

# Supplier Briefing

Pathology Equipment and Associated Consumables  
HPVITS2026-115

Friday, 20 June 2025 10:00 AM – 10:45 AM  
Reuben Phillips – Category Manager  
Mark Lennen – Head of Sourcing, Equipment

# Agenda

- Project Team / HSV Overview
- Invitation to Pre-Qualify (ITPQ)
  - Contract Features
  - ITPQ Objectives
  - Supplier Response Worksheet (SRW)
  - Supplier List Pricing
- Draft Agreement: Master Supply Agreement (MSA)
- Additional requirements: Compliance, Environmental, Sustainability, Governance
- Timelines
- Tendering (HSV Procurement Portal)

# Project Team - Members

**Ian Sheo**

Senior Category Manager  
Lead for the ITPQ

**Reuben Phillips**

Category Manager  
Support for this ITPQ

**Mark Lennen**

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

**Gordon Szegi / Cristina Mattia**

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

**Executive Reference Group (ERG)**

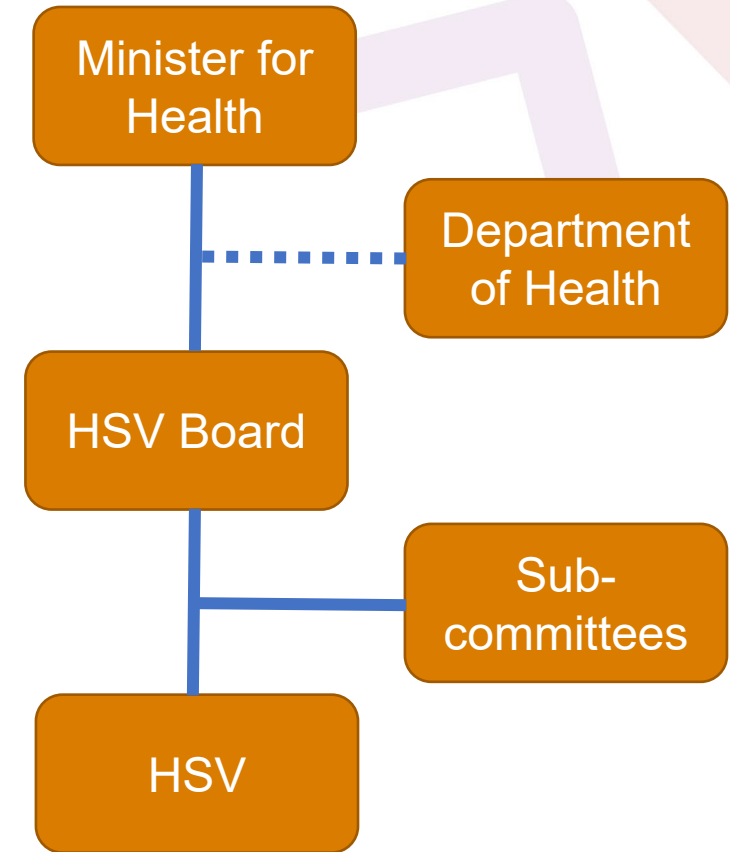
Clinical, Operational, Procurement leadership from VIC Public Hospitals  
Assist with the development and endorsement of the ITPQ strategy and specification & award outcome

# 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

# 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-of-state leverage.
- Foster supply chain and process improvement through relationships with suppliers & health services.
- Ensure probity is maintained in all activities.

# Invitation to Pre-Qualify (ITPQ)

# Categories in Scope

Cat#	Category	Category Descriptor
1	Anatomical Pathology	Diagnosis of disease based on the examination of organs and tissues.
2	Chemical Pathology	Diagnosis and monitoring of disease by completing a biochemical investigation of bodily fluids such as blood, urine and cerebrospinal fluid to see where the body's chemistry has changed.
3	Haematology	Medical speciality for people with blood and bone marrow diseases.
4	Microbiology	The study of living microscopic organisms, such as bacteria, viruses, archaea, fungi and protozoa
5	Molecular Pathology	Diagnosis of disease through the examination of molecules within organs, tissues or bodily fluids
6	Point-of-Care Testing	Small or handheld devices used for testing and diagnosis.
7	Generic Equipment	Off-the-shelf products used in all pathology laboratories. There are no associated consumables with this.

