



Consultation on the draft 2023/24 Invitation to Tender (Suppliers)

24 July 2023

Overview

Te Pātaka Whaioranga – Pharmac is seeking feedback from pharmaceutical suppliers, distributors, wholesalers, and other interested parties on the draft 2023/24 Invitation to Tender.

Consultation closes at 5 pm (New Zealand standard time) on Monday 28 August 2023

Email feedback to tender@pharmac.govt.nz

We are seeking feedback on the draft 2023/24 Invitation to Tender. The list of products proposed to be included in the 2023/24 Invitation to Tender is still under development and may change before it is taken to the Pharmac Board or its Delegate for approval and subsequently issued. In particular, we are seeking:

- feedback on the draft tender list and draft tender agreement (contract)
- commercial proposals as an alternative to including a product in the 2023/24 Invitation to Tender.

We are considering requesting products and artwork earlier (prior to Christmas) to ensure that the resources are available for the Tender Clinical Advisory Committee meeting to help inform its recommendations. We want to understand if an earlier timeline could be met and what the potential issues could be.

We are also seeking feedback on a proposed increase to the minimum stock holding required in the tender agreement. How would increasing the minimum stock holding impact suppliers?

We are also seeking feedback from healthcare professionals and people who take medicines.

- [Healthcare professional consultation](#)
- [Consumer consultation](#)

Pharmac does not intend to send out further drafts for consultation at this stage. This is dependent on the feedback received to this consultation. Pharmac may choose to consult on specific medicines during the tender process.

[Suppliers' guide to Pharmac's annual tender process](#)

Key changes proposed for the 2023/24 Invitation to Tender

- The key proposed change to the tender contract this year would allow Pharmac to accept tender bids for vials or ampoules for injectable formulations, in the same way as it currently allows acceptance of capsules or tablets for oral formulations. Pharmac may still have a preference for a vial or an ampoule, however it would be at Pharmac's discretion to choose a vial or an ampoule if either of these presentations is stated in the line-item description.
- We have also included a section that would give Pharmac the ability to widen access during the tender period for any product.
- Key changes have been highlighted in yellow.

New products

This year's Invitation to Tender includes seven-line items that have not previously been included in the tender or other competitive process. These line items are as follows:

Tendered Item
Ferrous fumarate with ascorbic acid <ul style="list-style-type: none"> • Tab long-acting 325 mg (105 mg elemental) with ascorbic acid 500 mg
Perindopril with amlodipine <ul style="list-style-type: none"> • Tab 2 mg – 2.5 mg • Tab 4 mg – 5 mg • Tab 8 mg – 10 mg
Ramipril with felodipine <ul style="list-style-type: none"> • Tab 2.5 mg with felodipine 2.5 mg
Levodopa with carbidopa and entacapone <ul style="list-style-type: none"> • Tab 100 mg with carbidopa 25 mg and entacapone 200 mg • Tab 125 mg with carbidopa 31.25 mg and entacapone 200 mg • Tab 150 mg with carbidopa 37.5 mg and entacapone 200 mg
Nepafenac <ul style="list-style-type: none"> • Eye drop 0.3%
β-hCG low-sensitivity urine test kit <ul style="list-style-type: none"> • Test Kit

Key dates

Consultation on the 2023/24 Invitation to Tender

24 July 2023 – Consultation begins

21 August 2023 – Any alternative commercial proposals (ACPs) due

28 August 2023 – Consultation closes

August 2023 – Estimated negotiations for any ACPs being progressed

September 2023 – Tender Clinical Advisory Committee meets

September/October 2023 – Estimated consultation on any ACPs being progressed

Release of the 2023/24 Invitation to Tender

November 2023 – Final Invitation to Tender issued

December 2023 – Invitation to Tender closes

January 2024 – Tender Clinical Advisory Committee meets

We are considering requesting products and artwork earlier (prior to Christmas) to ensure that the resources are available for the Tender Clinical Advisory Committee meeting to help inform recommendations. We want to understand if an earlier timeline could be met and what the potential issues could be.

Unresolved tender bids from previous Invitations to Tender

We intend to review any unresolved tender bids from the 2020/21, 2021/22, and 2022/23 Invitations to Tender prior to issuing the 2023/24 Invitation to Tender. See Appendix One below for all tenders we do not anticipate would be resolved before the end of July.

