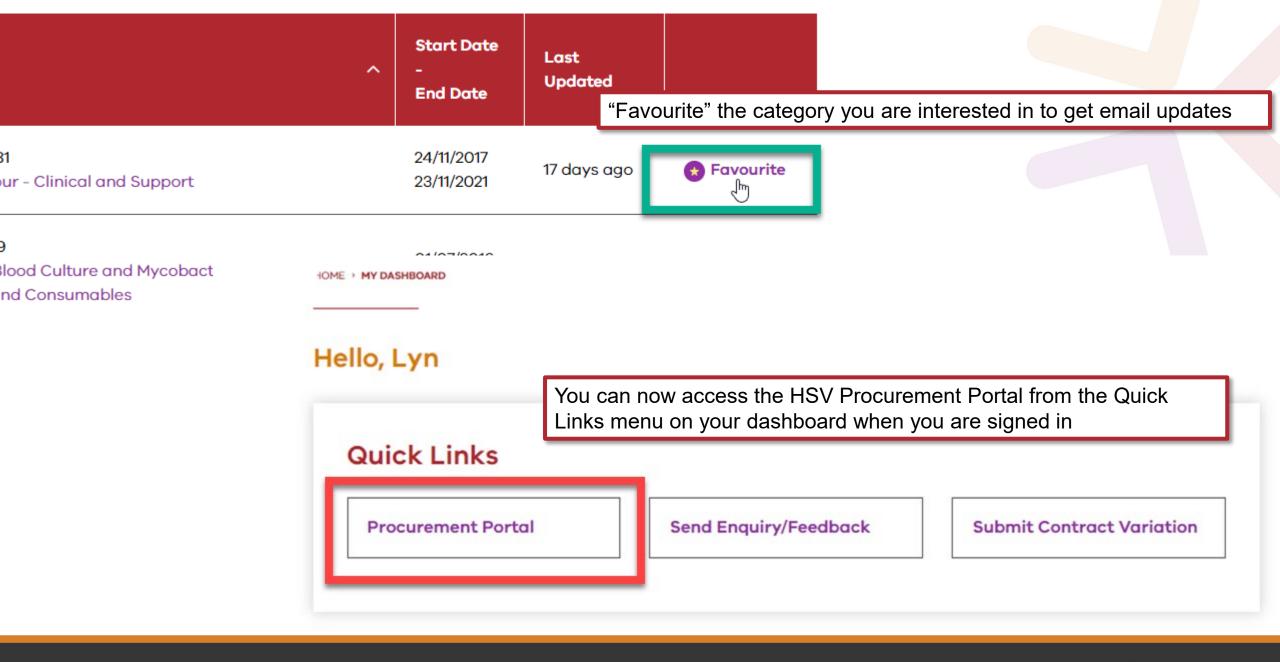
- 1. Select "I am a Supplier"
- 2. Enter your business specific email address
- 3. Click "Next"

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!









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 emails to yours using a semicolon (;) as a separator.

User: Division: Division	La Active
User Details	Save
* 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
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* Time Zone	(GMT +10:00) Sydney, Canberra, Melbourne



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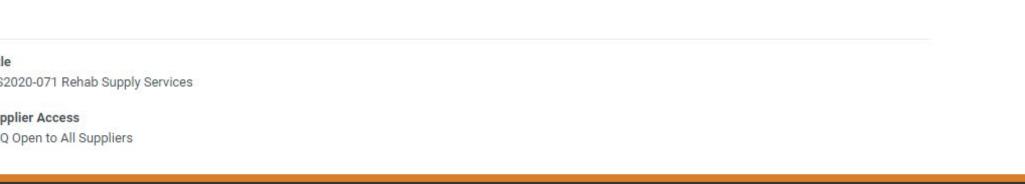


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For technical support, please contact the Jaggaer helpdes If you are in Australia please call: 02 8074 862 If you are outside of Australia, please (click here) for overseas phone number Email: customersupport@jaggaer.cor

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





To start your tender response, click on 'Create Response'

Create Response

platform in business terms, allowing you to quickly understand the features and benefits of the software.

do not click "save" within this time. Failure to do so means you risk losing your work. This is to maintain security and tender integrity and cannot be changed. NOTE: typing does not mean you are active on the

will notify you through a 'pop up'. It is vital that you are able to see this in order to click the 'Refresh' link in this 'pop up' so you are not disconnected from the portal and lose any unsaved information.

ms you will miss the deadline. Always upload generic information early to avoid last minute time pressure).

