PHARMAC
Pharmaceutical Management Agency

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17 August 2016

Dear Supplier

REQUEST FOR PROPOSALS – SUPPLY OF FUNDED DIABETES MANAGEMENT PRODUCTS

PHARMAC invites proposals for the supply of diabetes management products in New Zealand.

This request for proposals is the second and final stage of a two stage procurement process following an expression of interest that was issued on 29 June 2015 (**EOI**). Only suppliers whose diabetes management products have pre-qualified through the EOI process are invited to participate in this request for proposals.

This request for proposals (**RFP**) letter incorporates the following schedules:

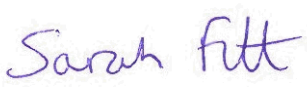
- Schedule 1 specifies the diabetes management products for which PHARMAC is requesting proposals and sets out the background to the RFP and the types of proposals sought;
- Schedule 2 describes the process that PHARMAC expects to follow in relation to the RFP;
- Schedule 3 sets out information about the estimated size of the current subsidised market for the diabetes management products; and
- Schedule 4 contains the RFP form in which you are to provide details of your proposal.

If you wish to submit a proposal, you must submit it to PHARMAC via the Government Electronic Tenders Service (GETS) no later than **4.00 p.m.** on **8 September 2016**.

If you have any questions about this RFP, please submit them via GETS or alternatively contact Marcus Kim, Procurement Manager/ Team Leader, by email at procurement@pharmac.govt.nz.

We look forward to receiving your proposal.

Yours sincerely



Sarah Fitt
Director of Operations

Schedule 1: Diabetes management products, background to RFP and types of proposals sought

1. Diabetes management products

PHARMAC is interested in considering any proposals from suppliers relating to the supply of:

- self-monitoring blood glucose diagnostic test meters and blood glucose diagnostic strips; and/or
- self-monitoring blood ketone diagnostic test meters and blood ketone diagnostic test strips; and/or
- self-monitoring blood glucose and blood ketone diagnostic test meters (dual meters) and test strips,

collectively and individually referred to as "**Product(s)"** as the context requires for the purpose of this RFP.

2. Pre-qualification to participate in RFP

Only suppliers whose brands of the Products pre-qualified via the PHARMAC EOI are eligible to participate in this RFP, which is the second and final stage of a two stage procurement process.

As noted in Schedule 2 below, the laboratory testing undertaken at the EOI evaluation stage will be taken into account as part of the evaluation process for this RFP.

3. Background to RFP

The background to this RFP is set out in the EOI (https://www.pharmac.govt.nz/news/rfp-2015-06-29-diabetes-management-products/) and as set out below:

3.1 Current listing

a. *Self-monitoring blood glucose diagnostic test meters*

Self-monitoring blood glucose diagnostic test meters and diagnostic test strips are currently listed in Section B and Part III of Section H of the Pharmaceutical Schedule.

The following brands of self-monitoring blood glucose meters are currently listed in Section B and/or Part III of Section H of the Pharmaceutical Schedule:

Presentation and pack size	Brand	Current listing	List price and/or subsidy
Meter with 50 lancets, a lancing device and 10 diagnostic test strips	CareSens II	Section B and H	$20.00*
	CareSens N	Section B and H	$20.00*
	CareSens N POP	Section B and H	$20.00*
Meter only	Accu-Chek Performa	Section H only	$19.00
	FreeStyle Lite	Section H only	$9.00
	On Call Advanced	Section H only	$9.00

*Subsidy by endorsement
Note: Only 1 meter available per PSO

The following restriction applies to the prescribing and dispensing of blood glucose diagnostic test meters in the community:

A diagnostic blood glucose test meter is subsidised for a patient who:

1. is receiving insulin or sulphonylurea therapy; or
2. is pregnant with diabetes; or
3. is on home TPN at risk of hypoglycaemia or hyperglycaemia; or
4. has a genetic or an acquired disorder of glucose homeostasis excluding type 1 or type 2 diabetes and metabolic syndrome.

Only one CareSens meter per patient. No further prescriptions will be subsidised for patients who already have a CareSens meter. For the avoidance of doubt patients who have previously received a funded meter, other than CareSens, are eligible for a CareSens meter.

The prescription must be endorsed accordingly.