## Detailed list of sub-categories:

Refer to advance ITPQ release notification on HSV website:

<https://healthsharevic.org.au/contracts-and-tenders/details/525>

# Contract Features

<b>Structure:</b>	Open panel
<b>Term:</b>	5+5 years, commencing 1-Feb-2026
<b>Scope:</b>	All existing Pathology Equipment categories (inc. Equipment, Consumables, Reagents, Service & Maintenance) In-scope systems MUST be sourced from a panel supplier
Scope <u>excludes</u> :	<a href="#">HPVC2024-042 Pathology Consumables</a> <a href="#">HPVC2024-052 Outsourced Pathology Services</a> (Contracted Services)
<b>Spend:</b>	Panel enables \$400m+ over the next five years
No Contract Pricing:	Panel arrangement only <b>NEW:</b> List pricing required

# 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
- Improve supplier relationship management
- Provides HSV access to sales data - increasing understanding of market value and pricing

- **Supplier**

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

[illegible]

# Supplier Response Worksheet (SRW)

- Complete **all** requested information
  - Mandatory data missing = Subcategory not added until clarified
- Provide responses in the requested format

**HPVITS2025-077 Medical Imaging and Radiotherapy Equipment Award Matrix**

**HealthShare Victoria**

**Instructions:**

- Enter an 'X' in column G for each subcategory supplied.
- Enter brand name and model name of the systems supplied in columns H and onward.

**Notes:**

- HPVITS2025-077 is an open panel. This award matrix will change over time as suppliers are added or removed from the panel.
- Health services rely on accurate award and contact details. Suppliers should email HSC at [helpdesk@healthshare.vic.org.au](mailto:helpdesk@healthshare.vic.org.au) if their market position will change - for example, exiting or supplying a new subcategory.

**Appendix 1 - Product Categories**

Category	Subcategory #	Subcategory Description	EXAMPLE SUPPLIER ABC PTY LTD	<<Supplier Name>>
01 CT Scanners	01 01	General high volume Diagnostic CT Systems	X	
	01 02	Advanced imaging CT Systems	X	
	01 03	Radiation Therapy (radiotherapy) Planning CT Systems		
	01 04	Point of Care CT Systems		
	01 05	Other medical CT Systems		
		+ include above subcategories		X
02 MRI Scanners	02 01	1.5T MRI Scanners	X	
	02 02	3.0T MRI Scanners		
	02 03	1.5T MRI Scanners		
	02 04	Point of Care MRI Scanners		
	02 05	Open Magnet MRI Scanners		
	02 06	Other medical MRI Scanners		
	+ include above subcategories			
03 Angiography and Fluoroscopy Systems	03 01	Mobile Fluoroscopy	X	
	03 02	Mobile Fluoroscopy - 2D	X	
	03 03	Mobile Fluoroscopy - 3D		
	03 04	Mobile Fluoroscopy - 3D with Surgical Navigation		
	03 05	Fixed Fluoroscopy Systems		
	03 06	Angiography / Cath Lab Systems		
	+ include above subcategories			

**EXAMPLE**

Brand / Model	<<Brand / Model>>	<<Brand / Model>>	<<Brand / Model>>
Tomoscan / m			
Tomoscan / m			
Magniflex / 3.0T			
Magniflex / 3.0T			
Fluorobeam / m			
Fluorobeam / A2			
Fluorobeam / A2			
Orion / S1			

# Master Supply Agreement (MSA)

## Current state

Agreement



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



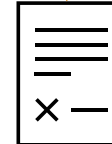
500+ Suppliers  
900+ Contracts

## Future for all NEW market approaches

Agreement



MSA



Module



Schedule



- Master Supply Agreement (MSA) with legal and standard (non-operational) terms will be available **online**.
- 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 addressed.
- 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

# 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 [Supplier Code of Conduct](#) 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 [Modern Slavery](#) 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 [buyingfor.vic.gov.au/fair-jobs-code-suppliers-and-businesses](https://buyingfor.vic.gov.au/fair-jobs-code-suppliers-and-businesses)

# ESG (4/5): Local Jobs First

The Victorian Government's [Local Jobs First \(LJF\) policy](#) helps local suppliers create jobs and boost the economy.

