

19 April 2007

To all interested parties

Expressions of Interest in listing lancing devices on the Pharmaceutical Schedule

PHARMAC is currently investigating the feasibility of listing lancing devices on the Pharmaceutical Schedule for the purposes of blood glucose testing.

Specific to this proposal, PHARMAC seeks Expressions of Interest (EOI) from suppliers wishing to supply lancing devices for listing on the Pharmaceutical Schedule.

Suppliers that are interested in entering into a supply agreement with PHARMAC for the listing of lancing devices on the Pharmaceutical Schedule should register interest with PHARMAC, and include the following information (and any other information that you consider relevant):

- brand name;
- dimensions;
- packaging and pack sizes;
- indicative prices; and
- samples.

In addition, suppliers may wish to include information on alternative pricing arrangements, which may include cross-deal or bundling arrangements in respect of more than one product, or caps, rebates or other expenditure risk-sharing mechanisms including for products already listed on the Pharmaceutical Schedule or funded by DHBs.

Please note that this is not a request for proposals (RFP) for the sole subsidised supply of lancing devices. PHARMAC may run an RFP or tender for Sole Subsidised Supply in this market if it considers it appropriate.

This is an information gathering exercise and PHARMAC would like to hear from all interested parties. Using the information gained from the EOI and level of commercial interest, PHARMAC will determine whether to:

- Hold a competitive process for the supply of lancing devices; or

- Enter into negotiations with one or more suppliers of lancing devices that responded to this invitation for EOI; or
- Conduct further investigations into the feasibility into the listing of lancing devices on the Pharmaceutical Schedule.

In order for all responses to be included in this review, please provide your response in writing to PHARMAC by Friday, 11 May 2007. All responses received will be treated as commercial-in-confidence.

If you have any particular questions in relation to this letter, please contact me on +64 4 916 7524, or by email: tommy.wilkinson@pharmac.govt.nz.

Yours sincerely



Tommy Wilkinson
Therapeutic Group Manager