Pharmacists may annotate the prescription as endorsed where there exists a record of prior dispensing of insulin or sulphonylureas.

b. Blood glucose diagnostic test strips

The following brands of blood glucose diagnostic test strips are currently listed in Section B and/or Part III of Section H of the Pharmaceutical Schedule:

Brand	Presentation and pack size	Current listing	List price and/or subsidy
CareSens	50 test strips	Section B and H	$10.56
CareSens N	50 test strips	Section B and H	$10.56
Accu-chek Performa[1]	50 test strips	Section B and H	$28.75
Freestyle Optium[2]	50 test strips	Section B and H	$28.75
FreeStyle Lite	50 test strips	Section H only	$21.65
SensoCard[3]	50 test strips	Section B only	$26.20
On Call Advanced	50 test strips and 5 lancets	Section H only	$19.10

[1] Accu-chek Performa brand. On Special Authority (SA1294).
[2] Freestyle Optium brand. On Special Authority (SA1291).
[3] SensoCard brand is only available to those visually impaired. NOTE: Meters for visually impaired to use with the SensoCard blood glucose diagnostic test strips are provided via the Foundation for the Blind.

The following restriction applies to the prescribing and dispensing of blood glucose diagnostic test strips in the community:

The number of test strips available on a prescription and a PSO is restricted to 50 unless:

1. Prescribed for a patient on insulin or a sulphonylurea and endorsed accordingly. Pharmacists may annotate the prescription as endorsed where there exists a record of prior dispensing of insulin or sulphonylurea; or

2. Prescribed on the same prescription as insulin or a sulphonylurea in which case the prescription is deemed to be endorsed; or

3. Prescribed for a pregnant woman with diabetes and endorsed accordingly; or

4. Prescribed for a patient on home TPN at risk of hypoglycaemia or hyperglycaemia and endorsed accordingly; or

5. Prescribed for a patient with a genetic or an acquired disorder of glucose homeostasis excluding type 1 or type 2 diabetes and metabolic syndrome and endorsed accordingly.

Note: Accu-Chek Performa and Freestyle Optium test strips are not available on a PSO

Accu-Chek Performa and Freestyle Optium test strips are only available via Special Authority. Special Authority application details may be obtained from PHARMAC's website http://www.pharmac.govt.nz and can be sent to:

PHARMAC
PO Box 10 254
Facsimile: (04) 974 4788
Wellington
Email: bgstrips@pharmac.govt.nz

c. Self-monitoring blood ketone diagnostic test meters and blood ketone diagnostic test strips

i. Freestyle Optium Neo is the only self-monitoring dual blood glucose and ketone diagnostic test meter fully funded with a subsidy of $40.00 per meter for the purposes of blood ketone diagnostics.

ii. Freestyle Optium Neo is currently listed in Section B and Part III of Section H of the Pharmaceutical Schedule with the following restrictions:

Up to 1 meter available on a PSO

Meter funded for the purposes of blood ketone diagnostics only. Patient has had one or more episodes of ketoacidosis and is at risk of future episodes or patient is on an insulin pump. Only one meter per patient will be subsidised every 5 years.

iii. Freestyle Optium Ketone is the only brand of blood ketone diagnostic test strips currently listed with full subsidy in Section B and Part III of Section H of the Pharmaceutical Schedule. The subsidy is currently $15.50 for a 10 strip pack with the following restrictions:

Maximum of 20 strips per prescription.
Up to 10 strip available on a PSO
Test strip – not on a BSO

3.2 Reasons for running the RFP

Following a competitive process run in 2011/12, PHARMAC moved to a sole supplier of self-monitoring blood glucose diagnostic test meters and blood glucose diagnostic test strips. The sole supply period for the CareSens range of blood glucose diagnostic test meters and blood glucose diagnostic strips ended on 1 July 2015.

PHARMAC commenced activities around the future funding approach for the Products with a consultation on the proposed approach dated 6 March 2015.

Expressions of interest were then sought from suppliers of the Products in the form of the EOI issued on 29 June 2015. The Products that had been submitted in response to the EOI have undergone an evaluation process involving laboratory testing and health professional end-user feedback for suitability (as part of the pre-qualification process).

PHARMAC now seeks commercial proposals from suppliers for the Products that pre-qualified through the EOI evaluation process.

3.3 Expected outcome of the RFP

As a result of this RFP, we expect to:

a. secure future supply of the Products referred to in this RFP, in the community and hospital, at competitive prices for up to 5 years;

b. ensure funded access to the Products that meet the needs of people living with diabetes and their relevant health professionals; and

c. ensure access to appropriate support, education and training for people living with diabetes and relevant health professionals is provided by the relevant supplier(s).