- LJF applies for metro >\$3m and regional >\$1m
- **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

The social procurement framework (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 areas.

# Indicative Timeline

Key Activities	Date
Industry briefing session - TODAY	20 Jun 2025
ITPQ release date	Week commencing 30 Jun 2025
Last date for ITPQ questions	28 Jul 2025
ITPQ closing date and time	30 Jul 2025
Evaluation and clarification period	Aug – Sep 2025
Respondents advised of outcome	Oct 2025
Agreement execution	Nov 2025
Health services notification of outcome	15 Dec 2025
<b>Agreement start</b>	<b>1 Feb 2026</b>

# 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

# Questions?

# Appendix: HSV Procurement Portal

# Procurement Portal

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

Register/Access at [healthsharevic.org.au](https://healthsharevic.org.au)

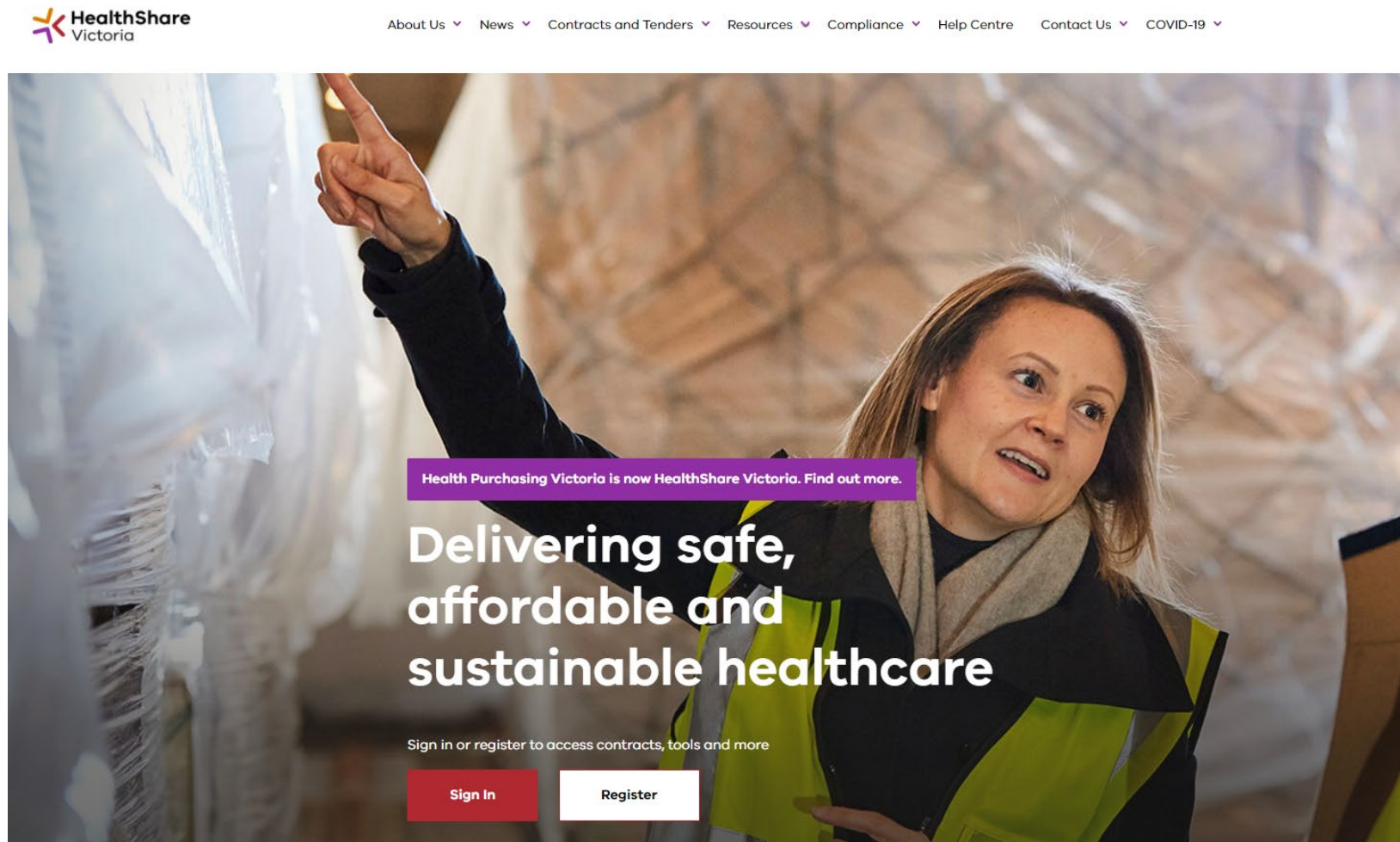
Each HSV Procurement Portal company account has one superuser responsible for managing sub-users, including visibility of the EOI documentation

