

6 November 2015

Release of the 2015/16 Invitation to Tender

The 2015/16 Invitation to Tender (2015/16 ITT) has been distributed today.

Please note that the Electronic Portal will not be available until approximately five working days following the release of the 2015/16 ITT.

If you do not receive an e-mail containing the link to the eTender system and you would like to participate in the 2015/16 ITT, please contact **Laurence Holding** or **Katie Brownless** at tender@pharmac.govt.nz so that your details can be added to our system. If you have already registered your e-mail address with us but you have not received an e-mail link we suggest that you check your e-mail spam filters (in case it has been caught by your filters) prior to contacting us.

If you have not previously registered your contact details with PHARMAC to access the Electronic Portal, and you would like to participate in the 2015/16 ITT, please contact the **Tender Analysts** at tender@pharmac.govt.nz.

A complete copy of the 2015/16 ITT is also available on our website at the following link <http://www.pharmac.health.nz/news/#tender>. We will not be posting out any hard copies of the 2015/16 ITT.

1. Changes to the 2015/16 ITT product list

Please note that the product list (Schedule Two) consulted on in August 2015 has changed. Some products have been added, removed or amended either as a result of:

- clinical advice received (i.e. from the Tender Medical Evaluation Subcommittee of PTAC and/or members of the Hospital Pharmaceuticals Subcommittee); and/or
- consultation responses received from suppliers, DHBs and/or medical groups; and/or
- a review of unresolved bids from previous tenders; and/or
- Alternative Commercial Proposals accepted by PHARMAC.

The following items have been added to the 2015/16 ITT:

Chemical Name	Line Item
Aciclovir	Eye oint 3%
Baclofen	Inj 2 mg per ml, 5 ml
Calcipotriol	Crn 50 mcg per g (pack size 30 g or less)
Calcipotriol	Crn 50 mcg per g (pack size greater than 30 g)
Calcipotriol	Oint 50 mcg per g (pack size 30 g or less)
Calcipotriol	Oint 50 mcg per g (pack size greater than 30 g)

Chemical Name	Line Item
Chloramphenicol	Eye oint 1%
Ciprofloxacin	Eye Drops 0.3%
Clonazepam	Tab 500 mcg
Clonazepam	Tab 2 mg
Dimethicone	Crn 5% (pack size 100 g or less)
Dipyridamole	Tab long-acting 150 mg
Eptifibatide	Inj 0.75 mg per ml, 100 ml
Eptifibatide	Inj 2 mg per ml, 10 ml

Chemical Name	Line Item
Fludarabine phosphate	Inj 50 mg
Fondaparinux sodium	Inj 2.5 mg syringe
Fondaparinux sodium	Inj 7.5 mg syringe
Hyoscine N-butylbromide	Tab 10 mg
Indomethacin	Cap 25 mg
Indomethacin	Cap 50 mg
Indomethacin	Cap long-acting 75 mg
Indomethacin	Inj 1 mg
Indomethacin	Suppos 100 mg
Isradipine	Oral liq 1 mg per ml
Labetalol	Inj 5 mg per ml, 20 ml
Latanoprost with timolol	Eye drops 50 mcg per ml with timolol 0.5%
Levomepromazine	Inj 25 mg per ml, 1 ml
Levomepromazine	Tab 25 mg
Levomepromazine	Tab 100 mg
Malathion	Shampoo 1%
Methadone hydrochloride	Inj 10 mg per ml, 1 ml
Nitrofurantoin	Tab 50 mg
Nitrofurantoin	Tab 100 mg
Nitrofurantoin	Tab modified-release 50 mg
Nitrofurantoin	Tab modified-release 100 mg
Oestradiol	TDDS 25 mcg per day