) THIS WILL RESULT IN YOUR BID NOT BEING VISIBLE TO THE BUYER. The 'SUBMIT RESPONSE' button can be found at the top centre of the screen.

blish their response - this is to ensure that changes are brought to your attention - you may receive a message prompt from the Buyer - generally this will not mean re-entering information.

attachments to a manageable size (5Mb) to ensure ease & speed of access. Only attach documents that the Buyer has requested and make sure that you attach them in the correct area.





Briefing - Surgical G	oves Test ITS		m Runni
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1.1.2	Note:	USE THE ONLINE 'HELP FOR RESPONDENTS' FUNCTION - The content is designed to explain the eSource	cing platform in business terms, allowing you to quickly understand the features and benefits of the software.			
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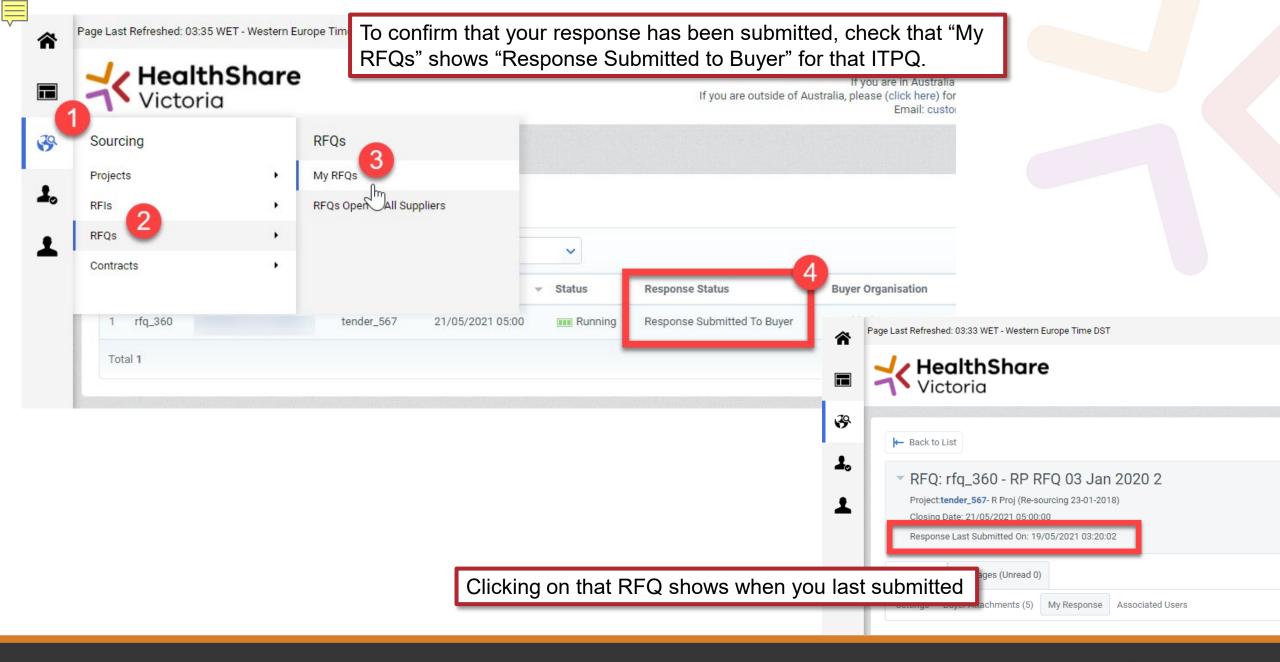


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Back to List				
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. Qualification Response	Missing mandatory responses (87)			
2. Technical Response	Missing mandatory responses (23)			







Tips for Responding

- Provide all requested information at time of tender
- Do not use acronyms or abbreviations
- Answers should be self contained avoid cross references to other questions or answers
- 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





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Questions?