3.4 Relevant PTAC advice

The Diabetes Subcommittee of PTAC met and considered Diabetes Management Products in April 2015 and October 2015. Relevant minutes from the meetings can be found on the PHARMAC website.

4. Types of proposals sought

4.1 PHARMAC is willing to consider the following types of proposals:

a. Proposals that involve sole subsidised supply in the community and listing in Part III of Section H of the Pharmaceutical Schedule for a period of up to 5 years for one or more of the Products.

b. Proposals for dual subsidised supply in the community and listing in Part III of Section H of the Pharmaceutical Schedule for a period of up to 5 years of one or more of the Products.

c. Proposals that involve subsidy and delisting protection in the community for a period of up to 5 years.

d. Proposals that enable a widening of funded access outside, or in addition to, the current restrictions and/or endorsements for the Products.

e. Cross-deal or bundling arrangements in respect of more than one of the Products.

f. Proposals that include expenditure caps, rebates (including volume-based rebates) or other expenditure risk-sharing mechanisms.

Please note that If you submit a bundle proposal for the Products, you must also submit individual proposals for each of the Products included in the bundle proposal.

4.2 PHARMAC is not willing to consider the following types of proposals:

a. Proposals for blood glucose diagnostic test strips only without the corresponding self-monitoring blood glucose diagnostic test meters.

b. Proposals for self-monitoring blood glucose diagnostic test meters only without the corresponding blood glucose diagnostic test strips.

c. Proposals for self-monitoring blood ketone diagnostic test meters only without the corresponding blood ketone diagnostic test strips.

d. Proposals for blood ketone diagnostic test strips only without the corresponding self-monitoring blood ketone diagnostic test meters.

e. Proposals that involve hospital sole supply status in DHB hospitals for any of the Products.

f. Proposals that involve an end date for expenditure caps, rebates (including volume-based rebates) or other expenditure risk-sharing mechanisms that have an end date.

g. Cross-deal or bundling arrangements which involve any product other than the Products.

h. Proposals that involve part-funding of the Products.

Please note PHARMAC is not considering self-monitoring blood glucose meters and test strips for visually impaired patients as part of this RFP.

4.3 Subject to the above, PHARMAC is open to considering any other types of proposals you may wish to put forward.

4.4 In addition to the samples provided as part of the EOI evaluation, PHARMAC is likely to request further samples of any of the Products included in your proposal, in which case you must supply the requested samples within 10 business days of PHARMAC's request.

Schedule 2: RFP process

PHARMAC expects to follow the process set out below in the sequence indicated.

1. Submission

(A) You may submit more than one proposal. Each proposal will be considered as a separate proposal. Only suppliers that have pre-qualified through the EOI process have been invited to submit proposals in response to this RFP.

(B) Proposals must be submitted to PHARMAC via the Government Electronic Tenders Service (GETS) no later than **4 pm (New Zealand time)** on **8 September 2016**. Late proposals will only be considered at PHARMAC's discretion, taking into account the need for fairness to other suppliers and integrity of the RFP process.

(C) You cannot withdraw your proposal, once submitted, while the RFP process is continuing.

(D) If you have any enquiries about this RFP you should submit questions through GETS (www.gets.govt.nz) or alternatively contact Marcus Kim, Procurement Manager/ Team Leader, by email at procurement@pharmac.govt.nz.

2. Evaluation

(A) The Evaluation Committee will evaluate proposals in light of PHARMAC's statutory objective which is "to secure for eligible people in need of pharmaceuticals, the best health outcomes that are reasonably achievable from pharmaceutical treatment and from within the amount of funding provided". In doing so the Evaluation Committee will be guided by the Factors for Consideration (Factors) that form part of PHARMAC's current Operating Policies and Procedures (OPPs), as published on PHARMAC's website (www.pharmac.govt.nz), to the extent applicable. More information on the Factors can be found at www.pharmac.health.nz/factors-for-consideration.

(B) The requirement for PHARMAC to pursue its statutory objective means that particular emphasis will be given to those aspects of proposals which demonstrate "health outcomes", and those aspects of proposals which demonstrate the impact on the "funding provided" for pharmaceuticals. Those Factors which relate directly to these aspects will be given the greatest weight by the Evaluation Committee but all Factors are important.

