# Schedule 2: Information Requested – Response form

***[Supplier to insert date]***

Director of Medical Devices   
Pharmac

c/- Alishba Ali

Device Category Manager

Via email to [devices@pharmac.govt.nz](mailto:devices@pharmac.govt.nz)

Dear Madam,

**Information regarding haemodialysis equipment and consumables, and peritoneal dialysis equipment and consumables**

In response to Pharmac’s request for information (RFI) dated 5 June 2024, we put forward the following information in respect of haemodialysis equipment and consumables, and peritoneal dialysis equipment and consumables:

**Our contact details:**

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| Name of organisation |  |
| Contact person |  |
| Address |  |
| Phone |  |
| Facsimile |  |
| Email address |  |

1. **Are you willing to be contacted for any follow up questions relating to your responses to this RFI?**

Yes / No *(delete as appropriate)*

* 1. **If you responded ‘No’ to question 1 above, please tell us why**

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**Schedule 2: Response form**

***Alternative pricing models***

1. Health NZ hospitals currently have the option to purchase medical devices in the haemodialysis equipment and consumables area either via outright purchase or under a price-per-treatment (PPT) model. Does your organisation offer an alternative pricing model, and can you please describe it? Please provide an outline of how the model is structured. We are not requesting prices for products and/or services at this stage.

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1. Health NZ hospitals currently have the option to access medical devices in the peritoneal dialysis equipment and consumables area either provided on loan or under a price-per-treatment (PPT) model. Does your organisation offer an alternative pricing model, for example, outright purchase, and can you please describe it? Please provide an outline of how the model is structured. We are not requesting prices for products and/or services at this stage.

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***Service and maintenance***

1. Does your organisation have the capability to provide local (in New Zealand) technical support for the products across the country? If so, please provide details of your service and maintenance offering, and where your service centres are located.

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1. If your organisation does not provide these support services, do you offer training programmes to enable Health NZ personnel to carry out these services? If so, can you describe what this includes, including for example, technical training and propriety of test equipment, jigs, tooling, software to enable HNZ technical teams to carry out performance verification, planned preventive maintenance and corrective maintenance?

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1. Where a PPT arrangement applies, does your organisation have the ability to provide an annual service and maintenance rate for haemodialysis equipment and/or peritoneal dialysis equipment, which is separate from a PPT arrangement, and can you describe what this would be, for example:
   1. LR – labour rate only.
   2. PV – performance verification only.
   3. Comprehensive - inclusive of performance verification, planned preventative maintenance and corrective maintenance at a fixed fee model that includes all labour, parts, material and travelling costs to perform all services.

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***Alternative purchasing arrangements***

1. If you are a current supplier to Health NZ, what commitments, for example, term, volume commitments or regional commitments would allow you to offer an improved pricing? Would your organisation need to change its commercial offering (current or proposed) if a procurement model is implemented with specific volume commitments or if Health NZ is taking on more of the technical support.

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1. If you are a new supplier and do not currently supply to Health NZ, what commitments, for example, term, volume, or regional commitments would enable you to provide products and services to Health NZ?

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1. As a medical device supplier, in what circumstances do you consider that volume commitments from Health NZ would be suitable?

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1. Should minimum volume commitments be implemented, what is your organisation’s view on how this model should be structured and what are the minimum volume requirements or percentage of total volume that would need to be maintained for your organisation to viably supply to Health NZ?

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1. Are there any other purchasing arrangements that your organisation would consider feasible where Health NZ can provide a level of commitment in regards to the equipment and consumables it is purchasing?

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1. What are the implementation issues that are important for Pharmac to consider should a procurement model with minimum levels of volume commitment be implemented?

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***Consumables***

1. In what circumstances, would your organisation be able to offer volume-based discounts for consumables used in the haemodialysis and peritoneal dialysis areas and what would the discount structure look like (if available)?

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1. Is your organisation able to bundle all consumables required for home-based peritoneal dialysis even if this is required for supplying third-party products? If not, what is your preferred mechanism of supplying consumables?

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1. Is your organisation able to offer delivery services for dialysis fluids and other consumables for peritoneal dialysis services at home?

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