



Council of Academic Hospitals of Ontario

Capital Equipment Group Purchasing Initiative
RFP Pre-Issue Meeting: Diagnostic Imaging Equipment
October 17, 2008

Council of Academic Hospitals of Ontario

The Council of Academic Hospitals of Ontario (CAHO) provides a focal point for strategic initiatives on behalf of Ontario's 25 academic hospitals.

Over 100 senior hospital staff participate in CAHO's CEO Council and committees to address prevailing health system issues and seek out opportunities for innovation.

CAHO Membership

Providence
Care

 North York
General Hospital

 The Ottawa Hospital
L'Hôpital d'Ottawa

 HÔPITAL MONTFORT
MONTFORT HOSPITAL

 THUNDER BAY
Regional
Health
SCIENCES CENTRE


University Health Network

 Sunnybrook
HEALTH SCIENCES CENTRE

 London Health Sciences Centre

SOINS CONTINUS
Bruyère
CONTINUING CARE 

 HÔPITAL RÉGIONAL DE
SUDBURY
REGIONAL HOSPITAL



 Leading with Innovation
Serving with Compassion
ST. MICHAEL'S HOSPITAL
A teaching hospital affiliated with the University of Toronto

 St. Joseph's Healthcare
Hamilton

MOUNT SINAI HOSPITAL
Joseph and Wolf Lebovic Health Complex 

Services de santé
Royal Ottawa
Health Care Group 





The New Women's College Hospital

 ST. JOSEPH'S
HEALTH CARE LONDON



Bloorview
KIDS REHAB


Hamilton Health Sciences

 camh

Baycrest
Enriching Care
Enhancing Knowledge
Enlightening Minds


Toronto Rehab
Advancing Rehabilitation
Enhancing Quality of Life

SickKids

Benefits of Group Purchasing

1. Reduced administrative duplication for both hospitals and vendors
2. One group RFP issued, rather than multiple individual RFP's
3. Sharing of knowledge and building of expertise
4. Generation of leading procurement practices
5. Savings from increased volumes

What does participation in this initiative mean?

- Customer choice is paramount for the success of this initiative
- The goal of this initiative is to provide an efficient process that will provide hospitals with as much information about the equipment/technology as possible in order to facilitate effective decision making
- The goal is not to force all participating hospitals to standardize or agree on a single vendor solution

Rules of Engagement

The participating hospitals have agreed to:

1. Share capital planning and budget information with the CAHO Project Management Office in a timely manner;
2. Have participating staff declare conflicts of interest and sign confidentiality agreements;
3. Contact vendors through channels established by CAHO; and
4. Not use information obtained through this initiative to arrange alternate deals with vendors.

List of Proposed Items for Initial 2-Year Plan

1. MRI machines
2. CT Scanners
3. Angiography systems
4. Fluoroscopy units
5. Nuclear medicine units
6. Radiation therapy equipment
7. Cardiac catheterization labs
8. Digital imaging infrastructure
9. Digital mammography machines
10. Beds and stretchers
11. Surgical microscopes
12. Anaesthetic machines
13. Dialysis machines
14. Infusion Pumps
15. Monitors
16. Operating room tables
17. Ventilators
18. Ultrasound machines

Coordination of purchasing process

The CAHO Capital Procurement Cooperative (CCPC), a consortium representing three organizations currently carrying out capital equipment purchasing for various CAHO hospitals, has been engaged to lead the purchasing process.

The CCPC will work with CAHO, clinicians and administration at hospitals, and suppliers to carry out the purchase of selected capital equipment.

CAHO Capital Procurement Cooperative



Capital equipment group purchasing division of St. Joseph's Health System based in Branford serving over 170 healthcare facilities including several CAHO hospitals

Bid administrator for the pilot

www.sjhcs-gpo.com



Joint venture between London Health Sciences Centre and St. Joseph's Health Care London to consolidate purchasing, contract management, accounts payable and inventory management; serving other healthcare organizations in London

www.hmms.on.ca



Toronto-based organization established to provide business support functions in supply chain management, transactional finance and HR/payroll services; members include 7 CAHO hospitals

www.plexxus.ca

Request for Proposal (RFP) Overview

Request for Proposal (RFP)

RFP No. 2008/04

Diagnostic Imaging Equipment

Receipt Confirmation Form

RFP No. 2008/04 – Diagnostic Imaging Equipment

Receipt Confirmation Form

To: Annette Senko

Assistant Director

St. Joseph's Health System

Group Purchasing Organization

Fax: (519) 753-8364

Email: asenko@sjhcs-gpo.com

Re: Diagnostic Imaging Equipment 2008/04

Vendors are requested to acknowledge receipt of the Diagnostic Imaging Equipment 2008/04 RFP and their intent to respond, by sending this form by email to the attention of Annette Senko at asenko@sjhcs-gpo.com. Vendors submitting this response will be notified of any addendums issued to this RFP, according to the name submitted on this document.

I hereby acknowledge receipt of the above noted RFP.

Please check your answer

- I / We DO DO NOT Intend to submit a Proposal to this RFP.

Rules of Engagement

RFP No. 2008/04 – Diagnostic Imaging Equipment

All questions and inquiries must be directed to the attention of Annette Senko (asenko@sjhcs-gpo.com)

Vendors are not to contact any members of the Evaluation Team or hospital staff of the participating hospitals either directly or indirectly for information in regards to this RFP. Failure of any Vendor to abide by this procedure may disqualify the Vendor.

What Are We Procuring?

RFP No. 2008/03 – Diagnostic Imaging Equipment

We are procuring diagnostic imaging equipment including:

- Cardiac Catheterization Suite
- Haemodynamic Units
- Ultrasound, Mobile for Fetal Health
- Angiographic Systems, Single Plane
- Camera, Gamma (Spect CT)
- CT Scanners
- MRI's

What Are We Procuring? Continued

RFP No. 2008/03 – Diagnostic Imaging Equipment

- Mammography Systems
- Digital Radiographic System
- Digital Multipurpose Fluoroscopic Unit
- C-Arm (3D Image Intensifier)
- Infinia Pinhole Collimator
- Hawkeye Combined Nuclear Medicine/CT System
- Mini C-Arm
- General Ultrasounds

Participating Hospitals

RFP No. 2008/04 – Diagnostic Imaging Equipment

1. Hamilton Health Sciences
2. Hospital for Sick Kids
3. London Health Sciences Centre
4. Mount Sinai Hospital
5. North York General Hospital
6. St. Joseph's Health Care, London
7. Campbellford Memorial Hospital
8. Norfolk General Hospital
9. Niagara Health System
10. Huron Perth Healthcare Alliance
11. Queensway Carleton Hospital

Request for Proposal (RFP)

RFP No. 2008/04 – Diagnostic Imaging Equipment

CAHO and its Partners shall not be held liable for any error or omission in any part of this RFP. While the participating hospitals have used considerable efforts to ensure an accurate representation of information in this RFP, the information contained in this RFP is supplied solely as a guideline for Vendors. The information is not guaranteed or warranted to be accurate, nor is it necessarily comprehensive or exhaustive. Nothing in this RFP is intended to relieve Vendors from forming their own opinions and conclusions with respect to the matters addressed in this RFP.

RFP Process

- Numerous individual RFP's will be eliminated as a result of this single group RFP.
- Same fair, open, and transparent process that Diagnostic Imaging equipment vendors have experienced during other collaborative RFP's.
- Hospitals will continue to make their own decisions regarding vendor(s) of choice.
- All CAHO hospitals have committed to support the CAHO Group Purchasing Initiative for any applicable equipment as required.

RSNA Guidelines

- Representatives from the participating hospitals may be attending the RSNA conference.
- Vendors are encouraged to book appointments with the participating hospitals to discuss your proposed equipment.
- Vendors are advised that hospital representatives will not answer questions related to the RFP during the RSNA.

