

Supplier Briefing

Parenteral Nutrition & Additives HPVITS2026-191

Monday 13 October 2025 10:00– 11:00

Stanley Saw (Senior Category Manager)

Neeva Maskey Shrestha (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. Neeva M (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

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- Overview of Agreement
- ITS Response Section Set Up

03

Submission Requirements

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- 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

> Neeva Maskey Shrestha

- Category Manager
- > Support for the ITS

Krista Siason

- Category Manager
- Support industry brief

Staney Saw

- Senior Category Manager
- > Lead for the ITS

> Jasmine Makin

- > Head of Sourcing Pharmaceutical
- Providing guidance and support for the ITS

Product Reference Group (PRG)

- > Clinical, Operational, Procurement leadership from Victorian Public and eligible 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 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



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).

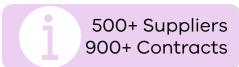
Respondents must complete:

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

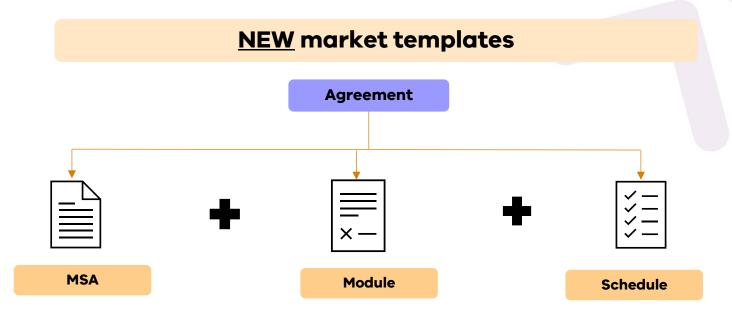
HSV Contract Structure

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)

HPVITS2026-191
Parenteral Nutrition & Additives



Estimated Timeline

| Key Activities | Date |
|---|--|
| Industry Briefing Session | 13 October 2025 |
| ITS Release Date | 20 October 2025 |
| Last date for submission of ITS questions | 19 November 2025 14:00 AEST |
| | |
| ITS Closing Date and Time | 21 November 2025 14:00 AEST |
| ITS Closing Date and Time Evaluation | 21 November 2025 14:00 AEST December 2025 |
| | |

Overview of Agreement

| Area | Details |
|----------------------|---|
| Term of the contract | Commencement: 4 March 2026 Principal end date: 3 March 2028 Option: 2 x 2-years |
| Pricing structure | Fixed pricing |
| Scope: inclusions | Ready-to-Use (Off-the-Shelf) Parenteral Nutrition & Additives for Hospital Delivery Externally Compounded Parenteral Nutrition for Hospital Delivery Externally Compounded Parenteral Nutrition for Home Delivery Ready-to-Use (Off-the-Shelf) Parenteral Nutrition bags and Hydration Solutions for Home Delivery Consumables & Accessories for Home Delivery Equipment for Home Delivery |
| Scope: exclusions | Exemption of individual patients due to clinical reasons Products available on other HSV contracts SAS products |

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, .Parenteral nutrition g, .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



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.

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.
- 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!

The Tender Response Worksheet consists of the following tabs:

- 1. Instructions
- 2. Supplier Information
- 3. Ordering & Delivery
- 4. Category 1: Ready to Use (off the shelf) Parental Nutrition & additives for hospital delivery
- 5. Category 2: Externally Compounded Parental Nutrition for hospital delivery
- 6. Category 3: Externally Compounded Parental Nutrition for home delivery
- 7. Category 4: Ready to Use (off the shelf) Parental Nutrition bags and hydration solutions for home delivery
- 8. Category 5: Consumables & Accessories for home delivery
- Category 6: Equipment for home delivery
- 10. Annual Historical Usage



1. Instructions

- Read all instructions carefully before completing the spreadsheet.
- Refer to supporting documents and resources provided.