Technical Issues? Contact HSV Procurement Portal (Jaggaer)

Customer Support

Ph: 02 8074 8627 [customersupport@jaggaer.com](mailto:customersupport@jaggaer.com)

**New User?** Go to [healthsharevic.org.au](https://healthsharevic.org.au) 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.

I am a Supplier

I am a Health Service

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

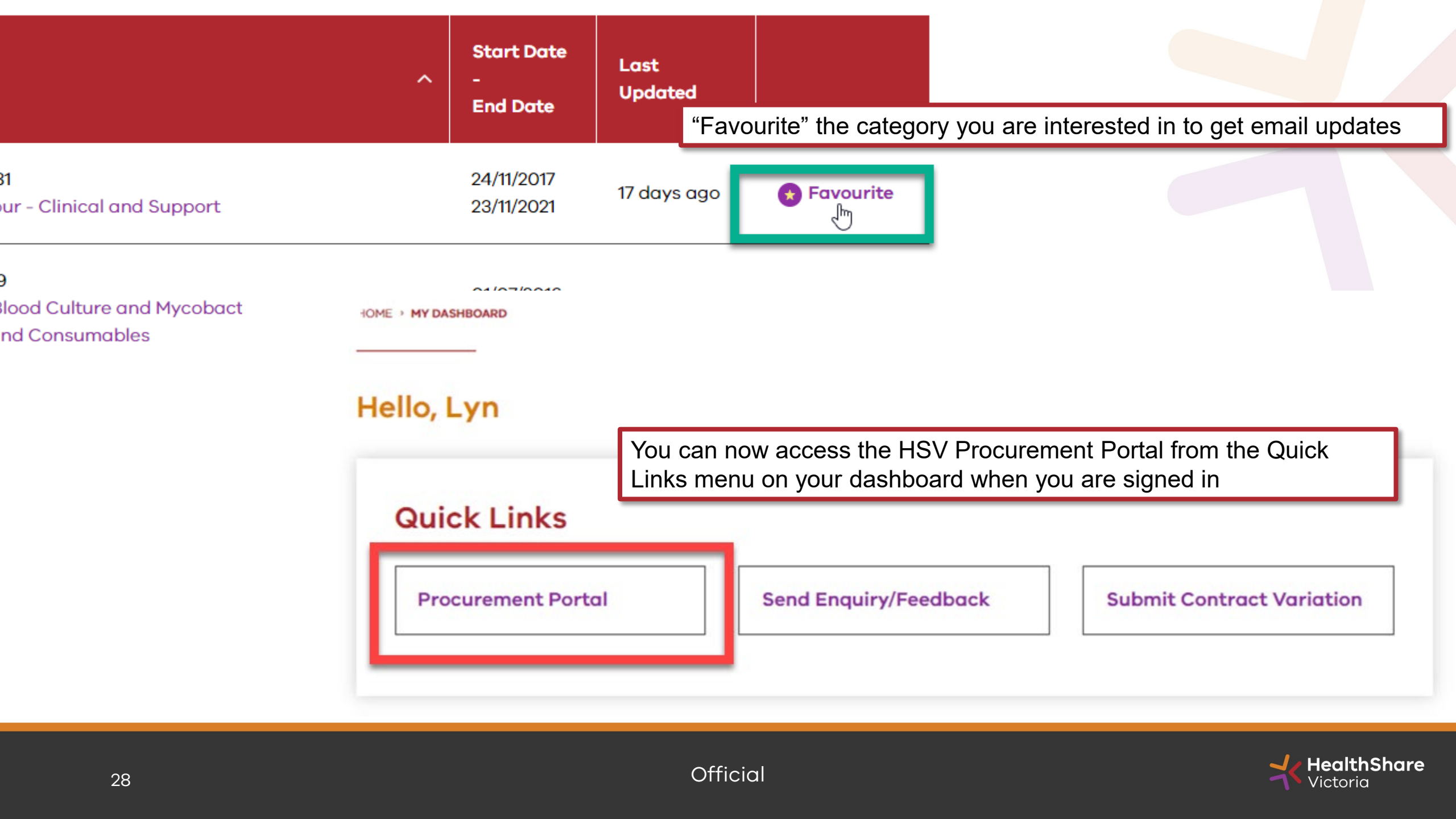
Next

## 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!



Start Date  
-  
End Date

Last  
Updated

“Favourite” the category you are interested in to get email updates

24/11/2017  
23/11/2021

17 days ago

★ Favourite

31  
our - Clinical and Support

9  
lood Culture and Mycobact  
and Consumables

HOME > MY DASHBOARD

Hello, Lyn

You can now access the HSV Procurement Portal from the Quick Links menu on your dashboard when you are signed in

Quick Links

Procurement Portal

Send Enquiry/Feedback

Submit Contract Variation

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

Main Dashboard

My Running Surveys

No Scorecards to display

New Messages (last 30 days)

No Unread Messages

My RFQs with Pending Responses

No RFQs to display

RFx Open to All Suppliers

Currently Open		Next Closing Date
RFI	2	15/01/2021 14:00
RFQ	2	13/01/2021 23:59

My RFIs with Pending Responses

No RFIs to display

Quick Links

Standard Links

[My Contracts](#)

[Projects](#)

[My RFIs](#)

[My RFQs](#)

[Profile](#)

Custom Links

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

Active

Save

Cancel

