

Experiences from tendering with MEAT criteria in Norway/Nordics - focus on sustainability

Sep 10th 2024

Maja Flønes Monsen, pharmaceutical advisor

Eirik Sverrisson, Project manager



Agenda



- Welcome and introduction - Eirik
- Process and learnings - Maja
- Questions
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In chat or raise hand



Sustainability requirements in tenders



History



Why – what to achieve



How to measure effect



Wrongfull answers



Cost



Way forward

History of sustainability requirements in tenders



Sykehusinnkjøp has used MEAT criteria in many pharmaceutical procurements for a long time

Especially for in-patient treatment



Many of these have environmental criteria

When used, they weighted 30%



The requirements have been developed in collaboration with our suppliers and they have been adjusted somewhat over time



The requirements have become more precise and we have added clear answer options

What we want to achieve has been constant throughout

Why – what do you want to achieve



- Point a direction
 - Changing demands
 - Soft requirements vs hard requirements
 - We all have signed up on Agenda 2030 and the 17 sustainable development goals
 - Norway is committed to reducing emissions by at least 40 % by 2030, compared with the 1990 level.
 - EFPIA reinforces this through:
 - Carbon reduction
 - Investing to improve environmental sustainability
 - Advancing circularity
 - Collaboration
 - Pharmaceuticals in the environment
 - Medicines for Europe similar
- <https://www.medicinesforeurope.com/key-topics-environment/>

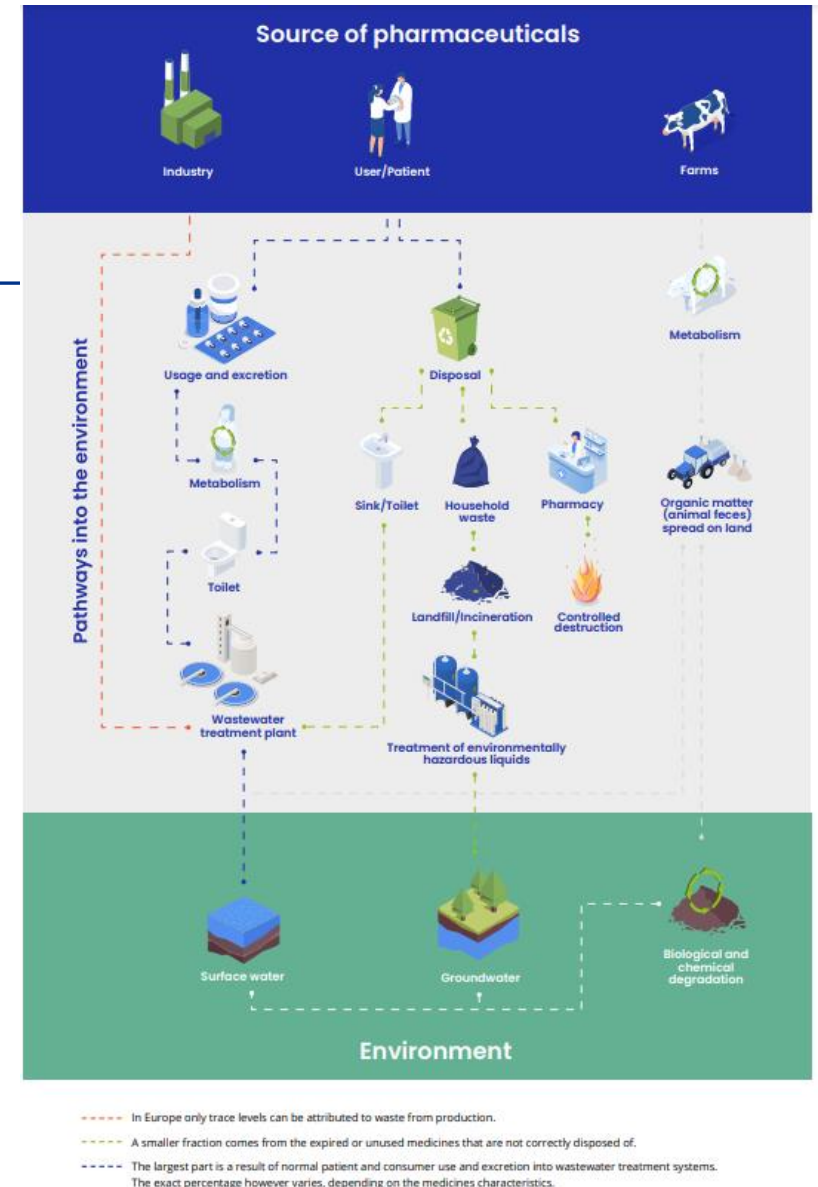


**CARE FOR PEOPLE
& OUR ENVIRONMENT**



How to measure the effect

- All criteria must have a measurable effect
- What have you achieved so far?
- On which of these do you measure the effect?
- Or is it to incentivize the transition?



Wrongfull answers



- A good question vs a bad question
- How do we get to the question?
- How to we get to the answers that you can choose from?
- How do both parties interpret these?
- Will it always be 100% correct?
- Process – cooperation – input – dialogue
- Most important – time when answering, give more rather than less input and answer all parts of the question. They often have 2-3 points that need answering

Costs



- Not always Price 25%
- But Sustainability criteria always weigh minimum 30%
 - Can be many sub questions
 - Cost of MEAT criteria – substantial
- But we must be willing to pay more for a better delivery

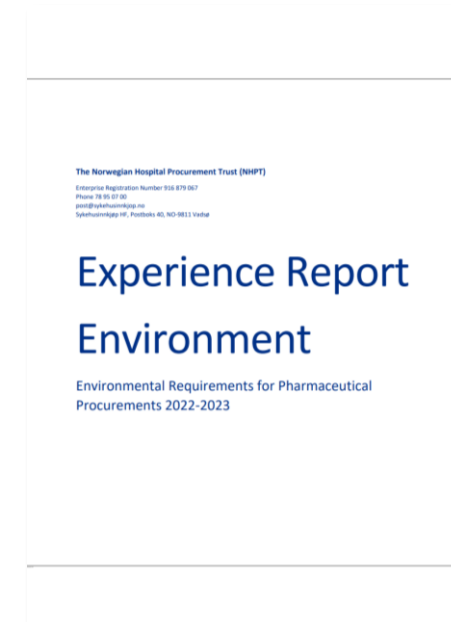
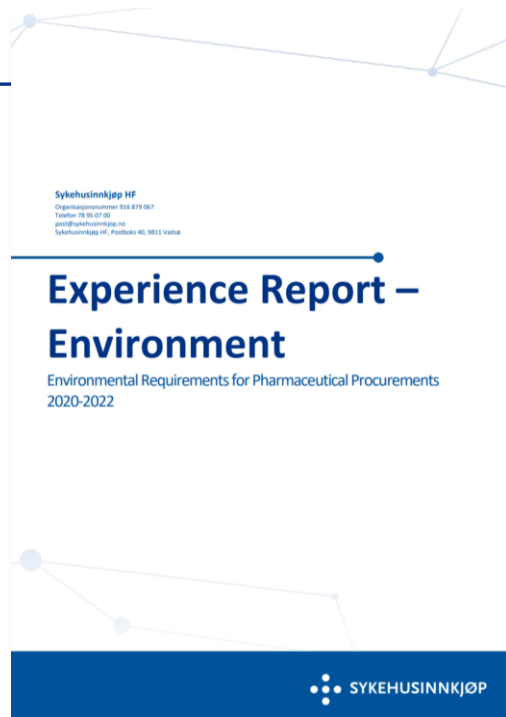
Price	25,00 %
Ease of use, packaging and product range	35,00 %
Security of supply: Stock	7,00 %
Security of supply: Countries	3,00 %
Environment: Organizational	20,00 %
Environment: Product	10,00 %

Way forward



- Extensive dialogue – a prerequisite
- We want to have criteria developed through dialogue in all generic and biosimilar competitions
- We need your input; on what and where can we compete, that will have a substantial effect
- *The best way forward is together*

Process and key learnings



Evaluation model

Price	25,00 %
Ease of use, packaging and product range	35,00 %
Security of supply: Stock	7,00 %
Security of supply: Countries	3,00 %
Environment: Organizational	20,00 %
Environment: Product	10,00 %

The process



- Requirements developed over several years
 - Experience
 - Dialogue
 - Analysing results
 - Dialogue

The process



- Selecting requirements that apply to all products
 - Mandatory or not mandatory
 - With or without certificate

Mandatory plan for reaching net zero
Environmental management system at the manufacturing sites



Ref.:20XX/YYY

Bilag 9 Plan for å nå nullutslipp innen 2050

Leverandørens navn

Dato

Planen er ikke bindende, men skal gi helseforetakene informasjon om leverandørens planer for å nå netto nullutslipp innen 2050. Dette som del av helseforetakenes eget klimamål om netto nullutslipp innen 2045, og gjeldende internasjonale klimaavtaler. Det er ikke nødvendig å levere en detaljert plan, men scope 1, 2 og 3 skal være nevnt i planen.

Scope	Veiledning	Plan for å nå nullutslipp innen 2050 Ref rammeavtalen pkt 5.2.13.3
Scope 1- all direct GHG emissions from a company.	Angi beskrivelse på overordnet nivå, ikke detaljert plan.	
Scope 2 - Indirect company GHG emissions from the consumption of purchased electricity, heat or steam.	Angi beskrivelse på overordnet nivå, ikke detaljert plan.	
Scope 3- All indirect emissions that occur in the value chain of a	Angi beskrivelse på overordnet nivå, ikke	

The process

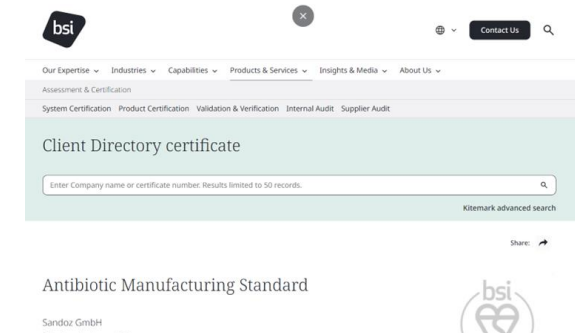


- Selecting requirements that apply to specific products

Zero emission transport

Water reduction targets and water access around production

Emissions during production



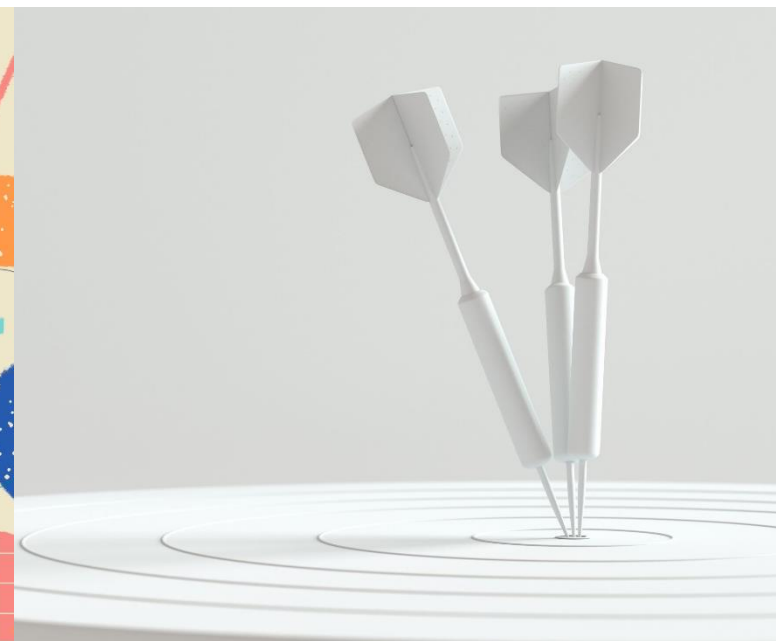
The process



- Selecting requirements where products differ
 - Long term improvements

Transport volume, weight, amount of waste
Packaging designed for recycling
Percentage of recycled material in packaging
Packaging without PVC og PVDC

Easy to provide good answers



The supplier should have implemented an environmental management system in active substance production for the products offered, which takes care of risk assessments, environmental routines, environmental audits and sanctions in case of breach of agreement/environmental routine. To achieve the highest score, the environmental management system must be certified by a third party.

-Implemented environmental management system for risk, routines, audits and sanctions that has been certified by a third party. (Specify which 3rd party certification has been used. Ex. ISO 14001).

-Implemented environmental management system for risks, routines, audits and sanctions that have not been certified by a third party, for all offered products.

-Partially implemented environmental management system (specify which parts/products have not been implemented, and which 3rd party certification has been used).

-Does not have an agreement with third-party manufacturers on environmental management systems.

-Has not implemented an environmental management system.

-Do not know.

Evaluation

- Thorough evaluations of the offers
- Each supplier receives feedback on how they scored compared to other offers and is given the opportunity to further improve their work.

Supplier A's offer for Product A was overall ranked 2 out of 2. PRICE rank 2. Price offer between 20% and 50% more expensive than the most reasonable price offer.

QUALITY rank 2 (score 6)

EASE OF USE, PACKAGING AND PRODUCT RANGE rank 2. Criteria with lost points compared to other suppliers: On the criterion "Offered product should have inner packaging that best safeguards patient safety. Unit doses provide the best patient safety, ordinary blister packs provide less patient safety, boxes provide the least patient safety." Supplier Bs offer for Product B received highest score with justification: "The product on offer largely meets the requirement. Blisters have markings for each tablet. ." Supplier A was given a justification: "The offered product partially meets the requirement. Blisters without markings for each tablet. ."

SECURITY OF SUPPLY rank 2. Criteria with lost points compared to other suppliers: On the criterion "Offered product should have common Nordic packaging" Supplier B's offer for Product B received the highest score with the justification: "Offered product meets the requirement." Supplier A received a justification: "The offered product does not meet the requirement."

ENVIRONMENT rank 1 (score 5)

ENVIRONMENT ORGANIZATIONAL rank 1. Criteria with lost points relative to other suppliers: None.

ENVIRONMENT AT PRODUCT LEVEL rank 1. Criteria with lost points relative to other suppliers: On the criterion "Offered product should be manufactured by a supplier that can demonstrate compliance with the AMRIA Antibiotic Manufacturing Standard or a similar manufacturing standard that combats antimicrobial resistance throughout the supply chain. To achieve the highest score this must be certified by a third party or the certification process must have started." Supplier B's offer for Product B received the highest score with the justification: "The supplier partially fulfills the requirement for the offered product. Indicates compliance with the AMRIA standard throughout the chain, but that this is not 3rd party certified." Supplier A received a justification: "Does not meet the requirement. Indicates that 3rd party certified standards are followed in parts of the chain, but does not indicate which standard or certification is used."

Key learnings



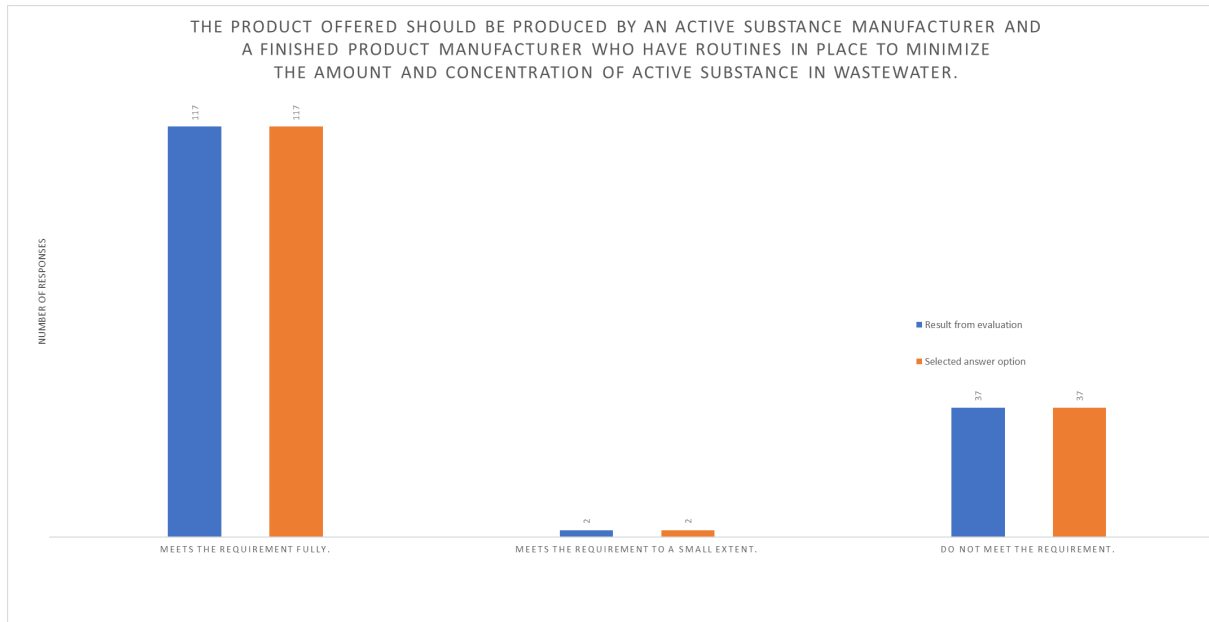
- Better and more effective requirements
 - Both for the supplier and us
- International cooperation is essential
 - We all need to move in the same direction
- Process targets long term improvement
 - Detailed feedback provided in each tender
- Process supports standardization
 - Existing and new standards

Analysis

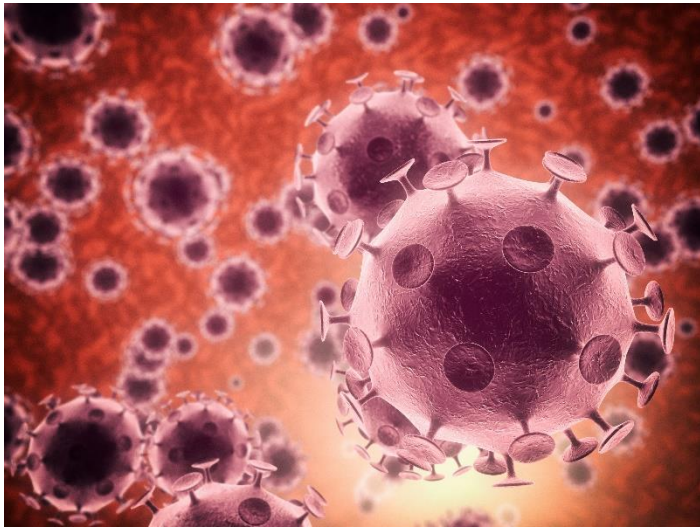
4.
The product offered should be produced by an active substance manufacturer and a finished product manufacturer who have routines (Standard operating procedures or environmental management system) in place to minimize the amount and concentration of active substance in wastewater.

Selected answer option	Number of responses
Meets the requirement fully. <input type="radio"/> Both the manufacturer of active substance and finished product have procedures for wastewater.	117
Meets the requirement to a small extent. <input type="radio"/> Only the finished product manufacturer has procedures for wastewater.	2
Do not meet the requirement. <input type="radio"/> Do not know which procedures are in place for wastewater. <input type="radio"/> Have no procedures for wastewater.	37

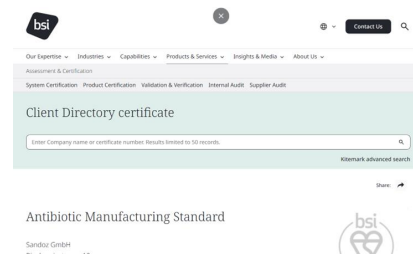
Result from evaluation	Number of responses	Evaluation comment
Meets the requirement fully.	117	
Meets the requirement to a small extent.	2	
Do not meet the requirement.	37	



Common Nordic environmental requirements and certificate for antibiotic production



Nordic Pharmaceutical Forum



Performance - 2024 BSI/AMRia Certified Products

Below are the latest statistics on performance.

Note: A product is an API or finished product at a unique site.