2. Supplier Information

- Contact Details for: Key Account Manager, Contract Officer, Customer Support Contact, Helpdesk & Invoice Support
- **3. Ordering & Delivery** (Ready-to-Use and Compounded Products Hospital & Home Delivery) Distribution method (e.g., wholesaler or direct supply)
- Order cut-off times
- Delivery timeframes to health services/home/Agreed Point of Delivery
- Delivery frequency
- Value-added services
- Additional comments



Category 1: Ready to Use (off the shelf) Parental Nutrition & additives for hospital delivery

Products delivered directly to health services, including:

Ready-to-use (off-the-shelf) products

STEP 1: Supplier to place their product under the subcategory <u>most</u> suitable:

- Multi-chambered bags
- Amino Acids
- Lipid Emulsions
- Adult Trace Element
- Paediatric Trace Elements

- Individual Trace Elements (e.g., Selenium, Zinc)
- Multivitamins
- Parenteral Nutrition Accessories (e.g., plain bags, light protective pouches)
- Other

STEP 2: Complete Product Component Descriptors

- Supplier Description of product
- Container Type e.g.. Bottle, Vials,
- Trade Pack Container Qty e.g.. 1, 10
- Certified for use with paediatrics (Y/N)
 - If suitable for paediatrics, specify if its from (in days, years or months, e.g., 0-1 month or 0-18 years or NA)

STEP 3: Storage Conditions

- Storage Conditions (e.g., room temp, refrigerated, frozen specify temperature range)
- Maximum Shelf Life (e.g., Hours, Days, months)
- Shelf Life at Room Temperature (e.g., Hours, Days, Months)
- Is light protection required for final product? (Y/N)
- Is the Product Sterile? (Y/N)
- Does the product require protection from light? (Y/N)
- Are unit doses packaged in light protective packaging where applicable? (Y/N)



STEP 4: Pricing

- Trade pack ex GST
- Unit of measure ex GST
- Option for volume discount- specify min vol purchase and cost

STEP 5: Ordering

- Minimum Standard order qty (e.g. 10)
- Minimum Urgent/Ad hoc order qty (e.g. 10)
- Associated cost (if any) with urgent/ad hoc order (Y/N)
- If Yes for associated cost, specify cost (e.g. \$21.606)
- Specify Cost per product or per order (e.g. order, product)

STEP 6: Packaging

- Does the packaging contain latex? (Y/N)
- Does the product contain latex? (Y/N)
- Is Di-2-ethylhexyl phthalate (DEHP) in or in contact with product? (Y/N)
- Is the packaging readily recyclable? (Y/N)
- % recycled content in packaging? (e.g.. 10%)
- Plastic packaging ONLY: Plastics identification code (e.g., 1-7, NA)

STEP 7: Product Identification

- UNSPSC Number
- ARTG Number
- Primary GTIN Trade Pack
- Scannable Individual Unit Dose GTIN
- Contained Trade Product Pack (CTPP) Code
- Readable Batch and Expiry Date on packaging (Y/N)



STEP 6: Health Service Ordering Codes

- Will distribution to health services be via wholesalers, direct distribution or both?(e.g., wholesaler, direct, both)
- If distribution is to be via wholesalers, please list which wholesalers (e.g., Both, Symbion, CH2)"
- Ordering Code for Wholesaler, direct distributor

Category 2: Externally Compounded Parental Nutrition for hospital delivery

Manufactured at TGA approved site

e.g.. Customised products for health services

Supplier Instructions

- Cost the formulation directly for all common formulations listed.
- If an exact match is not available, propose a clinically suitable equivalent and provide pricing.
- Supplier-recommended additional formulations
- Price individual components of compounded goods in units for health services to build a complete product
- Alternative pricing mechanisms can be submitted under the commercial envelope.

Category 3: Externally Compounded Parental Nutrition for home delivery

- Manufactured at a TGA-approved site
- Includes customised formulations for home delivery or agreed delivery points

- Review current home parenteral nutrition formulations
- Submit best pricing for proposed formulations
- Alternative pricing mechanisms can be submitted under the commercial envelope.

Category 4: Ready to Use (off the shelf) Parental Nutrition bags and hydration solutions for home delivery

- Includes commonly used, off-the-shelf parenteral nutrition bags (e.g., spare multichambered bags) and hydration solutions.
- Intended for administration in the home setting.

