

Minutes and actions

Group	Pharmac & Health NZ Medical Devices Supplier Reference Group
Date	Tuesday 22 September 2026
Attendees	Pharmac Catherine Epps, Director Medical Devices (Co-Chair) Andrew Davies, Medical Devices Transition Manager Megan Nagel, Engagement Lead Cat Boyes, Executive Assistant (notes) Ginette Spence (Guest) Health NZ Andrea Gregory, Commercial Director (Co-Chair) Philip Jones, Head of Sourcing Execution Dr Kirk Freeman Craig Butler Grant Lee (Guest) Suppliers Andrew Short – Permobil Bruce Moller - Howard Wright Chris Iles – Obex Med-Tech Group Rachelle Hodgson -Traksol Ltd Tania Hawkes – BD Wing Lam Wong – Roche Diagnostics NZ Ltd
Apologies	Luke Plummer, FPH Care; Aisling Weir, Aroa;

1. **Welcome and purpose**
 - The meeting opened with introductions from Pharmac, Health NZ and supplier representatives.
 - The purpose of this meeting was to provide an update on progress since the July meeting, seek supplier feedback on key transition workstreams, discuss joint planning arrangements between Pharmac and Health NZ, provide an update on the Health Technology Evaluation Pathway (HTEP), review plans for the upcoming supplier webinar, and consider the future of the Supplier Reference Group.
2. **Actions from July meeting**
 - Actions from the July meeting to engage with MTANZ representatives on detailed feedback from the June conference has been completed.
 - Feedback received has informed ongoing transition and supplier engagement work, including planning for the upcoming supplier webinar.
 - Progress since July:
 - Joint supplier communications have continued
 - Planning for a joint supplier webinar is underway
 - Transfer of 90 Pharmac contracts to Health NZ has been completed, with all supplier agreements now signed
 - Identification of a number of Health NZ contracts for possible transfer to Pharmac is underway
 - Relationship Agreement and joint planning processes have progressed significantly.

3. **Joint planning and Relationship Agreement**

- Pharmac and Health NZ are finalising a Relationship Agreement to support coordinated procurement and category management
- Key objectives:
 - Clarify category leadership responsibilities
 - Improve coordination and reduce duplication of engagement with suppliers
 - Establish consistent planning and supplier engagement practices
 - Strengthen information sharing between agencies.
- Category leads will be responsible for:
 - Category planning
 - Market sourcing
 - Contracting and contract management
 - Engagement with key stakeholders, including clinical services, health technology management and regional teams.
- Suppliers will have a clear lead agency and primary point of contact for category-related matters.
- Health NZ delivery teams will play a stronger collaborative role in category planning than previously.
- Joint planning process established:
 - Rolling 12-month procurement plan reviewed quarterly
 - Greater alignment with capital planning, fleet strategies, digital programmes and innovation priorities
 - Aim to provide improved visibility of future activity and reduce duplicated effort.
- Suppliers emphasised the importance of:
 - Forward visibility of procurement activity
 - Longer-term horizon planning
 - Clear communication channels and supplier contact points
 - Ongoing consideration of innovation opportunities.

4. **Health Technology Evaluation Pathway (HTEP) update**

- Feedback received from suppliers on the draft application form and process model has been reviewed and incorporated into ongoing design work.
- Key themes from supplier feedback included:
 - Need for medical device-specific language and guidance
 - Greater clarity on process and timelines
 - Appropriate information requirements
 - Consideration of implementation and operational impacts
 - Equity considerations
 - Improved structure and removal of duplication
 - Clarity regarding clinical involvement and endorsement requirements.
- Current pathway design proposes:
 - Initial short submission
 - Triage
 - Full submission (where applicable)
 - Pre-assessment
 - Advice and assessment
 - Recommendation and investment options.
- Procurement and implementation occur outside the assessment pathway and are led by the appropriate category owner and Health NZ respectively.
- Ongoing work includes:
 - Defining what constitutes “new” technology
 - Developing guidance material
 - Mapping alternative pathways for different technology types
 - Establishing timelines and piloting the process with suppliers
 - Increasing Health NZ resourcing to support implementation and governance.
- Suppliers requested greater clarity on timelines, pilot opportunities and treatment of technology upgrades versus genuinely new innovations.

5. Upcoming supplier webinar & ongoing communications

- Joint Pharmac and Health NZ supplier webinar proposed for 5 November 2026. MTANZ will assist with promotion, registrations and supplier outreach.
- Intended webinar topics include:
 - Transition progress since the MTANZ conference
 - Supply chain continuity
 - Lead agency arrangements
 - Pricing, contracts and contract management processes
 - Operational impacts for suppliers.
- Suppliers requested:
 - Clearer explanation of engagement models and supplier segmentation
 - Greater visibility of relationship management arrangements and response expectations.
- Concern was also raised regarding delisting notices associated with novated contracts:
 - Health NZ clarified that suppliers are not being removed from purchasing systems
 - Products remain available through Health NZ catalogues
 - No interruption to purchasing arrangements is expected
 - Additional communications will be issued to provide clarity ahead of implementation.

6. Future of the Supplier Reference Group (SRG)

The current SRG term is due to conclude later this year. Members were asked for their reflections and thoughts on continuing the group:

- Strong support expressed by suppliers for continuing the SRG beyond the original term.
- Benefits of getting together included:
 - More constructive and transparent dialogue
 - Opportunity to provide practical feedback on evolving processes
 - Improved understanding of challenges faced by both agencies and suppliers
 - Better communication with the wider supplier community.
- Discussion points for future development:
 - Potential for broader representation across the supplier sector, including smaller suppliers
 - Greater supplier influence over agenda-setting
 - Increased focus on future planning, innovation and system priorities
 - Inclusion of wider stakeholders where relevant, including digital and infrastructure representatives.
- Pharmac and Health NZ also reflected the value of having these conversations with SRG on progress updates in order to receive feedback on messaging content, before this is shared more widely with the supplier community.

7. Next steps

- Next meeting confirmed for **18 November 2026**. The November meeting will include discussion on the future structure, membership and frequency of the meetings from 2027 onwards.
- Publish SRG minutes and start promotion of the Supplier Webinar.

Actions	Who	When
Publish SRG minutes and start promotion of the Supplier Webinar	Pharmac/ Health NZ	9 October
Pharmac and Health NZ to provide clearer communications regarding novated contract delistings and supplier purchasing arrangements	Pharmac/ Health NZ	Ongoing

Finalise and deliver supplier webinar on 5 November 2026	Pharmac/ Health NZ	By 5 November 2026
Continue refinement and testing of the Health Technology Evaluation Pathway, including supplier pilot activity	Pharmac/ Health NZ	Ongoing