

Information meeting for potential suppliers – Joint Nordic Tender

Lise Grove, was leading the meeting.

Flemming Sonne the Chairman for the Joint Nordic Tender, has informed the following:

- Sweden is not a part of the collaboration but is observing the working group.
- Why is the joint tender required?
 - o The Nordic market is a small market
 - o It will give a larger business for the Industry and find common solution for purchasing pharmaceutical
 - o Secure better security of Supply
 - o We will start with pharmaceuticals in phase 5 and 6 in the pharmaceutical lifecycle
 - o Flemming is positive on the collaboration and hope for a good result of this collaboration

Lars Ole Madsen gives a short presentation of the Tender and shows the Pharmaceutical lifecycle to inform about the different phases and the first Joint Tender is focusing on phase 5 and 6. The eleven (11) mentioned pharmaceuticals in the tender is placed in phase 5 or 6.

The timeline for the Tender presented at the meeting is temporary postponed due to input from suppliers.

The timeline is withdrawn from the presentation.

Q & A

Q: Who can comment on these documents?

A: All suppliers can comment on the preliminary documents when they are published. The deadline for comment will be published as well.

Q: Do you have to give an offer for all three countries or only one of the Countries

A: The offer must be given for all three countries.

Q: These products are old products and are difficult to duplicate to the other countries and that will be difficult to be able to offer with that deadline?

A: Please inform us, if the timeline is possible or not, and what will be doable for the industry to manage the timeline. Please inform us which country you don't have the authorization for.

Q: Which requirements is there for language in the packaging?

A: We expect the suppliers have a package for each country or one Nordic package and we will accept both options. If you provide us with the information what the suppliers have, the countries will try to be helpful

Lars showed the other pharmaceuticals on the list of goods and which kind of agreement that will be offered and prolongation for the agreement. Some of the pharmaceuticals have specific requirements as Neck diameter. If the suppliers cannot comply with requirements for neck diameter, please inform us. For the other agreements please see the presentation.

Q: Will you come with a specific estimate or will it be the one you write?

A: It is a historical estimate and the specific estimate will be more specific when the agreement will be signed.

Q: Norwegian consumption how will it be? In DK we know that you buy from the framework in Norway has a broader spectrum?

A: Bente Hayes from Norway informed that Norway will use the Danish system on this Tender, as they are aware of the challenge on the Norwegian frameworks. The regions in Norway will sign the contracts and the hospitals are committed to buy from the winner of the contract.

Q: Why don't you put 0 for Iceland, so the supplier doesn't commit to the framework?

A: Please comment on the material so we can work and do our best to fulfill your wishes.

Q: is it only one supplier per lot?

A: For some of the tenders there is more than one supplier for the lot. One will be the cheapest and will have the One winner and then the second, third and fourth winner. For the tender with specific requirements regarding the vial neck diameter there will be more than one winner, where the hospital pharmacies can choose the suitable product.

Q: How many companies will you have for the goods?

A: We expect to have 3 winners

Q: Will the invoices be in EUR?

A: Yes, except from Norway. But if the Industry has a wish to do it different please comment on the material.

Q: Is the price confidentiality according to Norway or Denmark?

A: For Metotrexate we cannot secure the price confidentiality but for the other products we will be able to keep the prices confidential, unless we are ordered to publish them by the Complaints Board or a Court of Law.

Q: Is it a fixed price for the full period?

A: Yes, it is a fixed price, however the 2 years contract there will be some adjustment. For Norway there will be adjustments regarding the currency when the purchasing period starts. Then the price will be fixed during the contract.

Q: ESPD is that required for all 3 countries?

A: No, only for you own country.

Q: How will the portal be handled for the other countries suppliers?

A: We will come back to how we will avoid the login from other countries.

Q: How will you handle the breach, invoicing and logistic?

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A: Some of the things will be harmonized and some thing will be specific for each country and will be specified in the appendices.

Q: One week for feedback on the preliminary documents will not be sufficient for the suppliers?

A: There will be provided 6 weeks for feedback after publication of the draft procurement material.

Q: When do we expect to tell the winner?

A: This depends on the final time schedule, which will be published along with the procurement material, as soon as possible.

Q: The focus on this collaboration has been on the elderly products, but Norway has been in the media and said that they are looking forwarding to strengthen the negotiations for new expensive pharmaceutical?

A: in the beginning it will only be for the elderly products and our goal is to expand the joint tender to expensive pharmaceutical.

Q: When will we know more for the next tender after the evaluation?

A: We will make an evaluation as soon as this first tender is made and decide what we do. We will take all the learning for this process and decide what to be done in the future.

Q: Legal assessment, legally binding price is not possible for Iceland. Are you aware of it?

A: It will be handled in the appendix. Iceland is aware of it.

Q: Have you discussed a minimum order and not only an estimate, as there will not be any commitment?

A: We have discussed it, and we will look seriously at it, as it is practically difficult for us.

Last information before the meeting ended; all suppliers has to have access to Amgros' website, guidelines will be provided and available in all countries homepages, hence the suppliers can apply for access to the portal.