- Suppliers must provide full pricing for all listed items.
- Delivery charges must be included in the total submitted price.
- Note: annual data not available for this category

Category 5: Consumables & Accessories for home delivery

- HSV has listed common consumables and accessories for parenteral administration at home.
- Suppliers must provide full costing, inclusive of delivery charges for all listed items.
- Note: annual data not available for this category

Category 6: Equipment for home delivery

- Submit recommended equipment to support parenteral nutrition at home.
- Provide full costing, inclusive of delivery charges.
- If loan equipment is proposed, outline conditions and terms of supply.
- Note: annual data not available for this category

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 '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

HSV Procurement Portal

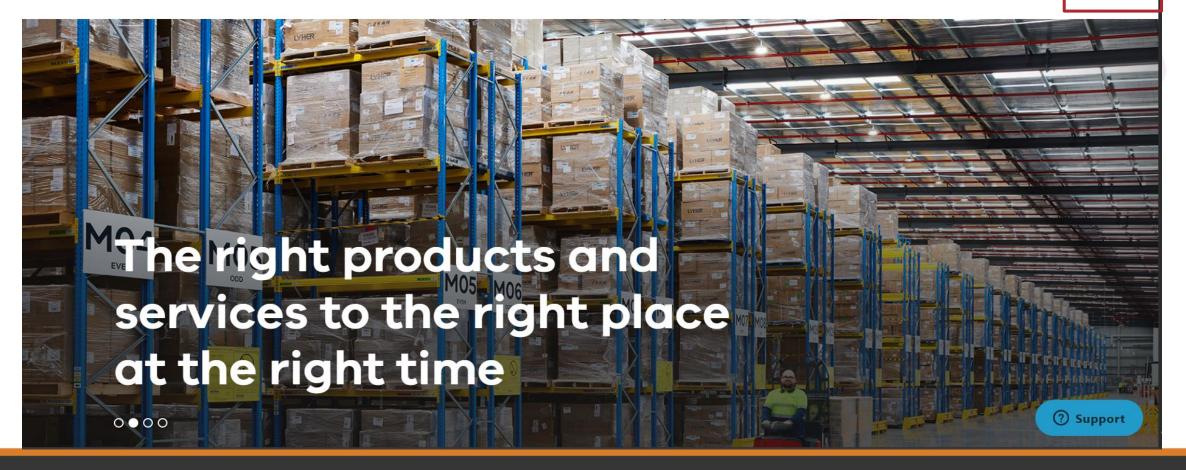
- > Tender document download, tender related questions, and tender submission from the HSV Procurement Portal ONLY
- > Register/Access at <u>healthsharevic.org.au</u>
- Each registered company account has only one superuser and they are responsible for managing sub-users, including visibility of the 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

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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:

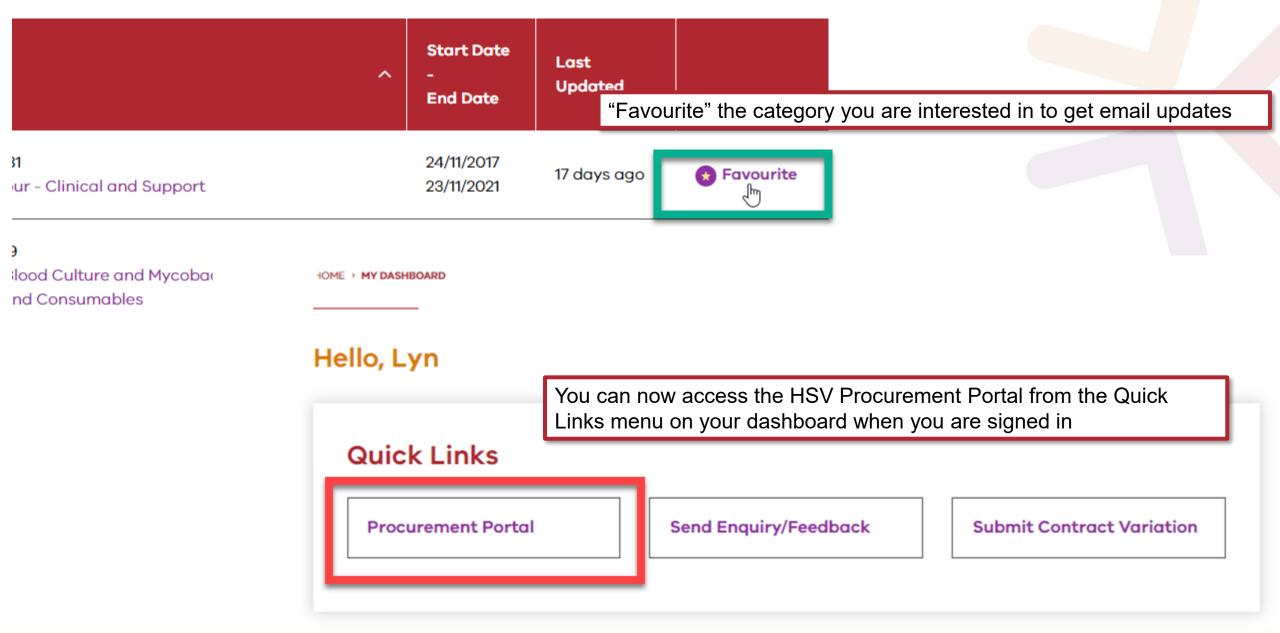
- 1. Select the "I am a Supplier" option
- 2. Enter your business specific email address
- 3. Click "Next"

