

Supplier Briefing

Intravenous and Irrigation Solutions (IVIS) HPVITS2026-068

Wednesday 27th August 2025 – 10:30am-11:30am Daniel Wakeling (Senior Category Manager) Janice Rodrigo (Category Manager)

Acknowledgement of Country

We acknowledge the Traditional Owners of the lands on which we are meeting. We pay our respects to their Elders past and present, and Aboriginal Elders of other communities who may be here today.



Questions during session

- Use the Q&A function in MS Teams to submit questions. We will endeavour to address them at the end if time permits, otherwise, a Q&A document will be included in the ITS documents available in the HSV procurement portal.
- In your question, please start with your Name and Organisation before your question. E.g. Janice Rodrigo (HealthShare Vic) - Will the slides be available after the session?

Topics covered

01

HSV Overview

- HSV Project Team
- HSV Overview and Objectives
- Procurement Frameworks
- HSV Contract Structure

02

Invitation to Supply

- Objectives
- Estimated Timeline
- Overview of Agreement
- ITS Response Section Set Up

03

Submission Requirements

- Artwork and Product Images
- Tender Response Worksheet
- Contract Departures Request
- Submission Guidance

04

Communications - HSV Portal

- Communications process
- Reference websites
- Appendix: System Overview, registration, troubleshoot contact



01 HSV Overview

HSV Project Team

- Janice Rodrigo
- Category Manager
- Support for the ITS
- Daniel Wakeling
- Senior Category Manager
- Lead for the ITS
- Jasmine Makin
- Head of Sourcing Pharmaceutical
- Providing guidance and support for the ITS
- Jim Paparounis
- Sourcing Analyst
- Luke Dal Santo
- Procurement Development Analyst
- Product Reference Group (PRG)
- ➤ Clinical, Operational, Procurement leadership from VIC Public Hospitals
- > Assist with the development and endorsement of the ITS strategy and Specification & Award outcome



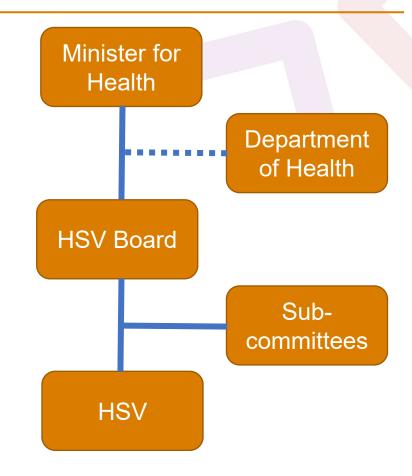
HealthShare Victoria

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 supply chain and procurement activities.
- >HSV aims to deliver safe, affordable and sustainable healthcare to the whole state.

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
- ➤ Health Services Act 1988 (Vic) underpins HSV establishment of whole-of-state contracts
- ➤ Processes based on the Victorian Government Procurement Board's (VGPB) 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 to establish whole-of-state contracts
- Foster supply chain and process improvement, through developing relationships with suppliers and health services
- Ensure probity is maintained in all activities



Victorian health supplier's minimum standards







GS1 data standards (NPC contract compliance obligation)



Recall Health (contract compliance obligation)



Australian Medicines Terminology (AMT)Catalogue (AMT contract compliance obligation)

AMT Requirements

Australia's national standard for medicines terminology (AMT), maintained by **National Clinical Terminology Service (NCTS) & CSIRO**.

Aligning with AMT supports:

- Improved clinical interoperability
- Data consistency across contracts and national platforms
- Streamlined health service reporting and decision-making

Action Required from Sponsors / Suppliers Review and update portfolio against AMT data:

Download **AMT files** or browse via **CSIRO Shrimp**

Adding, missing or incorrect entries:

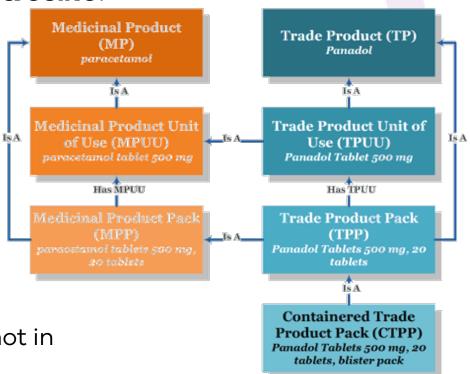
Submit a request via **AMT Content Request Portal**

Include reference: SECRM:02104485

Provide data cards, product images, and pack size details if not in

TGA PI

Support: help@digitalhealth.gov.au / 1300 901 001



Procurement Frameworks - Supplier Code of Conduct

The Victorian State Government is committed to ethical, sustainable and socially responsible procurement. Therefore, it is expected that suppliers maintain the same values as the Government; the State has established a Supplier Code of Conduct.

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 **Mandatory** for respondents, any related parties, contractors and sub-contractors to comply to the code.

Procurement Frameworks - Modern Slavery Policy

The Victorian State Government mandates minimum Modern Slavery requirements.

HSV requires you to **meet** the below standards as a minimum:

Standard 1 – Modern Slavery Policy

Standard 2 – Due Diligence

Standard 3 – Grievance mechanism, response and remediation

Standard 4 - Training

Standard 5 – Determining effectiveness

Details of Standards are set out in HSV website under Procurement→Modern Slavery Risk in Supply Chains

Procurement Frameworks - 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 applies to the threshold procurement contracts (contracts with a value of \$1 million or more exclusive of GST) and high value procurement contracts (with a value of \$20 million or more exclusive of GST).

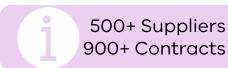
Respondents must complete:

- > Fair Jobs Code Pre-assessment Certificate
- > Agreement and continuing FJC obligations

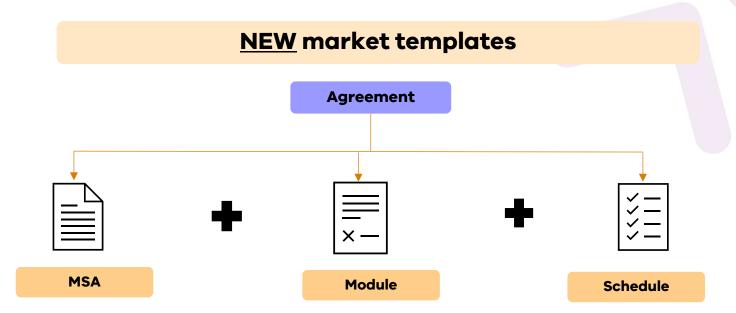
HSV Contract Structure

Agreement Agreement

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







- Master Supply Agreement (MSA) with legal and standard (nonoperational) terms will be available online.
- Standard terms that everyone is to agree
- Module containing operational terms – departures are not encouraged 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.



