

2 November 2017

Release of the 2017/18 Invitation to Tender

The 2017/18 Invitation to Tender (2017/18 ITT) has been distributed today.

If you have already registered your e-mail address with PHARMAC's new tendering e-portal you can access the 2017/18 ITT in the e-portal in Current Tenders.

If you have not registered your company with the e-Portal, and you would like to participate in the 2017/18 ITT, please register at <https://in-tendhost.co.uk/pharmac/asp/Home>.

A complete copy of the 2017/18 ITT is 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 2017/18 ITT.

If you wish to submit a Tender Bid in relation to community supply and/or hospital supply, you must submit it via the Electronic Portal to PHARMAC no later than **5pm** (New Zealand time) on **Friday 15 December 2017**.

1. Changes to the 2017/18 ITT product list

Please note that the product list (Schedule Two) consulted on in August 2017 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 2017/18 ITT:

Chemical Name	Line Item
Adefovir Dipivoxil	Tab 10 mg
Ambrisentan (widened access)	Tab 10 mg
Ambrisentan (widened access)	Tab 5 mg
Amoxicillin clavulanate	Grans for oral liq amoxicillin 400 mg with potassium clavulanate 57 mg per 5 ml
Aprepitant	Cap 40 mg
Beractant	Inj 25 mg per ml, 8 ml
Budesonide (widened access)	Cap 3 mg modified release

Chemical Name	Line Item
Calcipotriol	Soln 50 mcg per ml (pack size 30 ml or greater)
Calcium Gluconate	Gel 2.5%
Cinacalcet (widened access)	Tab 30 mg
Clonazepam	Tab 2 mg
Clonazepam	Tab 500 mcg
Colestimethate	Inj 150 mg
Compound electrolytes with glucose [dextrose]	Soln with electrolytes
Dexamethasone	Ear/eye drops 500 mcg

Chemical Name	Line Item
with framycetin and gramicidin	with framycetin sulphate 5 mg and gramicidin 50 mcg per ml
Febuxostat	Tab 120 mg
Febuxostat	Tab 80 mg
Fentanyl	Inj 10 mcg per ml, 50 ml prefilled syringe
Fentanyl	Inj 20 mcg per ml, 50 ml prefilled syringe
Filgrastim	Inj 120 mg per ml, 0.5 ml prefilled syringe
Fluorescein	Inj 10%
Framycetin sulphate	Ear/eye drops 0.5%
Heparin Sodium	Inj 1,000 iu per ml, 20-35 ml vial
Heparin Sodium	Inj 1,000 iu per ml, 5 ml ampoule
Heparin Sodium	Inj 5,000 iu per ml, 5 ml ampoule
Hydrocortisone	Oral liq
Hydrocortisone	Tab 1 mg
Levomepromazine	Tab 5 mg – 10 mg
Lorazepam	Tab 0.5 mg
Macrogol 3350 with potassium chloride, sodium bicarbonate and sodium chloride	Powder for oral soln 6.563 g with potassium chloride 23.3 mg, sodium bicarbonate 89.3 mg and sodium chloride 175.4 mg
Methylprednisolone Acetate with Lignocaine	Inj 40 mg per ml with lignocaine 2 ml

Chemical Name	Line Item
Midodrine	Tab 2.5 mg
Midodrine	Tab 5 mg
Nitrofurantoin	Tab modified-release 100 mg
Nitrofurantoin	Tab modified-release 50 mg
Nitrofurantoin	Tab 50 mg
Nitrofurantoin	Tab 100 mg
Norfloxacin	Tab 400 mg
Olanzapine	Inj 210 mg vial
Olanzapine	Inj 300 mg vial
Olanzapine	Inj 405 mg vial
Oxycodone hydrochloride	Oral liq 1 mg per ml
Poractant Alfa	Soln 120 mg per 1.5 ml vial
Poractant Alfa	Soln 240 mg per 3 ml vial
Propamide isethionate	Eye drops 0.1%
Salbutamol	Oral liq 2 mg per 5 ml
Sildenafil (widened access)	Tab 100 mg
Sildenafil (widened access)	Tab 25 mg
Sildenafil (widened access)	Tab 50 mg
Tranexamic Acid	Inj 100 mg per ml, 10 ml
Trimethoprim	Oral liq
Zoledronic acid	Inj 4 mg per 100 ml