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

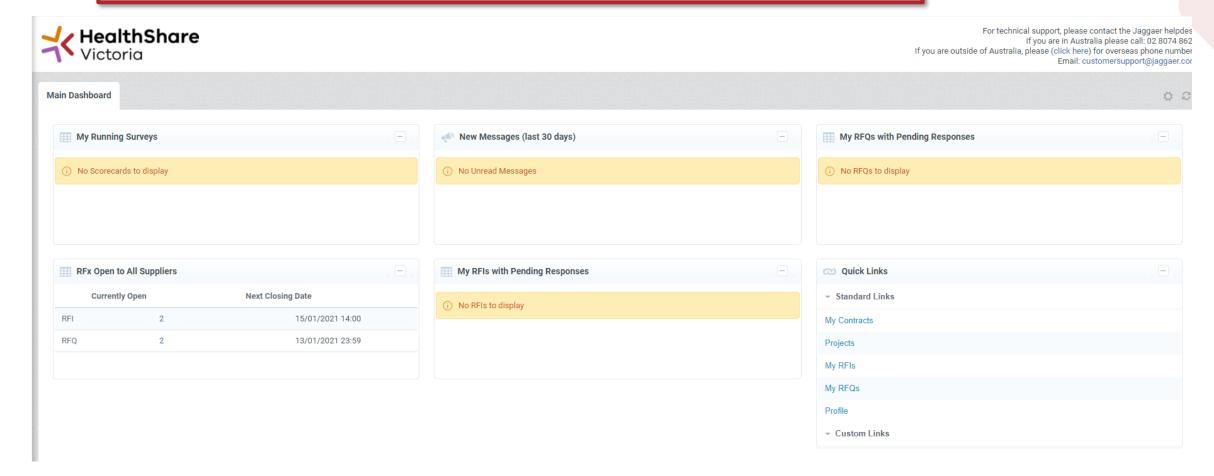
Important! Tender under the ABN that would sign the contract!

New distributors should register a separate account.