Chemical Name	Line Item
Oestradiol	TDDS 50 mcg per day
Oestradiol	TDDS 75 mcg per day
Oestradiol	TDDS 100 mcg per day
Ornidazole	Tab 500 mg
Pyrazinamide	Tab 500 mg
Sodium hyaluronate [hyaluronic acid] with chondroitin sulphate	Inj 30 mg per ml with chondroitin sulphate 40 mg per ml, 0.35 ml syringe and inj 10 mg sodium hyaluronate [hyaluronic acid] per ml, 0.4 ml syringe
Sodium hyaluronate [hyaluronic acid] with chondroitin sulphate	Inj 30 mg per ml with chondroitin sulphate 40 mg per ml, 0.5 ml syringe and inj 10 mg sodium hyaluronate [hyaluronic acid] per ml, 0.55 ml syringe
Thiopental [thiopentone] sodium	Inj 500 mg
Travoprost with timolol	Eye drops 0.004% with timolol 0.5%
Trimethoprim with sulphamethoxazole [Co-trimoxazole]	Tab trimethoprim 80 mg and sulphamethoxazole 400 mg
Voriconazole	Inj 200 mg
Zinc	Crm BP
Zinc	Oint BP

The following items that were included in consultation have been removed from the 2015/16 ITT:

Chemical Name	Line Item
Adrenaline	Inj 1 in 1,000, 1 ml
Adrenaline	Inj 1 in 10,000, 10 ml
Amiloride	Tab 5 mg
Betamethasone valerate with fusidic acid	Crm 0.1% with fusidic acid 2%
Bumetanide	Inj 500 mcg per ml, 4 ml
Dexamethasone phosphate	Inj 4 mg per ml, 1 ml
Dexamethasone	Inj 4 mg per ml, 2 ml

Chemical Name	Line Item
phosphate	
Filgrastim	Inj 300 mcg per ml, 0.5 ml prefilled syringe
Filgrastim	Inj 300 mcg per ml, 1 ml vial
Filgrastim	Inj 480 mcg per ml, 0.5 ml prefilled syringe
Glyceryl trinitrate	Spray 400 mcg per dose
Glycopyrronium bromide	Inj 0.2 mg per ml, 1 ml

Chemical Name	Line Item
Levetiracetam	Tab 250 mg
Levetiracetam	Tab 500 mg
Levetiracetam	Tab 750 mg
Levetiracetam	Tab 1 g
Methotrexate	Inj 7.5 mg prefilled syringe
Methotrexate	Inj 10 mg prefilled syringe
Methotrexate	Inj 15 mg prefilled syringe
Methotrexate	Inj 20 mg prefilled syringe
Methotrexate	Inj 25 mg prefilled syringe

Chemical Name	Line Item
Methotrexate	Inj 30 mg prefilled syringe
Neostigmine metisulfate with glycopyrronium bromide	Inj 2.5 mg with glycopyrronium bromide 0.5 mg per ml, 1 ml
Pegylated liposomal doxorubicin	Inj 20 mg
Pegylated liposomal doxorubicin	Inj 50 mg
Sodium stibogluconate	Inj 100 mg per ml

The following items have been amended in the 2015/16 ITT:

Chemical Name	Line Item
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
Amoxicillin clavulanate	Grans for oral liq amoxicillin 400 mg with potassium clavulanate 57 mg per 5 ml
Anagrelide hydrochloride	Cap 0.5 mg
Aspirin	Tab 75 mg - 100 mg
Benzoyl peroxide	Gel 2.5%
Benzoyl peroxide	Gel 5%
Betamethasone valerate with clioquinol	Crm 0.1% with clioquinol 3%
Betamethasone valerate with clioquinol	Oint 0.1% with clioquinol 3%
Brinzolamide	Eye drops 1%
Bupropion hydrochloride	Tab modified-release 150 mg
Clomiphene citrate	Tab 50 mg
Coal tar	Soln BP

Chemical Name	Line Item
Codeine phosphate	Tab 15 mg
Codeine phosphate	Tab 30 mg
Codeine phosphate	Tab 60 mg
Compound electrolytes	Powder for soln for oral use
Condom lubricating jelly	<200 ml
Condoms	51 mm or less (nominal width)
Condoms	52 mm - 54 mm (nominal width)
Condoms	55 mm - 58 mm (nominal width)
Condoms	59 mm or greater (nominal width)
Condoms	Female condom
Condoms	Flavoured 54 mm or less (nominal width)
Condoms	Flavoured 55 mm or greater (nominal width)
Desmopressin	Tab 100 mcg
Desmopressin	Tab 200 mcg
Dexamethasone with framycetin and gramicidin	Ear/eye drops 500 mcg with framycetin sulphate 5 mg and gramicidin 50 mcg per ml
Dimethicone	Crm 5% (pack size)