Other potential changes

Because the tender can result in substantial price reductions, it often means that savings made can be used to fund new medicines. The savings can also be used to fund changes to the tendered products. For example:

- if the product is currently partially funded, it would become fully funded if the tender was awarded
- the product could be added to the 'stat' dispensing list, which would mean that people could collect prescriptions dispensed as a three-month supply (rather than monthly)
- if funding criteria apply to a product (for example, a Special Authority restriction, endorsement, or prescriber-type restriction), we might change or remove funding restrictions to enable more people to use it. We might consult on this separately prior to making a decision

We are interested in your feedback on potential changes for the medicines we are tendering. You can see the Pharmaceutical Schedule for all dispensing and funding restrictions: [schedule.pharmac.govt.nz/latest/Schedule.pdf](https://www.pharmac.govt.nz/latest/Schedule.pdf)

Alternative commercial proposals

Pharmac is open to any alternative commercial proposals (ACPs) to tendering that you may wish to submit. ACPs may involve offering savings:

- on one set of pharmaceuticals in return for Pharmac agreeing to defer tendering on another group of pharmaceuticals for a period
- by way of rebates rather than through list (gross) price reductions

The following points apply to ACPs for both the community and Te Whatu Ora - Health New Zealand hospital markets.

- ACPs should include at least one line item listed in Schedule Two of the draft 2023/24 Invitation to Tender.
- ACPs may include more than one line item and may also include pharmaceuticals not listed in Schedule Two of the draft 2023/24 tender.
- ACPs should not include any items subject to an unresolved tender.
- ACPs may seek Pharmac's agreement to defer tendering for a period of time for any pharmaceutical, whether or not it is listed in Schedule Two of the draft 2023/24 tender.

- ACPs may not propose awarding Principal Supply Status in the community or Te Whatu Ora Hospitals, or any other form of sole or exclusive supply.
- Pharmac reserves the right:
 - not to accept any ACPs and / or
 - not to provide reasons for the acceptance or non-acceptance of any ACP and / or
 - to enter into an agreement or arrangement that differs in a material respect from that envisaged in this consultation.

ACPs are due by **4 pm (New Zealand Time), Monday 21 August 2023**. Pharmac may not consider any ACPs that are submitted after this date.

Usage data for 'PCT only' injectable products

The table below contains 'PCT only' funded usage data for the year ended 30 June 2022 for items included in the 2023/24 tender. These volumes are approximate and indicative only. Pharmac makes no representation as to the accuracy of these figures or the level of sales or likely sales of any tender item.

Chemical	Total usage (mg)
Azacitidine	2,534,672
Bendamustine	1,692,893
Carboplatin	12,163,730
Cisplatin	990,964
Cyclophosphamide	39,861,900
Doxorubicin	1,833,176
Epirubicin	549,045
Fluorouracil sodium	8,475,540
Irinotecan	6,050,039
Methotrexate	27,873,398

Hauora Arotahi – Māori health areas of focus

Pharmac is continually working to develop and implement advances in Hauora Arotahi to support equitable health outcomes for Māori. [Pharmac's Māori health areas](#) of focus voiced by whānau Māori are available [on our website](#). The draft 2023/24 Invitation to Tender includes treatments for mental health, heart health (such as medicines to treat high blood pressure and prevent stroke), respiratory health, and cancer (lung and breast), outlined in tables below.

Chemical Name	Line Item
<i>Cancer – lung and breast</i>	
Carboplatin	Injection
Cisplatin	Injections
Epirubicin	Injection
Fluorouracil sodium	Injections
Letrozole	Tablets

Chemical Name	Line Item
<i>Mental health</i>	
Bupirone hydrochloride	Tablets
Dexamfetamine sulphate	Tablets
Disulfiram	Tablets
Lithium carbonate	Capsules – immediate release and long acting
Lorazepam	Tablets
Methadone hydrochloride	Oral liquid

Chemical Name	Line Item
<i>Heart health – high blood pressure and stroke</i>	
Atenolol	Tablets
Candesartan	Tablets
Clonidine	Injections and Tablets
Dobutamine	Injection
Felodipine	Tablets long-acting
Glyceryl trinitrate	Injections
Lisinopril	Tablets
Perindopril	Tablets
Perindopril with amlodipine	Tablets
Quinapril	Tablets
Ramipril	Capsules or Tablets
Ramipril with felodipine	Tablets

Chemical Name	Line Item
Moclobemide	Tablets
Varenicline tartrate	Tablets
Zopiclone	Tablets

Additional Special Terms

Additional Special Terms have been included in the draft 2023/24 Tender contract for somatropin injections. This clause would require any potential suppliers to offer education, training and support resources to patients and healthcare professionals, and related products required for the safe handling and use of the supplier's somatropin product (such as associated devices, needles, needle clippers, sharps bins).