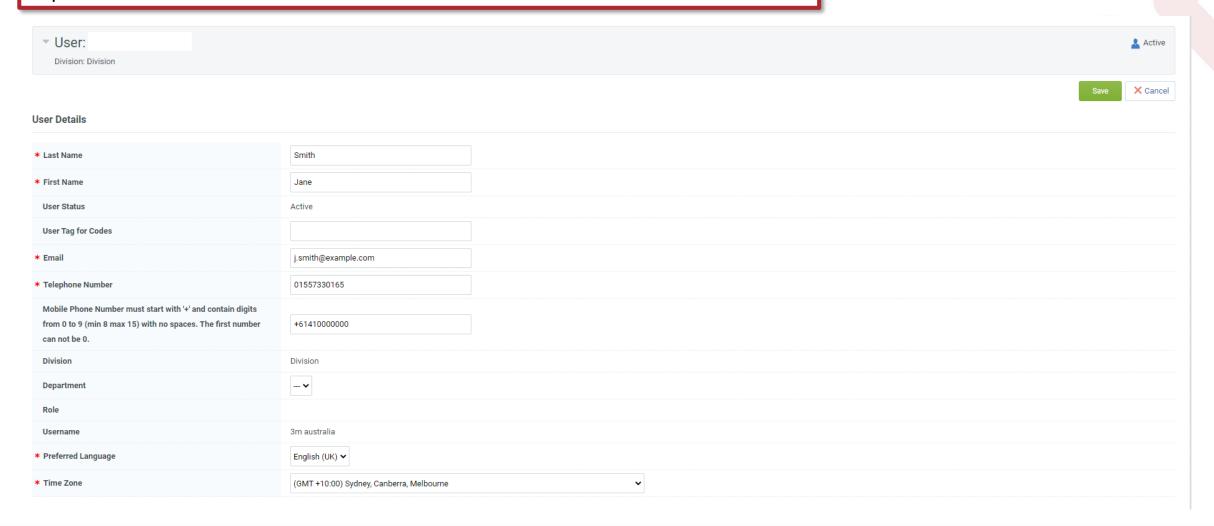
Next



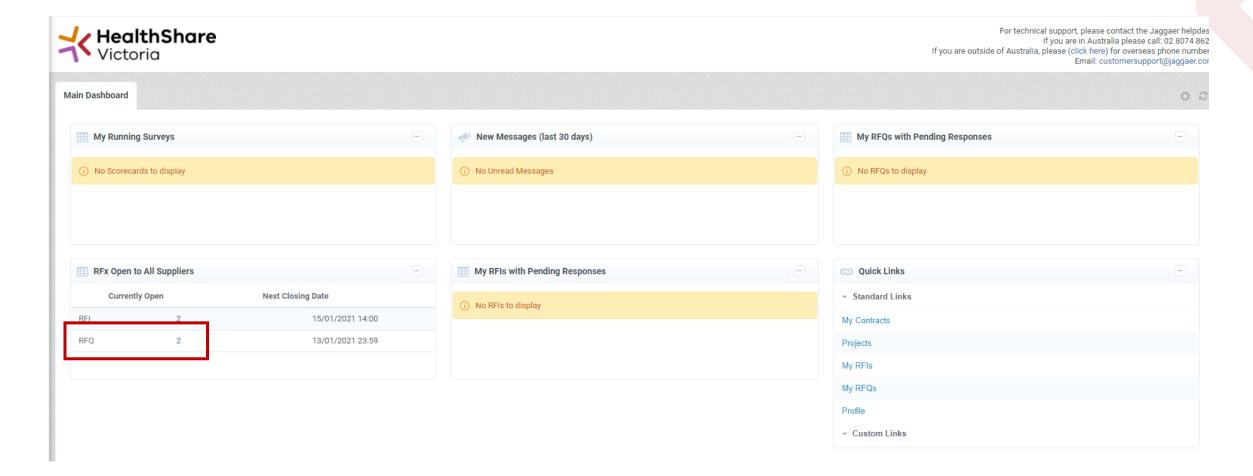
You will be directed to the Procurement Portal where you can access any open RFx or edit your personal profile



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

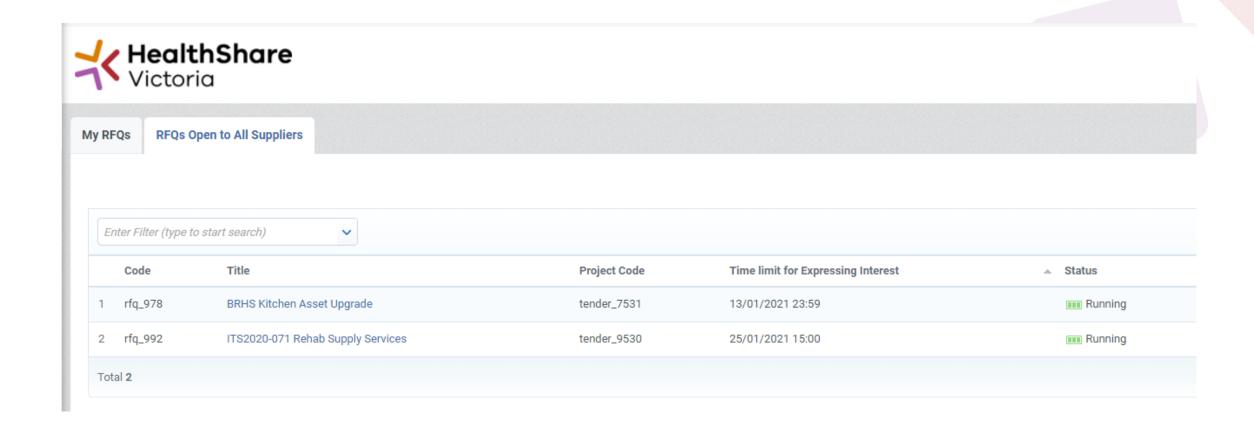


From the Portal click on the 'RFQ' line within the 'RFx Open to All Suppliers'