The following items that were included in consultation have been removed from the 2017/18 ITT:

Chemical Name	Line Item
Asenapine	10 mg sublingual wafer
Asenapine	5 mg sublingual wafer
Calcium folinate	Inj 3 mg per ml, 1 ml
Daptomycin	Inj 500 mg vial
Dextrose with Electrolytes	Oral soln with electrolytes
Erlotinib	Tab 100 mg

Chemical Name	Line Item
Erlotinib	Tab 150 mg
Gentamicin Sulphate	Inj 10 mg per ml, 2 ml
Gentamicin Sulphate	Inj 40 mg per ml, 2 ml
Glucose [Dextrose]	Tab 3.1 g
Glucose [Dextrose]	Tab 4 g
Methylphenidate hydrochloride	Cap modified-release 10 mg

Chemical Name	Line Item
Methylphenidate hydrochloride	Cap modified-release 20 mg
Methylphenidate hydrochloride	Cap modified-release 30 mg
Methylphenidate hydrochloride	Cap modified-release 40 mg
Methylphenidate hydrochloride	Tab extended-release 18 mg
Methylphenidate hydrochloride	Tab extended-release 27 mg
Methylphenidate hydrochloride	Tab extended-release 36 mg
Methylphenidate hydrochloride	Tab extended-release 54 mg

Chemical Name	Line Item
Paclitaxel	Inj 600 mg
Pethidine hydrochloride	Tab 100 mg
Teriparatide	Inj 250 mcg per ml, 2.4 ml
Zopiclone	Tab 3.75 mg (pack size greater than 30 tablets)
Zopiclone	Tab 7.5 mg (pack size greater than 30 tablets)

The following items have been amended in the 2017/18 ITT:

Chemical Name	Line Item
Alpha Tocopheryl Acetate	Oral liq
Ambrisentan (current access)	Tab 10 mg
Ambrisentan (current access)	Tab 5 mg
Aprepitant	Cap 2 x 80 mg and 1 x 125 mg
Baclofen	Oral liq
Betamethasone Dipropionate with Calcipotriol	Gel 500 mcg with calcipotriol 50 mcg per g
Betamethasone Dipropionate with Calcipotriol	Oint 500 mcg with calcipotriol 50 mcg per g
Bosentan	Tab 125 mg
Bosentan	Tab 62.5 mg
Budesonide (current access)	Cap 3 mg modified release
Calamine	Lotion, BP
Cinacalcet (current access)	Tab 30 mg
Ciprofloxacin with Hydrocortisone	Ear drops 0.2% with hydrocortisone 1%
Cyclophosphamide	Inj 1 g
Dantrolene Sodium	Inj
Daptomycin	Inj 350 mg – 500 mg
Dexamethasone	Tab 0.5 mg – 1 mg

Chemical Name	Line Item
Diclofenac Sodium	Eye drops 0.1%
Enalapril	Tab 5 mg
Etoposide	Inj 20 mg per ml, 5 ml
Furosemide	Tab 20 mg
Glucose [dextrose]	Tab 1.5 g – 4 g
Hydrocortisone	Oint 1% (pack size 100 g or less)
Hydrogen Peroxide	Crm 1%
Hydrogen Peroxide	Crm 2%
Hydroxocobalamin	Inj
Ibuprofen	Oral liq 20 mg per ml
Lorazepam	Tab 1 mg
Norethisterone	Tab 350 mcg
Potassium citrate	Tab
Sildenafil (current access)	Tab 100 mg
Sildenafil (current access)	Tab 25 mg
Sildenafil (current access)	Tab 50 mg
Tranexamic Acid	Inj 100 mg per ml, 5 ml
Trimethoprim	Tab 100 mg
Zoledronic Acid (widened access)	Inj 4 mg per 5 ml
Zoledronic Acid (widened access)	Inj 4 mg per 5 ml
Zopiclone	Tab 3.75 mg