26 Certified products

Certified Products (API or Finished product)

2/3rd of Alliance member

Alliance members are in progressed conversations.
Recent introduction has been made to all members

80 Products in pipeline

Over 80 Products are in active discussion for certification.
(A product is defined as API or finished product at a unique site)

10 Products

With assessments booked in 3 countries

8 countries with certified sites

India, Spain, Italy, Romania, Switzerland, Austria, Germany, Sverige

17 Countries in active discussion

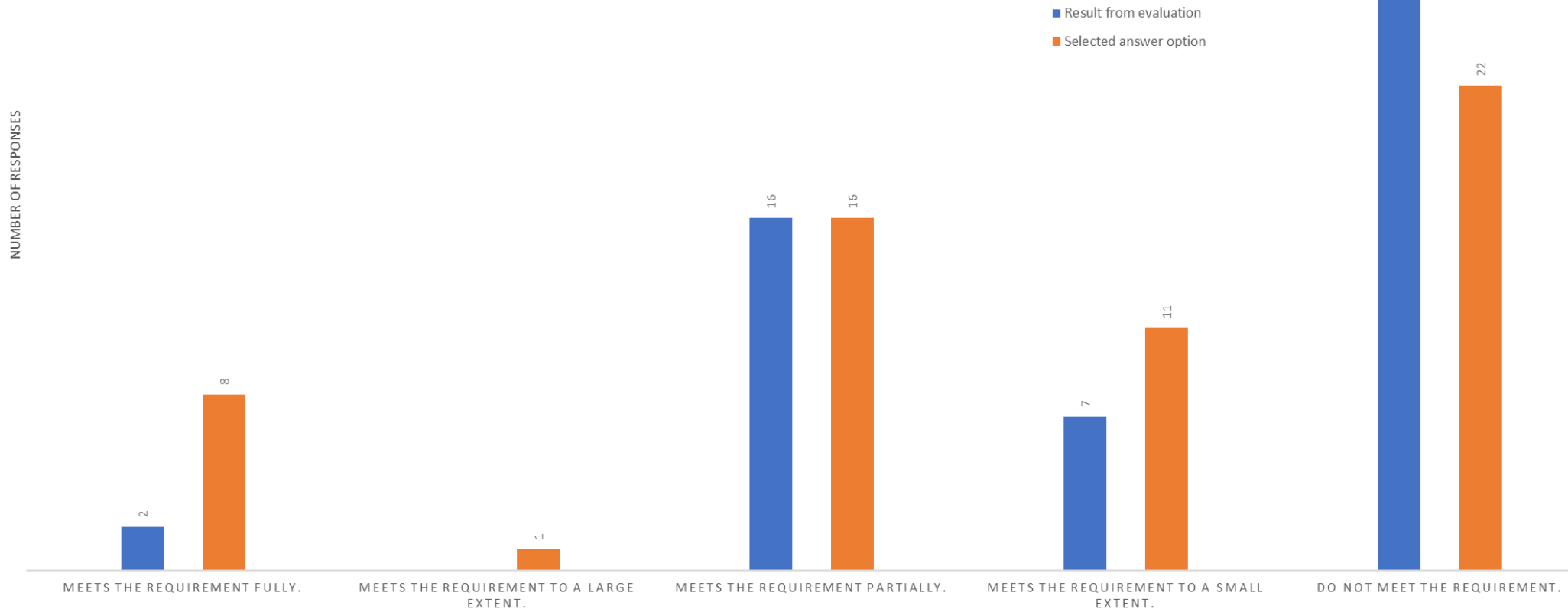
Ireland, Denmark, France, Puerto rico, Turkey, Egypt, China, UK Slovenia, Brazil, Germany, Belgium, Japan, Poland, Turkey, Sweden



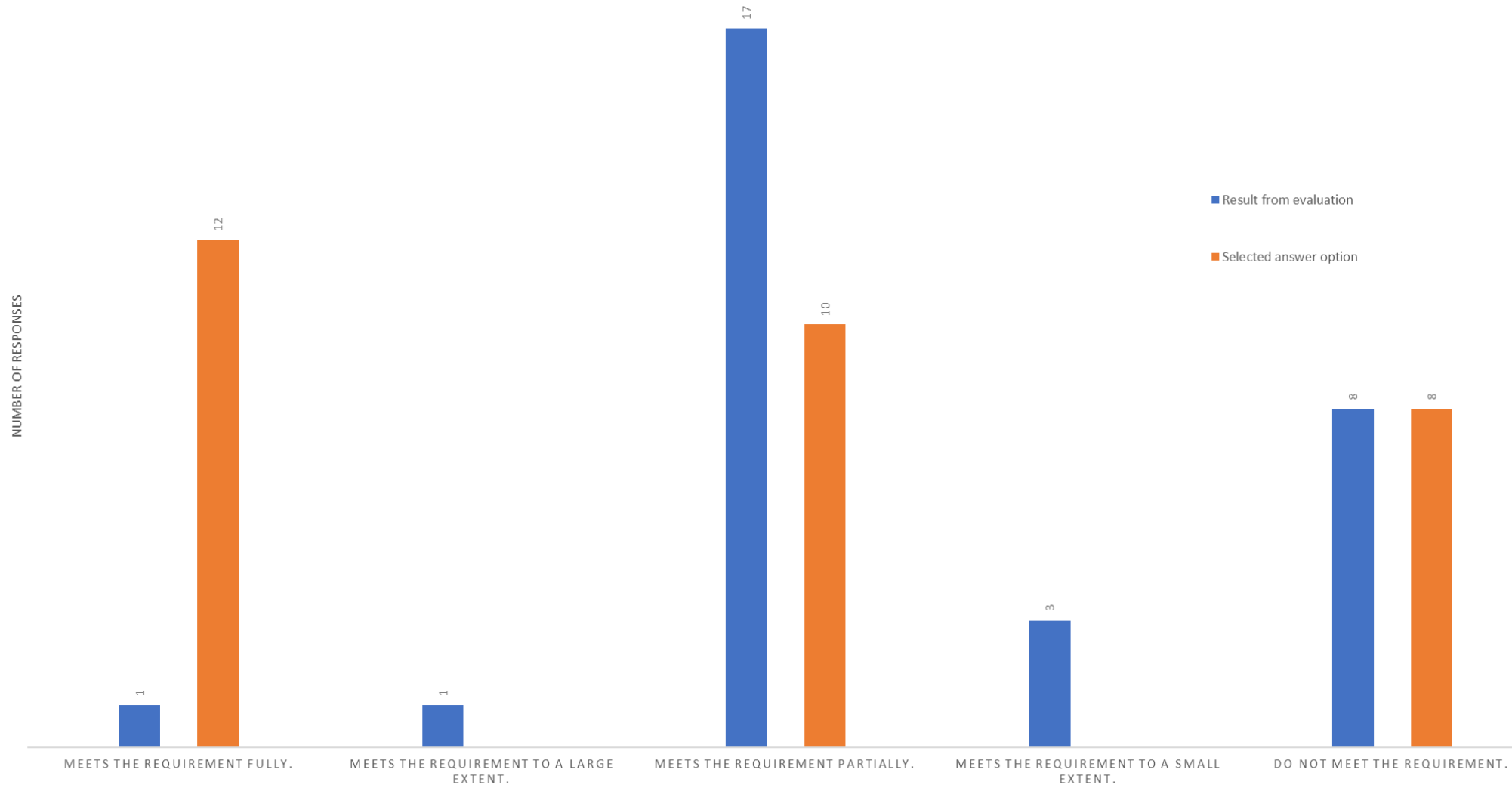
Over 90 members, all of whom have committed to undergo the certification, including EFPIA and Meds for Europe



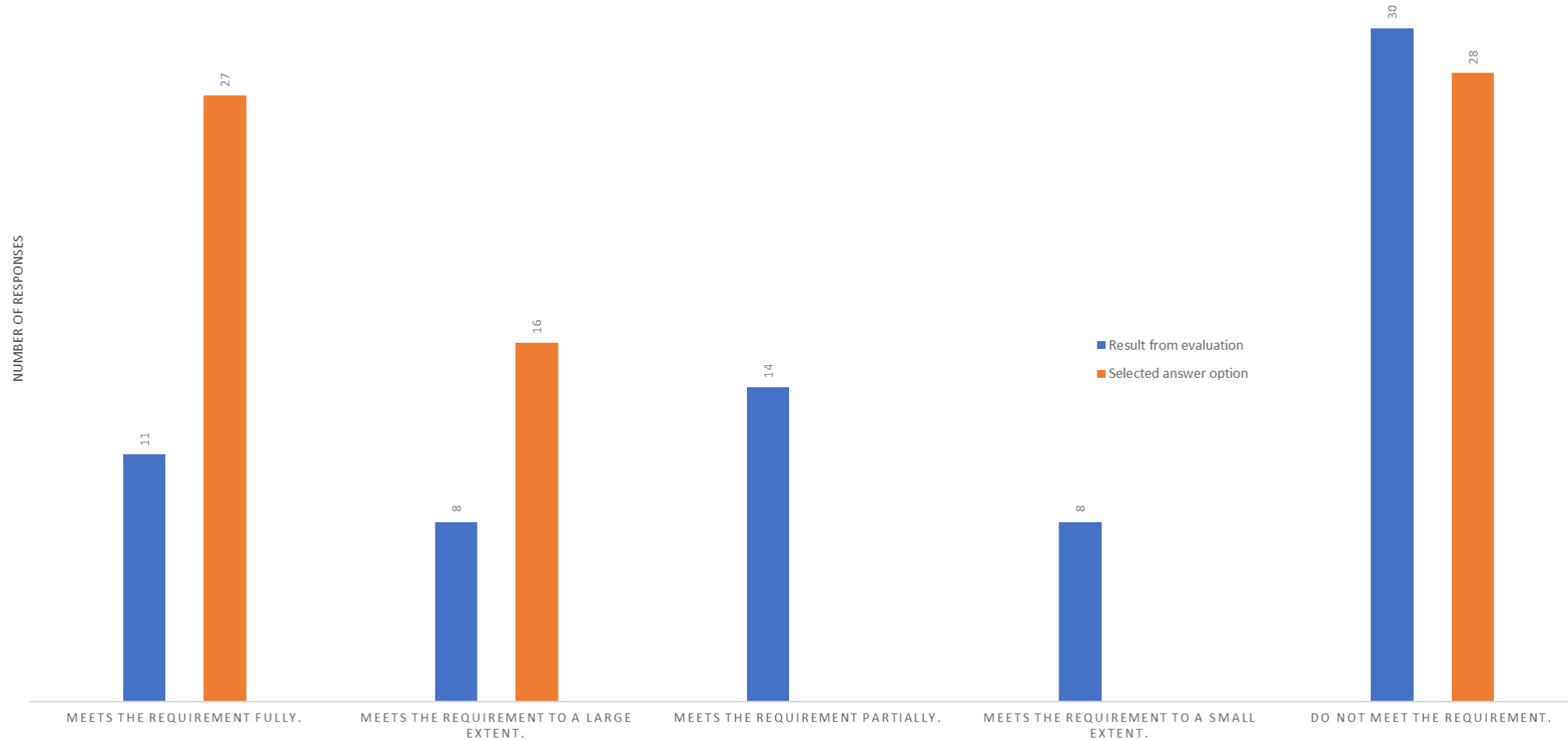
OFFERED PRODUCT SHOULD BE MANUFACTURED BY A SUPPLIER THAT CAN DEMONSTRATE COMPLIANCE WITH THE AMRIA ANTIBIOTIC MANUFACTURING STANDARD OR SIMILAR MANUFACTURING STANDARD THAT COMBATS ANTIMICROBIAL RESISTANCE THROUGHOUT THE SUPPLY CHAIN.



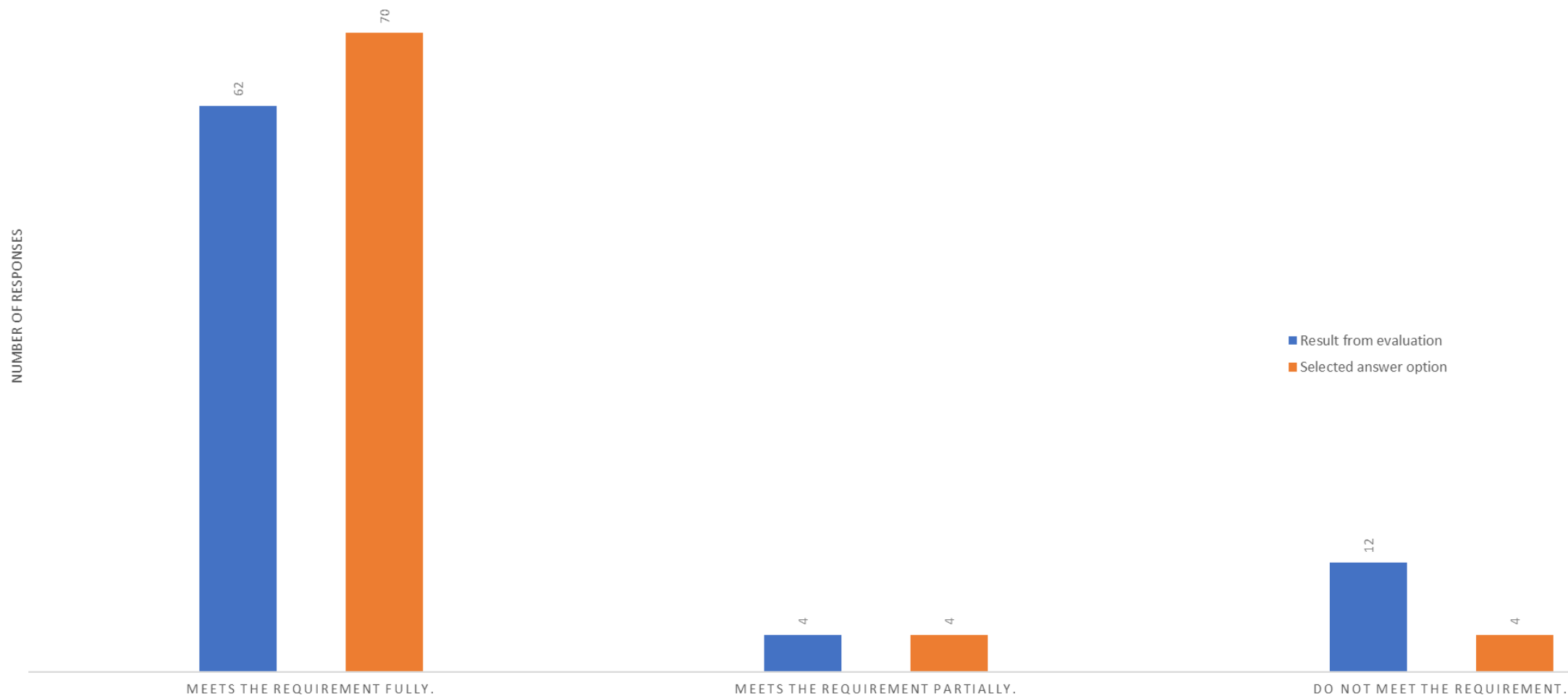
THE SUPPLIER SHOULD HAVE IMPLEMENTED AN ENVIRONMENTAL MANAGEMENT SYSTEM IN ACTIVE SUBSTANCE PRODUCTION FOR THE PRODUCTS OFFERED.



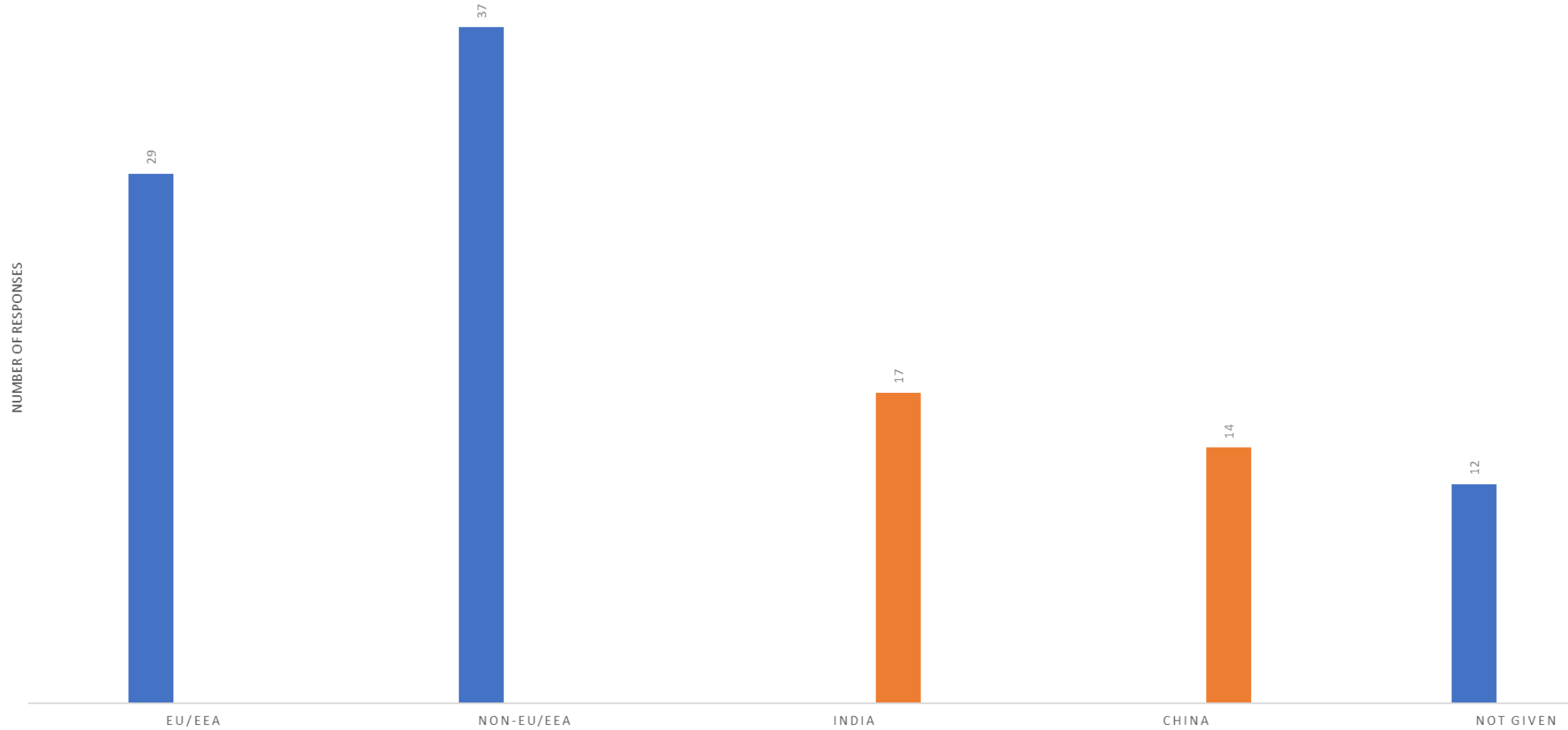
THE OFFERED PRODUCT SHOULD BE PRODUCED BY ACTIVE SUBSTANCE MANUFACTURER AND FINISHED PRODUCT MANUFACTURER WHO HAS IMPLEMENTED MEASURES FOR MANAGING AND/OR TREATING WASTEWATER FROM PRODUCTION OF OFFERED PRODUCT TO ACHIEVE THE PREDICTED-NOEFFECT CONCENTRATI



THE SUPPLIER SHOULD STATE THE COUNTRY AND NAME OF THE COMPANY/COMPANIES THAT PRODUCE THE ACTIVE INGREDIENT(S) IN THE PRODUCT OFFERED.



