



REQUEST FOR INFORMATION AND PROPOSAL FOR SURGICAL PRODUCTS

You are hereby invited to submit Product Information together with a Price Proposal
for

**Blood Glucose Meters, Strips (Hospital Ward &
Specialized Unit use) and Safety Lancet Devices**

for

Netcare Hospitals (Pty) Ltd, Medicross Healthcare Group (Pty) Ltd,
Prime Cure Holdings (Pty) Ltd, and Netcare 911 (Pty) Ltd.

RFP Number : S19 of 2013	
DATE OF ISSUE	28 June 2013
CLOSING DATE	10 July 2013
CLOSING TIME	12h00 pm
VALIDITY PERIOD	90 DAYS
NUMBER OF PAGES	17



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The compilation and input to the guide was obtained from appropriate experts. Any changes and alterations can only be made with the approval of the Netcare Quality Care Steering Committee.

Reference to one gender can be interpreted to imply as belonging to either gender.

All manuals for the Netcare Group are under the management of Group Risk. For comments and suggestions please email the Risk Manager.



1 INTRODUCTION

1.1 Introduction to Netcare

Netcare is a company listed on the JSE Securities Exchange South Africa (JSE) and has the largest hospital and doctor network outside the United States of America. The Group has established an integrated healthcare model with a broad geographical representation.

1.2 Request for Proposal (RFP) objectives

The objective of this RFP is to enter into a medium to long-term supply agreement with a supplier(s) that is willing to demonstrate commitment to assisting Netcare in attaining its efficiency and cost containment objectives, and more specifically, but not limited to achieving the following:

- Focus on continued improvement
- Clinical governance
- Ethical, open and mutually beneficial relations
- Reducing costs
- Empowerment

2 GUIDELINES AND INSTRUCTIONS

2.1 RFP closing date

The closing date for the above RFP will be:

DUE DATE : 10 July 2013

Proposals received after the above date and specified time will under no circumstances be accepted. Such proposals will be marked as "LATE PROPOSALS" and be returned unopened to the supplier concerned.



2.2 Proposal format

You are requested to submit your information exactly as per the RFP document.

The RFP is divided into:

- Schedule A SUPPLIER INFORMATION
- Schedule B1 EQUIPMENT PRODUCT INFORMATION
- Schedule B2 DISPOSABLE PRODUCT INFORMATION
- Schedule C PRICE INFORMATION
- Schedule D DECLARATION OF INTEREST - RFP SPECIFIC
- Schedule E SUPPLIER DECLARATION

The following supporting Annexure is provided:

- Annexure A - PRODUCT CLASSIFICATION AND FINAL FINANCIAL PROPOSAL
- ANNEXURE B – SUPPLIER DECLARATION OF INTEREST - ALL PRODUCTS

Suppliers must complete and submit all the above schedules to be considered for evaluation. **Incomplete documents will not be evaluated**

Where additional information or documentation is provided, such documents can be attached in the form of any addendum referring to the specific schedule.

2.3 RFP submissions

RFP documents are to be submitted as **ONE electronic copy** to Rita.Schroeder@netcare.co.za and **ONE hardcopy** to the following address:

Netcare Limited
Head Office
76 Maude Street
Corner West
Sandton

Attention: Rita Schroeder



All offers are to be specifically signed by a duly delegated authority of your company clearly stating such authority's official designation.

All prices and particulars furnished by the supplier will be deemed to be binding on the supplier.

Offers are to remain open for acceptance by Netcare for a period of 90 days from the closing date recorded on this RFP. During this time the supplier agrees not to amend their quotation in any way whatsoever.

Netcare reserves the right to accept in whole or part of the proposals received.

2.4 Netcare Proposal Evaluation

The relevant Supply Managers will evaluate all supplier submissions and will be responsible for final negotiation and conclusion of agreements. The Supply Managers will report their findings to, and obtain final approval for Proposal award from the General Manager Procurement Services.

Suppliers may be required, and must be prepared to do a presentation to the Supply Manager(s), at which time they may seek clarification of the proposal submitted

3 PAYMENT TERMS

Suppliers are hereby notified that Netcare's payment terms are 30days with a 2.5% Settlement Discount.