(C) The information to be taken into account in applying the Factors by the Evaluation Committee will be at its discretion, however it will include:

(i) information provided by you in accordance with Schedule 4 of this RFP, including information provided under clause 3 below;

(ii) your ability to provide initial and ongoing education, training and support services for people living with diabetes and relevant health professionals to be provided throughout the term of any agreement;

(iii) any clinical advice from PTAC, and/or its relevant Subcommittee (eg. Diabetes Subcommittee of PTAC);

(iv) any advice from any other relevant organisations and/or health professionals; and

(v) the results of health professional end-user feedback and results of laboratory testing, for the Products provided by you, in accordance with the EOI;

(vi) the results of end-user feedback of the Products conducted by people living with diabetes following an initial shortlisting process undertaken by the Evaluation Committee.

(D) Each proposal will be evaluated on the basis that the price offered, the expenditure entailed, and any other terms included in the proposal, are the best that the supplier is able to offer. If you do not put forward your best terms you risk having your proposal excluded at the evaluation stage.

(E) PHARMAC is not bound to select the lowest priced proposal or any proposal.

3. PHARMAC may request further information

(A) PHARMAC may request such further information as it considers necessary from or about you for the purposes of clarifying or evaluating your proposal, including (but not limited to):

(i) detailed information about your company structure, credit status and any other relevant company information; and

(ii) any other additional information about your brand of the Product.

Please note that PHARMAC may seek advice from PTAC, its relevant subcommittee, any relevant professional organisations or healthcare professionals with regards to your brand of the Product including evaluation of any product samples.

(B) If PHARMAC requests further information from or about you, it is not obliged to request the same or any other information from or about any other party, provided that in PHARMAC's judgment this would not be unfair to any other party.

4. Negotiation

(A) PHARMAC may negotiate with the submitter(s) of one or more preferred proposals, in the latter case whether or not the acceptance of either supplier's proposal would exclude acceptance of the other proposal.

(B) Negotiations will proceed on the basis that PHARMAC's standard terms and conditions for supply of pharmaceuticals, which is available on GETS, will apply.

(C) Given that PHARMAC expects your proposal to be the best you can offer, PHARMAC does not intend to initiate negotiation with you on price. However, PHARMAC does not exclude the possibility that the final price agreed will be different from the price put forward in your proposal, as a result of the impact that other negotiated terms may have on price.

(D) PHARMAC may negotiate and enter into a provisional agreement with a preferred supplier(s) on whatever special terms, in addition to PHARMAC's standard terms and conditions, PHARMAC considers appropriate.

(E) If PHARMAC and the supplier(s) are unable to reach a provisional agreement within what PHARMAC considers to be a reasonable time, PHARMAC may terminate those negotiations and negotiate with a different supplier(s).

5. Consultation and approval

(A) Any provisional agreement will be conditional on consultation with suppliers and other interested parties, to the extent PHARMAC considers consultation to be necessary or appropriate, and on Board approval (or approval by the Board's delegate acting under delegated authority).

(B) PHARMAC will not consider any counter-offers received during consultation.

(C) The provisional agreement and responses to consultation will be considered by PHARMAC's Board (or by the Board's delegate acting under delegated authority) in accordance with the decision mechanism in PHARMAC's then current OPPs.

(D) If the Board or its delegate does not approve the provisional agreement, then PHARMAC may initiate negotiations for a provisional agreement with any other supplier(s).

(E) The RFP process will be complete once PHARMAC has notified suppliers of either:

(i) the Board's or its delegate's decision to accept a negotiated agreement; or

(ii) the termination of the RFP process.

6. Miscellaneous

(A) PHARMAC reserves the right, having regard to probity principles:

(i) to make such adjustments to the above RFP process as it considers appropriate, at any time during the process, provided that it notifies suppliers affected by those changes;

(ii) not to accept any proposal;

(iii) to seek clarification of any proposal;

(iv) to meet with any supplier in relation to its proposal;

(v) to enter into an agreement or arrangement that differs in material respects from that envisaged in this RFP letter;

(vi) to suspend this RFP process. For example, if during the RFP process (and before a provisional agreement is entered into) it becomes apparent to PHARMAC that further consultation is appropriate or required we may suspend the RFP process in order to consult. In this situation we may ask you to adapt and resubmit your proposal in light of consultation, or alternatively we may request that new proposals be submitted;

(vii) to terminate this RFP process at any time, by notifying suppliers who submitted proposals, and, following termination, to negotiate with any supplier(s) on whatever terms PHARMAC thinks fit; and

(viii) to re-advertise for proposals.

(B) PHARMAC may consult or seek clinical advice from PTAC or its relevant subcommittee at any stage of the RFP process. PHARMAC will notify you if the clinical advice results in any changes to the terms of the RFP.