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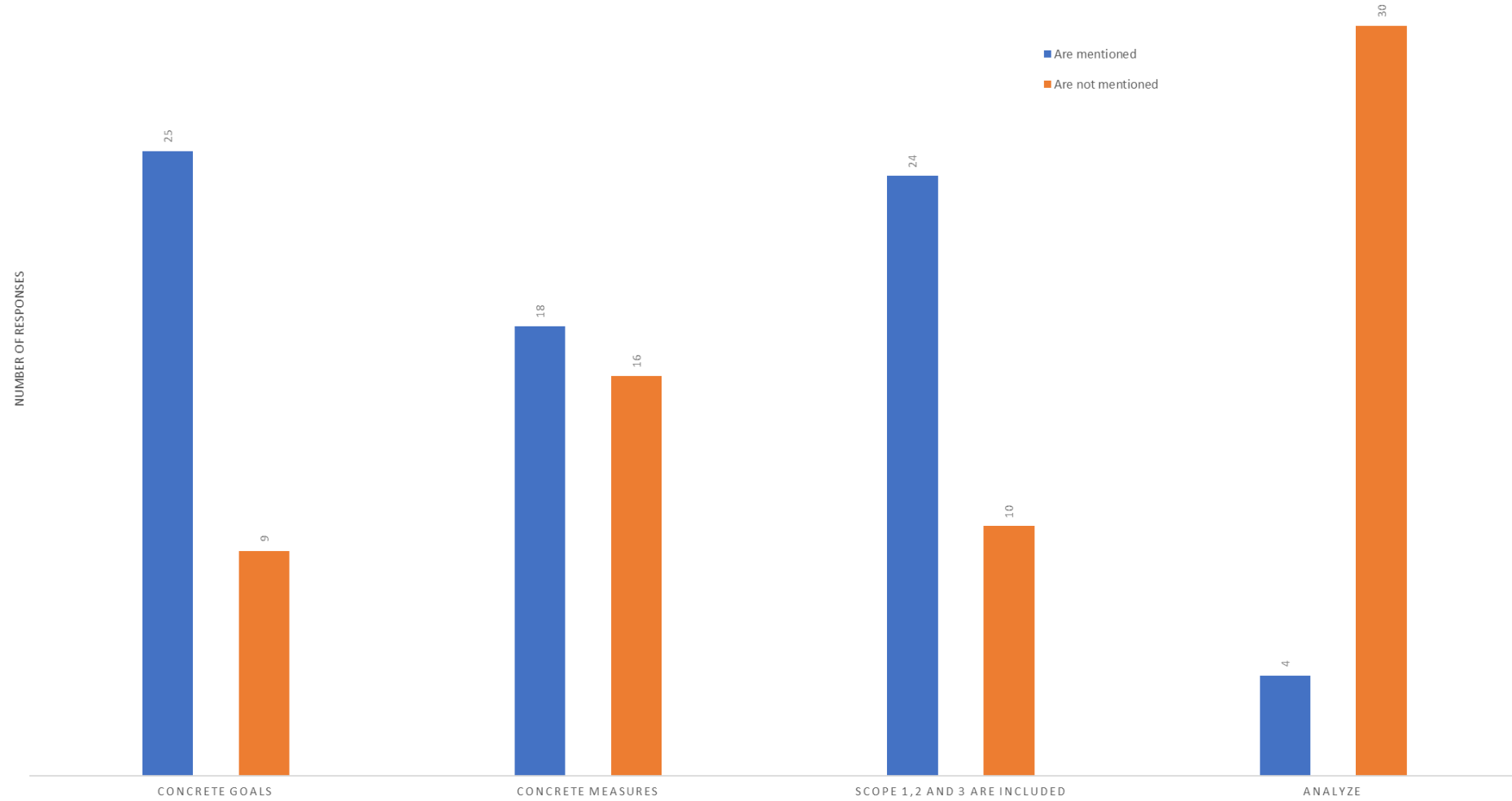
Number of environmental requirements included in 30% weighting (20%)	Number of contracts with environmental requirements	Number of contracts with competition	Number of contracts where the winner did not get the best score on price	Number of contracts where the winner received the best score for both environment and quality but not price	Number of contracts where the winner only received the best score for environment	Number of contracts where non-winners received the best score for environment
6 (2)	92 (9)	21	7	4	1	12

Price differences for contracts where the winner did not get the best points on price	Number of contracts
Price offer less than 20% more expensive than cheapest price offer.	5
Price offer between 20% and 50% more expensive than the cheapest price offer.	1
Price offer over 50% more expensive than cheapest price offer.	1

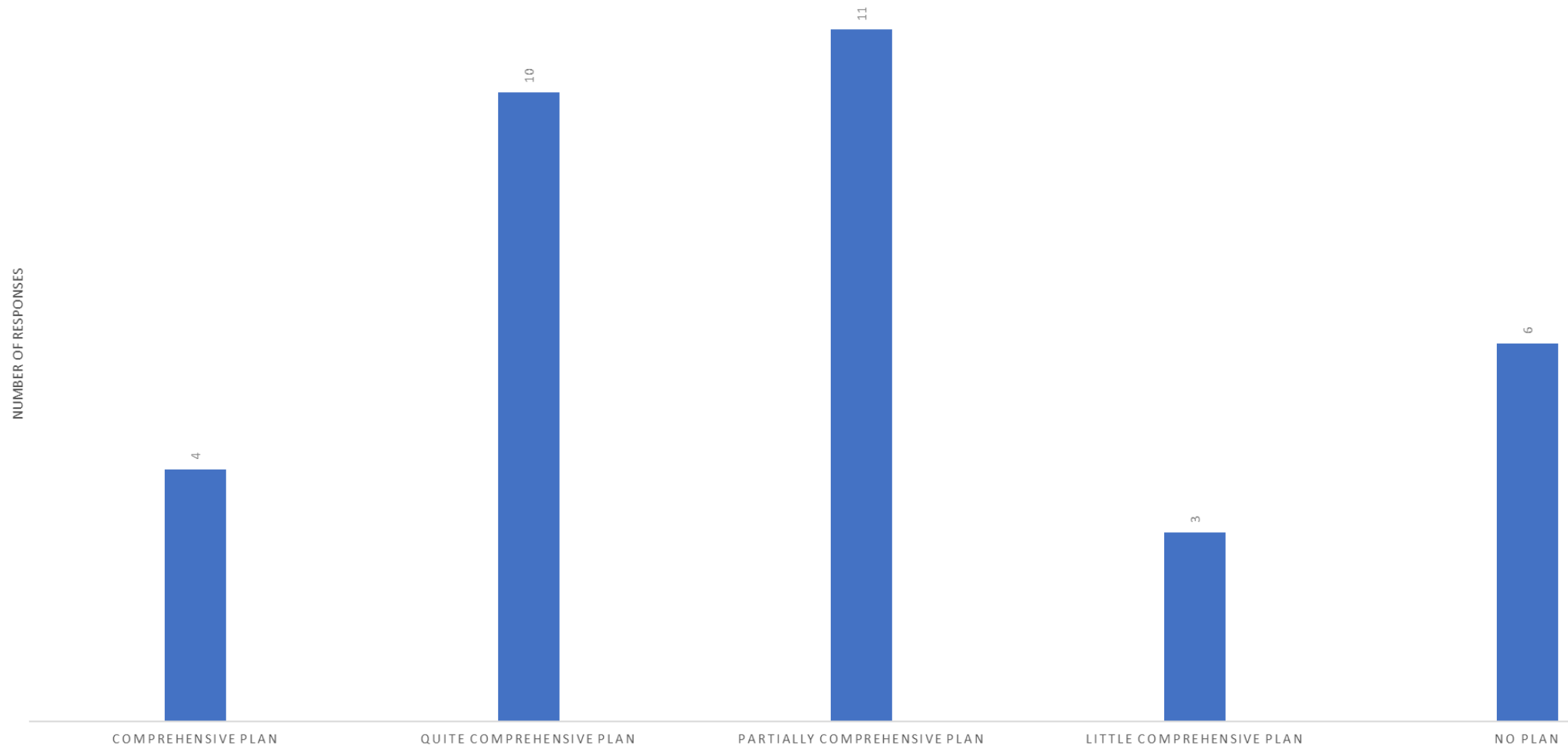
THE OUTER PACKAGING OF THE PRODUCT OFFERED SHOULD HAVE A HIGH PERCENTAGE OF RECYCLED MATERIAL.



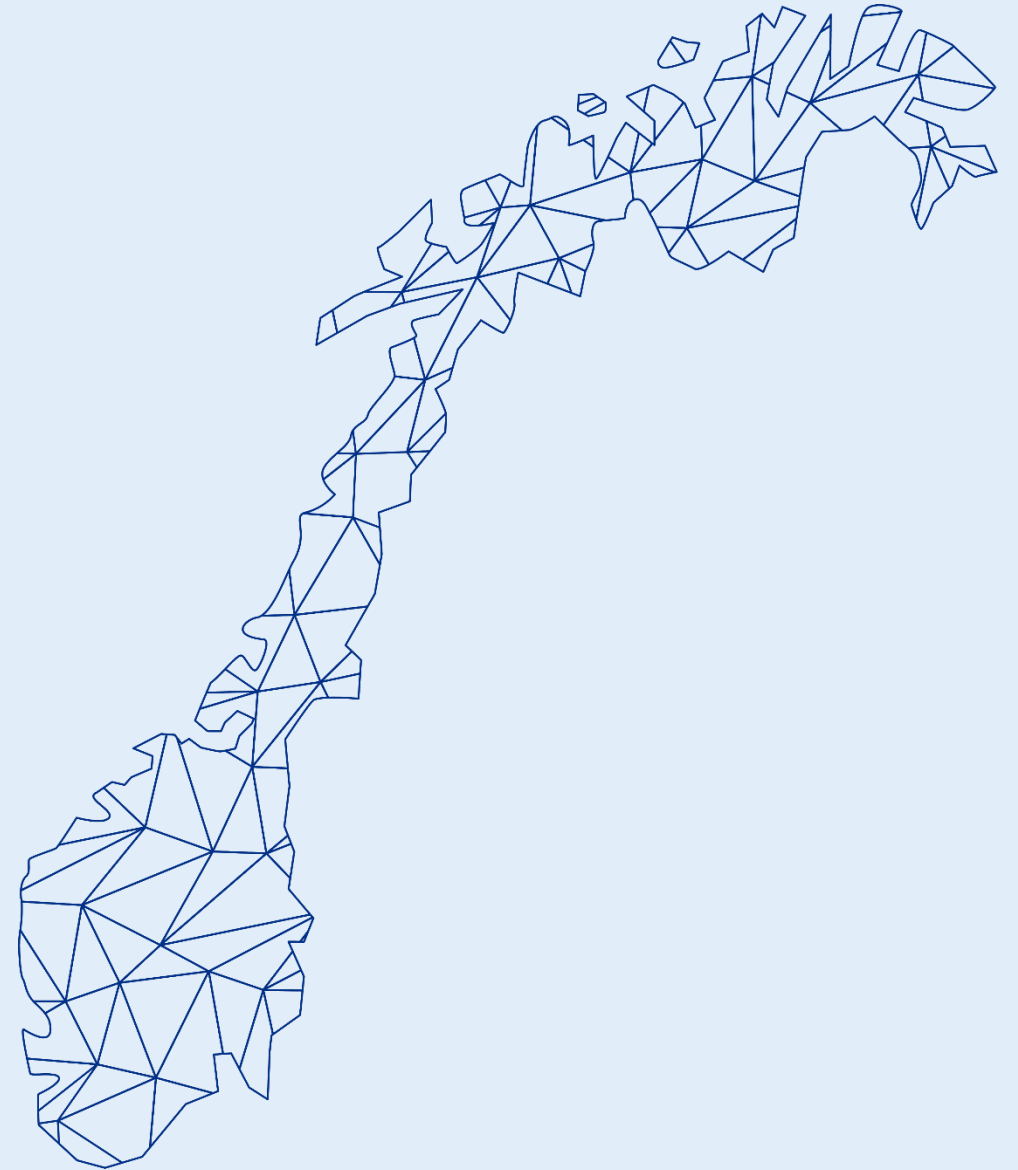
THE SUPPLIER MUST DELIVER COMPLETED APPENDIX 9 PLAN FOR ZERO EMISSIONS, WITH A PLAN TO REACH ZERO EMISSIONS BY 2050. THE PLAN IS NOT BINDING.



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Questions



Appendix

Kunnskapsrik

Nytenkande

Engasjert

Profesjonell

Analysis 2501a Anti-infectives

Number of environmental requirements included in 30% weighting (20%)	Number of contracts with environmental requirements	Number of contracts with competition	Number of contracts where the winner did not get the best score on price	Number of contracts where the winner received the best score for both environment and quality but not price	Number of contracts where the winner only received the best score for environment	Number of contracts where non-winners received the best score for environment
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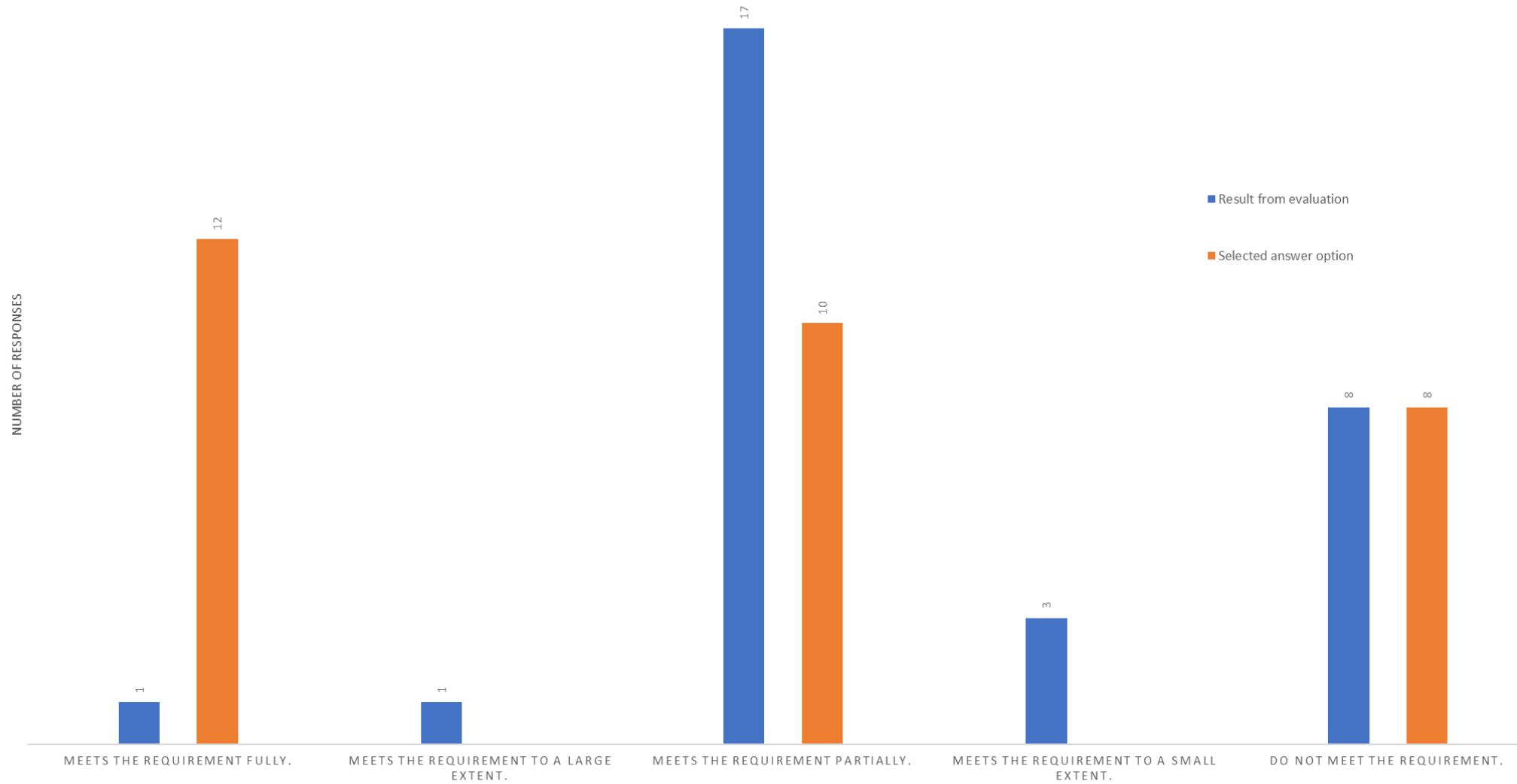
1.

The supplier should have implemented an environmental management system in active substance production for the products offered, which covers risk assessments, environmental routines, environmental audits and sanctions in case of breach of agreement/environmental routine. Full score is only given if the environmental management system is 3rd party certified.

Selected answer option	Number of responses
<p><i>Meets the requirement fully.</i></p> <ul style="list-style-type: none"> ○ Implemented environmental management system for risk, procedures, auditing and sanctions that is 3rd party certified. 	12
<p><i>Meets the requirement partially.</i></p> <ul style="list-style-type: none"> ○ Implemented environmental management system for risk, procedures, auditing and sanctions that is not 3rd party certified. ○ Partially implemented environmental management system. 	10
<p><i>Do not meet the requirement.</i></p> <ul style="list-style-type: none"> ○ Do not have an agreement with third-party manufacturers for environmental management systems. ○ Have not implemented an environmental management system. ○ Do not know. 	8

Result from evaluation	Number of responses	Evaluation comment
<i>Meets the requirement fully.</i>	1	
<i>Meets the requirement to a large extent.</i>	1	<ul style="list-style-type: none"> ○ Indicates certified environmental management system, but only parts of the environmental management system are third-party certified.
<i>Meets the requirement partially.</i>	17	<ul style="list-style-type: none"> ○ Indicates certified environmental management system, but not which certification is used, or whether the certification is regulated through ownership or an agreement with a third-party manufacturer. ○ Indicates an environmental management system that has not been certified by a third party. ○ Indicates partially implemented environmental management system. ○ Indicates certified environmental management system for parts of active substance production.
<i>Meets the requirement to a small extent.</i>	3	<ul style="list-style-type: none"> ○ Indicates environmental management system, but not whether it is regulated through ownership or agreement with a third-party manufacturer ○ Indicates a partially implemented environmental management system, but not whether it is regulated through ownership or an agreement with a third-party manufacturer.
<i>Do not meet the requirement.</i>	8	

THE SUPPLIER SHOULD HAVE IMPLEMENTED AN ENVIRONMENTAL MANAGEMENT SYSTEM IN ACTIVE SUBSTANCE PRODUCTION FOR THE PRODUCTS OFFERED.

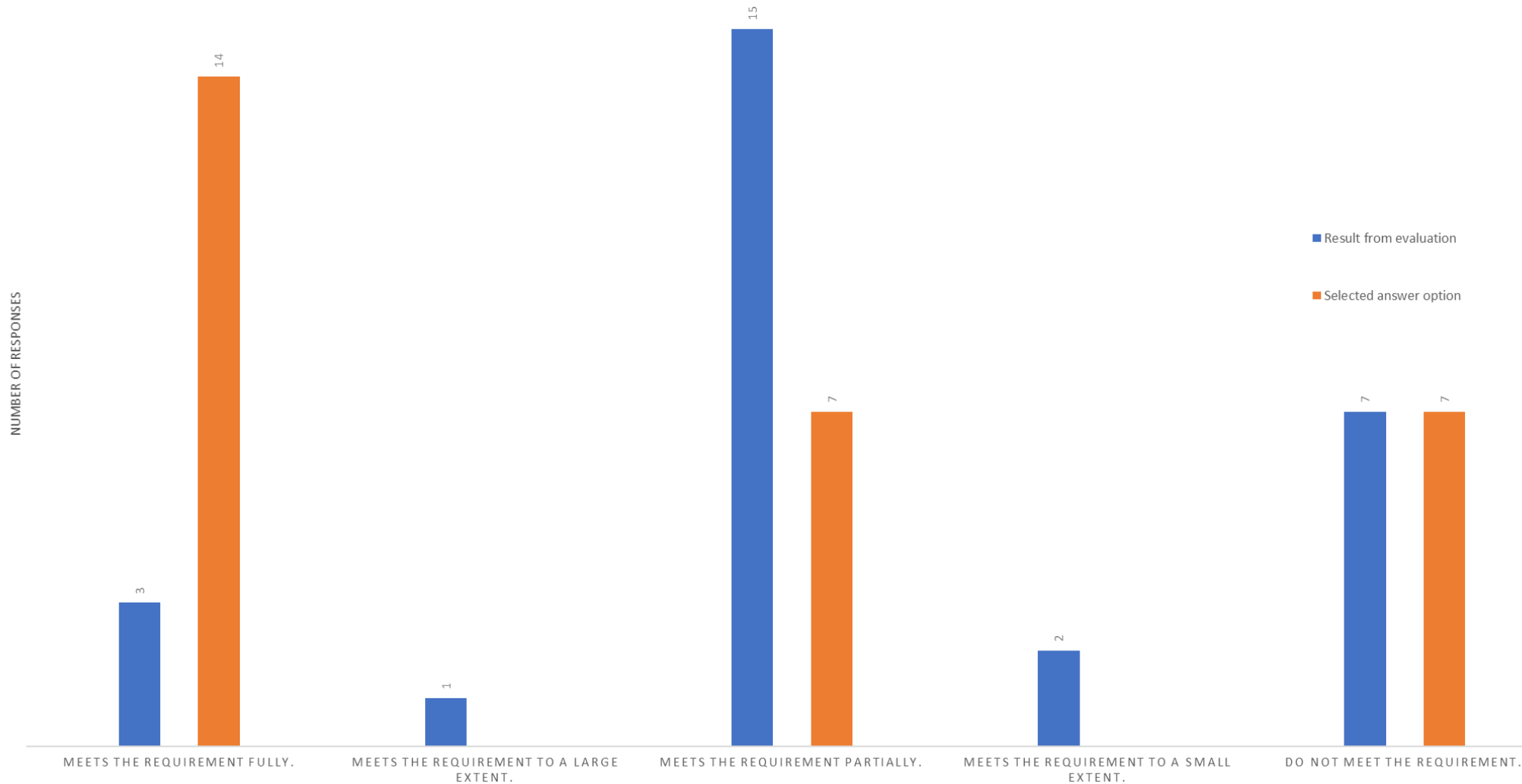


2.