02 Invitation to Supply (ITS)

HPVITS2026-068 Intravenous and Irrigation Solutions (IVIS)

ITS Objectives

- Secure range of most suitable Intravenous and Irrigation Solutions products for health services
- Surety of Supply supported by supplier reporting
- Achieve Best Value for Money
- > Alignment of utilisation of new HSV agreement template
- > Realignment of scope among existing HSV contract

Estimated Timeline

Key Activities	Date
Industry Briefing Session	Wed 27 August 2025
ITS Release Date	Wed 3 September 2025
Last date for submission of ITS questions	Thurs 25 September 2025 14:00 AEST
ITS Closing Date and Time	Mon 29 September 2025 14:00 AEST
Evaluation	October 2025
Respondents advised of outcome	November 2025

Overview of Agreement

Area	Details
Term of the contract	 Commencement: 30 January 2026 Principal end date: 31 July 2029 Option: 1 x 2-years (1 Aug 2029 - 31 July 2031)
Pricing structure	Fixed pricing except:Pricing review available prior to the commencement of Option periods
Scope: inclusions	Intravenous SolutionsIrrigation Solutions
Scope: exclusions	 Non-TGA registered or listed products Total parenteral nutrition Compounded products/services Devices

Categories in Scope - (IVIS)

Categories						
	Sodium Chloride					
	Water					
	Glucose					
	Glucose + Sodium Chloride					
Intravenous Solutions	Compound Sodium Lactate					
ilitravellous solutions	Compound Sodium Chloride					
	Plasma-Lyte					
	Potassium Chloride					
	Succinylated Gelatin					
	Mannitol					
	Sodium Chloride					
	Water					
rrigation Solutions	Compound Sodium Chloride					
	Glycine					
	Chlorhexidine					

ITS Response Section Set Up

- Qualification: These questions are not weighted but are a combination of both Conformance and Compliance criteria.
 - E.g. Company details, COIs, Insurances, Modern Slavery Act compliance, etc
- > **Technical:** These questions are weighted, and some require supporting evidence to be provided.
 - E.g. Environmental sustainability, Operational Capability, Supply Chain, and Improvement, Innovation and Engagement
- > Commercial: This is where Respondents attach their pricing response.
 - E.g. Tender Response Worksheet (TRW), additional or alternative commercial offers.

03 Submission Requirements

Artwork and Product Images

- Artwork and product images files of all products submitted MUST be in colour and with dimensions clearly shown in the file. Acceptable formats: (.jpg, .jpeg, .pdf, .png, .bmp, & .gif):
- > List of requested artwork/packaging images includes:
 - Immediate container with labelled information (i.e. outer carton/box)
 - Outer/Secondary packaging (i.e. carton, bottle)
 - Unit dose (i.e. individual bag/bottle)
 - Product label, including dimensions
 - > Final product image (e.g. bag with its label and port)



Filename = Format: [ABN_#] - OUTER BOX - [Subcategory#] - [####ml] - [##].[File_Type]

Example: 28087208309 – OUTER BOX – 101.01 – 100ml – 01.jpg



- 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!

> Provide detailed information on the products for Evaluation

- > The TRW is used to collect detailed data on the products tendered, including price and supplier/distributer data. The TRW has changed since the last tender
- ➤ 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 etc.
- 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!

Instructions for completion

> Complete all requested information in the requested format

Mandatory data missing = Product won't be awarded

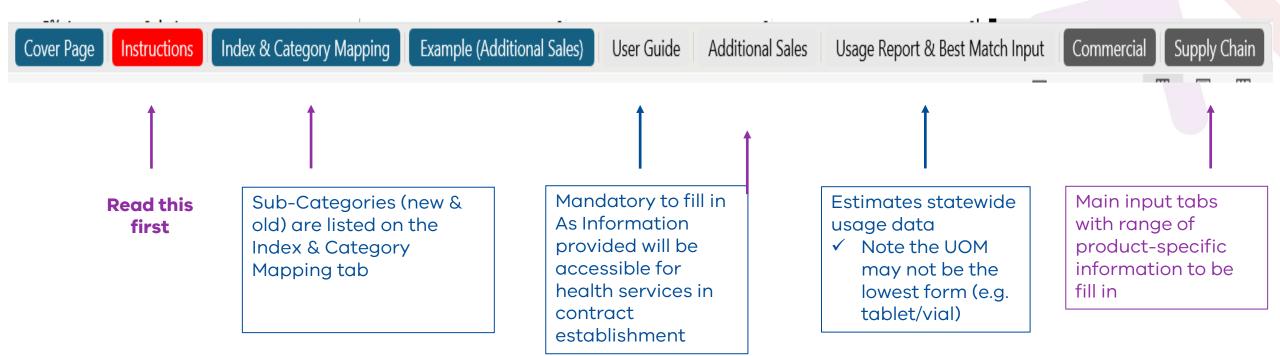
Include units as required/applicable

- > Tender products once only, in the most appropriate subcategory
- > The "Commercial" and "Supply Chain" tabs are linked for each Category by the Grey (Formula driven) Cells. Do not override or delete these formulas and do not add or delete columns, or individual cells
- Do not add columns as it corrupts referencing formula

Data Integrity in TRW

- Poor quality information will be returned for correction:
 - ARTG must have a number or be listed as EXEMPT
 - > The CTPP must have a number and be listed within the AMT
 - Country of Manufacture must be populated and reflective of GS1 code lists (e.g. 1: Australia, not Aust, not Victoria e.g. 2: United States, not USA or America)
 - Ordering part numbers must not be leave blank unless product is not available in Australian market at time of RFQ
 - > Pricing details ensure it is correct (and the Net Content is correct) at time of submission
 - > Do not add columns as it corrupts referencing formula
 - 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

Tender Response Worksheet - Tabs



Tender_Response_Index & Category Mapping (Indepth navigation)



Next few slides will focus on providing guidance on how to navigate the specific requirements and how to utilise the pre-filled information provided

Tender_Response_Index & Category Mapping

Sort by New Category/Subcategory

The Purpose of this worksheet tab is to assist respondents to map the scope of existing contract(s) to the upcoming contract to be established through this ITS

Note: New Groupings are by Category then by Subcategroy Category.