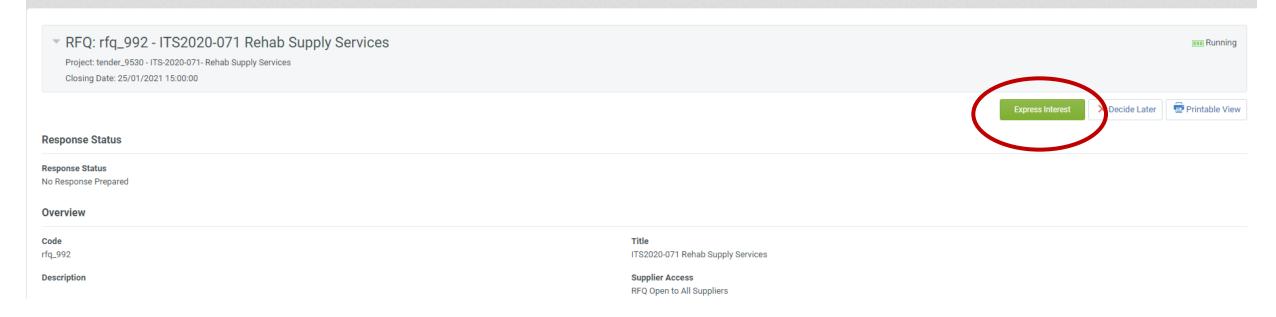
Select the tender you would like to express interest in



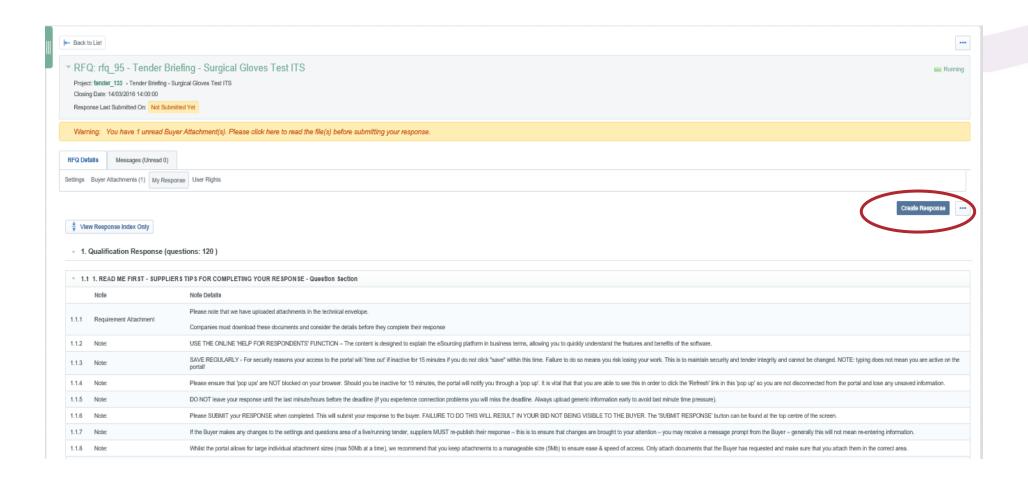
Click on 'Express Interest'. This is the only way to access the event.



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



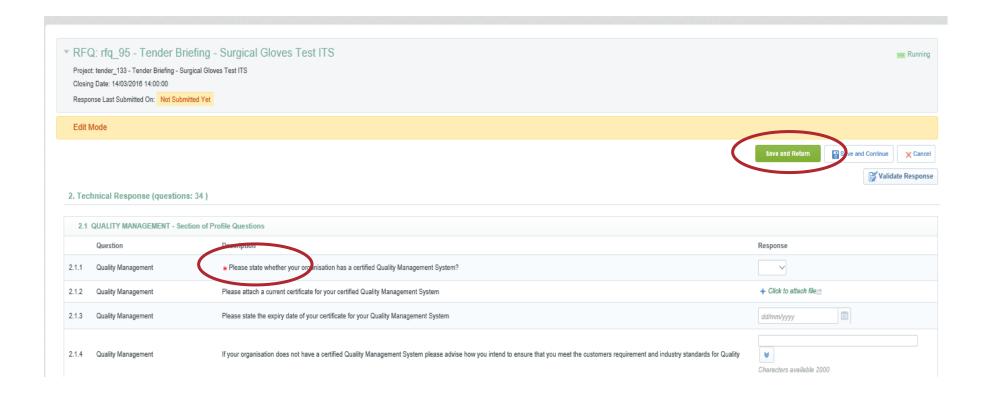
To commence input of your tender response, click on 'Create Response'