(C) You must not initiate or engage in any communication with other suppliers in relation to the RFP, whether before or after submitting their proposal(s), until such time as a provisional agreement is accepted by PHARMAC's Board or the Board's delegate.

(D) You must not at any time initiate any communication with PHARMAC, the Ministry of Health (including its operating unit Medsafe), the Minister of Health (or any Associate Ministers) or DHBs or advisors to PHARMAC with a view to influencing the outcome of this RFP process.

(E) You must pay your own costs for preparing and submitting your proposal.

(F) Proposals are submitted in reliance on your own knowledge, skill, and independent advice, and not in reliance on any representations made by PHARMAC.

(G) Your submission of a proposal will be taken as acceptance of the terms contained in this RFP letter. PHARMAC may exclude your proposal if you do not comply with any of the terms contained in this RFP letter.

(H) This is an RFP and not a tender. Your proposal is not an offer capable of being converted into a contract for the supply of the Products by PHARMAC's apparent acceptance and instead a separate agreement needs to be negotiated.

(I) PHARMAC is not liable in any way whatsoever for any direct or indirect loss (including loss of profit), damage or cost of any kind incurred by you or any other person in relation to this RFP.

(J) PHARMAC will consider your proposal and information exchanged between us in any negotiations relating to your proposal, excluding information already in the public domain, to be confidential to us and our employees, legal advisors and other consultants, the Ministry of Health and DHBs (Confidential Information). However, you acknowledge that it may be necessary or appropriate for PHARMAC to release Confidential Information:

(i) pursuant to the Official Information Act 1982; or

(ii) in the course of consultation on a provisional agreement entered into with a supplier; or

(iii) in publicly notifying any approval by the PHARMAC Board of that agreement; or

(iv) otherwise pursuant to PHARMAC's public law or any other legal obligations.

PHARMAC may consult with you before deciding whether to disclose Confidential Information for the purposes described in sub-clauses (i) to (iv) above. You acknowledge, however, that it is for PHARMAC to decide, in its absolute discretion, whether it is necessary or appropriate to disclose information for any of the above purposes, provided that PHARMAC shall act in good faith in disclosing any Confidential Information.

(K) PHARMAC is bound by obligations under law and the terms of this RFP are subject to those obligations.

7. Anticipated timetable

(A) Following receipt of proposals, PHARMAC anticipates:

(i) the Evaluation Committee evaluating proposals in September 2016

(ii) initiation of end-user feedback of the Products by people living with type one and type two diabetes in October - November 2016

(iii) negotiating with submitter(s) of one or more preferred proposals in January 2017

(iv) consulting on a provisional agreement in February 2017

(v) PHARMAC's Board, or the Board's delegate, considering this provisional agreement in or after March 2017

(vi) Notification of final decision in April 2017.

provided that the above time frames are only approximate and may be extended or reduced, without notice being required from PHARMAC, if any stages of the RFP process take longer or shorter than anticipated.

(B) Under this indicative timetable, the earliest that changes to the Pharmaceutical Schedule could be implemented is June 2017.

(C) Please note that if a proposal for sole supply or dual is accepted, the date of implementation may be later to allow for a managed transition to the new supply arrangement.

8. Governing Law

This RFP is governed by New Zealand law, and the New Zealand courts have exclusive jurisdiction in all matters relating to this RFP.

Schedule 3: Current listing and market information

The following information relates to the estimated subsidised unit volumes and expenditure of the Products funded in the community.

The information provided below is approximate and indicative only. PHARMAC makes no representation as to the accuracy of this information or as to the level of sales or likely sales of the Products defined in this RFP and, while PHARMAC has taken all reasonable care in preparing the information set out below, it accepts no liability for any errors or omissions in the information. PHARMAC is not obliged to notify you in the event of any change to the figures below.

Please note: transition to the sole supply of CareSens meters commenced on 1 September 2012 (which means that the meters & strips were listed from that date) with implementation of the sole supply period commencing on 1 March 2013 (i.e. all other meters and strips were delisted).