New Category Number & Name	New Subcategory Number & Name	ARTG ID Required (Subcategory)	ARTG ID Required (Category)			GTIN Required (Category)	Sales Data Rec (All Victorian I	quirement Public Health Services)	•	
101 IV Solutions - Sodium Chloride	101.04 Sodium Chloride 0.45%, Intravenous Solution	ARTG ID Required	All items in Category 101 require an ARTG ID	GTIN		All items in Category 101 require a GTIN		(Greenfield Subcategory) - 12 months s oducts in "Additional Sales Data" tab.	sales	
101 IV Solutions - Sodium Chloride	101.09 Sodium Chloride 0.9%, Intravenous Solution	ARTG ID Required	All items in Category 101 require an ARTG ID	GTIN		All items in Category 101	New Tenderers "Additional Sale	s - 12 months sales for ALL products i s Data" tab. 	n	
101 IV Solutions - Sodium	101.09 Sodium Chloride 0.9%, Intravenous	ARTG ID	All items in	GTIN	Previou	s Contract and	Category	Previous Contract and Category Change Notes (If applicable)	Previous Contract and Subcategory (ies)	Nature of Change
					New subca	ategory		Greenfield Category	Sodium Chloride 0.45%, Intravenous Solution, 500 mL	New subcategory
Mapping for existing Category &			HPVC2019-058 Pharmaceutical Products and IV Fluids		al Products and IV	name change 'solutions - sodium chloride'	HPVC2019-058 Pharmaceutical Products and IV Fluids	subcat number change		
Subcatear	oy Category sho	wn he	wn here —		Category 50067 IV FLUID - SOD		IUM CHLORIDE		Category 50067.03 SODIUM CHLORIDE 0.9% INTRAVENOUS SOLUTION 50 ML	
					HPVC2019-058 Pharmaceutical Products and I Fluids		I Products and IV	name change 'solutions - sodium chloride'	HPVC2019-058 Pharmaceutical Products and IV Fluids	subcat number change



Tender_Response_Commercial Tab_: Product Entry

Commercial tab: Fill in

- > Respondents are to provide input to <u>unshaded</u> areas only.
- > Shaded areas are set by HSV and will be for general feedback / or pre-populated info.

A	Ill products	Autopopulated	Autopopulated	Autopopulated	If applicable	Autopopulated
1	Numbers are stored as text. This will be the Ordering Part Number if	Tenderer's name (Contract Holder Name). Name	Tenderer's ABN (Linked From	Invalid GLN - Recheck	HSV Numbers are generally 11	Formula links to Usage Report /
	there is no distributor. Duplicates are acceptable only if a	must match your organisations ABN in the ABR,	User Guide tab). Auto populated		digits and begins with "10"	Additional Sales Data tabs)
	distributor(s) has been nominated or for an additional UOM	previous sales data provided (if appliacable) and all	once part numbers are added	Linked as per Tenderer ABN		
	packaging size with a valid GTIN code.	relevant tendered information. Linked from the user				
	This field is mandatory e.g. BNZ123.	guide tab				
	Tenderer Part Number	Tenderer Name	TendererABN	Tenderer Global Location Number (GLN) (Linked to GLN Supplied in User Guide tab)	HSV Number if this product previously contracted by this Tenderer (or blank)	Does this Product Have Recent HSV Sales?
	∀					
L	AAA	Test Company Name	12 345 456 789	1234567891234	1000000001	No Recent Sales

Tender_Response_Commercial Tab _Info:Product Entry

All products

101 IV Solutions - Sodium Chloride

104 IV Solutions - Glucose + Sodium Chloride 105 IV Solutions - Compound Sodium Lactate

106 IV Solutions - Compound Sodium Chloride

103 IV Solutions - Glucose

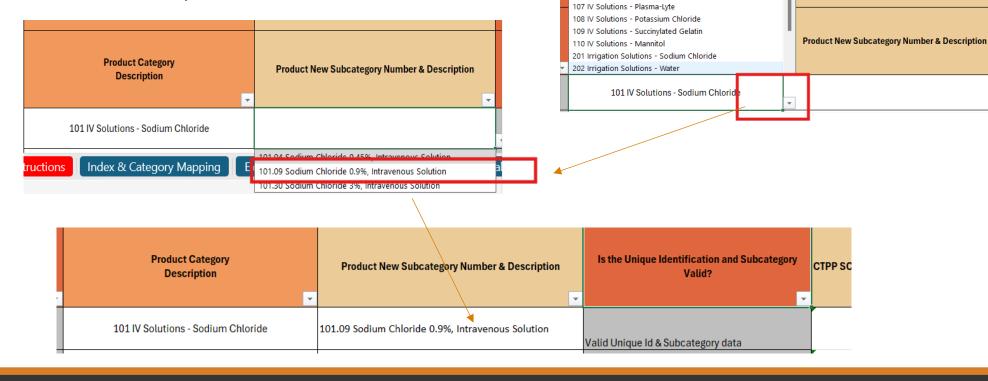
Select from the dropdown list

All products

Select from the dropdown list

Entering Product Category Info:

- > Example : From Drop Down Selection
 - o First Select Category
 - Then select sub-category & description
 - This will prepopulate and validate entry



Tender_Response_Commercial Tab _Info:Product Entry

Entering Product Details:

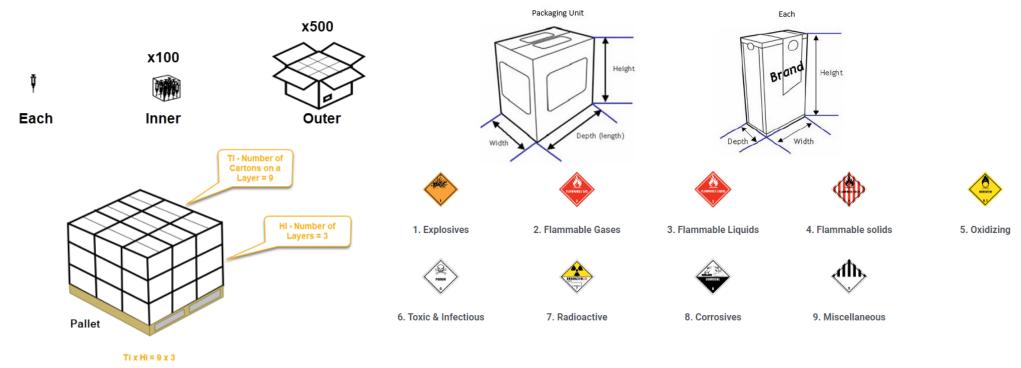
- > Example 1: Manual entry
 - o Respondents will be prompted to enter manual product description \

Autopopulated	All products	All products	Autopopulated
This formula checks for duplicate Unique Id's or missing GLN and Subcategory data. Unique Id's are a combination of Tenderer and Distributor Part numbers and names. Do not override this column.	AMT CODES Enter AMT Codes from drop down List (non numeric) You may overwite by manually entering value, if not found in drop down list	Product Description - Set to Mandatory AMT CTPP Description. Product will prepopulate once correct CTPP SCTID is enetred from drop down list in column AF If CTPP cell in column AD is overwritten with manual entry, you must enter manually the Full Product Description_CTPP below, eg, Description followed by Brand Name in brackets & Item Number, "egproductA descriptionA (Brand) & itemA" eg "Sodium Chloride 0.9% (4.5 g/500 mL) injection, 500 mL bottle, (B Brandname) & item number"	"Valid Product Description" indicates no formatting errors
Is the Unique Identification and Subcategory Valid?	CTPP SCTID	Full Product Description_CTPP	Are the Product Descriptions Valid?
Valid Unique Id & Subcategory data	69442011000036101	Not part of existing Contract. Please override this cell with AMT CTPP description followed by '(Brand)' & Item Number	entervalid ID
Valid Unique Id & Subcategory data	69262011000036105	Chlorhexidine Acetate (Baxter) 0.5% (2.5 g/500 mL) irrigation solution, 15 x 500 mL bottles	Valid Product Description

- > Example 2: Drop down list selection
 - o When item (CTPP SCTID) is selected from drop down list the Full Product description is auto-populated

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 all 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 add or delete columns, or individual cells</u>
- > To add rows, ensure that rows are also added to all tabs (Commercial 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

Contract Departures Request

HSV seeks to establish a common set of terms between all suppliers for fairness

- A 'Contract departures request template.xls' has been provided in the ITS documents. Please provide as much details on your request of change as possible for HSV to consider.
- > Departures should be focussed on changes required to stop the agreement from being commercially or operationally unworkable
- If more advantageous pricing can be achieved via a departure, you can make an alternative pricing offer that is contingent upon certain departures being accepted
- ➤ Keep in mind what the core driving strategic direction for this contract is departures that impede this direction are unlikely to be acceptable.
- If you require further information about the intent or purpose of any clause to decide whether a departure is required, seek clarification via the portal messaging system.



Submission Guidance/Checklist #1

- > Save regularly every **15 minutes** to avoid loss of information
- Do not assume your company is known or well known by the evaluators provide all requested information
- > Do not use acronyms or abbreviations
- Do not cross-refer to other questions or answers in your responses
- 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.
- Strongly recommended that only one user be logged on at one time to work on a submission

Submission Guidance/Checklist #2

- Ensure artwork images provided have the right naming convention and in the required format (jpeg or pdf)
- Submit a copy of Fair Jobs Code Pre-Assessment Certificate (obtained from https://www.buyingfor.vic.gov.au/apply-fair-jobs-code-pre-assessmentcertificate)
- Check that Form 7 Statutory Declaration have inserted the required authorised witness details
- If applicable submit 'Wholesaler Additional Response.doc'
- If applicable submit 'Contract Departures Request.xls'

Submission Guidance/Checklist #3

Phrases and Wordings to Avoid

- 'Will be provided on request'
- 'Will be provided if successful'
- 'Refer to section XX / 'Refer to attachment XX'
- 'Refer to covering letter'
- 'Already provided in previous tender'
- → 'TBA, TBD, TBC'

Common Submission Errors

> A submission that factors all of the requirements and relevant risks into pricing is preferable over a submission that assumes they will not apply

> Do not include conditionality in the base bid

- Failure to submit a base level submission may result in disqualification
- If you must qualify a submission, provide the case in an alternative bid
- Do not assume the same terms and conditions, award scenario or conduct from the previous contract- e.g. pricing is based on the current volume/sole award

O4 Communications Appendix: HSV Procurement Portal

Communications

- > Throughout the ITS, communications should be via the HSV Procurement Portal messaging function.
- HSV will not respond to individual emails. HSV reserve the right to broadcast answers to relevant questions to all participants.

HSV Procurement Portal

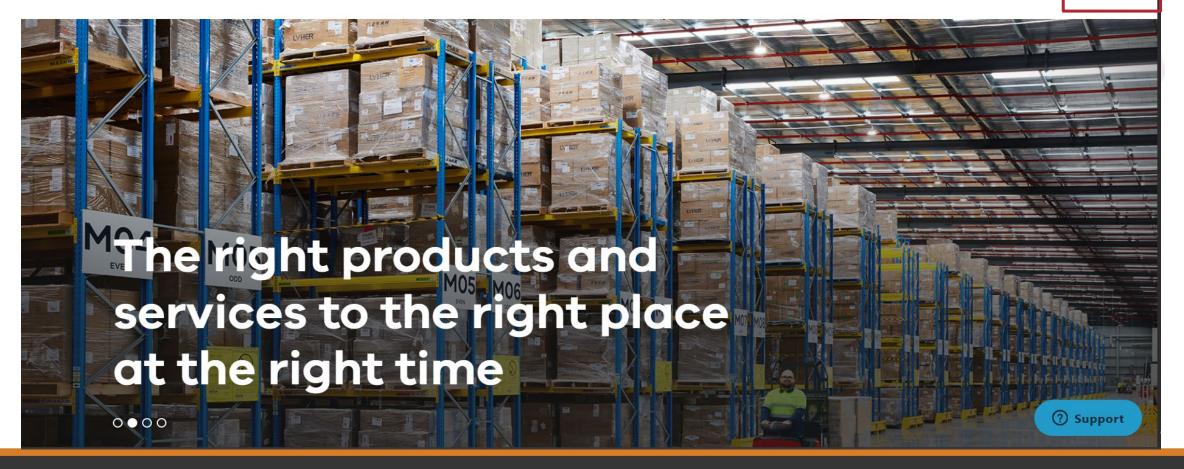
- > Tender document download, tender related questions, and tender submission from the HSV Procurement Portal ONLY
- > Register/Access at <u>healthsharevic.org.au</u>
- Each registered company account has only one superuser and they are responsible for managing sub-users, including visibility of the EOI documentation
- Technical Issues for access to go through HSV Helpdesk, email helpdesk@healthsharevic.org.au