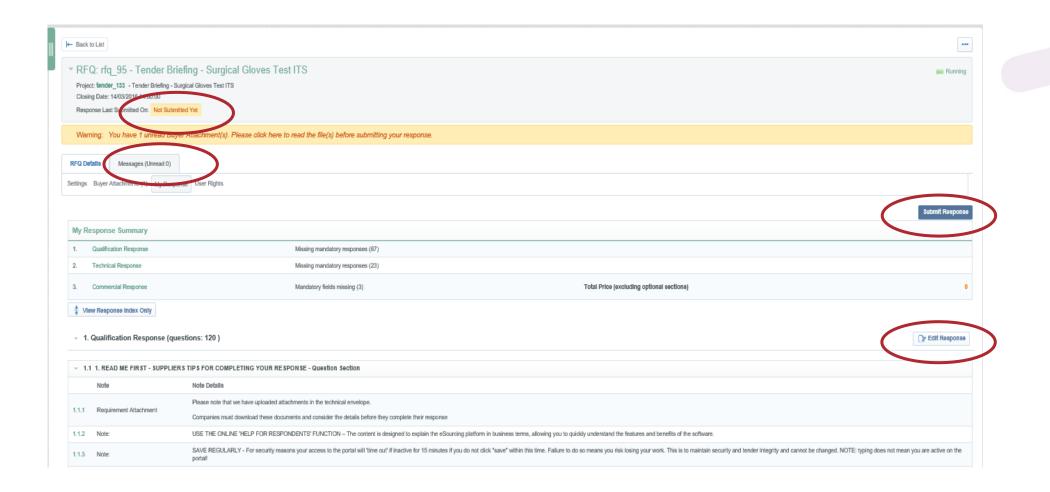




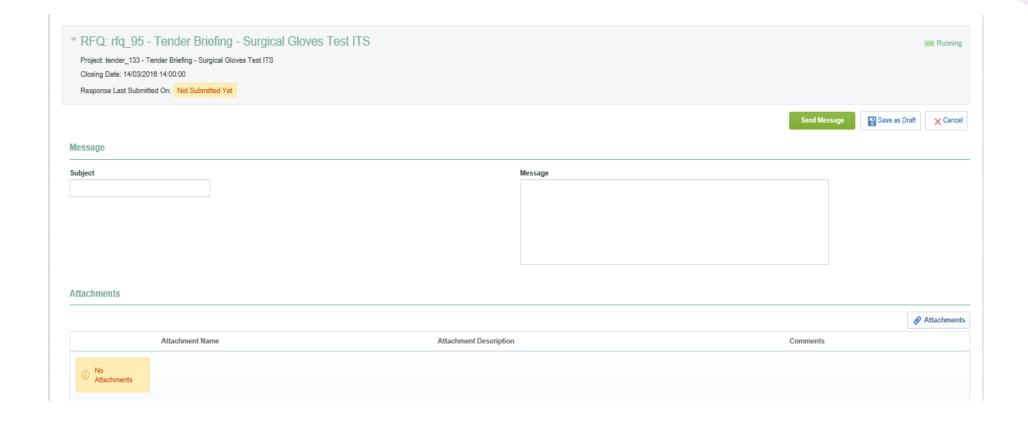
SAVE REGULARLY.