The supplier should have implemented an environmental management system in finished goods production for the products offered which covers risk assessments, environmental routines, environmental audits and sanctions for breaches of agreements and environmental routines. Full score is only given if the environmental management system is 3rd party certified.

Selected answer option	Number of responses	Result from evaluation	Number of responses	Evaluation comment
<p><i>Meets the requirement fully.</i></p> <ul style="list-style-type: none"> ○ Implemented environmental management system for risk, procedures, auditing and sanctions that is 3rd party certified. 	15	<p><i>Meets the requirement fully.</i></p>	3	
<p><i>Meets the requirement partially.</i></p> <ul style="list-style-type: none"> ○ Implemented environmental management system for risk, procedures, auditing and sanctions that is not 3rd party certified. ○ Partially implemented environmental management system. 	8	<p><i>Meets the requirement to a large extent.</i></p>	1	<ul style="list-style-type: none"> ○ Indicates certified environmental management system, but only parts of the environmental management system are third-party certified. ○ Indicates certified environmental management system, but not which certification is used, or whether the certification is regulated through ownership or an agreement with a third-party manufacturer. ○ Indicates an environmental management system that has not been certified by a third party.
<p><i>Do not meet the requirement.</i></p> <ul style="list-style-type: none"> ○ Do not have an agreement with third-party manufacturers for environmental management systems. ○ Have not implemented an environmental management system. ○ Do not know. 	7	<p><i>Meets the requirement partially.</i></p>	15	<ul style="list-style-type: none"> ○ Indicates partially implemented environmental management system. ○ Indicates environmental management system, but not whether it is regulated through ownership or agreement with a third-party manufacturer ○ Indicates a partially implemented environmental management system, but not whether it is regulated through ownership or an agreement with a third-party manufacturer.
		<p><i>Meets the requirement to a small extent.</i></p>	2	
		<p><i>Do not meet the requirement.</i></p>	7	

THE SUPPLIER SHOULD HAVE IMPLEMENTED AN ENVIRONMENTAL MANAGEMENT SYSTEM IN FINISHED GOODS PRODUCTION FOR THE PRODUCTS OFFERED.



3.

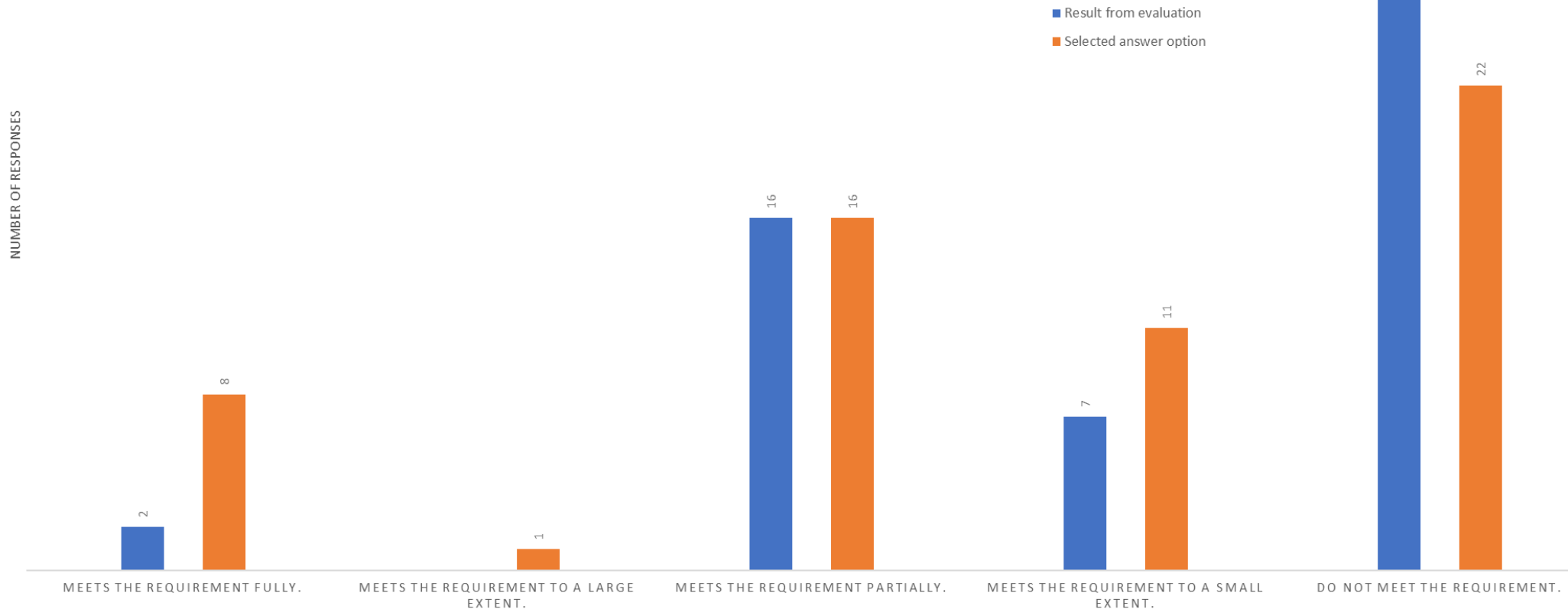
Offered product should be manufactured by a supplier that can demonstrate compliance with the AMRIA Antibiotic Manufacturing Standard or similar manufacturing standard that combats antimicrobial resistance throughout the supply chain.

To achieve the highest score, this must be certified by a third party or the certification process must have started.

Svaralternativ	Antall svar
<p><i>Meets the requirement fully.</i></p> <ul style="list-style-type: none"> The supplier complies with the AMRIA Antibiotic Manufacturing Standard or a similar standard that combats antibiotic resistance throughout the supply chain, and this is certified by a 3rd party. 	8
<p><i>Meets the requirement to a large extent.</i></p> <ul style="list-style-type: none"> The supplier complies with the AMRIA Antibiotic Manufacturing Standard or similar that combats antibiotic resistance throughout the supply chain, and parts of the supply chain are certified by a 3rd party. 	1
<p><i>Meets the requirement partially.</i></p> <ul style="list-style-type: none"> The supplier complies with the AMRIA Antibiotic Manufacturing Standard or similar that combats antibiotic resistance throughout the supply chain, but this has not been certified by a 3rd party. The supplier complies with the AMRIA Antibiotic Manufacturing standard in parts of the supply chain, and this is certified by a 3rd party. 	16
<p><i>Meets the requirement to a small extent.</i></p> <ul style="list-style-type: none"> The supplier complies with the AMRIA Antibiotic Manufacturing standard in parts of the supply chain, but this has not been certified by a 3rd party.. 	11
<p><i>Do not meet the requirement.</i></p> <ul style="list-style-type: none"> Does not comply with the AMRIA Antibiotic Manufacturing standard. Don't know. 	22

Resultat evaluering	Antall svar	Evaluation comment
<i>Meets the requirement fully.</i>	2	
<i>Meets the requirement to a large extent.</i>	0	
<i>Meets the requirement partially.</i>	16	
<i>Meets the requirement to a small extent.</i>	7	
		<ul style="list-style-type: none"> Indicates that the 3rd party certified AMR standard is followed throughout the chain, but does not indicate which standard or certification is used. Indicates that 3rd party certified standards are followed in parts of the chain, but does not indicate which standard or certification has been used. Indicates compliance with the AMR standard in parts of the chain, but does not indicate which part.
<i>Do not meet the requirement.</i>	33	

OFFERED PRODUCT SHOULD BE MANUFACTURED BY A SUPPLIER THAT CAN DEMONSTRATE COMPLIANCE WITH THE AMRIA ANTIBIOTIC MANUFACTURING STANDARD OR SIMILAR MANUFACTURING STANDARD THAT COMBATS ANTIMICROBIAL RESISTANCE THROUGHOUT THE SUPPLY CHAIN.



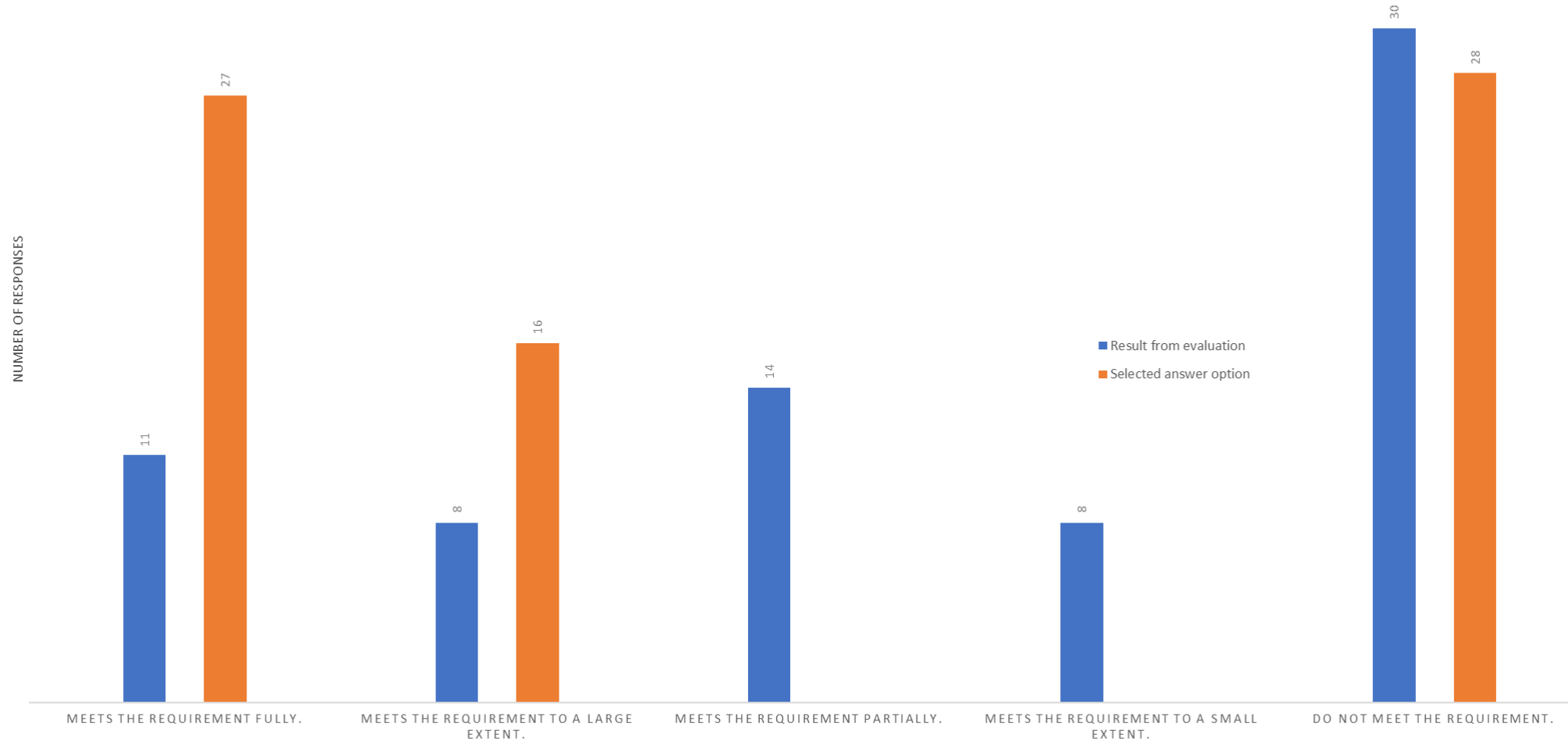
4.

The offered product should be produced by active substance manufacturer and finished product manufacturer who has implemented measures for managing and/or treating wastewater from production of offered product to achieve the predicted-no effect concentration (PNEC) of the active substance before discharging it.

Selected answer option	Number of responses
<p><i>Meets the requirement fully.</i></p> <ul style="list-style-type: none"> ○ Both active substance manufacturer and finished product manufacturers have implemented measures for achieving PNEC. 	27
<p><i>Meets the requirement partially.</i></p> <ul style="list-style-type: none"> ○ Only the active substance manufacturer has implemented measures for achieving the PNEC. ○ Only the finished product manufacturer has implemented measures for achieving the PNEC. ○ Have no implemented measures to achieve PNEC, but analysis of PNEC will be delivered to third-party during the contract period. 	16
<p><i>Do not meet the requirement.</i></p> <ul style="list-style-type: none"> ○ Do not know which procedures are followed to achieve PNEC ○ Do not know PNEC/Source of PNEC used. ○ Have not implemented measures to achieve PNEC. 	28

Result from evaluation	Number of responses	Evaluation comment
<i>Meets the requirement fully.</i>	11	
<i>Meets the requirement to a large extent.</i>	8	
<i>Meets the requirement partially.</i>	14	<ul style="list-style-type: none"> ○ Indicates that the active ingredient manufacturer and the finished product manufacturer have a routine for achieving the PNEC, but does not state the PNEC or the source of the PNEC used in the routine.
<i>Meets the requirement to a small extent.</i>	8	<ul style="list-style-type: none"> ○ Indicates that the active ingredient manufacturer has a routine for PNEC, but does not indicate the PNEC or the source of the PNEC. ○ Indicates that the finished product manufacturer has a routine for PNEC, but does not indicate the PNEC or the source of the PNEC.
<i>Do not meet the requirement.</i>	30	<ul style="list-style-type: none"> ○ Indicates that there is no PNEC for the product.

THE OFFERED PRODUCT SHOULD BE PRODUCED BY ACTIVE SUBSTANCE MANUFACTURER AND FINISHED PRODUCT MANUFACTURER WHO HAS IMPLEMENTED MEASURES FOR MANAGING AND/OR TREATING WASTEWATER FROM PRODUCTION OF OFFERED PRODUCT TO ACHIEVE THE PREDICTED-NOEFFECT CONCENTRATI



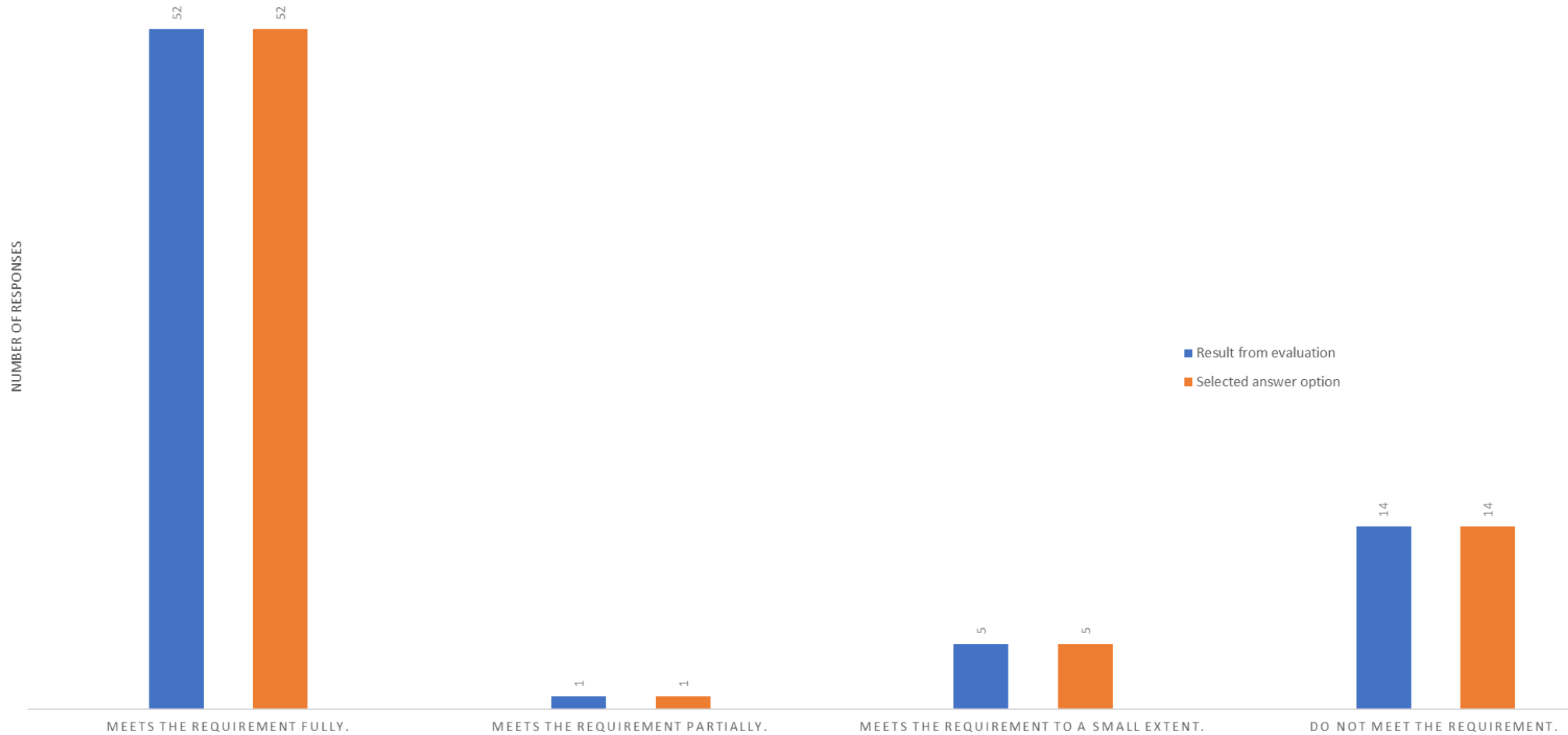
4.

The product offered should be produced by an active substance manufacturer and a finished product manufacturer who have routines (Standard operating procedures or environmental management system) in place to minimize the amount and concentration of active substance in wastewater.

Selected answer option	Number of responses
<i>Meets the requirement fully.</i> ○ Both the manufacturer of active substance and finished product have procedures for wastewater.	52
<i>Meets the requirement partially.</i> ○ Only the active substance manufacturer has procedures for wastewater.	1
<i>Meets the requirement to a small extent.</i> ○ Only the finished product manufacturer has procedures for wastewater.	5
<i>Do not meet the requirement.</i> ○ Do not know which procedures are in place for wastewater. ○ Have no procedures for wastewater.	14

Result from evaluation	Number of responses	Evaluation comment
<i>Meets the requirement fully.</i>	52	
<i>Meets the requirement partially.</i>	1	
<i>Meets the requirement to a small extent.</i>	5	
<i>Do not meet the requirement.</i>	14	

THE PRODUCT OFFERED SHOULD BE PRODUCED BY AN ACTIVE SUBSTANCE MANUFACTURER AND A FINISHED PRODUCT MANUFACTURER WHO HAVE ROUTINES IN PLACE TO MINIMIZE THE AMOUNT AND CONCENTRATION OF ACTIVE SUBSTANCE IN WASTEWATER.