Chemical Name	Line Item
	greater than 100 g)
Dorzolamide hydrochloride	Eye drops 2%
Econazole nitrate	Crn 1% (pack size 30 g or less)
Ferrous salts	Oral liq
Fluoxetine hydrochloride [combined market]	Tab dispersible 20 mg, scored
Fluoxetine hydrochloride [split market]	Cap 20 mg
Fluoxetine hydrochloride [split market]	Tab disperible 20 mg, scored
Framycetin sulphate	Ear/Eye drops 0.5%
Fusidic acid	Eye drops 1%
Hydralazine	Tab 25 mg
Hydrocortisone	Oint 1% (pack size greater than 100 g)
Hydrocortisone	Oint 1% (pack size 100 g or less)
Ibuprofen	Oral liq 20 mg per ml
Ispaghula (psyllium) husk	Powder/granules
Lactulose	Oral liq 10 g per 15 ml
Lamivudine	Tab 150 mg
Lamivudine (combined market)	Tab 150 mg
Lamivudine (combined market)	Tab 300 mg
Lamivudine (split market)	Tab 150 mg
Lamivudine (split market)	Tab 300 mg
Levobunolol	Eye drops 0.5%
Levocabastine	Eye drops 0.5 mg per ml
Levonorgestrel	Tab 0.75 mg - 1.5 mg
Levosimendan	Inj 2.5 mg per ml, 10 ml
Levosimendan	Inj 2.5 mg per ml, 5 ml
Loperamide hydrochloride [combined market]	Cap 2 mg
Loperamide hydrochloride [split market]	Cap 2 mg

Chemical Name	Line Item
Loperamide hydrochloride [split market]	Tab 2 mg
Lorazepam	Inj 2 mg - 4 mg per ml, 1 ml
Methylprednisolone aceponate	Crn 0.1%
Methylprednisolone aceponate	Oint 0.1%
Metolazone	Tab 5 mg
Morphine	Cap long-acting 10 mg
Morphine	Cap long-acting 30 mg
Morphine	Cap long-acting 60 mg
Morphine	Cap long-acting 100 mg
Morphine	Tab long-acting 10 mg
Morphine	Tab long-acting 30 mg
Morphine	Tab long-acting 60 mg
Morphine	Tab long-acting 100 mg
Mycophenolate mofetil	Powder for oral liq 1 g per 5 ml
Natamycin	Eye drops 5%
Noradrenaline	Inj 0.12 mg per ml, 50 ml syringe
Oestriol	Crn 1 mg per g with applicator(s)
Oestriol	Tab 1 mg - 2 mg
Omeprazole	Inj 40 mg
Omeprazole	Inj 40 mg with diluent
Oxybutynin	Oral liq 1 mg per ml
Oxycodone hydrochloride	Oral liq 1 mg per ml
Paroxetine	Tab 20 mg
Polyvinyl alcohol	Eye drops 1.4%
Polyvinyl alcohol	Eye drops 3%
Pramipexole hydrochloride	Tab 0.25 mg
Primaquine phosphate	Tab 7.5 - 15 mg
Progesterone [current access]	Cap 100 mg
Progesterone [widened access]	Cap 100 mg
Propranolol	Oral liq 4 mg per ml
Salbutamol	Oral liq 2 mg per 5 ml
Sodium chloride	Inj 0.9%, 500 ml bag

Chemical Name	Line Item
Sodium chloride	Inj 0.9%, 1,000 ml bag
Sodium citrate with sodium lauryl sulphoacetate	Enema 90 mg with sodium lauryl sulphoacetate 9 mg per ml, 5 ml
Sodium nitroprusside	Inj 50 mg
Spironolactone	Tab 25 mg
Spironolactone	Tab 100 mg
Stabilised hydrogen peroxide	Crn 1%
Temozolomide (current access)	Cap 5 mg
Temozolomide (current access)	Cap 20 mg
Temozolomide (current access)	Cap 100 mg
Temozolomide (current access)	Cap 250 mg
Temozolomide (widened access)	Cap 5 mg
Temozolomide (widened access)	Cap 20 mg
Temozolomide (widened access)	Cap 100 mg
Temozolomide	Cap 250 mg

