

National Department of Health



HP13-2022ARV Non compulsory briefing



Khadija Jamaloodien
Director: AMD



Date: 03 September 2021



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Agenda



- Welcome and Introduction
- Review of HP13-2022ARV
- Information sharing related to issues raised
- Planned tender process and accountabilities
- Q & A
- Meeting close



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Introduction



- NDoH has been contacted by certain stakeholders to flag some concerns
- This meeting has been called to address these concerns
- All potential bidders invited to ensure everyone receives this information at the same time



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Agenda



- Welcome and Introduction
- Review of HP13-2022ARV
- Information sharing related to issues raised
- Planned tender process and accountabilities
- Q & A
- Meeting close



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Contract dates



Tender advertisement date: 09 July 2021

Closing date: 06 September 2021

Contract Period:

Period of award 01 July 2022 to 30 June 2025

Where will you find the advertisement?

Available on NDoH website

www.health.gov.za

- |Tenders| *View Pharmaceutical Tenders*

Temporary Treasury Website, e-portal

- 102.37.123.153/SitePages/Home.aspx



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Evaluation Criteria



4 Phases of evaluation

Phase I	Phase II	Phase III	Phase IV
Mandatory and other bid requirements	Product technical compliance	Price and B-BBEE	Recommendation and Award
Compliance with mandatory and other bid requirements	Compliance with specifications Test Reports received from sample evaluation sites	Bids evaluated in terms of the 90/10 preference system	Recommendation and award



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Sample submission and product technical compliance (Phase II evaluation)



All bidders are required to submit samples including bidders who are currently supplying the NDoH with products to confirm the following:

- Compliance with specifications as set out in the bid document/ item specification.
 - Compliance of the product with the requirements of the Medicines and Related Substances Act, (Act 101 of 1965)
 - Samples must be submitted to both Health Facilities as indicated in the SRCC, before bid closure.
- ❖ **No samples must be sent to the National Department of Health.**



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Award conditions (1/2)



The National Department of Health reserves the right to:

- Negotiate prices
- Award the same item as a multiple award to various contractors (two or more) to address high volume requirements, security of supply and product availability
- Award to an item with a specification deviation
- Negotiate minimum order quantities where they are deemed unfavourable

In cases where the tender does not achieve the most economically advantageous price, the National Department of Health reserves the right not to award that item.



health

Department:
Health
REPUBLIC OF SOUTH AFRICA

Award conditions (2/2)



The following are examples of considerations which may be considered when contemplating a multiple award:

- Source of Active Pharmaceutical Ingredient (API) and actual manufacturing site;
- Capacity to meet expected demand as per published estimates in the Excel Bid Response Document;
- Estimated volume to be supplied;
- Risk to public health if the item is not available;
- Past compliance of the bidder with contractual obligations.



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Lead times and Quantities



Initial lead time

This period may not exceed **75** calendar days from the date of award

- ❖ NOT from the date of publication of the contract circular

Lead time (within the contract period)

This lead-time may not exceed **14** calendar days

- Quantities advertised = estimated volumes, **not guaranteed.**
- Fluctuations in monthly demand may occur.
- Proposed minimum order quantities should facilitate delivery directly to facilities.



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Tips for completing the Bid Document (1/2)



Bid Response Document

Adobe Reader 9 or later must be used.

❖ This is available as a free download.

- If you have difficulty in downloading / opening or saving the fillable PDF document, try first opening the document online then saving from there to your computer. Add your company name to filename
- Only start filling in the document when downloaded and saved. Highlight existing fields to avoid missing any
- Fields can be corrected by overtyping – note that same field could be “prefilled” from a previous entry
- Complete all fillable fields, print and save, confirm correct, then complete any remaining empty fields, then sign.
- Ensure that all fields in the final electronic copy correspond with the final printed copy (as latter is the legal bid)



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Tips for completing the Bid Document (2/2)



Excel Document

Use Ms Excel® 2007 or later

Complete ALL response fields in Excel for items on which bids are submitted

- Note carefully what unit is asked for: the estimates are expressed in these units
- Submit price according to this unit
- Certain fields are restricted to numbers only to avoid you entering spaces, commas or letters
- Do NOT make any changes to item numbers, item specifications or estimates or add / duplicate columns
- If you want to make >1 offer on the same product, submit another Bid Response Document for that item – clearly naming it Alt_offer(s)



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Final checks



Finalising bid document

Double-check :

- Accuracy and completeness of the completed document.
- All bid prices are for the correct unit and are VAT-inclusive.

