

Welcome to Materials Management CONNECT,

HealthPRO's bi-annual newsletter for Materials Management suppliers, designed to provide you with important news and information related to doing business with HealthPRO and our members across Canada. If you have any feedback, suggestions or questions, please don't hesitate to share them with mail@healthprocanada.com.

The Foundational Role of Group Purchasing in Canadian Healthcare and how Suppliers Can Participate



The benefits of group purchasing and collaboration in the healthcare sector have never been greater – or more important. As we strive to protect our universal healthcare system by increasing operational efficiencies and improving patient outcomes, healthcare procurement must be increasingly strategic.

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FAQ: 0-20% Secondary Pricing

What is 0-20% Secondary Pricing?

When participating in a HealthPRO contract, regardless of whether the award is single or multi-supplier, members are expected to commit at least 80% of their spend in the category to one supplier.

Recognizing that it is challenging for members to standardize 100% to a single supplier, HealthPRO has established 0-20% Secondary Pricing, which gives members access to pricing from all prequalified suppliers. This ensures they have access to a full breadth of products that have been validated clinically and have been submitted through a competitive bidding process – a step necessary to ensure compliance to the various procurement agreements and directives that exist in nearly every province.

What is expected of suppliers who offer 0-20% Secondary Pricing?

Suppliers are reminded that 0-20% Secondary Pricing is **not** the same as being awarded a HealthPRO contract, and as such, **suppliers should not represent it as a HealthPRO contract** when speaking to members. 0-20% Secondary Pricing is put in place to assist members in meeting their regulatory obligations when they require items that are not covered by the primary contract award.

As only **committed members** have access to 0-20% Secondary Pricing, suppliers should not provide this pricing to members until they have been notified by HealthPRO.

What is the member obligation with respect to 0-20% Secondary Pricing?

There is **no obligation** for members to use HealthPRO's 0-20% Secondary Pricing. As

outlined in the Request for Proposal (RFP) documents, members are not required to select a secondary supplier and may use pricing from any and all suppliers.



How does 0-20% Secondary Pricing benefit suppliers?

By offering 0-20% Secondary Pricing, suppliers know that committed HealthPRO members have easy access to their product offering. Because the products have already been prequalified through the HealthPRO process and competitively bid, suppliers are not required to respond to multiple member processes.

In addition, 0-20% Secondary Pricing provides new market entrants or suppliers of unique or innovative products increased visibility in cases where they may not yet have breadth or scope to fully support a national contract.

Continued:

The Foundational Role of Group Purchasing in Canadian Healthcare and how Suppliers Can Participate

As the largest Group Purchasing Organization (GPO) in Canada, HealthPRO helps improve the sustainability of our healthcare system by aggregating nearly \$2 billion in purchasing volumes amongst more than 800 hospitals, located across seven provinces and the territories. Through their participation in HealthPRO's contracts, member hospitals acquire the high-quality products they use every day at the best price.

By bidding on HealthPRO contracts, HealthPRO's ever-growing community of suppliers play a key role in ensuring this sustainability, while accruing many direct benefits such as access to unmatched contract volumes through one business channel, generating an efficient and cost-effective relationship.

Following is an overview of how suppliers can engage with HealthPRO and answers to some frequently asked questions.



How can suppliers engage with HealthPRO?

As a national group purchasing organization serving the public sector, HealthPRO's procurement process must comply with the Canadian Free Trade Agreement (CFTA), the Comprehensive Economic and Trade Agreement (CETA), as well as all applicable provincial and regional regulations governing our members, including the Ontario Broader Public Sector (BPS) Procurement Directive. These regulations call for an open, fair and competitive process.

Accordingly, all contract opportunities are publicly posted on www.biddingo.com, a public procurement website. Suppliers interested in doing business with HealthPRO are required to complete an online application form at biddingo.com; once registered, suppliers will then receive email notifications of future bid opportunities through Biddingo. To help anticipate and plan for upcoming opportunities, HealthPRO updates a contract schedule listing on a quarterly basis.



How are contracting decisions made?

Supplier submissions are scored according to rigorous criteria established by HealthPRO's team of professionals as well as practicing clinicians, business professionals and subject matter experts from across the country. To learn more about the contracting process, please consult HealthPRO's Contract Approach documents located under the Resources section of the HealthPRO website.



How does HealthPRO help suppliers maximize their resources?

As Canada's largest healthcare group purchasing organization, we offer suppliers:

- Expanded reach and national exposure, providing access to the largest possible acute care customer base
- Streamlined processes that save time and resources
- Insight into hospital practice, government and policy trends
- High levels of contract commitment
- Opportunity to introduce new and innovative technologies to a national market



How does HealthPRO promote innovation?

HealthPRO offers suppliers an opportunity to showcase their innovative products to its national Clinical Advisory Committee (CAC), comprised of clinicians from across the healthcare system.

The intent is to help committee members gain insight into market innovations, enabling them to determine if there is a contract opportunity that HealthPRO can explore on their behalf. The presentations also allow for direct product feedback to suppliers regarding any potential changes that may be needed.

Suppliers can advise HealthPRO of new product innovations by:

- highlighting the product/innovation during a regular supplier meeting or
- sending an email to HealthPRO's general email address mail@healthprocanada.com



Can small suppliers participate in HealthPRO contracts?

HealthPRO is often asked how a national GPO can promote local economic development when representing the purchasing interests of public healthcare organizations who must follow national and provincial procurement regulations. While HealthPRO is unable to give preference to local suppliers, we have implemented several contracting processes and strategies to provide fair access to these businesses. To learn more, please visit bit.ly/LocEcDev.

For more information on working with HealthPRO, please visit www.healthprocanada.com or request to speak with one of our Business Directors at 905-568-3478.

Open RFP Opportunities

HealthPRO's Capital Equipment service has several Request for Proposal (RFP) opportunities currently open, including:



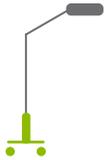
CE04720 – POINT OF CARE ULTRASOUND DEVICES

Scope: Ultrasound devices suited to provide real-time and quick diagnostic capabilities both portably and at bedside, in a variety of settings. **RFP Closing: November 14, 2017**



CE04715 – PATIENT LIFTS AND POSITIONING SYSTEMS

Scope: Patient lifts and positioning systems for use in a variety of positioning and safe patient transfer requirements. **RFP Closing: November 14, 2017**



CE04802 - EXAMINATION & PROCEDURE LIGHTS

Scope: Exam and procedure lights (fixed and portable) for use in a variety of healthcare environments such as exams, minor procedures, etc. **RFP Closing: December 4, 2017**



CE04801- EXAMINATION & PROCEDURE TABLES, CHAIRS & STOOLS

Scope: Exam and procedure tables, chairs and stools for use in a variety of healthcare environments. Applications include basic exams, gynecology, minor procedures, etc.

RFP Closing: December 4, 2017

All contracts are intended to be awarded early 2018.

For more information, please contact: Rafael Perez, Director, Capital Equipment, rperez@healthprocanada.com

Staff Update

HealthPRO is pleased to announce the appointment of Ray Elsass to the role of Director, Support Services.



In September 2017, Ray joined HealthPRO as Director, Support Services, managing a wide range of product and service contracts from office supplies and biomedical waste disposal to Maintenance, Repair and Operations (MRO), and bulk and cylinder gases, among others.

Suppliers are encouraged to contact Ray regarding any Support Services contracts.

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