4 SERVICE LEVEL AGREEMENT

Suppliers are requested to submit a proposed Service Level Agreement providing details of how the Netcare account will be managed in order to ensure:

- Maintaining of agreement pricing
- Assist with product evaluations when requested
- Effective training of relevant hospital staff members
- Quick, effective follow up of product related queries
- Sufficient stock to service all hospitals at all times
- In an out of stock situation you will be expected to source a substitute product complying with the specifications quoted **on and acceptability agreed with the Supply Manager** at Netcare. The price charged should be the contractual price



- Should Netcare be forced to source an alternative to an “Out Of Stock” product, the difference in price between that of the standardised item and the sourced item will be claimed by Pharmacy Procurement at Netcare Head Office.
- Please provide After Hours contact details if applicable.

5 NETCARE GEOGRAPHICAL FOOT PRINT

NETCARE HOSPITALS (PTY) LTD	
GAUTENG	
Netcare Clinton Hospital	Alberton
Netcare Union Hospital	Alberton
Optimed Clinic	Alberton
Netcare Garden City Hospital	Johannesburg
Netcare Linksfield Hospital	Johannesburg
Netcare Linkwood Hospital	Johannesburg
Netcare Linmed Hospital	Johannesburg
Netcare Milpark Hospital	Johannesburg
Netcare Mulbarton Hospital	Johannesburg
Netcare Olivedale Hospital	Johannesburg
Netcare Optiklin Eye Hospital	Johannesburg
Netcare Park Lane Hospital	Johannesburg
Netcare Rand Hospital	Johannesburg
Netcare Rehabilitation Hospital	Johannesburg
Netcare Rosebank Hospital	Johannesburg
Netcare Sunninghill Hospital	Johannesburg
Netcare Sunward Park	Johannesburg
Netcare Bell Street Hospital	Krugersdorp
Netcare Constantia Day Clinic	Krugersdorp
Netcare Krugersdorp Hospital	Krugersdorp
Netcare Waterfall City	Midrand
Netcare Akasia Hospital	Pretoria
Netcare Femina Hospital	Pretoria
Netcare Jakaranda Hospital	Pretoria
Netcare Montana Hospital	Pretoria



Netcare Moot Hospital	Pretoria
Netcare Pretoria East Hospital	Pretoria
Netcare Unitas Hospital	Pretoria
Netcare Bougainville Hospital	Pretoria West
Netcare N17 Hospital	Springs
<u>KZN</u>	
Netcare Kingsway Hospital	Amanzimtoti
Alberlito Hospital	Ballito
Netcare Parklands Hospital	Durban
Netcare St Augustine's Hospital	Durban
Kokstad Private Hospital	Kokstad
Netcare Margate Hospital	Margate
Netcare St Anne's Hospital	Pietermaritzburg
Netcare The Bay Hospital	Richards Bay
Netcare Umhlanga Hospital	Umhlanga
<u>MPUMALANGA</u>	
Netcare Bronkhorstspuit Hospital	Bronkhorstspuit
<u>NORTH WEST PROVINCE</u>	
Netcare Ferncrest Hospital	Rustenburg
<u>FREE STATE</u>	
Pelonomi Private Hospital	Bloemfontein
Universitas Private Hospital	Bloemfontein
Netcare Kroon Hospital	Kroonstad
Netcare Vaalpark Hospital	Vaalpark
<u>EASTERN CAPE</u>	
Settlers Hospital	Grahamstown
Port Alfred Hospital PPP	Port Alfred
Netcare Greenacres Hospital	Port Elizabeth
Netcare Cuyler Hospital	Uitenhage
<u>WESTERN CAPE</u>	
Netcare Blaauwberg Hospital	Blaauwberg
Netcare Christiaan Barnard Memorial Hospital	Cape Town
UCT Private Academic Hospital	Cape Town
Netcare Kuils River Hospital	Kuils River
Netcare N1 City Hospital	N1 City