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



Procurement Contracts and tenders Purchasing Policies Logistics Resources

About us News Contact us Help Centre Search Q Sign In 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:

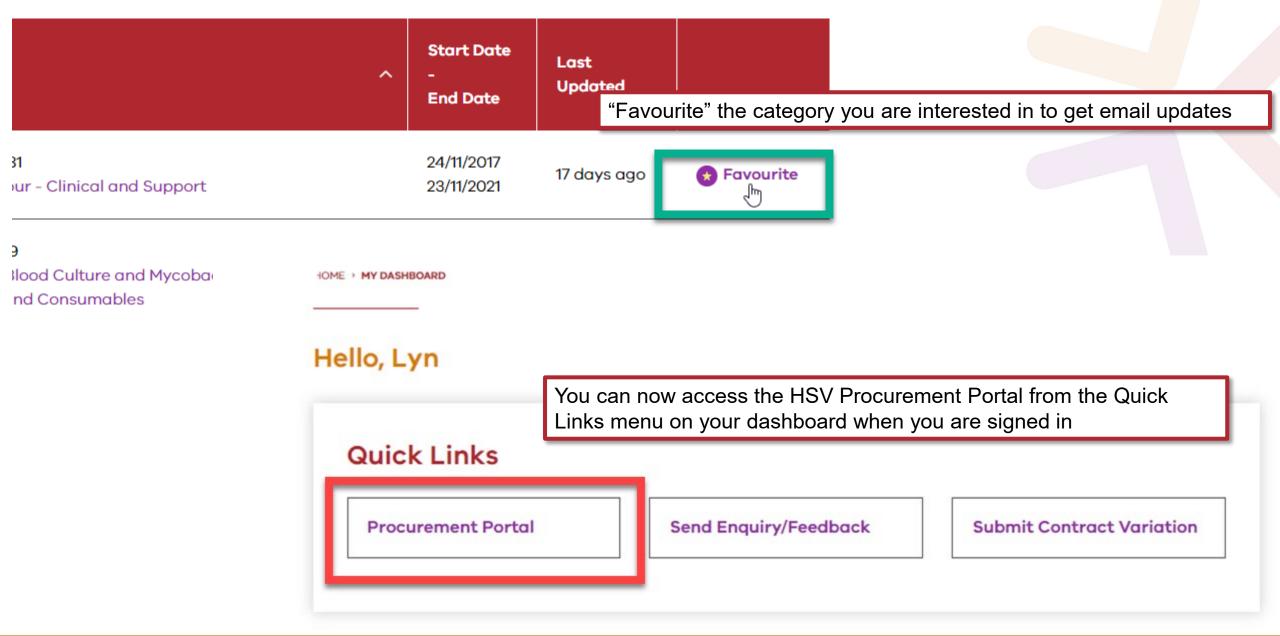
- Select the "I am a Supplier" option
- 2. Enter your business specific email address
- 3. Click "Next"

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

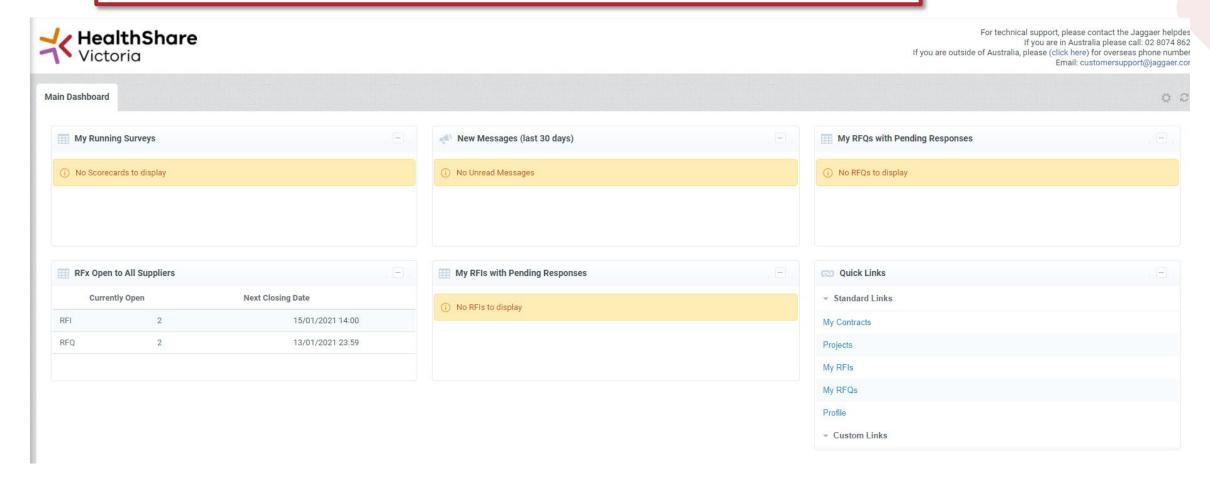
Important! Tender under the ABN that would sign the contract!

New distributors should register a separate account.