### User Details

* Last Name	<input type="text" value="Smith"/>
* First Name	<input type="text" value="Jane"/>
User Status	Active
User Tag for Codes	<input type="text"/>
* Email	<input type="text" value="j.smith@example.com"/>
* Telephone Number	<input type="text" value="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.	<input type="text" value="+61410000000"/>
Division	Division
Department	---
Role	
Username	3m australia
* Preferred Language	English (UK) ▼
* Time Zone	(GMT +10:00) Sydney, Canberra, Melbourne ▼

## My Running Surveys

No Scorecards to display

## New Messages (last 30 days)

No Unread Messages

From the Portal click on the 'RFQ' link under 'RFx Open to All Suppliers'

## RFx Open to All Suppliers

Currently Open		Next Closing Date
RFI	2	15/01/2021 14:00
RFQ	2	13/01/2021 23:59

## My RFIs with Pending Responses

No RFIs to display

My RFQs   RFQs Open to All Suppliers

Enter Filter (type to start search)

Select the tender you would like to express interest in

	Code	Title	Project Code	Time limit for Ex
1	rfq_978	BRHS Kitchen Asset Upgrade	tender_7531	13/01/2021 23:5
2	rfq_992	ITS2020-071 Rehab Supply Services	tender_9530	25/01/2021 15:0
Total 2				

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.com](mailto:customersupport@jaggaer.com)

 Running

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

Express Interest

 Decide Later

 Printable View

le  
\$2020-071 Rehab Supply Services

Supplier Access  
Q Open to All Suppliers

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 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).