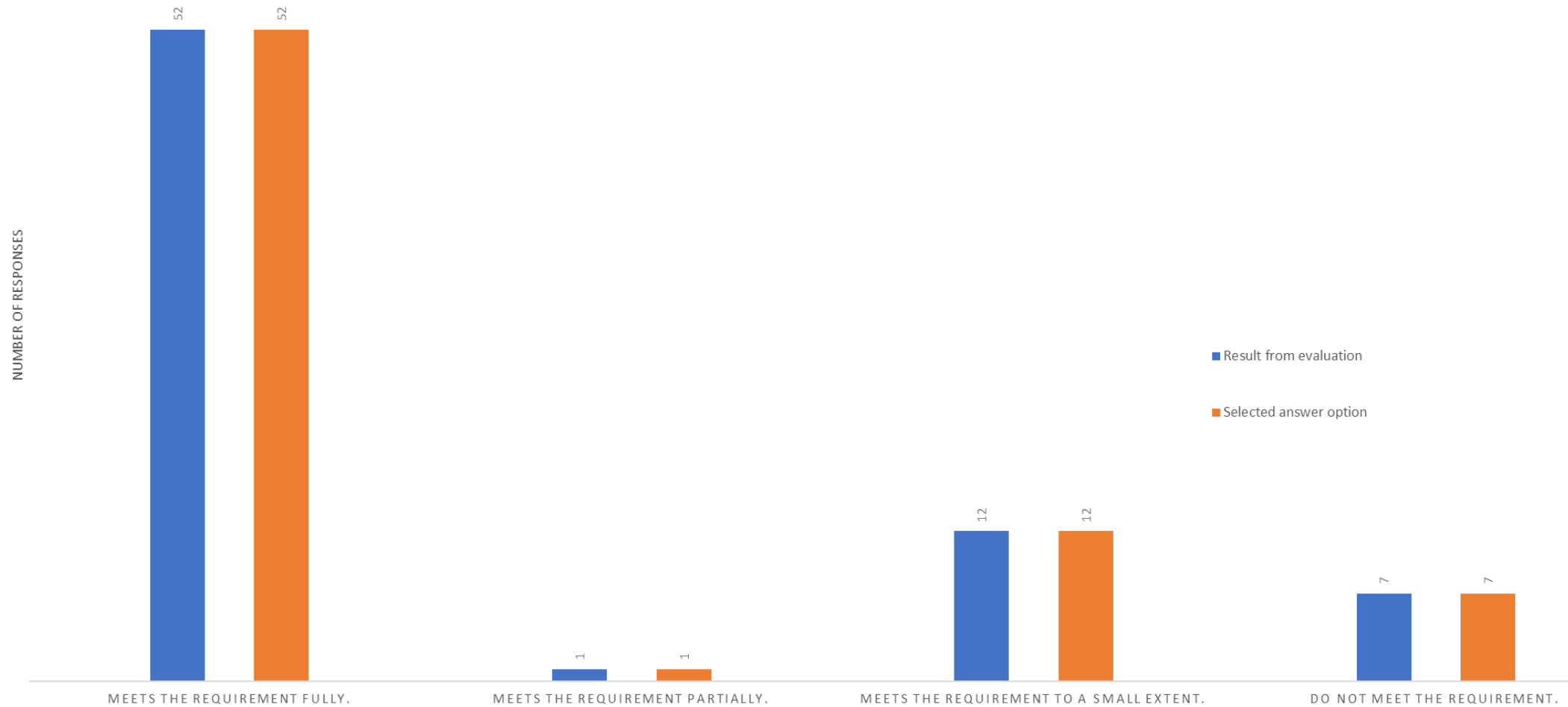
6.

The product offered should be produced by an active substance manufacturer and a finished goods manufacturer who have routines (Standard operation procedures or environmental management system) in place for handling, processing and depositing waste so that emissions of active substances into the environment are eliminated or minimized.

Selected answer option	Number of responses
<p><i>Meets the requirement fully.</i></p> <ul style="list-style-type: none"> ○ Both the manufacturer of active substance and finished product have procedures for waste. 	52
<p><i>Meets the requirement partially.</i></p> <ul style="list-style-type: none"> ○ Only the manufacturer of active substance has procedures for waste. 	1
<p><i>Meets the requirement to a small extent.</i></p> <ul style="list-style-type: none"> ○ Only the finished product manufacturer has procedures for waste. 	12
<p><i>Do not meet the requirement.</i></p> <ul style="list-style-type: none"> ○ Do not know which procedures are in place for waste. ○ Have no procedures for waste. 	7

Result from evaluation	Number of responses	Evaluation comment
<i>Meets the requirement fully.</i>	52	
<i>Meets the requirement partially.</i>	1	
<i>Meets the requirement to a small extent.</i>	12	
<i>Do not meet the requirement.</i>	7	

THE PRODUCT OFFERED SHOULD BE PRODUCED BY AN ACTIVE SUBSTANCE MANUFACTURER AND A FINISHED GOODS MANUFACTURER WHO HAVE ROUTINES IN PLACE FOR HANDLING, PROCESSING AND DEPOSITING WASTE.



Produksjonsland Antiinfektiver

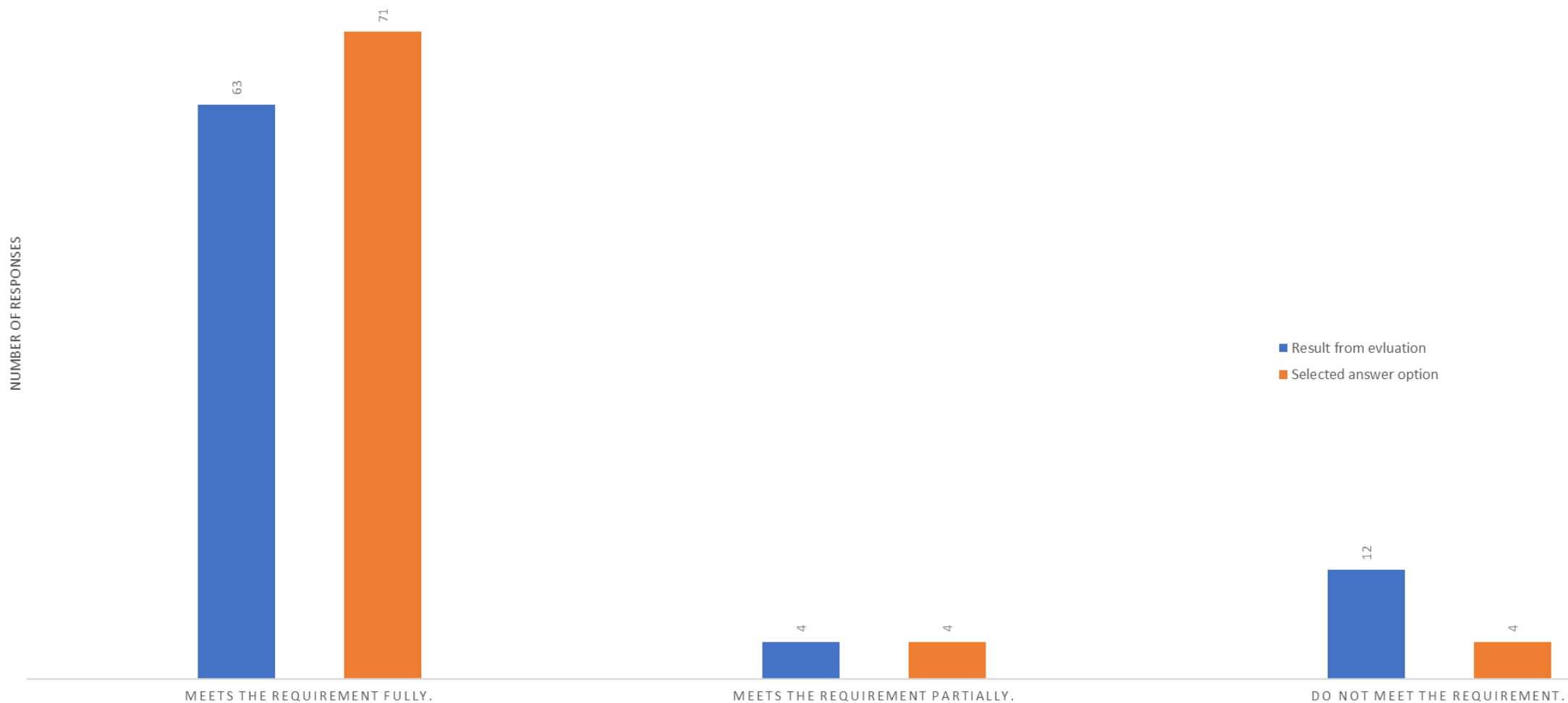
7.

The supplier should state the country and name of the company/companies that produce the finished product of the offered product.

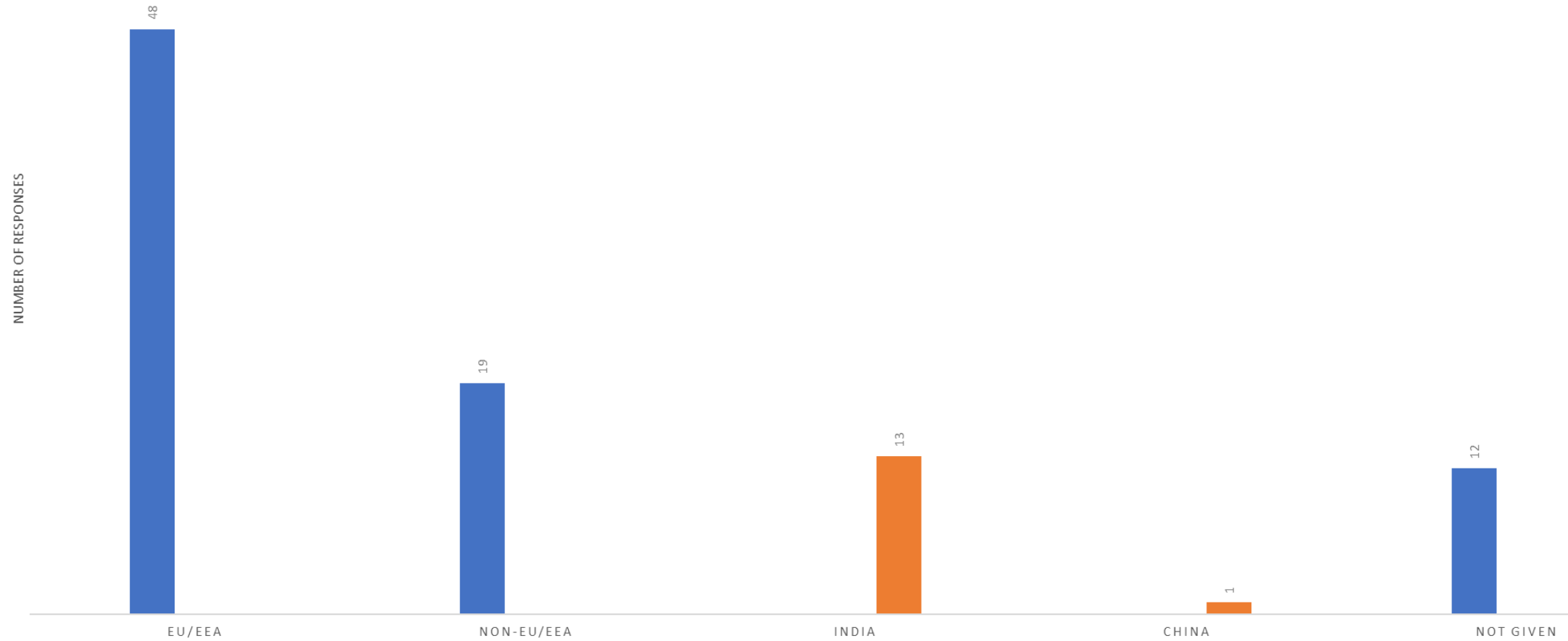
Selected answer option	Antall svar
<i>Meets the requirement fully.</i> ○ Name, address and country are given.	71
<i>Meets the requirement partially.</i> ○ Only country is stated.	4
<i>Do not meet the requirement.</i> ○ Name and country not given.	4

Result from evaluation	Antall svar	Begrunnelse for evaluering
<i>Meets the requirement fully.</i>	63	
<i>Meets the requirement partially.</i>	4	
<i>Do not meet the requirement.</i>	12	○ Name and country not given.

THE SUPPLIER SHOULD STATE THE COUNTRY AND NAME OF THE COMPANY/COMPANIES THAT PRODUCE THE FINISHED PRODUCT OF THE OFFERED PRODUCT.



THE SUPPLIER SHOULD STATE THE COUNTRY AND NAME OF THE COMPANY/COMPANIES THAT PRODUCE THE FINISHED PRODUCT OF THE OFFERED PRODUCT.



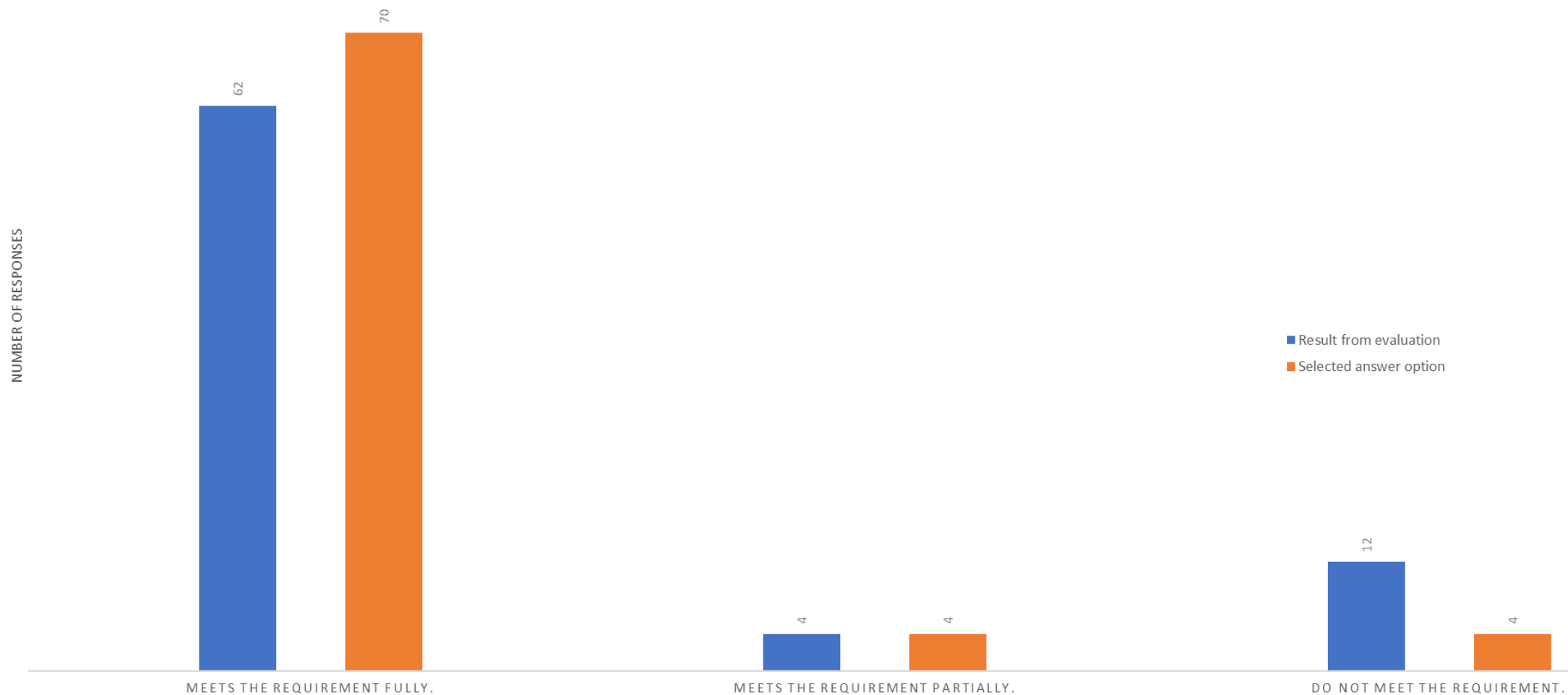
8.

The supplier should state the country and name of the company/companies that produce the active ingredient(s) in the product offered.

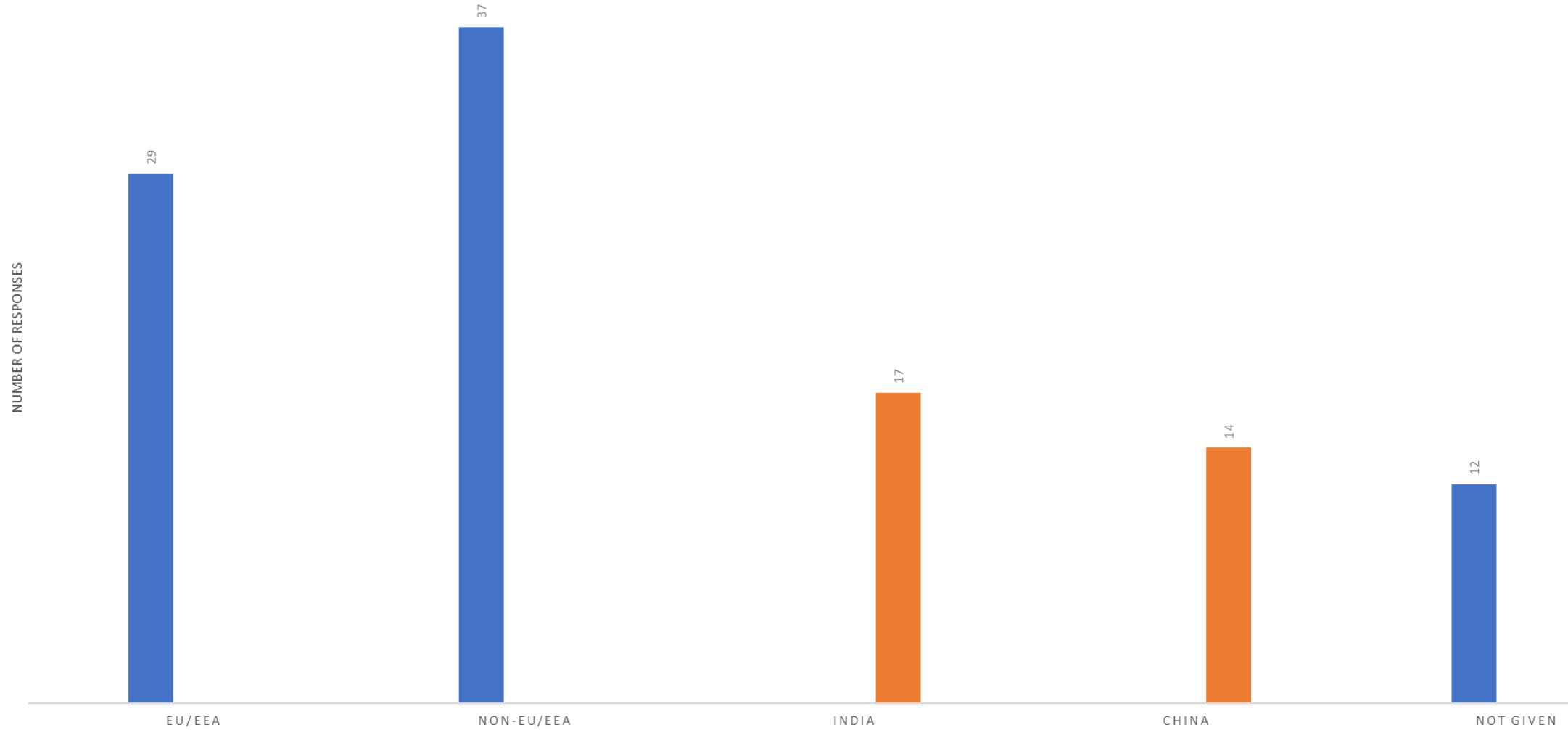
Selected answer option	Antall svar
<i>Meets the requirement fully.</i> ○ Name, address and country are given.	70
<i>Meets the requirement partially.</i> ○ Only country is stated.	4
<i>Do not meet the requirement.</i> ○ Name and country not given.	4

Result from evaluation	Antall svar	Begrunnelse for evaluering
<i>Meets the requirement fully.</i>	62	
<i>Meets the requirement partially.</i>	4	
<i>Do not meet the requirement.</i>	12	○ Name and country not given.