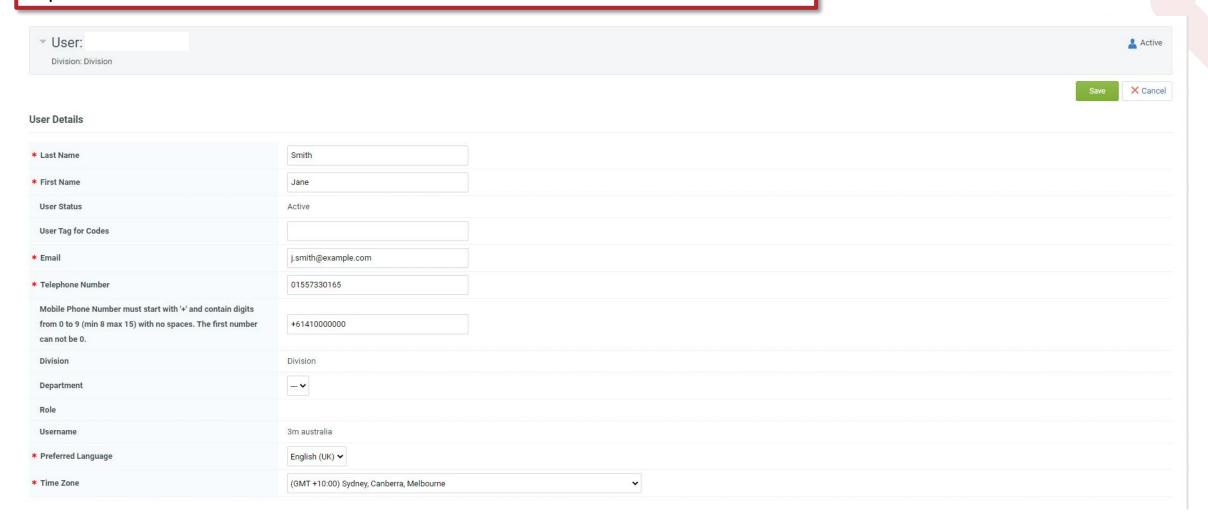
Next



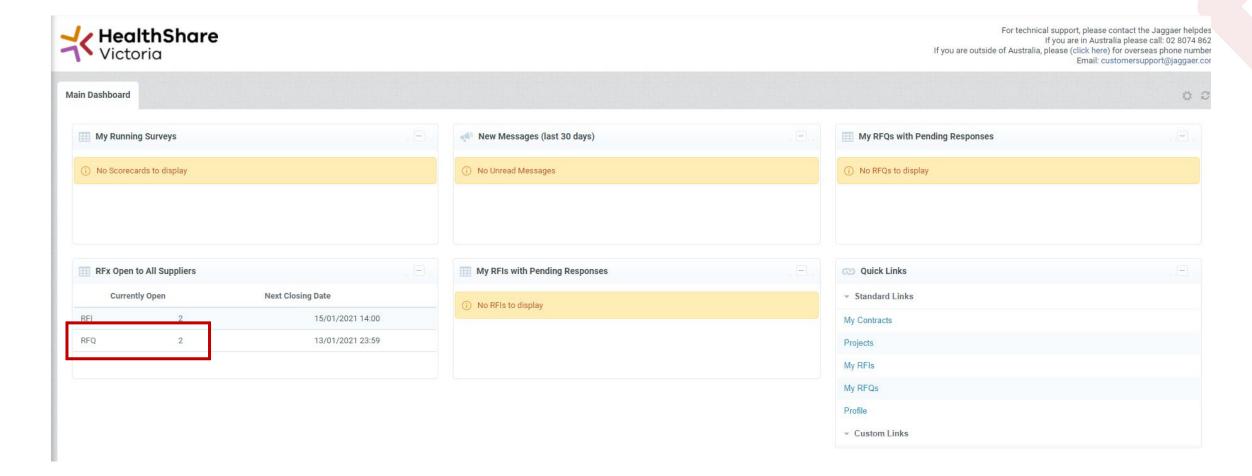
You will be directed to the Procurement Portal where you can access any open RFx or edit your personal profile



If you are the Super User you will receive all system alerts. You can add additional contact email addresses to your profile byusing ';' as a separator.

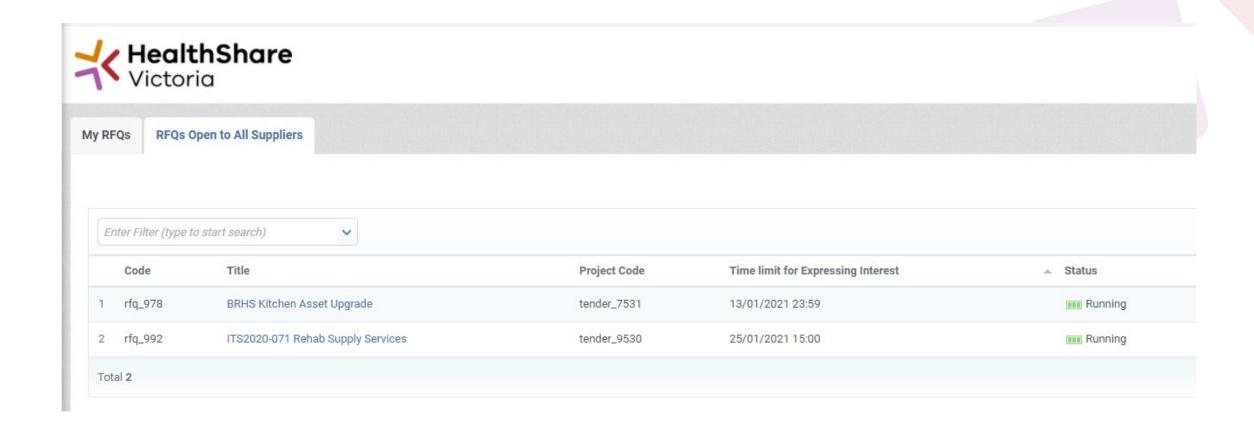


From the Portal click on the 'RFQ' line within the 'RFx Open to All Suppliers'