D 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.

ublish 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 Gloves Test ITS

- Surgical Gloves Test ITS

Submitted Yet

Running

**SAVE REGULARLY.**

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

Save and Return

Save and Continue

Cancel

Validate Response

Questions: 34 )

### Section of Profile Questions

Description	Response
* Please state whether your organisation has a certified Quality Management System?	<input type="checkbox"/>
Please attach a current certificate for your certified Quality Management System	<a href="#">+ Click to attach file</a>
Please state the expiry date of your certificate for your Quality Management System	<input type="text" value="dd/mm/yyyy"/>
If your organisation does not have a certified Quality Management System please advise how you intend to ensure that you meet the customers requirement and industry standards for Quality	<input type="text"/> Characters available 2000

Back to List

RFQ: rfq\_95 - Tender Briefing - Surgical Gloves Test ITS

Project: tender\_133 - Tender Briefing - Surgical Gloves Test ITS

Closing Date: 14/03/2016 14:00:00

Response Last Submitted On: Not Submitted Yet

Running

Warning: You have 1 unread Buyer Attachment(s). Please click here to read the file(s) before submitting your response.

RFQ Details

Messages (Unread 0)

Settings

Attachments (4)

My Responses

My Rights

My Response Summary

1. Qualification Response

Missing mandatory responses (67)

2. Technical Response

Missing mandatory responses (23)

3. Commercial Response

Mandatory fields missing (3)

Total Price (excluding optional sections)

0

View Response Index Only

1. Qualification Response (questions: 120)

1.1 READ ME FIRST - SUPPLIER'S TIPS FOR COMPLETING YOUR RESPONSE - Question Section

Note

Note Details

1.1.1 Requirement Attachment

Please note that we have uploaded attachments in the technical envelope.  
Companies must download these documents and consider the details before they complete their response

1.1.2 Note:

USE THE ONLINE 'HELP FOR RESPONDENTS' FUNCTION - The content is designed to explain the eSourcing platform in business terms, allowing you to quickly understand the features and benefits of the software.

1.1.3 Note:

SAVE REGULARLY - For security reasons your access to the portal will 'time out' if inactive for 15 minutes if you 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 portal!

## - Tender Briefing - Surgical Gloves Test ITS

Running

Tender Briefing - Surgical Gloves Test ITS

2018 14:00:00

Submitted On: Not Submitted Yet

Send Message

Save as Draft

Cancel

Message

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

Attachments

Attachment Name

Attachment Description

Comments

[← Back to List](#)



Once complete **ensure you click 'Submit Response'**  
You can't submit if there are mandatory fields outstanding.

Running

Closing Date: 14/03/2016 14:00:00

Response Last Submitted On: Not Submitted Yet

[RFQ Details](#)

[Messages \(Unread 0\)](#)

[Settings](#)

[Buyer Attachments \(1\)](#)

[My Response](#)

[User Rights](#)

[Submit Response](#)

### My Response Summary

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

Page Last Refreshed: 03:35 WET - Western Europe Time

HealthShare  
Victoria

1

Sourcing

Projects

RFIs

RFQs

Contracts

2

RFQs

My RFQs

RFQs Open

All Suppliers

3

RFQs

My RFQs

RFQs Open

All Suppliers

4

Response Status

Response Submitted To Buyer

			Status	Buyer Organisation
1	rfq_360	tender_567	21/05/2021 05:00	Running

Total 1

To confirm that your response has been submitted, check that “My RFQs” shows “Response Submitted to Buyer” for that ITPQ.

Page Last Refreshed: 03:33 WET - Western Europe Time DST

HealthShare  
Victoria

Back to List

RFQ: rfq\_360 - RP RFQ 03 Jan 2020 2

Project:tender\_567- R Proj (Re-sourcing 23-01-2018)

Closing Date: 21/05/2021 05:00:00

Response Last Submitted On: 19/05/2021 03:20:02

Clicking on that RFQ shows when you last submitted