THE SUPPLIER SHOULD STATE THE COUNTRY AND NAME OF THE COMPANY/COMPANIES THAT PRODUCE THE ACTIVE INGREDIENT(S) IN THE PRODUCT OFFERED.



THE SUPPLIER SHOULD STATE THE COUNTRY AND NAME OF THE COMPANY/COMPANIES THAT PRODUCE THE ACTIVE INGREDIENT(S) IN THE PRODUCT OFFERED.



Analysis 2407gj Oncology non patented

Number of environmental requirements included in 30% weighting	Number of contracts with environmental requirements	Number of contracts with competition	Number of contracts where the winner did not get the best score on price	Number of contracts where the winner received the best score for both environment and quality but not price	Number of contracts where the winner only received the best score for environment	Number of contracts where non-winners received the best score for environment
5	105	33	14	7	4	15

Price differences for contracts where the winner did not get the best points on price	Number of contracts
Price offer less than 20% more expensive than cheapest price offer.	8
Price offer between 20% and 50% more expensive than the cheapest price offer.	2
Price offer over 50% more expensive than cheapest price offer.	4

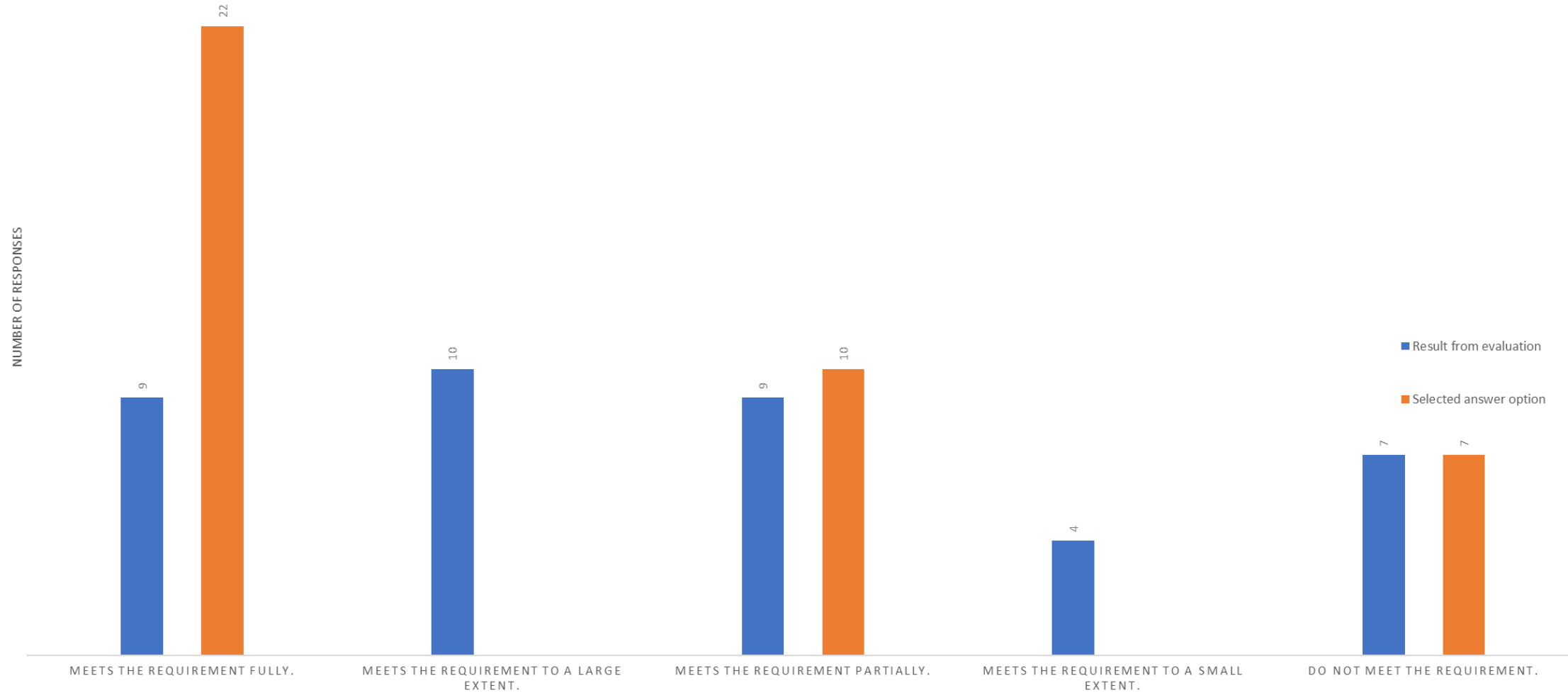
1.

The supplier should have implemented an environmental management system in active substance production for the products offered, which covers risk assessments, environmental routines, environmental audits and sanctions in case of breach of agreement/environmental routine. Full score is only given if the environmental management system is 3rd party certified.

Selected answer option	Number of responses
<p><i>Meets the requirement fully.</i></p> <ul style="list-style-type: none"> ○ Implemented environmental management system for risk, procedures, auditing and sanctions that is 3rd party certified. 	22
<p><i>Meets the requirement partially.</i></p> <ul style="list-style-type: none"> ○ Implemented environmental management system for risk, procedures, auditing and sanctions that is not 3rd party certified. ○ Partially implemented environmental management system. 	10
<p><i>Do not meet the requirement.</i></p> <ul style="list-style-type: none"> ○ Do not have an agreement with third-party manufacturers for environmental management systems. ○ Have not implemented an environmental management system. ○ Do not know. 	7

Result from evaluation	Number of responses	Evaluation comment
<i>Meets the requirement fully.</i>	9	
<i>Meets the requirement to a large extent.</i>	10	<ul style="list-style-type: none"> ○ Indicates certified environmental management system, but only parts of the environmental management system are third-party certified.
<i>Meets the requirement partially.</i>	9	<ul style="list-style-type: none"> ○ Indicates certified environmental management system, but not which certification is used, or whether the certification is regulated through ownership or an agreement with a third-party manufacturer. ○ Indicates an environmental management system that has not been certified by a third party. ○ Indicates partially implemented environmental management system.
<i>Meets the requirement to a small extent.</i>	4	<ul style="list-style-type: none"> ○ Indicates environmental management system, but not whether it is regulated through ownership or agreement with a third-party manufacturer ○ Indicates a partially implemented environmental management system, but not whether it is regulated through ownership or an agreement with a third-party manufacturer.
<i>Do not meet the requirement.</i>	7	

THE SUPPLIER SHOULD HAVE IMPLEMENTED AN ENVIRONMENTAL MANAGEMENT SYSTEM IN ACTIVE SUBSTANCE PRODUCTION FOR THE PRODUCTS OFFERED.

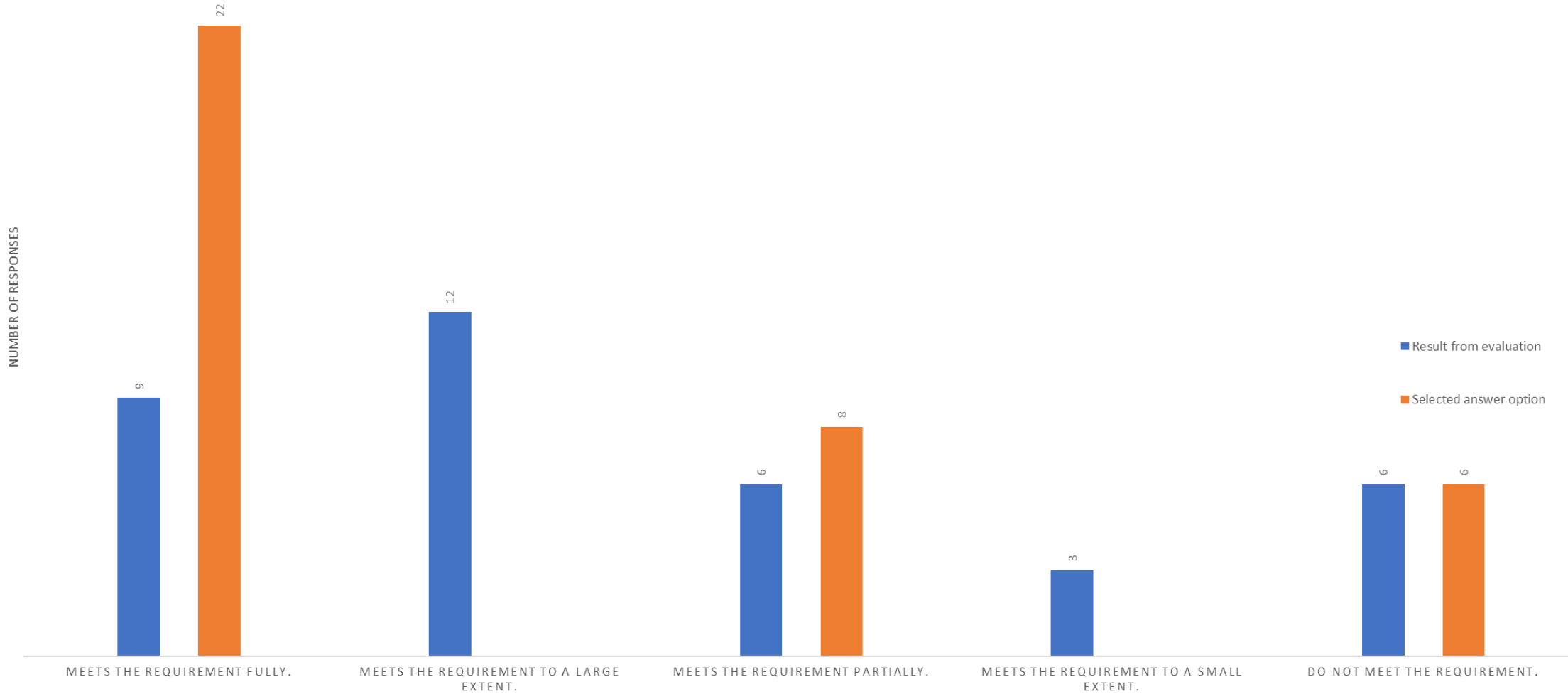


2.

The supplier should have implemented an environmental management system in finished goods production for the products offered which covers risk assessments, environmental routines, environmental audits and sanctions for breaches of agreements and environmental routines. Full score is only given if the environmental management system is 3rd party certified.

Selected answer option	Number of responses	Result from evaluation	Number of responses	Evaluation comment
<i>Meets the requirement fully.</i>		<i>Meets the requirement fully.</i>	9	
<ul style="list-style-type: none"> ○ Implemented environmental management system for risk, procedures, auditing and sanctions that is 3rd party certified. 	22	<i>Meets the requirement to a large extent.</i>	12	<ul style="list-style-type: none"> ○ Indicates certified environmental management system, but only parts of the environmental management system are third-party certified.
<i>Meets the requirement partially.</i>				<ul style="list-style-type: none"> ○ Indicates certified environmental management system, but not which certification is used, or whether the certification is regulated through ownership or an agreement with a third-party manufacturer.
<ul style="list-style-type: none"> ○ Implemented environmental management system for risk, procedures, auditing and sanctions that is not 3rd party certified. ○ Partially implemented environmental management system. 	8	<i>Meets the requirement partially.</i>	6	<ul style="list-style-type: none"> ○ Indicates an environmental management system that has not been certified by a third party. ○ Indicates partially implemented environmental management system.
<i>Do not meet the requirement.</i>				<ul style="list-style-type: none"> ○ Indicates environmental management system, but not whether it is regulated through ownership or agreement with a third-party manufacturer
<ul style="list-style-type: none"> ○ Do not have an agreement with third-party manufacturers for environmental management systems. ○ Have not implemented an environmental management system. ○ Do not know. 	6	<i>Meets the requirement to a small extent.</i>	3	<ul style="list-style-type: none"> ○ Indicates a partially implemented environmental management system, but not whether it is regulated through ownership or an agreement with a third-party manufacturer.
		<i>Do not meet the requirement.</i>	6	

THE SUPPLIER SHOULD HAVE IMPLEMENTED AN ENVIRONMENTAL MANAGEMENT SYSTEM IN FINISHED GOODS PRODUCTION FOR THE PRODUCTS OFFERED.



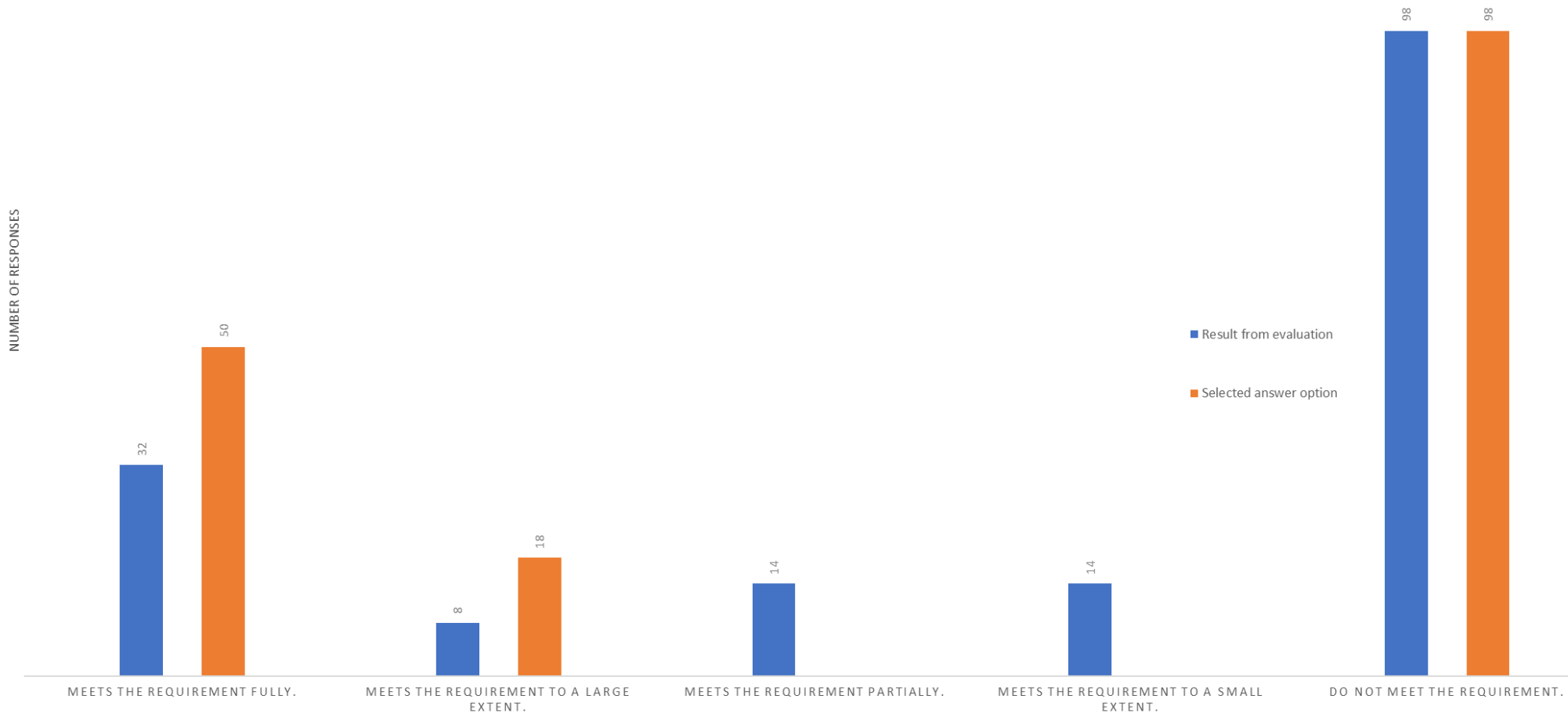
3.

The offered product should be produced by active substance manufacturer and finished product manufacturer who has implemented measures for managing and/or treating wastewater from production of offered product to achieve the predicted-noeffect concentration (PNEC) of the active substance before discharging it.

Selected answer option	Number of responses
<p><i>Meets the requirement fully.</i></p> <ul style="list-style-type: none"> ○ Both active substance manufacturer and finished product manufacturers have implemented measures for achieving PNEC. 	50
<p><i>Meets the requirement partially.</i></p> <ul style="list-style-type: none"> ○ Only the active substance manufacturer has implemented measures for achieving the PNEC. ○ Only the finished product manufacturer has implemented measures for achieving the PNEC. ○ Have no implemented measures to achieve PNEC, but analysis of PNEC will be delivered to third-party during the contract period. 	18
<p><i>Do not meet the requirement.</i></p> <ul style="list-style-type: none"> ○ Do not know which procedures are followed to achieve PNEC ○ Do not know PNEC/Source of PNEC used. ○ Have not implemented measures to achieve PNEC. 	98

Result from evaluation	Number of responses	Evaluation comment
<i>Meets the requirement fully.</i>	32	
<i>Meets the requirement to a large extent.</i>	8	
<i>Meets the requirement partially.</i>	14	<ul style="list-style-type: none"> ○ Indicates that they have a routine to achieve the PNEC, but does not state the PNEC or source of the PNEC used in the routine.
<i>Meets the requirement to a small extent.</i>	14	<ul style="list-style-type: none"> ○ Indicates that analysis of the PNEC is to be provided, but not the date or which 3rd party. ○ Indicates that analysis of the PNEC will be provided, but the analysis will not be performed by a third party.
<i>Do not meet the requirement.</i>	98	

THE OFFERED PRODUCT SHOULD BE PRODUCED BY ACTIVE SUBSTANCE MANUFACTURER AND FINISHED PRODUCT MANUFACTURER WHO HAS IMPLEMENTED MEASURES FOR MANAGING AND/OR TREATING WASTEWATER FROM PRODUCTION OF OFFERED PRODUCT TO ACHIEVE THE PREDICTED-NOEFFECT CONCENTRATI



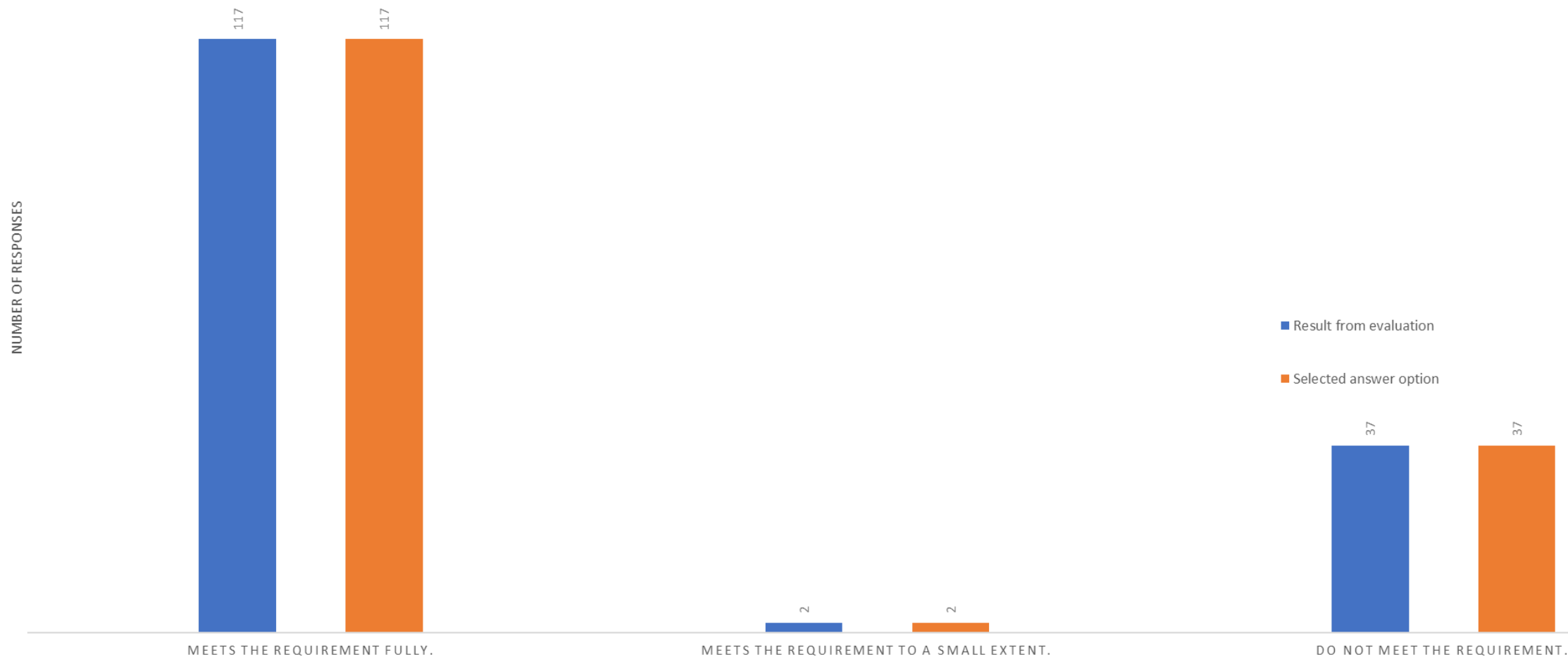
4.