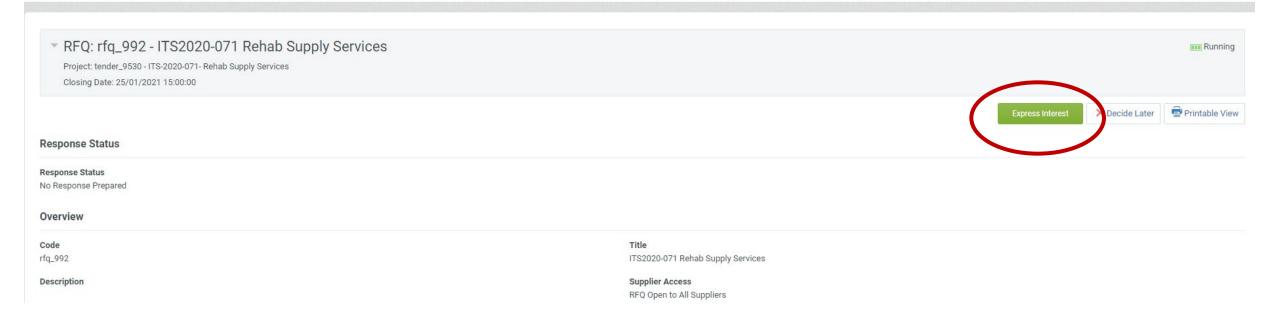
Select the tender you would like to express interest in



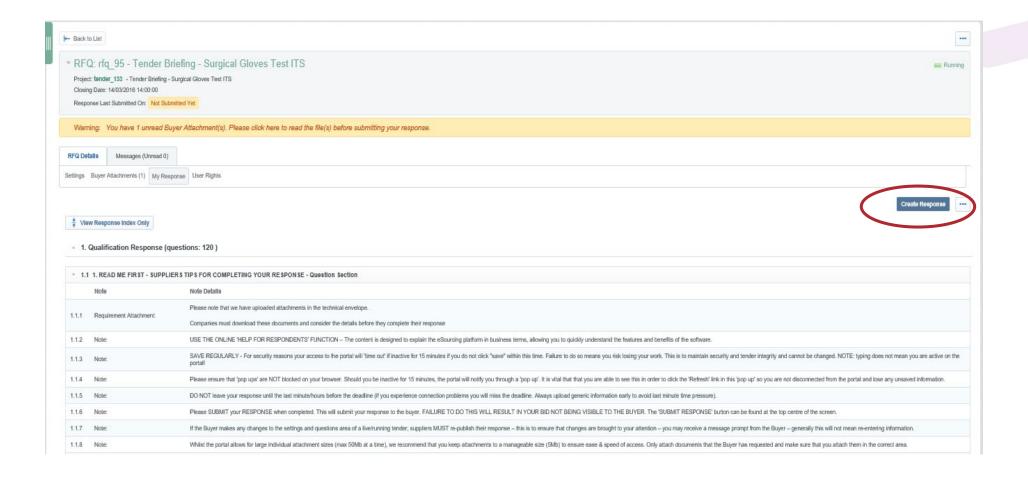
Click on 'Express Interest'. This is the only way to access the event.



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.co

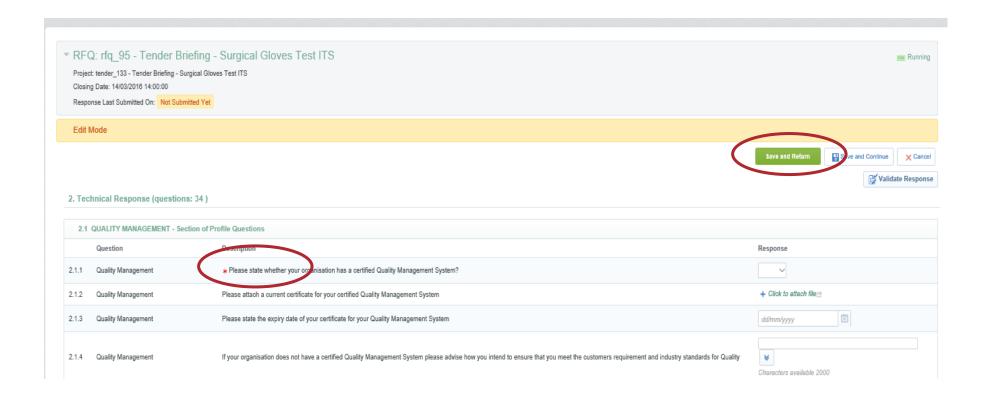


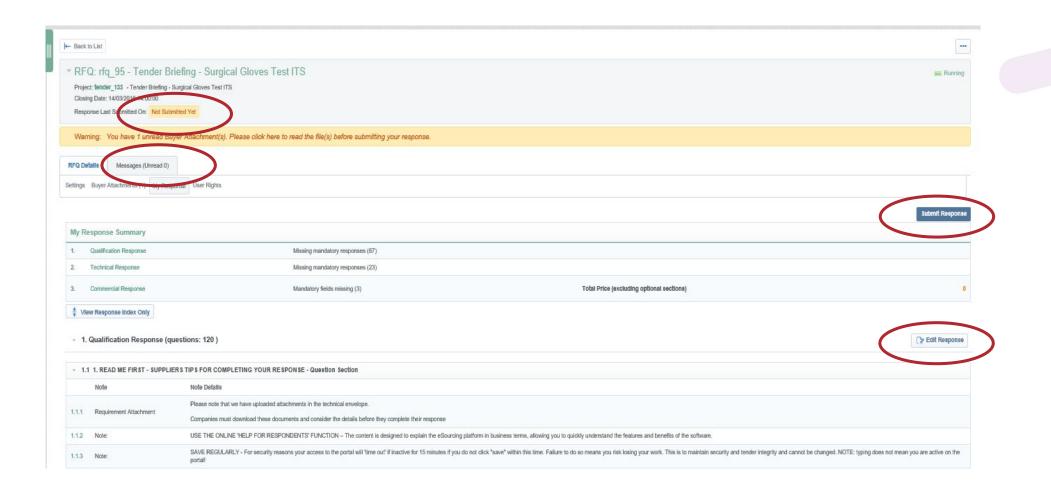
To commence input of your tender response, click on 'Create Response'



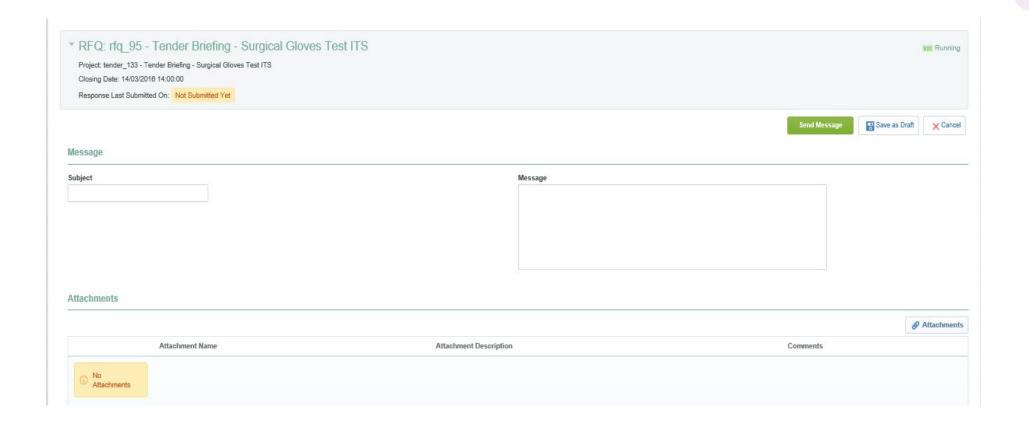
SAVE REGULARLY.