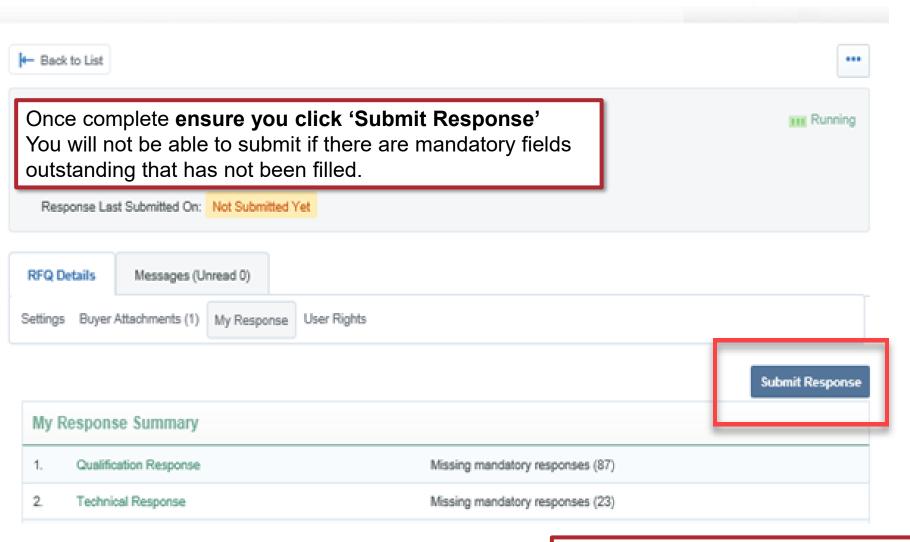
If you are inactive on the site for more than 15 minutes you will need to sign in again and any unsaved data will be lost.



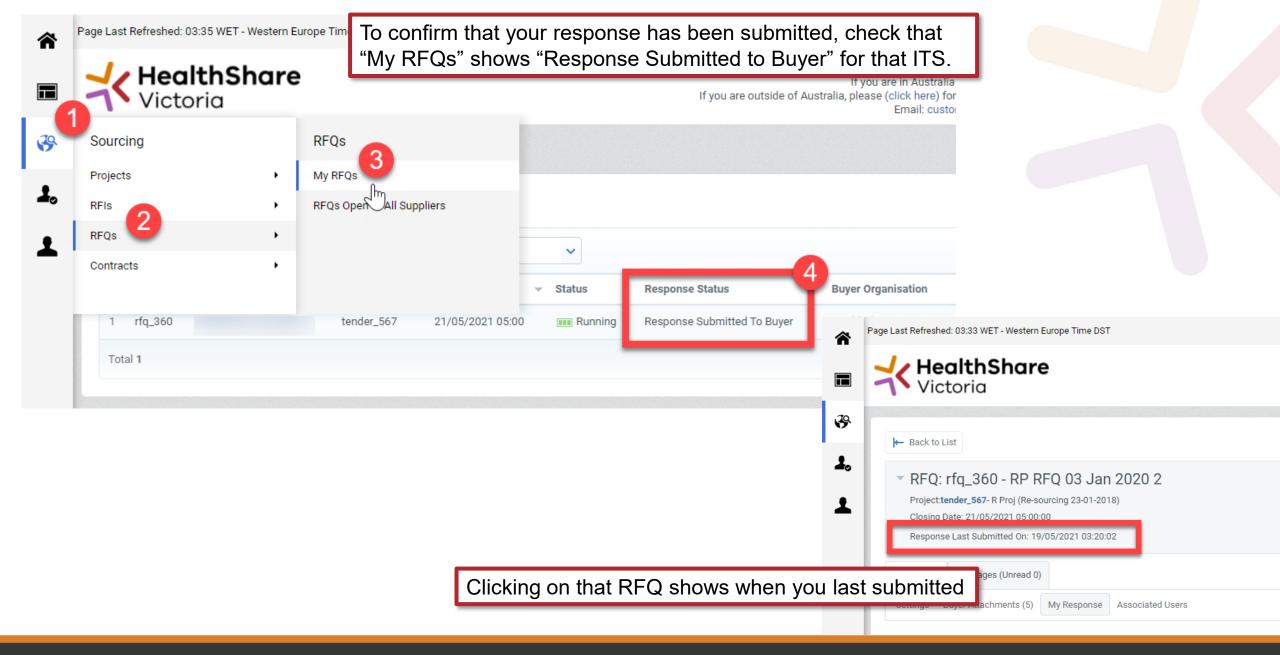


COMMUNICATION: Utilise the messaging function within portal to communicate with HSV, not individual emails. Tool is used for the entire ITS process up to and including award stage.





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