The product offered should be produced by an active substance manufacturer and a finished product manufacturer who have routines (Standard operating procedures or environmental management system) in place to minimize the amount and concentration of active substance in wastewater.

Selected answer option	Number of responses
<i>Meets the requirement fully.</i> ○ Both the manufacturer of active substance and finished product have procedures for wastewater.	117
<i>Meets the requirement to a small extent.</i> ○ Only the finished product manufacturer has procedures for wastewater.	2
<i>Do not meet the requirement.</i> ○ Do not know which procedures are in place for wastewater. ○ Have no procedures for wastewater.	37

Result from evaluation	Number of responses	Evaluation comment
<i>Meets the requirement fully.</i>	117	
<i>Meets the requirement to a small extent.</i>	2	
<i>Do not meet the requirement.</i>	37	

THE PRODUCT OFFERED SHOULD BE PRODUCED BY AN ACTIVE SUBSTANCE MANUFACTURER AND A FINISHED PRODUCT MANUFACTURER WHO HAVE ROUTINES IN PLACE TO MINIMIZE THE AMOUNT AND CONCENTRATION OF ACTIVE SUBSTANCE IN WASTEWATER.



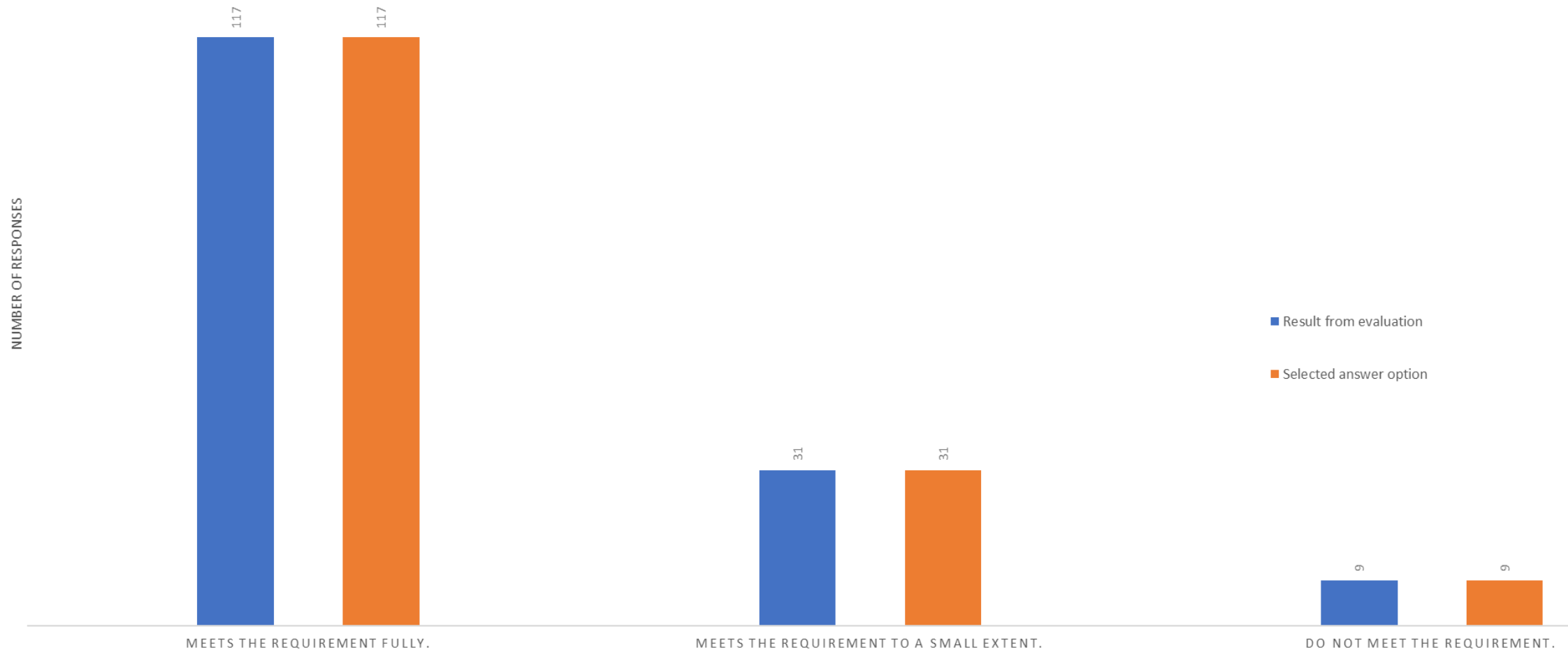
5.

The product offered should be produced by an active substance manufacturer and a finished goods manufacturer who have routines (Standard operation procedures or environmental management system) in place for handling, processing and depositing waste so that emissions of active substances into the environment are eliminated or minimized.

Selected answer option	Number of responses
<i>Meets the requirement fully.</i> <input type="radio"/> Both the manufacturer of active substance and finished product have procedures for waste.	117
<i>Meets the requirement to a small extent.</i> <input type="radio"/> Only the finished product manufacturer has procedures for waste.	31
<i>Do not meet the requirement.</i> <input type="radio"/> Do not know which procedures are in place for wastewater. <input type="radio"/> Have no procedures for waste.	9

Result from evaluation	Number of responses	Evaluation comment
<i>Meets the requirement fully.</i>	117	
<i>Meets the requirement to a small extent.</i>	31	
<i>Do not meet the requirement.</i>	9	

THE PRODUCT OFFERED SHOULD BE PRODUCED BY AN ACTIVE SUBSTANCE MANUFACTURER AND A FINISHED GOODS MANUFACTURER WHO HAVE ROUTINES IN PLACE FOR HANDLING, PROCESSING AND DEPOSITING WASTE.



6.

The product offered should have as low transport volume as possible (minimizing transport of air).

Total number of pallets on offer (annual volume)	Result from evaluation	Evaluation comment
10	<i>Meets the requirement fully.</i>	○ Offered product has the best fulfillment of requirements.
25	<i>Meets the requirement to a small extent.</i>	○ Offered product has more than twice as many pallets as the best offer.
35	<i>Meets the requirement to a small extent.</i>	○ Offered product has more than twice as many pallets as the best offer.

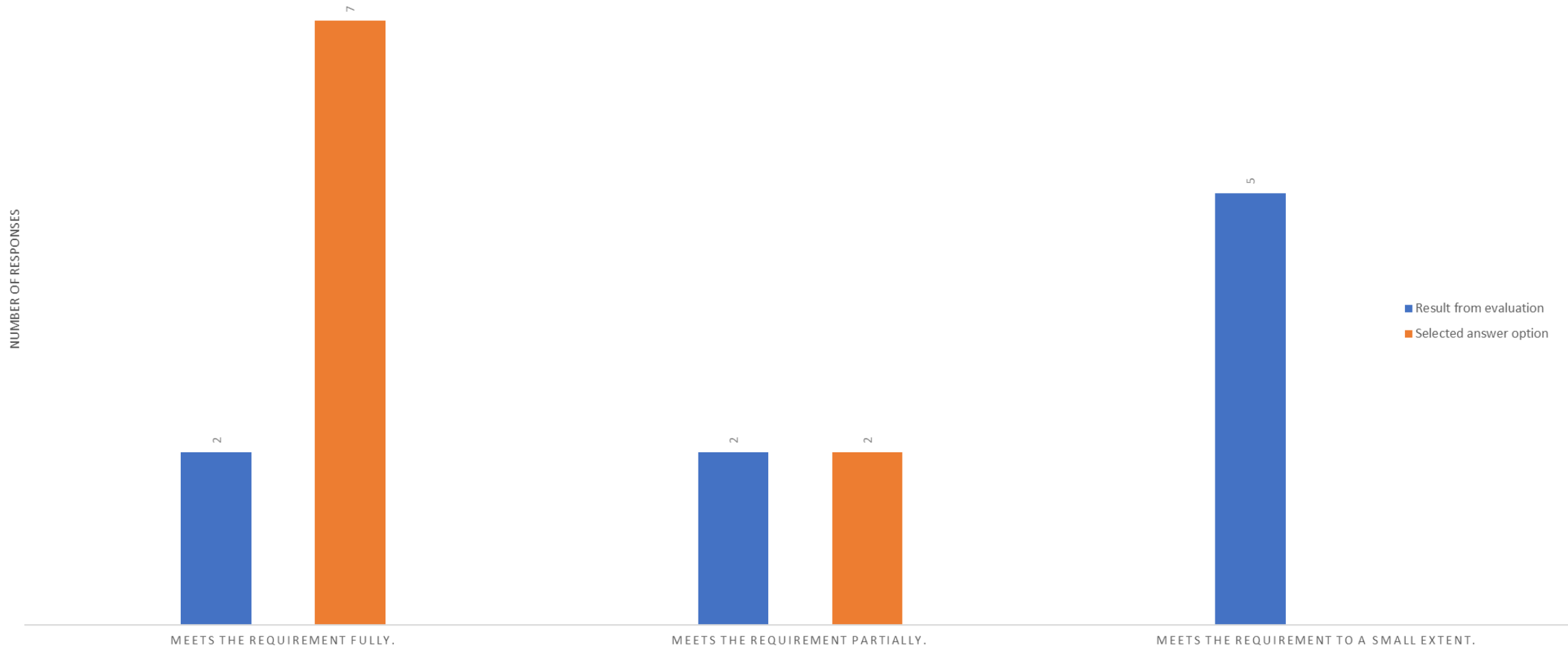
7.

The outer packaging of the product offered should take as little space as possible in the garbage.

Selected answer option	Number of responses
<i>Meets the requirement fully.</i> <ul style="list-style-type: none">○ Can be compressed totally flat by user, and do not contain air or air pockets when compressed. (For example, packaging of carton).	7
<i>Meets the requirement partially.</i> <ul style="list-style-type: none">○ Can be compressed by user, but the packaging contains some air or air pockets around the packaging when compressed. (For example, packaging of hard plastic).	2

Result from evaluation	Number of responses	Evaluation comment
<i>Meets the requirement fully.</i>	2	<ul style="list-style-type: none">○ The packaging for the offered product takes minimal space in waste.
<i>Meets the requirement partially.</i>	2	<ul style="list-style-type: none">○ The packaging for the offered product takes up little space in waste.○ The packaging for the offered product can be partially compressed.
<i>Meets the requirement to a small extent.</i>	5	<ul style="list-style-type: none">○ The supplier has not sent in packaging or a picture of flat-packed packaging.

THE OUTER PACKAGING OF THE PRODUCT OFFERED SHOULD TAKE AS LITTLE SPACE AS POSSIBLE IN THE GARBAGE.



8.

The outer packaging of the product offered should have a high percentage of recycled material.

Selected answer option	Number of responses
<i>Meets the requirement fully.</i> ○ 100%	0
<i>Meets the requirement partially.</i> ○ 50%	0
<i>Do not meet the requirement.</i> ○ 0%	6

Result from evaluation	Number of responses	Evaluation comment
<i>Do not meet the requirement.</i>	6	

THE OUTER PACKAGING OF THE PRODUCT OFFERED SHOULD HAVE A HIGH PERCENTAGE OF RECYCLED MATERIAL.



Country of manufacture Oncology non patented

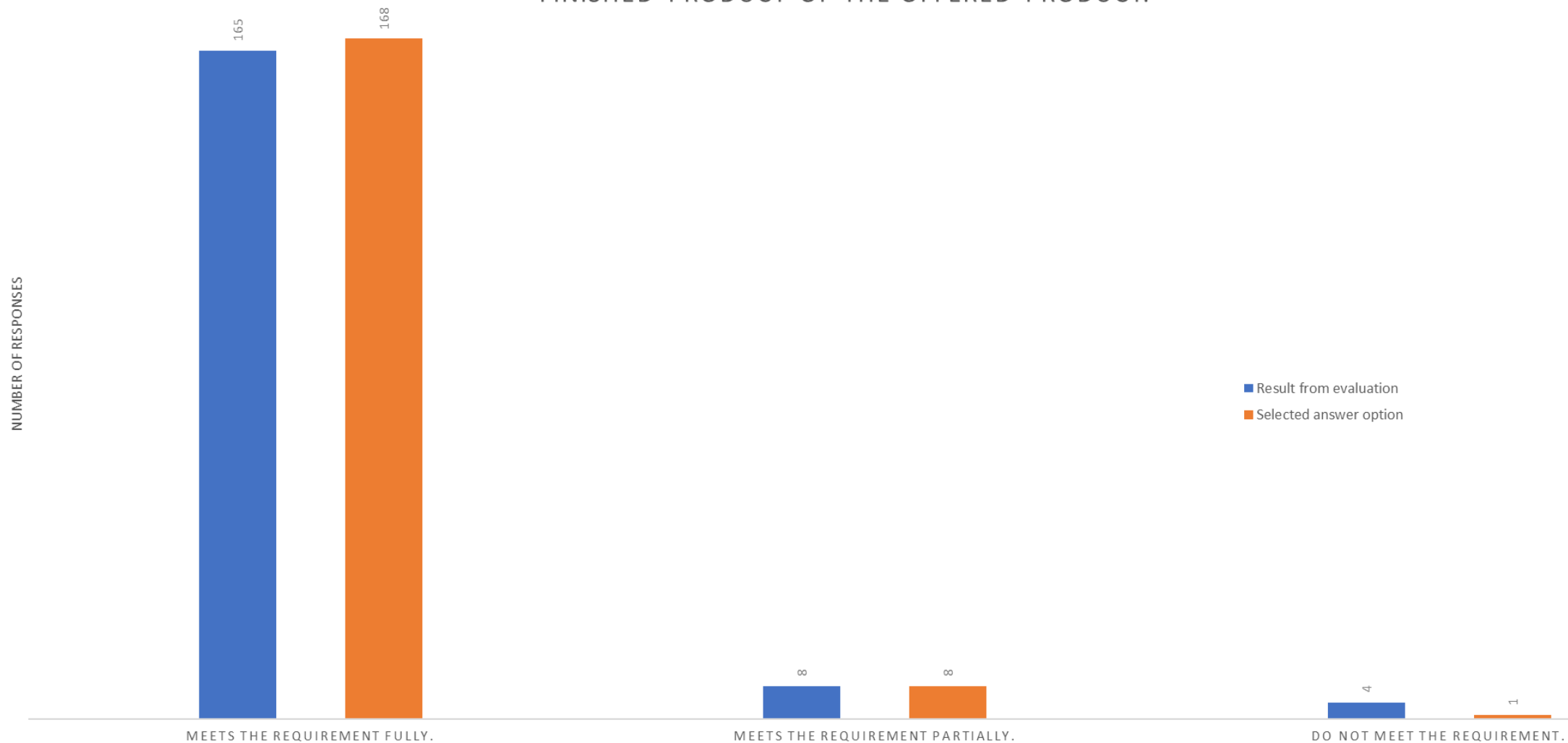
9.

The supplier should state the country and name of the company/companies that produce the finished product of the offered product.

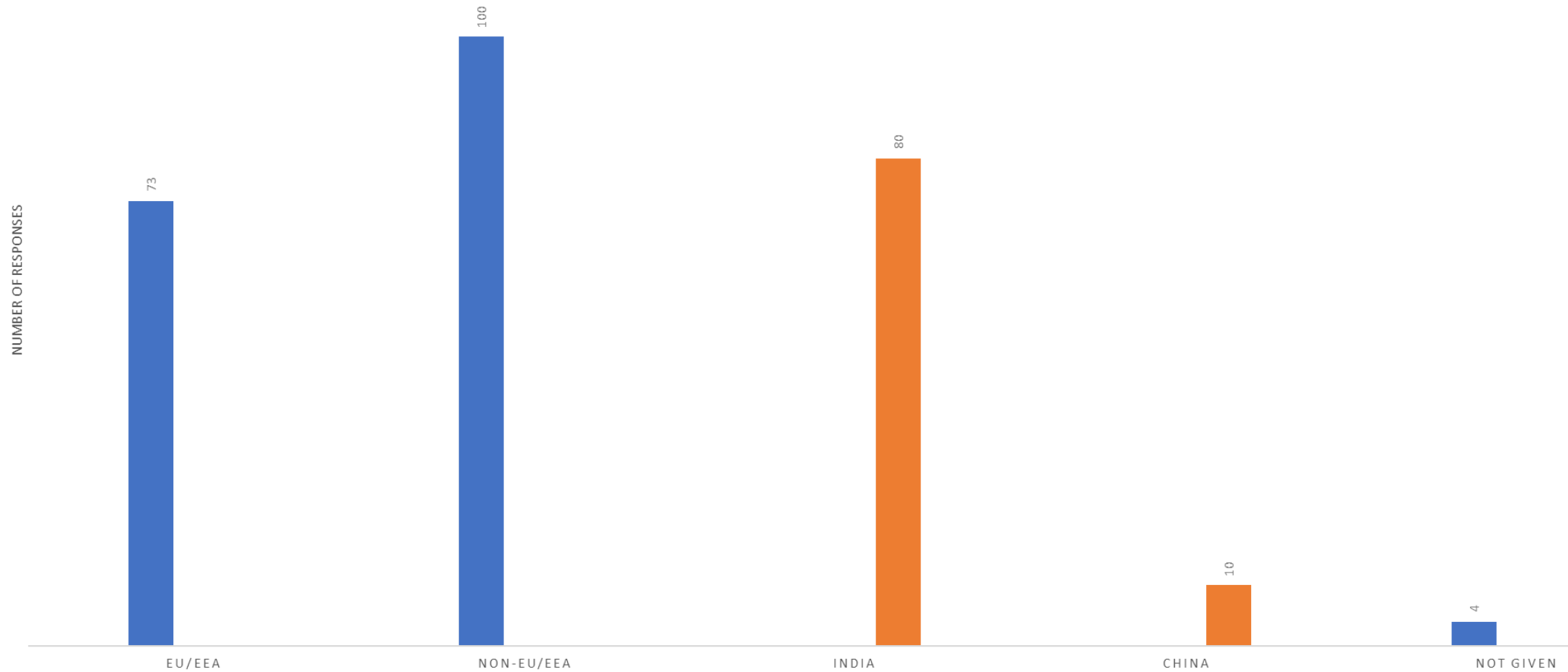
Selected answer option	Number of responses
<i>Meets the requirement fully.</i> ○ Name, address and country are given.	168
<i>Meets the requirement partially.</i> ○ Only country is stated.	8
<i>Do not meet the requirement.</i> ○ Name and country not given.	1

Result from evaluation	Number of responses	Evaluation comment
<i>Meets the requirement fully.</i>	165	
<i>Meets the requirement partially.</i>	8	
<i>Do not meet the requirement.</i>	4	○ Name and country not given.

THE SUPPLIER SHOULD STATE THE COUNTRY AND NAME OF THE COMPANY/COMPANIES THAT PRODUCE THE FINISHED PRODUCT OF THE OFFERED PRODUCT.