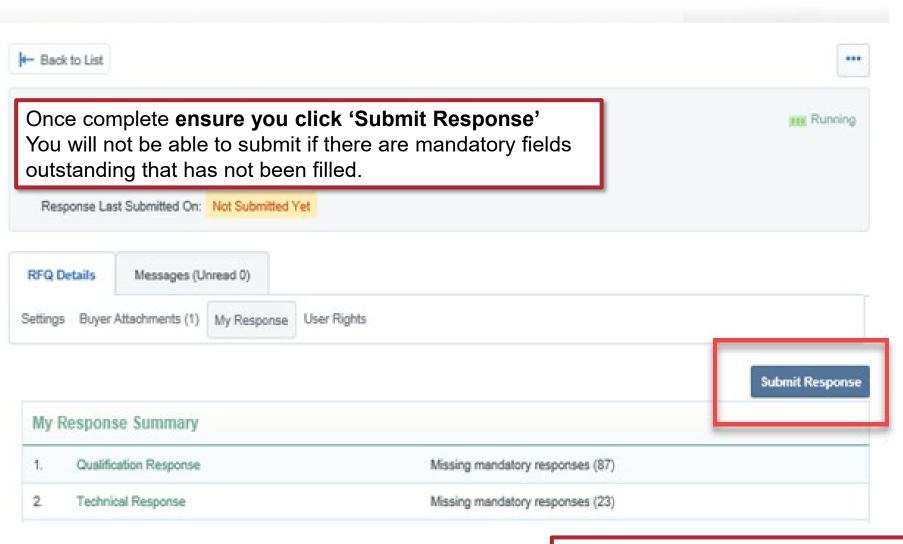
If you are inactive on the site for more than 15 minutes you will need to sign in again and any unsaved data will be lost.



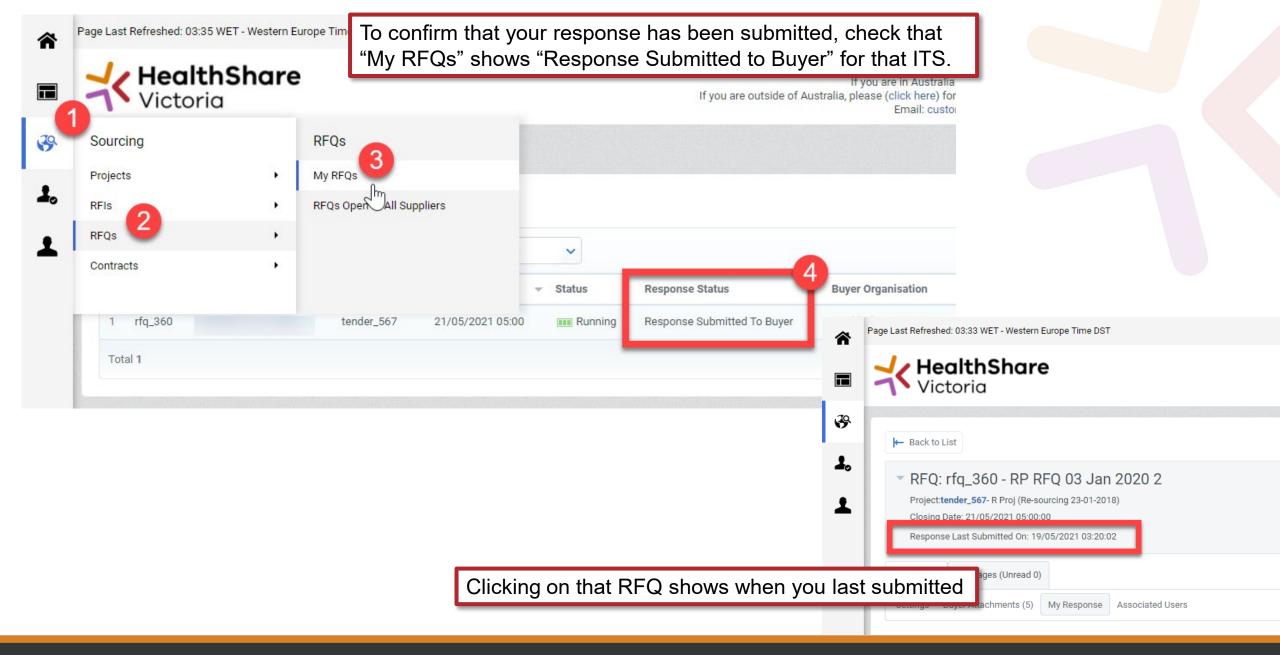


COMMUNICATION: Utilise the messaging function within portal to communicate with HSV, not individual emails. Tool is used for the entire ITS process up to and including award stage.





Note that responses – including pricing – are sealed until tender close. Your response is locked and will not be visible to HSV.





End of Briefing

Reference websites

Procurement Framework-VIC Supplier Code of Conduct

https://www.buyingfor.vic.gov.au/supplier-code-conduct-toolkit

State of Victoria- Modern Slavery Policies

https://www.development.vic.gov.au/about/policies-and-disclosures/policies/modern-slavery-policy

HSV Procurement and Supply Chain supplier Modern Slavery Standards

https://healthsharevic.org.au/procurement-guidance/modern-slavery/modern-slavery-resources-for-suppliers/

Procurement Framework-VIC Fair Jobs Code Pre Assessment Certificate

https://www.buyingfor.vic.gov.au/apply-fair-jobs-code-pre-assessment-certificate