Chemical Name	Line Item
(widened access)	
Testosterone	Transdermal patch 2.5 mg
Tetracaine [amethocaine] hydrochloride	Gel 4%
Timolol	Eye drops 0.25%, gel forming
Timolol	Eye drops 0.5%, gel forming
Travoprost	Eye drops 0.004%
Tretinoin	Crn 0.5 mg per g
Urea	Crn 10%
Vitamin B complex (strong)	Tab

2. Appropriate pack-size and packaging type

Where possible, PHARMAC has identified Tender Items where there is a specific preference for a pack size or packaging type in Schedule Two of the 2015/16 ITT document. For example (highlighted in red):

SCHEDULE TWO: PRODUCTS TO BE TENDERED						
Chemical Name	Units	Cost	Unit Subsidy	DV Limit	Comments	
Line Item						
Allopurinol						
<u>Tab 100 mg</u>	18,654,466	\$296,606	\$0.0159	C H 1%	A scored tablet is preferred	
<u>Tab 300 mg</u>	12,764,511	\$427,611	\$0.0335	C H 1%	A scored tablet is preferred	
Amantadine hydrochloride						
<u>Cap 100 mg</u>	674,910	\$430,143	\$0.6373	C H 1%		
Amikacin						
Inj 15 mg per ml, 5 ml				H 1%	Preference for syringes	

While PHARMAC has taken all reasonable care in identifying these preferences, it makes no representation as to the accuracy of this information and accepts no liability for any errors or omissions. Suppliers should always undertake their own due diligence before submitting any tender bids.

3. Oncology injectables

DHBs are increasingly delivering chemotherapy treatment in satellite centers which require compounded products to have a shelf-life greater than 24 hours to account for delays in treatment transport and delivery. Due to this PHARMAC has indicated a preference for products where stability data post-compounding is greater than 48 hours in Schedule Two of the 2015/16 ITT document (highlighted in red).

Cyclophosphamide			
Inj 1 g	H	PCT 1%	Preference for products where stability data >48 hours post-compounding
Inj 2 g	H	PCT 1%	Preference for products where stability data >48 hours post-compounding

4. Ophthalmology Products (BAK-free)

For a number of Ophthalmology products, as indicated in Schedule Two of the 2015/16 ITT document, PHARMAC reserves its right to list a benzalkonium chloride (BAK) or preservative-free product for a restricted market. However, where a tender product is BAK-free it would have the entire market.

5. Ambrisentan

Due to the nature of this chemical, longer transition times may apply to ambrisentan 5 mg and 10 mg tablets.

6. Eye drops preferences

PHARMAC has received clinical advice from the Ophthalmology Subcommittee of PTAC that where appropriate for ophthalmology eye drop products there may be a preference for clear dropper bottles with a black tip, where applicable.

7. Amoxicillin with clavulanate

PHARMAC reserves the right to award one or more strengths of amoxicillin with clavulanic acid oral liquids. For suppliers submitting bids for only the higher strength product (Grans for oral liq amoxicillin 250 mg with potassium clavulanate 62.5 mg per 5 ml), preference may be given to products which include an accurate measuring device such as a syringe.

8. Product identification codes

PHARMAC has included a provision in the 2015/16 ITT document relating to the supply of product identification codes used throughout the health sector.

The provision requires that, prior to the listing of a new pharmaceutical, the supplier must provide both the Pharmacode and the Containered Trade Product Pack (CTPP) number for that pharmaceutical to PHARMAC no later than the earlier of:

- a) 10 business days following the market notification date; or
- b) the 5th day of the month immediately prior to the start date.

9. Obtaining CTPP codes

Containerised Trade Product Pack (CTPP) codes are included on the NZMT Listing Certificate, which is provided to sponsors after products are listed in the New Zealand Medicines Terminology (NZMT). More information on the NZMT can be found at <http://www.nzulm.org.nz/sponsors>.