MEDICROSS HEALTHCARE GROUP (PTY) LTD	
EASTERN CAPE	
East London	East London
Algoa Park	Port Elizabeth
Cape Road	Port Elizabeth
Lorraine Gardens	Port Elizabeth
Walmer	Port Elizabeth
Westering	Port Elizabeth
FREE STATE	
Bloemfontein	Bloemfontein
Quintamed	Bloemfontein
Parys	Parys
GAUTENG	
Hennie Alberts	Alberton
Sunnyridge	Germiston
Benoni	Johannesburg
Boksburg	Johannesburg
Edenvale	Johannesburg
Germiston	Johannesburg
Kembirch	Johannesburg
Meldene	Johannesburg
Monument	Johannesburg
Randburg	Johannesburg
Roodepoort	Johannesburg
Triomf	Johannesburg
Springs	Johannesburg
The Berg	Johannesburg
Vereeniging	Johannesburg
Krugersdorp	Krugersdorp
Constantia Park	Pretoria
Gezina	Pretoria
Pretoria North	Pretoria
Pretoria West	Pretoria
Saxby	Pretoria
Silverton	Pretoria
Kwa Thema	Springs
KZN	
Amanzimtoti	Durban



Bluff	Durban
Hayfields	Durban
Hillcrest	Durban
Malvern	Durban
Pinetown	Durban
Meer-en-see	Richards Bay
Umhlanga	Umhlanga
MPUMALANGA	
Delmas	Mpumalanga
Nelmed	Mpumalanga
NORTH WEST	
Ferncrest	Rustenburg
Potchefstroom	Rustenburg
Rustenburg	Rustenburg
NORTHERN CAPE	
Kimberley	Kimberley
WESTERN CAPE	
Brackenfell	Brackenfell
Bellville	Cape Town
City Bowl	Cape Town
Da Nova	Cape Town
Fish Hoek	Cape Town
Hout Bay	Cape Town
Kenilworth	Cape Town
Langeberg	Cape Town
Mossel Bay	Cape Town
Northpine	Cape Town
Paarl	Cape Town
Parow	Cape Town
Pinelands	Cape Town
Riverside	Cape Town
Stelkor	Cape Town
Tableview	Cape Town
Tokai	Cape Town
Vredeklouf	Cape Town
Wellington	Cape Town
Worcester	Cape Town



PRIME CURE HOLDINGS (PTY) LTD	
EASTERN CAPE	
Korsten	Korsten
Port Elizabeth	Port Elizabeth
FREE STATE	
Bloemfontein	Bloemfontein
Welkom	Welkom
GAUTENG	
Dube	Johannesburg
Katlehong	Johannesburg
Merafi	Johannesburg
Queenswood	Pretoria
KZN	
Bluff	Durban
Pinetown	Durban
Prospecton	Durban
Smith Street Durban	Durban
Verulam Durban	Durban
Newcastle	Newcastle
Richards Bay	Richards Bay
MPUMALANGA	
Middleburg	Middleburg
Nelspruit	Nelspruit
WESTERN CAPE	
Kuilsriver	Cape Town
Simonsrust	Stellenbosch
Wynberg	Cape Town



THE FOLLOWING SCHEDULES MUST BE COMPLETED IN FULL

SCHEDULE A – SUPPLIER INFORMATION

1. Company detail

1.1 Registered Name of Company	
1.2 Legal Entity (Pty) Ltd or CC	
1.3 Company Registration Number	
1.4 Company VAT Number	
1.5 Company Address - Postal	1.6 Company Address - Physical
1.7 Company Contact Details – Tel No	1.8 Company E-mail Address
1.9 Company Website Address	2.0 Company Facsimile Number

2. Empowerment

Please provide your BBBEE rating and a copy of your BBBEE certificate. Should you not have such a certificate, please provide proof of the BEE/EE status of your company.

Kindly complete the schedule below:

Scorecard Type (Generic, QSE or EME)	BBBEE Status Level (1to 8 or non- compliant)	Percentage Black Ownership	Percentage Black Women Ownership

3. Services

3.1 Company track record

How long have you been a supplier of Surgical Disposable products?

Who are your main customers?

3.2 Geographical Infrastructure and Support

Are you able to supply and support customers throughout South Africa?