The number of subsidised units for the Products in the community for the financial year is shown in Table 1 below:

Table 1

Diabetes Management Products	**Unit volumes FYR[1] 2012/13**	**Unit volumes FYR 2013/14**	**Unit volumes FYR 2014/15**	**Unit volumes FYR 2015/16**	**Unit volumes FYR 2016/17**
Blood glucose diagnostic test meters with 50 lancets	67,000	13,000	7,800	8,100	7,300
Blood glucose diagnostic test strips[2]	55,000,000	55,000,000	57,000,000	59,000,000	61,000,000
Ketone diagnostic test meter	690	1,200	1,500	1,500	1,600
Ketone diagnostic test strips[2]	87,000	100,000	130,000	140,000	150,000

[1] PHARMAC's financial year runs 1 July – 30 June
[2] Unit =1 test strip
Note: Figures are rounded to two significant figures

The gross expenditure for the Products in the community for the financial year is shown in Table 2 below

Table 2

Diabetes Management Products	**Expenditure FYR[1] 2012/13**	**Expenditure FYR 2013/14**	**Expenditure FYR 2014/15**	**Expenditure FYR 2015/16**	**Expenditure FYR 2016/17**
Blood glucose diagnostic test meters with 50 lancets	$1,300,000	$260,000	$160,000	$160,000	$150,000
Blood glucose diagnostic test strips	$18,000,000	$12,000,000	$13,000,000	$13,000,000	$13,000,000
Ketone diagnostic test meter	$15,000	$49,000	$60,000	$59,000	$64,000
Ketone diagnostic test strips	$87,000	$160,000	$190,000	$220,000	$230,000

[1]PHARMAC's financial year runs 1 July – 30 June

Note:

- Figures are rounded to two significant figures
- Estimated expenditure excludes GST

Schedule 4: Proposal form

An electronic version of this form is available on GETS (www.gets.govt.nz). You should expand the boxes as necessary.

[*Supplier to insert date*]

Director of Operations
PHARMAC
C/- Marcus Kim
Procurement Manager/ Team Leader

By electronic transfer using GETS **(https://www.gets.govt.nz)**

Dear Sir/Madam

Proposal for the supply of Diabetes Management Products

In response to your request for proposals (**RFP**) dated **17 August 2016**, we put forward the following proposal in respect of the Diabetes Management Products.

Set out below is further information in support of our proposal.

(a) Our contact details:

Name of supplier	
Contact person	
Address	
Phone	
Facsimile	
Email address	

(b) Details of the Diabetes Management Product(s):

Blood glucose and/or blood ketone diagnostic test meter name	
Additional contents included with the blood glucose and/or blood ketone diagnostic test meter (eg case, lancets, USB cable)	
Blood glucose and/or blood ketone diagnostic test strip name	
Pack size for blood glucose and/or blood ketone diagnostic test strip (eg 50 test strips)	
Packaging type for blood glucose and/or blood ketone diagnostic test strip (eg foil or tubes)	

(c) Key features of our proposal:

(d) Information relating to pricing ($NZ, GST exclusive), including any related conditions or proposed terms affecting cost for PHARMAC (e.g. price in return for sole supply or dual supply, reference price protection, risk sharing mechanisms, etc.):

(e) Evidence of market approval and any other required consents:

Date of notification to WAND database or expected date of notification	
Evidence of any other approval required or otherwise obtained in relation to supply of the Diabetes Management Product(s)	
Evidence of ISO 15197:2013	

(f) Information about our ability to ensure the continuity of supply of the Diabetes Management Product(s):

(g) Information about our previous supply performance and relevant expertise:

(h) Proposals/suggestions (e.g. pricing, risk sharing arrangements, etc) regarding the Diabetes Management Product(s) not expressly identified in this RFP that we would like PHARMAC to consider as part of our proposal:

(i) Information on our proposed initial and ongoing education, training and support services for people living with diabetes and relevant health professionals to be provided throughout the term of any contract, including any proposed implementation plan for a national roll out of your brand of the Diabetes Management Product(s):

(j) Additional information relating to each Diabetes Management Product, including:

(A) Clinician and patient user guides and/or product information provided with each Diabetes Management Product (include as attachment if available):

(B) Information regarding any additional products supplied with our Diabetes Management Product(s) (eg. cases, lancing devices, batteries and other associated products):

(C) Connectivity with other devices (eg. smart-phone, computers, cloud) and method of connection (eg. proprietary cable, USB cable, Wi-Fi, Bluetooth):

(D) Software compatibility with different operating systems (eg Windows, Mac, Linux, Android, iOS) and installation method (eg plug-and-play, download, CD). Please also include installation instructions:

(E) Software compatibility with medical practice management systems used in New Zealand (eg MedTech, Concerto):

(F) Software and technical support that would be made available during the term of the agreement:

(k) Reasons why PHARMAC should accept our proposal:

(l) Additional information that PHARMAC should consider when evaluating our proposal: