



Council of Academic Hospitals of Ontario

Capital Equipment Group Purchasing Initiative
RFP Pre-Issue Meeting: Diagnostic Imaging Equipment
August 7, 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



University Health Network



The New Women's College Hospital



Bloorview
KIDS REHAB



Hamilton Health Sciences



SickKids



Council of Academic Hospitals of Ontario

Benefits of Group Purchasing

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

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. 2008/03

Diagnostic Imaging Equipment

Receipt Confirmation Form

RFP No. 2008/03 – 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 2008/03

Vendors are requested to acknowledge receipt of the Diagnostic Imaging Equipment 2008/03 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. 2008/03 – 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:

- Digital Radiography
- General Ultrasound
- Tee Ultrasound
- Digital Mammography
- Single Plane Angiography Unit
- Bi-Plane Angiography Unit
- Fluoroscopy Unit
- Mini C-Arm
- Portable Radiography

Participating Hospitals

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1. Children's Hospital of Eastern Ontario
2. Hospital for Sick Kids
3. Huron Perth Healthcare Alliance
4. London Health Sciences Centre
5. North York General Hospital
6. Queensway Carlton Hospital
7. St. Joseph's Healthcare London
8. St. Michael's Hospital
9. The Ottawa Hospital

Request for Proposal (RFP)

RFP No. 2008/03 – 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.

RFP Submission

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

RFP Submission Continued

Projected Equipment and Volume Requirements Appendix

- Contains list of participants equipment requirements with estimated installation/delivery dates.

Hospitals Project Background and Scope Appendix

- Contains specific information regarding each hospital, the number of procedures, and any additional background information regarding their specific equipment requirements.

RFP Submission Continued

Pricing Appendix

- All pricing is to be provided in the Pricing Appendix.
- The Pricing Appendix includes several schedules including: Base Unit Pricing, Accessories and Options, Parts, Consumables, and Service and Support that are to be completed for each type of equipment as required.

Additional Pricing Information Appendix

- Requests additional financial information regarding the agreement.

RFP Submission Continued

Digital Submissions

- When preparing your digital proposal please ensure that the following sections are submitted as individual files.

File #1 – Requirements Appendix, Bid Submission Form Appendix, Corporate Overview Appendix, Reference Appendix,

File #2 – Pricing Appendix and Additional Pricing Information Appendix

File #3 – Specifications Appendix

File #4 – Services and Support Appendix

File #5 – Site Planning and Turnkey Requirements Appendix

File #6 – Preferred Terms Appendix

Receipt of Proposals

RFP No. 2008/03 – Diagnostic Imaging Equipment

Proposals are to be returned to Annette Senko at the address below no later than **12:00:00 noon, September 10, 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

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- 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. 2008/03 – Diagnostic Imaging Equipment

The RFP will be posted on the St. Joseph's Health Systems Group Purchasing Organization web-site on or about August 7, 2008.

www.sjhcs-gpo.com

Process Timeline

RFP No. 2008/03 – Diagnostic Imaging Equipment

- Issue RFP on or about August 7, 2008.
- Mandatory Turnkey Site Meetings:
 - St. Michael's Hospital on August 18, 2008
 - Huron Perth Health Alliance on August 19th, 2008
(3 Sites - Clinton Public Hospital, Seaforth Community Hospital, and Stratford General Hospital)
- Deadline for Vendor's questions received in writing no later than August 25, 2008, 12:00:00 noon; **All questions to be directed to Annette Senko via email.**

Process Timeline Continued

RFP No. 2008/03 – Diagnostic Imaging Equipment

- Response to Vendor questions in writing by August 29, 2008.
- Delivery of Vendors' proposals to Office of Annette Senko no later than 12:00:00 noon, September 10, 2008. **This is the RFP closing date.**
- Determine short list of Vendors by the Evaluation Team by September 25, 2008.
- 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 October 10, 2008.

Process Timeline Continued

RFP No. 2008/03 – Diagnostic Imaging Equipment

- Preferred Vendor selection by October 17, 2008.
- Negotiations completed by October 31, 2008.
- **Vendors are advised that these dates are tentative and may change at the sole discretion of CAHO participants.**

Request for Proposal (RFP)

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Questions?