10. Pharmaceutical Price

PHARMAC has included provisions in the 2015/16 ITT document that amend the terms and conditions relating to price changes for currently listed pharmaceuticals, which are awarded a tender and the dates which they take effect as follows:-

- If the pharmaceutical is currently listed on the Schedule, then the price must change from the 12th of the month prior to the start date, and the supplier must provide price support to wholesalers (or other such distributors) to ensure pharmacy can purchase stock at the new price; or
- If the pharmaceutical is currently listed on the Schedule, then the supplier may reduce the price from the 1st of the month prior to the start date instead of price support to wholesalers (or other such distributors) provided there is more than 2 months lead time.

The incumbent supplier should note in its tender bid which of the above price change criteria would apply to its pharmaceutical. If there is no notification provided by a supplier then the price change on the 12th of the month prior to the start date with price support to wholesalers (or other such distributors) would be considered the default position.

If the pharmaceutical has a rebate, PHARMAC may agree a process with a supplier to reduce the price of the pharmaceutical on the 22nd of the month prior to the start date provided the supplier provides price support to wholesalers (or other such distributors) to ensure that pharmacy can purchase stock at the new price.

PHARMAC acknowledge that price support would require wholesalers (or other such distributors) to provide information on stockholding of a pharmaceutical to allow a supplier to provide price support which would include stock on hand of the pharmaceutical on the 12th of the month prior to the start date.

For pharmaceuticals that are not currently listed on the Schedule, then the price of the pharmaceutical must be available from the 12th of the month prior to the start date.

11. Changes to PHARMAC's decision making mechanism

PHARMAC is changing the way it makes decisions. Currently, PHARMAC uses Decision Criteria to identify pharmaceuticals which best help it achieve PHARMAC's Statutory Objective:

“to secure for eligible people in need of pharmaceuticals, the best health outcomes that are reasonably achievable from pharmaceutical treatment within the funding provided”

PHARMAC has made a decision to move away from the Decision Criteria to the Factors for Consideration. More information on the Factors for Consideration can be found on the PHARMAC website:

<http://www.pharmac.health.nz/medicines/how-medicines-are-funded/factors-for-consideration/>

The issues PHARMAC considers when it makes decisions is fundamental to PHARMAC's work, so it's important suppliers understand what the new Factors for Consideration are, and how the change is going to occur.

PHARMAC anticipates funding decisions made by PHARMAC from 1 July 2016 will be made using the Factors for Consideration.

This change may mean that some decisions relating to the 2015/2016 ITT may be made under the Decision Criteria and others will be made under the Factors for Consideration.

12. Data estimates provided during consultation on the 2015/16 ITT

The following annual usage data was requested by suppliers during the consultation period. The information 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 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.

In order to be fair to all suppliers, we are unlikely to provide any further data relating to tender items while the 2015/16 ITT remains open.

DHB hospital usage (1 July 2014 to 30 June 2015)

Chemical name and line item	DHB hospital usage
Cidofovir Inj 375 mg per 5 ml	29 injections
Ondansetron Tab 4 mg	190,000 tablets
Ondansetron Tab 8 mg	41,000 tablets
Sumatriptan Inj 12 mg per ml, 0.5 ml	480 injections
Sumatriptan Tab 100 mg	200 tablets
Sumatriptan Tab 50 mg	4,700 tablets

Usage data for "PCT only" injectable products (1 July 2014 to 30 June 2015)

Chemical	Total usage
Azacitidine	160,000 mg
Bacillus Calmette-Guerin (BCG) vaccine	1,500 injections
Dacarbazine	890,000 mg
Daunorubicin	55,000 mg
Fludarabine phosphate	40,000 mg

Liposomal daunorubicin	Not currently listed
Mesna	6,200,000 mg
Mitomycin C	11,000 mg
Topotecan	Not currently listed
<p>These figures have been updated from the previous usage data provided in the 2015/16 Invitation to Tender consultation dated 3 August 2015.</p> <p>These volumes are approximate and indicative only. PHARMAC makes no representation as to the accuracy of these figures or as to the level of sales or likely sales of any tender item.</p>	

13. More information

If you have any queries regarding the tender or require any assistance with the system please contact the Tender Analysts at tender@pharmac.govt.nz.