Print out the BRD

- Compare the printed BRD with the electronic version (Ensure that all items are printed - printed version is the legal copy)
- Sign every page of hard copy

Save and submit completed BRD in Excel and fillable PDF – on CD or Memory Stick

Agenda



- Welcome and Introduction
- Review of HP13-2022ARV
- Information sharing related to issues raised
- Planned tender process and accountabilities
- Q & A
- Meeting close

A number of concerns are addressed in the SRCC*

*Special Requirements and Conditions of Contract



Local manufacturing

- The Department of Health supports the development of local manufacturing capacity for medicines
- Section 6 of SRCC deals with this explicitly
- The MRC issued by SAHPRA lists the primary site of production as one located in SA
- The site/s of manufacture and/or packaging for the product offered is/are located in SA
- A reference price has not been exceeded (if applicable)
- Demonstrated capability to service the required volumes as evaluated in terms of data provided in the Excel Bid Response Document
- Previous supplier performance
- Compliance to all other aspects of SRCC

Ceding of contracts

- Covered in Section 29 of the SRCC

Fronting

- Covered in Section 12 of the SRCC



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



New pack size (84's/90's)

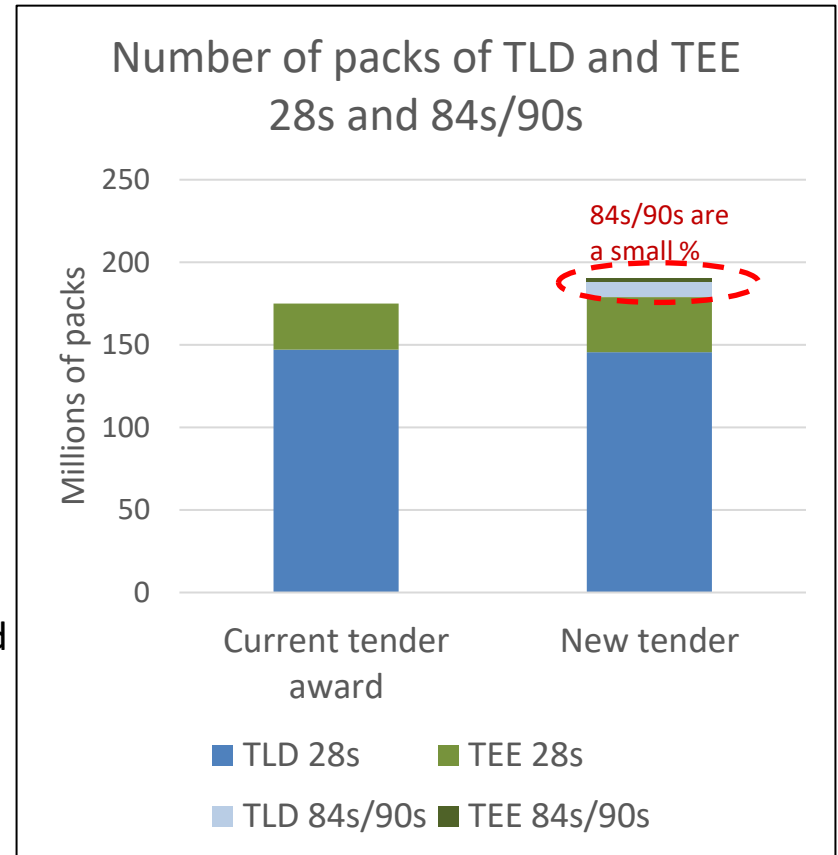


Background

- Flagged at various ARV Summits and supplier interactions
- RFQ advertised in 2020
- Pack size variety is common practice in pharmaceuticals, consumer goods etc
- 90s are the standard TLD pack across most of Africa
- The new tender volumes for 28s are 2% higher than the current award
- The requirement for 84s/90s has been reduced by 67% (per Erratum 2 of 28/8/21)

Recommendation

- Suppliers to plan for multipack capability for TLD and TEE
- Any supplier who chooses not to tender for 84s/90s still has a very large pool of volume to compete for



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



“Donations” of ARVs



Background

- Global Fund “donations” have been a standard practice for many years – NOT NEW!
- The USAID TLD donations were a once-off in response to contracted TLD suppliers being unable to meet demand in 2020
- These donations are also an important contribution to help South Africa treat a growing patient population on ARVs
- Timing is sometimes unpredictable if NDoH receives late notice of available funds, or lead times for submissions and provincial acceptances are variable

Recommendation

- The intent is to smooth out distribution of donations, to minimise the impact on contracted suppliers
- Suppliers are, once again, encouraged to consider WHO prequalification to also benefit from this funding stream



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Agenda



- Welcome and Introduction
- Review of HP13-2022ARV
- Information sharing related to issues raised
- Planned tender process and accountabilities
- Q & A
- Meeting close



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Tender process summary



- Tenders are used to secure sustained availability of essential medicines
- Decisions are committee based
 - Bid Specification Committee
 - Bid Evaluation Committee
 - Departmental Bid Adjudication Committee
- These committees are based on nominations from NDoH and PDoHs, and have clearly defined roles and responsibilities
- The process is lengthy, and sufficient lead time is planned to ensure an award can be made by Feb'22

Committees in the tender process



Establishment of BID SPECIFICATION COMMITTEE (BSC) and BID EVALUATION COMMITTEE (BEC)

Step 1: Letter from the DG of Health to the Provincial Head of Departments (HOD) requesting nomination of the main member and a secondee to the BSC and BEC.

Step 2: Nomination letters received from provincial HOD.