Zopiclone	Tab 7.5 mg
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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 2017/18 ITT document. For example (highlighted in red):

SCHEDULE TWO: PRODUCTS TO BE TENDERED						
Chemical Name Line Item	Units	Cost	Unit Subsidy		DV Limit	Comments
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.

4. Ophthalmology Products (BAK-free)

For a number of Ophthalmology products, as indicated in Schedule Two of the 2017/18 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, Bosentan, Filgrastim and Flecainide Acetate

Due to the nature of these chemicals, longer transition times may apply.

6. Somatropin

PHARMAC have included a new schedule, schedule 7, in the 2017/18 Invitation to Tender relating to special terms for the supply of Somatropin. PHARMAC may request tenderers to provide a proposal and evidence of the Resources and Related Products after the submission of a tender bid for somatropin.

7. Data estimates for PCT injectable products included in the 2017/18 ITT

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 2017/18 ITT remains open.

Usage data for PCT injectable products

Chemical	Total usage (mg)¹
Azacitidine	456,072
Bleomycin Sulphate	11,364,795,800*
Calcium Folate	3,241,932
Carboplatin	3,330,505
Carmustine	2,746,622
Cisplatin	368,760
Cyclophosphamide	10,707,600
Doxorubicin Hydrochloride	493,800
Epirubicin	262,362
Fluorouracil Sodium	39,202,900
Idarubicin Hydrochloride	4,072
Irinotecan	1,168,805
Mitozantrone	5,340
Oxaliplatin	998,351
Paclitaxel	1,526,710
Vinorelbine	117,450

¹Usage in mg, for period between 1 January 2016 to 31 December 2016

*Usage shown in IU (International Units)

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.

8. Matters for evaluation

Further information that will be considered in applying the Factors for Consideration by the Evaluation Committee when evaluating products included in the 2017/18 Tender will include;

- (i) alternative manufacturers of the finished product and active ingredients (if any); and
- (ii) other markets in which you currently supply the Pharmaceutical.

9. Tender Submission Form

PHARMAC have included a provision in the 2017/18 Tender relating to the information that must be supplied regarding a Tender item. As well as the previous information required to be submitted in the tender submission form, additional detail and information regarding pharmaceuticals which do not required consent from Medsafe will be required as follows;

- (i) Evidence and justification as to why Consent from Medsafe is not required for the Tender item(s);
- (ii) Confirmation that the Tender Items(s) you are submitting a Tender Bid in respect of meet the relevant standards and/or regulatory requirements for its intended use and details on what those standards and/or regulatory requirements are; and
- (iii) Details on the Tender Item(s) including excipients and shelf life.

In addition, further information regarding other markets in which the pharmaceutical or medical device is currently provided by you, may be included in the tender submission form at the supplier's discretion.

10. Price Change

PHARMAC have included a provision in the 2017/18 Tender that amends the terms and conditions relating to price changes in the event of a tender item for sole supply and/or hospital sole supply as follows;

Where your brand of the pharmaceutical is currently listed on the Pharmaceutical Schedule, if the price would result in a price increase for your brand of the pharmaceutical you must supply the pharmaceutical at the new price from the 22nd day of the month prior to the start date, and the pharmaceutical will be subsidised at the new price from the start date (as defined in the 2017/18 Tender).

11. Stock Reporting

PHARMAC has included a provision in the 2017/18 Tender relating to a supplier providing reports to PHARMAC on pharmaceutical stock levels upon PHARMAC's request during the sole supply and/or hospital supply status periods.

More information

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