RSNA Contact Information

Hamilton Health Sciences

Contact: Carol Whiteman

Phone: 905-527-4322 ext. 42421

Email: whitecar@hhsc.ca

London Health Sciences

Contact: Joseph Zaverl

Phone: 519-685-8300 ext. 57226

Email: Joseph.Zaverl@lhsc.on.ca

North York General Hospital

Contact: Michael Burnet

Phone: 416-756-6000 ext. 4627

Email: mburnet@nygh.on.ca

Hospital for Sick Children

Contact: Ellen Charkot

Phone: 416-813-6063

Email: ellen.charkot@sickkids.ca

Mount Sinai Hospital

Contact: Dianne Rayman

Phone: 416-340-4800 ext. 4513

Email: dianne.rayman@uhn.on.ca

St. Joseph's Health Care, London

Contact: Joseph Zaverl

519-685-8300 ext. 57226

Email: Joseph.Zaverl@lhsc.on.ca

RSN Contact Information Continued

Campbellford Memorial Hospital

Contact: Fay Smith

Phone: 705-653-1140 ext. 2125

Email: fsmith@cmh.ca

Norfolk General Hospital

NOT ATTENDING

Niagara Health System

Contact: Janet Wilmot

Phone: 905-684-7271 ext. 46329

Email: jwilmot@niagarahealth.on.ca

Huron Perth Health Alliance

Contact: Brenda Scott

Phone: 519-271-2120 ext. 2622

Email: Brenda.scott@hpha.ca

Queensway Carleton Hospital

Contact: David Price

Phone: 613-721-4700 ext. 2704

Email: dprice@qch.on.ca

RFP Submission

- A standard RFP template has been developed to facilitate the CAHO Group Purchasing Initiative.
- More user-friendly and streamlined.
- All requirements are listed in one section and instructions are provided on **what, where, and how** to respond.

RFP Submission Continued

- Instructions for submitting proposals have been revised.
- The RFP will be issued as a “Read-Only” document.
- A separate file will contain response Appendix templates.
- The completed Appendices and any attachments will form the entire RFP proposal.

RFP Submission Continued

Submission Format

- RFP submissions will be posted on the St. Joseph's Health System website for the participating hospitals to review.
- One hard copy and two electronic copies are required.
- Templates of all response Appendices will be included in a separate file.
- Instructions for formatting RFP submissions are included in the RFP.
- The hard copy and electronic copy of the RFP submission should be identical.

Receipt of Proposals

RFP No. 2008/04 – Diagnostic Imaging Equipment

Proposals are to be returned to Annette Senko at the address below no later than **12:00:00 noon, December 12, 2008.**

St. Joseph's Health System
Group Purchasing Organization
St. Joseph's Lifecare Centre
4th Floor
99 Wayne Gretzky Parkway
Brantford, Ontario
N3S 6T6

Issuance of Addendums

RFP No. 2008/04 – Diagnostic Imaging Equipment

- All questions and inquiries must be directed to the attention of Annette Senko: **asenko@sjhcs-gpo.com**
- Questions and responses will be posted on the SJHCS-GPO website (weekly or as required).
- Any addendum issued becomes an integral part of the RFP.

Issuance of the RFP

RFP No. 2008/04 – Diagnostic Imaging Equipment

The RFP will be posted on the St. Joseph's Health Systems Group Purchasing Organization web-site on or about October 17, 2008.

www.sjhcs-gpo.com

Process Timeline

RFP No. 2008/04 – Diagnostic Imaging Equipment

- Issue RFP on or about October 17, 2008.
- Mandatory Turnkey Site Meetings:
 - Norfolk General Hospital - October 27, 2008
 - Niagara Health System - October 28, 2008
 - Campbellford Memorial Hospital - October 29, 2008
 - Mount Sinai Hospital - October 31, 2008

Process Timeline Continued

RFP No. 2008/04 – Diagnostic Imaging Equipment

- Deadline for Vendor's questions received in writing no later than November 17, 2008, 12:00:00 noon; **All questions to be directed to Annette Senko via email.**
- Response to Vendor questions in writing by November 21, 2008.
- Vendor Presentations with for CT and MRI (for all Vendors and to be held for CMH and NYGH only) from January 5 to January 8, 2009.

Process Timeline Continued

RFP No. 2008/04 – Diagnostic Imaging Equipment

- **NYGH (MRI Presentations)**

Contact: Amir Soheili

Phone: (416) 756-6000 x6763

Email: amirsoh@nygh.on.ca

- **CMH (CT Presentations)**

Contact: Fay Smith

Phone: 705-653-1140 ext. 2125

Email: fsmith@cmh.ca

Process Timeline Continued

RFP No. 2008/04 – Diagnostic Imaging Equipment

- Delivery of Vendors' proposals to Office of Annette Senko no later than 12:00 noon, December 12, 2008. **This is the RFP closing date.**
- Determine short-list of Vendors by the Evaluation Team by January 12, 2009.
- Advise short-listed Vendors of their status and invite to demonstrate their solutions at hospital trials (ultrasound only) and/or conduct reference clinical site visits – to be completed by February 5, 2009.

Process Timeline Continued

RFP No. 2008/04 – Diagnostic Imaging Equipment

- Preferred Vendor selection by February 6, 2009.
- Negotiations completed by February 27, 2009.
- **Vendors are advised that these dates are tentative and may change at the sole discretion of CAHO participants.**

Request for Proposal (RFP)

RFP No. 2008/04 – Diagnostic Imaging Equipment

Questions?