4. Product distribution detail

Please provide information on the distribution of your product range

- Distribution Agent
- Area of Distribution
- Frequency of deliveries
- Lead times from placing of an order
- Order Cut-off times

5. Quality Management systems

5.1 Kindly provide proof of all quality certification which you may have e.g. ISO certification).

6. Nominated Supplier Representative

All inquiries regarding this RFP should be made to:

Nominated Representative	
Job Title	
Mobile No	
Telephone No	
Facsimile No	
E-mail Address	



SCHEDULE B1– PRODUCT INFORMATION - Blood Glucose Meter - The meters will be placed at the different Netcare hospitals

1. Provide detailed product description on the equipment

- Please provide detail on the meter specific ally indicated for **IN HOSPITAL** Use :

2. Functionality

- Please provide detail on clinical benefits and features of the equipment
 - Results Range - MUST have Neonatal Clearance
 - Warning Systems - Out of Range Results
 - Auto Shut- Off

3.. Product Accreditation

- Please provide detail together with copies of supporting documentation of the CE and FDA approval on your BLOOD GLUCOSE METER

4. Provide detail of items current on **Loan or Placement per Hospital**

- Blood Glucose Meters
- Provide detail on Faulty Meter Support
- Provide Detail on Meter Warranty



SCHEDULE B2 – PRODUCT INFORMATION – Blood Glucose Test Strips & Safety Lancets

PLEASE NOTE – The product offered should be indicated specifically for “IN Hospital” Use (Wards and Specialized units e.g. ICU NNICU)

1. Provide detailed product description and range availability

- Please provide detail for the Test Strips. Refer to annexure A, (including catalogue numbers)
- Please provide detail for the Safety Lancet Devices. Refer to annexure A, (including catalogue numbers)

2. Functionality Features and Benefits

- Please provide detail on clinical benefits on Test Strips
- Please provide range of Safety Lancets and ability to provide the range Neonate to Adult.

3. Product Information

- Please provide detail/ Comparative information
- Please provide information regarding Pack Size Packaging and Shelf Life Packaging and shelf live of Test Strips (opened and sealed)
- Are all the products offered in the RFP NAPPI coded?
- Provide proof of Discovery reimbursement
- Provide similar detail for the Safety Lancets

4. Product Accreditation

- Please provide detail together with copies of supporting documentation.

5. Product Samples for Evaluation

- Product samples may be requested

6. Product Training



IMPORTANT

- The successful Supplier need to be able to train all shifts of Healthcare personal in all Netcare Facilities and do the changeover in 30 Days.
- Ongoing assistance with the training for all doctors and nursing staff on the correct usage of your product and understanding of the equipment on placement.



SCHEDULE C – PRICE INFORMATION (Test Strips and Safety Lancets)

3.1 Pricing Detail for Proposal

Please make use of **Annexure A** for your product and pricing information – Only this format will be accepted

3.2 Supplier Formulary Status -

It is assumed that the proposed pricing structure is intended for Formulary Status (albeit Exclusive or **Shared**) unless otherwise stated.

It is also assumed that the pricing proposed is the best price in order to ensure possible Formulary status

3.3 Product evaluations

The following would be expected should you be selected as one of the short-listed suppliers for the RFP Product Category:

- Some samples to be delivered to selected hospitals
- An agreed product evaluation questionnaire to be distributed with samples
- Assistance with the training for all doctors and nursing staff on the correct usage of your product and understanding of the equipment on placement

3.4 Intended Duration of Supply Agreement

The intention of the Supply Agreement is a duration of at least one year, with the option to extend for another 12 months based on performance of the supplier during the contract period.

3.4 Price Adjustments

The pricing accepted in the Supply Agreement and verified by a signed off product addendum will remain unchanged for the duration of the agreement. Any Price adjustments need to be negotiated and agreed with the Supply Manager.



SCHEDULE D – DECLARATION OF INTEREST

Suppliers are required to complete a detailed schedule of any interests (whether financial, personal or other) they may have in any of the following: - Refer ANNEXURE B

- Netcare Hospitals (Pty) Ltd
- Medicross Healthcare Group (Pty) Ltd
- Prime Cure Holdings (Pty) Ltd
- Netcare 911 (Pty) Ltd

The Procurement department will determine if the interest declared would have any material impact on the outcome of the RFP and report these to the General Manager Procurement Services

SCHEDULE E – SUPPLIER DECLARATION

Declaration:

All information supplied in this proposal is correct and complete and accurately reflects the capabilities of the company:

Name	
Signature	
RFP signed in capacity as	
Date	

