

Supplier Briefing Questions and Answers

HPVITS2025-077 Medical Imaging and Radiotherapy Equipment Panel

Acronyms:

PHS Victorian Public Health Service or Hospital

Q1: HSV is requiring suppliers provide their public catalogue prices at an invoiceable line-item level as part of this tender process. Why do you ask for the Retail price only? And not a price we would quote for HSV?

A1: This is a supplier pre-qualification panel process only. We are seeking this information for indicative purposes, to better identify all deliverables within scope of this contract, and to provide funding/budgetary assistance to participating health services (PHS) and the Department of Health. For sake of clarity, this will not form contract pricing, does not represent an offer and PHS are not bound to this price.

Q2: Is pricing fixed for 5 years?

A2: No, this tender pre-qualifies you to a panel only, there are no contractual pricing arrangements. Subject to being approved to the HSV panel, a PHS may then invite you to tender. The PHS may approach you directly or ask HSV to procure on the PHS's behalf. Pricing for specific deliverables will be requested as part of this process.

Q3: Is there any supplier exclusivity for particular categories?

A3: HSV are not intending on having sole supply categories for this contract at present. This will be a supplier prequalification panel that will need to reflect the varying needs of health services across the state. Therefore category and supplier award will be reviewed and determined by the health service representatives that make up the Executive Reference Group (ERG).

Q4: Are you able to discuss previous contract values and learnings?

A4: Based on supplier sales data recently provided by current contracted suppliers, HSV estimates contract expenditure to be ~\$104m per annum.

Since its initial inception in 2015, the Medical Imaging panel arrangement has worked well for PHS as it removes duplication of work within the sector; expedites PHS's procurement process; allows PHS's and or / HSV to source pricing at time of acquisition to better reflect should-be costs and maximize competitive tension; and allows HSV to centralise and directly facilitate procurement activities for individual health services or as part of consolidated group buy opportunities. We have identified need to improve our terms and conditions based on feedback provided from suppliers, and have incorporated these recommendations into our new agreement that will be released as part of this process.

Q5: Is there any possibility of an extension to the submission date?

A5: The standard timeframe for a typical HSV Invitation to Supply (ITS) is 4 weeks. This is a prequalification process only, therefore requiring far less work from suppliers. Hence HSV will only be providing the standard 4-week period to respond. If the agreement Module release is delayed, this will be taken into consideration with an extension to the response date for the Module only.