The full Additional Special Terms for somatropin can be found in the draft 2023/24 Tender contract on the Pharmac website. Any feedback on these Additional Special Terms would be useful to inform the final contract.

Electronic tender (eTender) system

The 2023/24 tender will be distributed via Pharmac's electronic tendering portal (In-Tend).

The portal requires companies to register for a user account. Details of how to register will be distributed before we release the final 2023/24 Invitation to Tender. A 'practice' tender will be released for users who wish to familiarise themselves with the portal.

Please let us know if the contact details for the person responsible for submitting tender bids have changed for your company by emailing tender@pharmac.govt.nz

To provide feedback

Feedback should be provided to Pharmac's tender analysts via email at tender@pharmac.govt.nz

All feedback received before the closing date will be considered by Pharmac's Board or its delegate prior to finalising the 2023/24 Invitation to Tender.

Your feedback may be shared

Feedback we receive is subject to the Official Information Act 1982 (OIA). Please be aware that we may need to share your feedback, including your identity, in response to an OIA request. This applies to anyone providing feedback, whether they are providing feedback themselves or for an organisation, in a personal or professional capacity.

We can only keep feedback confidential as allowed under the OIA and other related laws. If you want any part of your feedback treated as confidential, you need to tell us why. Is it commercially sensitive, confidential or proprietary, or personal information? Clearly state this and tell us which parts of your feedback you want to keep confidential for these reasons. We will consider your request under our OIA requirements.

Appendix One – Unresolved tenders

2021/22 Invitation to Tender

Chemical Name	Line Item
Acetazolamide	Tab 250 mg
Amisulpride	Tab 100 mg
Amisulpride	Tab 200 mg
Amisulpride	Tab 400 mg
Amoxicillin clavulanate	Grans for oral liq amoxicillin 125 mg with potassium clavulanate 31.25 mg per 5 ml
Amoxicillin clavulanate	Grans for oral liq amoxicillin 250 mg with potassium clavulanate 62.5 mg per 5 ml
Budesonide	Cap 3 mg controlled release
Clindamycin	Cap hydrochloride 150 mg
Compound electrolytes with glucose (dextrose)	Solution with electrolytes

Ertapenem	Inj 1 g vial
Haloperidol	Inj 5 mg per ml, 1 ml
Levosimedan	Inj 2.5 mg per ml, 5 ml
Nicorandil	Tab 10 mg
Nicorandil	Tab 20 mg
Nimodipine	Inj 0.2 mg per ml, 50 ml
Noradrenaline	Inj 1 mg per ml, 4 ml ampoule
Pemetrexed	Inj 100 mg
Pemetrexed	Inj 500 mg
Sodium hyaluronate [hyaluronic acid]	Inj 30 mg per ml
Tenecteplase	Inj 50 mg
Tranlycypromine sulphate	Tab 10 mg
Trientine	Cap 250 mg – 300 mg

2022/23 Invitation to Tender

Chemical Name	Line Item
Cefazolin sodium	Inj 1 g
Cefazolin sodium	Inj 2 g
Cefazolin sodium	Inj 500 mg
Cefuroxime sodium	Inj 1.5 g
Cefuroxime sodium	Inj 750 mg
Ciprofloxacin	Tab 250 mg
Ciprofloxacin	Tab 500 mg
Ciprofloxacin	Tab 750 mg
Dabigatran	Cap 110 mg
Dabigatran	Cap 150 mg
Dabigatran	Cap 75 mg
Emulsifying ointment	Oint BP (pack size greater than 200 g)
Emulsifying ointment	Oint BP (pack size of 200 g or less)

Ephedrine	Inj 3 mg per ml, 10 ml prefilled syringe
Fibre supplement	Powder/granules
Gemcitabine hydrochloride	Inj 1 g
Hyoscine butylbromide	Tab 10 mg
Magnesium sulphate	Inj 2 mmol per ml, 5 ml
Metaraminol tartrate	Inj 0.5 mg per ml, 10 ml
Metaraminol tartrate	Inj 0.5 mg per ml, 5ml
Metronidazole	Tab 200 mg
Metronidazole	Tab 400 mg
Paclitaxel	Inj 100 mg
Paclitaxel	Inj 300 mg
Paraffin	White soft (pack size 2000 g or more)

Temozolomide	Cap 100 mg
Temozolomide	Cap 140 mg
Temozolomide	Cap 20 mg
Temozolomide	Cap 250 mg
Temozolomide	Cap 5 mg

Paraffin	White soft (pack size 500 g or less)
Teriflunomide	Tab 14 mg
Thiotepa	Inj 100 mg
Thiotepa	Inj 15 mg