THE SUPPLIER SHOULD STATE THE COUNTRY AND NAME OF THE COMPANY/COMPANIES THAT PRODUCE THE FINISHED PRODUCT OF THE OFFERED PRODUCT.



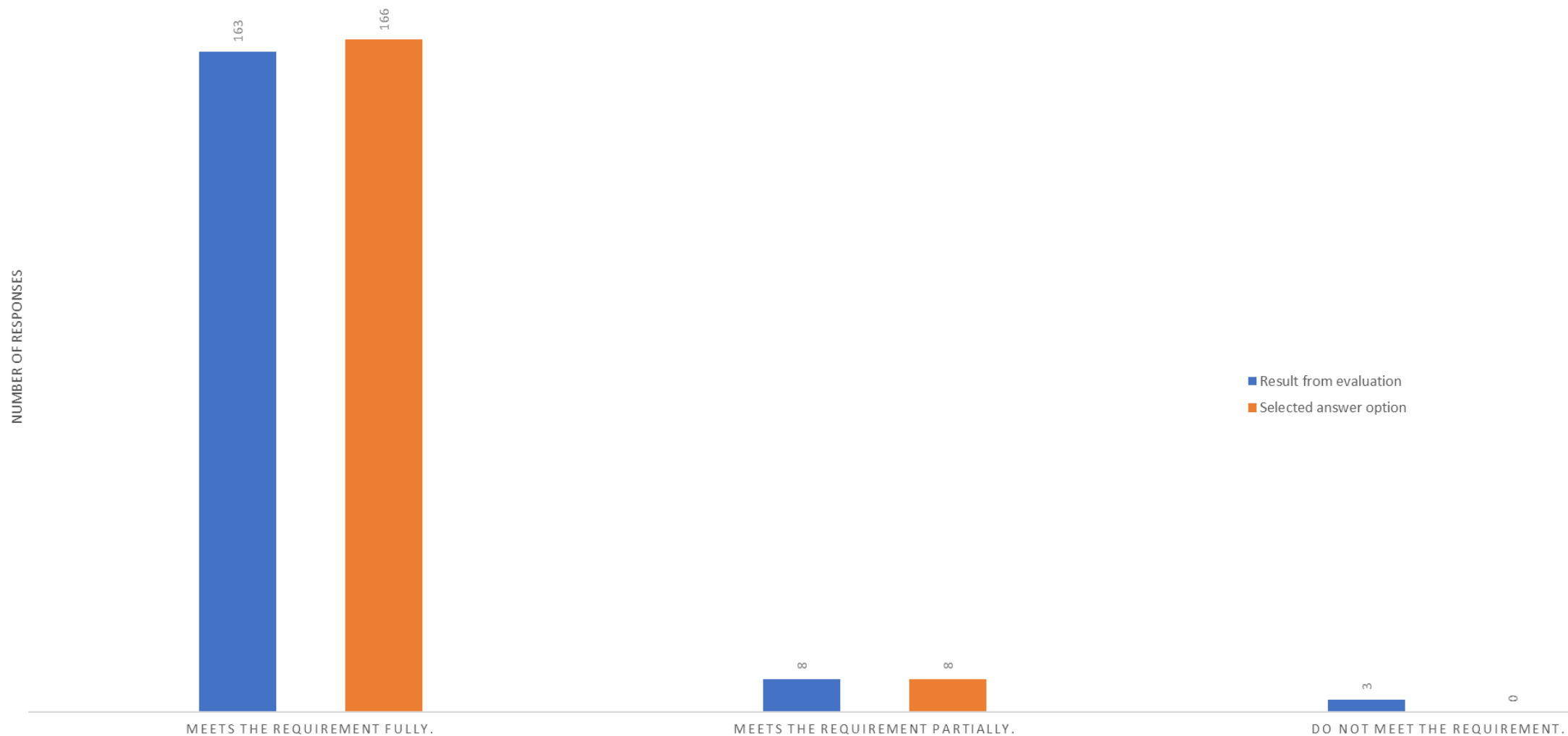
10.

The supplier should state the country and name of the company/companies that produce the active ingredient(s) in the product offered.

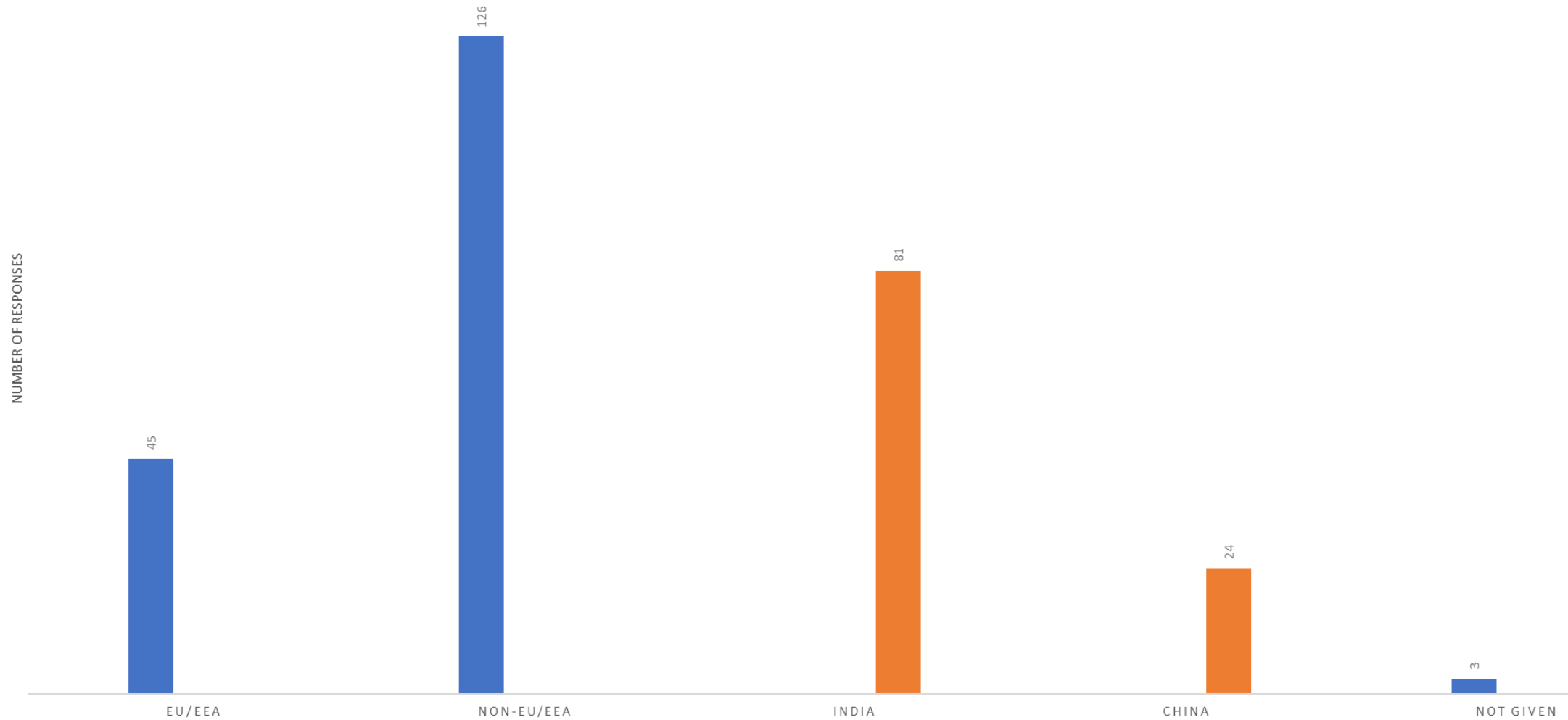
Selected answer option	Number of responses
<i>Meets the requirement fully.</i> ○ Name, address and country are given.	166
<i>Meets the requirement partially.</i> ○ Only country is stated.	8
<i>Do not meet the requirement.</i> ○ Name and country not given.	0

Result from evaluation	Number of responses	Evaluation comment
<i>Meets the requirement fully.</i>	163	
<i>Meets the requirement partially.</i>	8	
<i>Do not meet the requirement.</i>	3	○ Name and country not given.

THE SUPPLIER SHOULD STATE THE COUNTRY AND NAME OF THE COMPANY/COMPANIES THAT PRODUCE THE ACTIVE INGREDIENT(S) IN THE PRODUCT OFFERED.



THE SUPPLIER SHOULD STATE THE COUNTRY AND NAME OF THE COMPANY/COMPANIES THAT PRODUCE THE ACTIVE INGREDIENT(S) IN THE PRODUCT OFFERED.



Plan for zero emissions

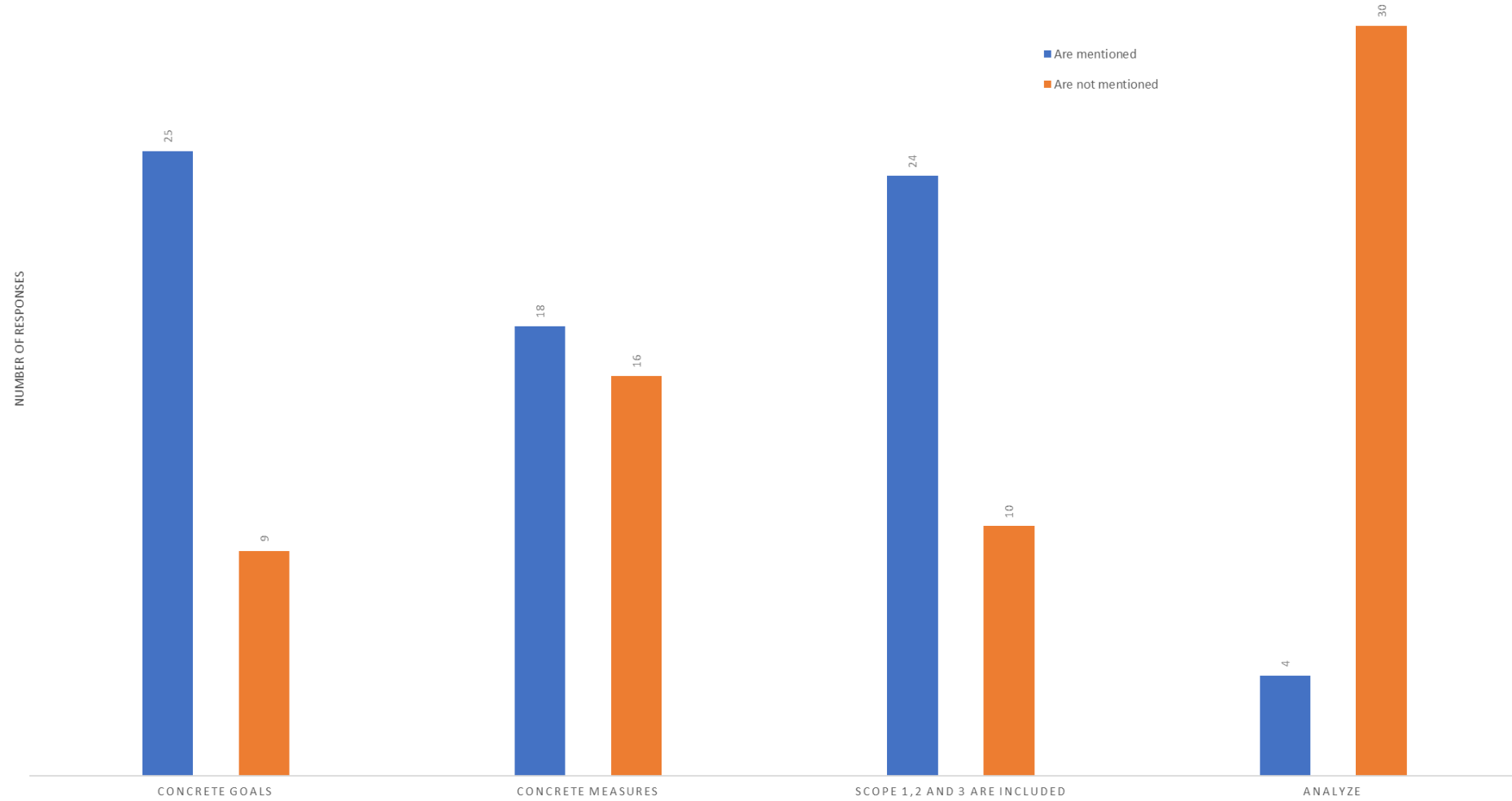
The supplier must deliver completed Appendix 9 Plan for zero emissions, with a plan to reach zero emissions by 2050. The plan is not binding, but must provide the healthcare institutions with information about the suppliers' plans to reach net zero emissions by 2050. This as part of the healthcare institutions' own climate target of net zero emissions by 2045, and current international climate agreements. There is no need to deliver a detailed plan, but Scope 1, 2 and 3 must be mentioned in the plan.

Element in plan for zero emission	Are mentioned	Are not mentioned
Concrete goals	25	9
Concrete measures	18	16
Scope 1,2 and 3	24	10
Analyze	4	30

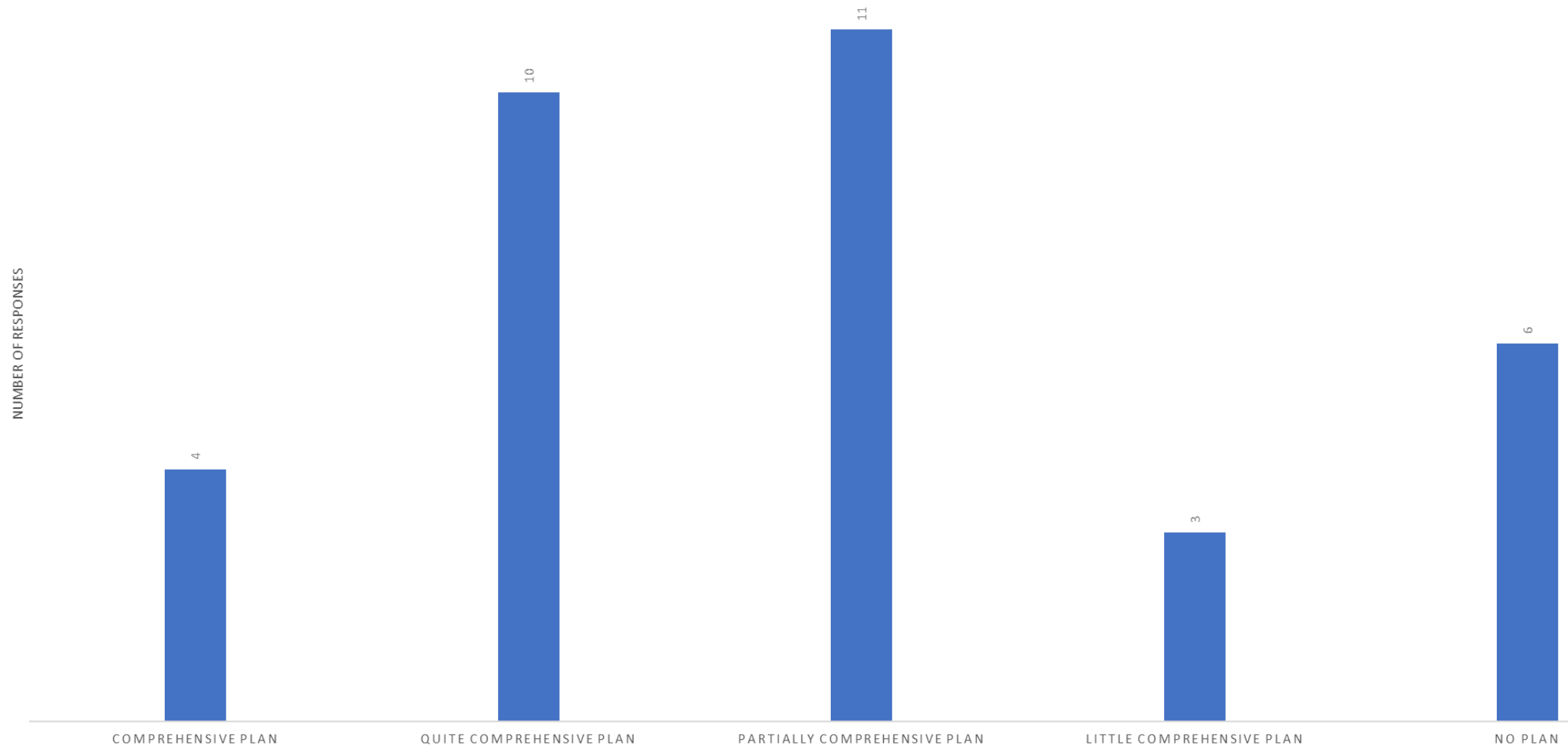
Comprehensive plan	Number of responses
<i>Comprehensive plan</i> ○ Goals, measures, Scope 1,2,3 and analyzes are mentioned in the plan	4
<i>Quite comprehensive plan</i> ○ 3 out of 4 elements are mentioned in the plan	10
<i>Partially comprehensive plan</i> ○ 2 out of 4 elements are mentioned in the plan	11
<i>Little comprehensive plan</i> ○ 1 out of 4 elements is mentioned in the plan	3
<i>No plan</i> ○ Neither goals, measures, scope 1,2,3 nor analyzes are mentioned in the plan	6

* Some have only specified targets/measures/analysis for one or two scopes. In this row, these answers count as 'Not mentioned'.

THE SUPPLIER MUST DELIVER COMPLETED APPENDIX 9 PLAN FOR ZERO EMISSIONS, WITH A PLAN TO REACH ZERO EMISSIONS BY 2050. THE PLAN IS NOT BINDING.



THE SUPPLIER MUST DELIVER COMPLETED APPENDIX 9 PLAN FOR ZERO EMISSIONS, WITH A PLAN TO REACH ZERO EMISSIONS BY 2050. THE PLAN IS NOT BINDING.



Drug shortage- main issue during tender period

- Real world example: ≈16,5 MNOK cost vs. <100k
- Uregistered medicine costs 10-30x RHF-GIP

Action

- Safety stock and early warnings
- Find foreign packages within your organization
 - Lead time: 4-6 weeks before H-prescriptions are active
- May be wise to be able to repackage due to restrictions in use if foreign packages in highrisk cases

Risk mitigation

- New reporting system instead of excel -
Early warning system
- Two variables:
 1. Safety stock dedicated to hospitals (obligated)
 2. volume delivered (optional)
 - Why volume delivered?
 - Rationing and exports
 - Expected volume (Farmastat)
- The hospital and supplier both benefit greatly

Example of reporting system (not final)

Product ID	Product name	Quantity per unit	Current stockpile (units)	Volume delivered since last report date	Comments
000198	Zyprexa Velotab smeltetab 10mg	28	75		287Text
013872	Atacand tab 32mg	98	75		287Text
032391	Losec MUPS enterotab 10mg	2x50	75		287Text

Spesialisthelsetjenestens klima- og miljømål 2019-2030

Innen 2030 redusere CO₂e-utslipp med 40 prosent

Langsiktig mål: Klimanøytralt innen 2045

3 GOD HELSE OG LIVSKVALITET  Redusere forekomsten av helsejermeste assosierte infeksjoner	6 RENT VANN OG GODE SAMFERFORHOLD  Andel produkter uten helse- og miljøskadelige stoffer skal være 75 prosent	7 REN ENERGI TIL ALLE  Redusere energiforbruket med 20 prosent og øke andelen gjenvinningskraft	9 INDUSTRI, INNOVASJON OG INFRASTRUKTUR  Andel polikliniske konsultasjoner over video og telefon skal være minimum 20 prosent
12 ANSVARLIG FORBRUK OG PRODUKSJON  Redusere unødvendig forbruk, øke ombruk og materialgjenvinning	13 STOPPE KLIMAENDRINGENE  Fossilt fri virksomhet innen 2030, 30 prosent reduksjon i bruk av bil og 40 prosent reduksjon i bruk av fly	15 LIV PÅ LAND  Bærekraftig skjøtsel av natur	17 SAMARBEID FOR Å NÅ MÅLENE  Miljøbevisste medarbeidere med en score på 90 i Forbedringsundersøkelsen

Har du forslag til klima- og miljøtiltak?
Send e-post til: grontsykehus@helse.sorost.no

 Grønt sykehus