Step 3: Appointment of members to the BSC and BEC.

Governance documents:

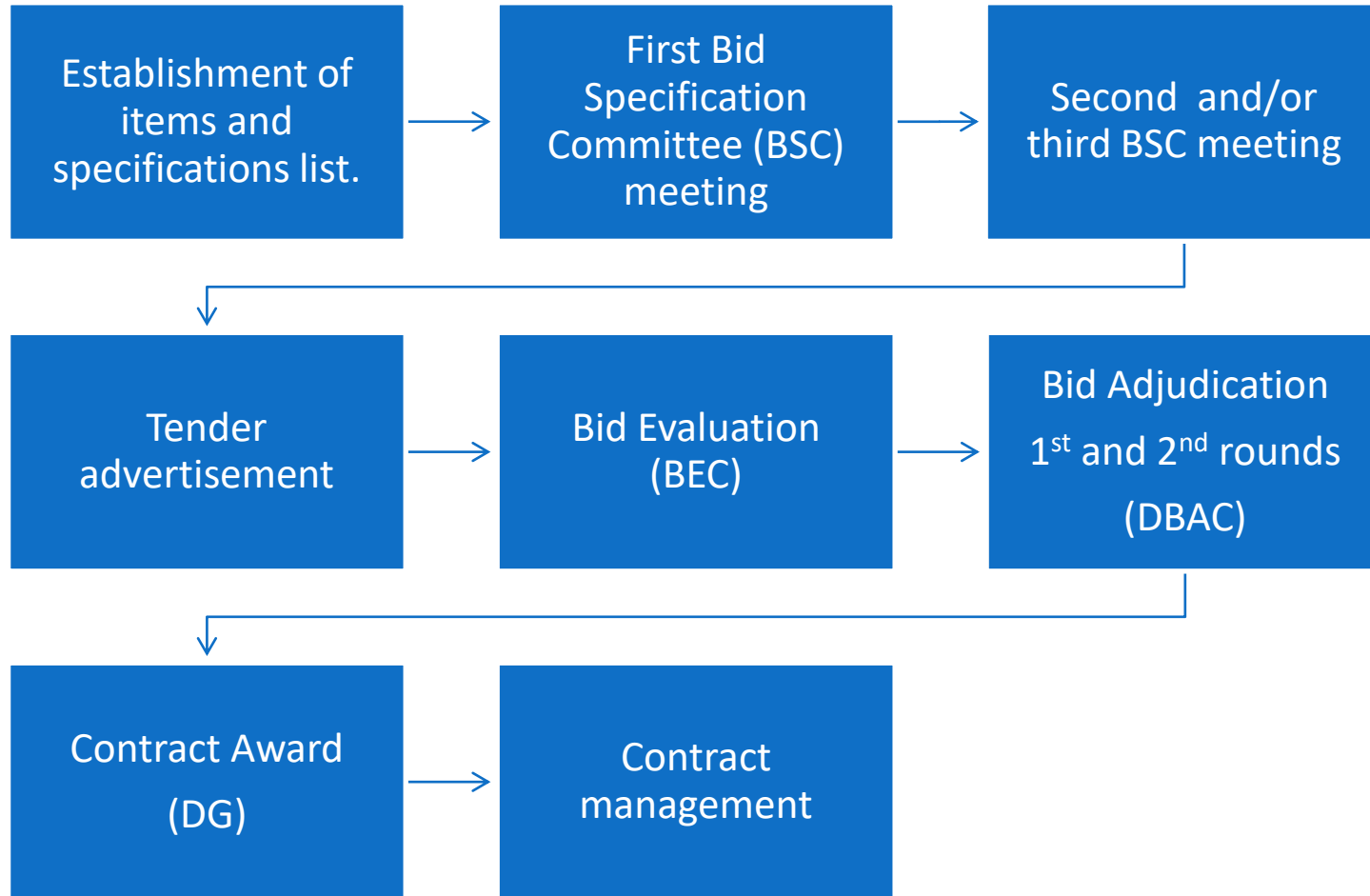
- Terms of Reference for BSC and BEC
- Declaration of conflict of interest
- Declaration of confidentiality



health

Department:
Health
REPUBLIC OF SOUTH AFRICA

The process follows specific steps, which requires sufficient time



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Closing date remains as 06 Sep 2021



- No postponement
- Ensure sufficient time for evaluation, negotiations and award
- Ensure security of supply



health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Agenda



- Welcome and Introduction
- Review of HP13-2022ARV
- Information sharing related to issues raised
- Planned tender process and accountabilities
- Q & A
- Meeting close



health

Department:
Health
REPUBLIC OF SOUTH AFRICA





health

Department:
Health
REPUBLIC OF SOUTH AFRICA



Agenda



- Welcome and Introduction
- Review of HP13-2022ARV
- Information sharing related to issues raised
- Planned tender process and accountabilities
- Q & A
- Meeting close



health

Department:
Health
REPUBLIC OF SOUTH AFRICA





Thank you



health

Department:
Health
REPUBLIC OF SOUTH AFRICA

