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Pharmaceutical Management Agency

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14 February 2014

Dear Service Provider

REQUEST FOR PROPOSALS – SUPPLY OF NATIONAL VACCINE PURCHASING, STORAGE AND DISTRIBUTION SERVICES

PHARMAC invites proposals for the supply of national vaccine purchasing, storage and distribution services to PHARMAC.

This request for proposals (**RFP**) letter incorporates the following schedules:

- Schedule 1 specifies the services for which PHARMAC is requesting proposals, the types of proposals sought and sets out the background to the RFP;
- Schedule 2 describes the process that PHARMAC expects to follow in relation to the RFP; and
- Schedule 3 specifies the information you need to include with your proposal.
- Three appendices include further information in relation to:
  - Service specifications and proposed headings for the terms and conditions
  - Market information and pack size data
  - Budget templates for proposal

If you wish to submit a proposal, please submit it to PHARMAC no later than 5.00 p.m. on Friday 14th March 2014.

If you have any questions about this RFP, please contact Christine Chapman at christine.chapman@pharmac.govt.nz or 04 916 7569 at PHARMAC.

We look forward to receiving your proposal.

Yours sincerely

Sarah Fitt

Sarah Fitt
Director, Operations

Schedule 1: Description of services, types of proposal sought and background to RFP

1. Description of services

PHARMAC is interested in receiving proposals from suppliers to provide cold chain storage and distribution services for funded vaccines in New Zealand.

The services will contribute to the overall goal of reducing vaccine preventable diseases through the maintenance of an appropriate vaccine storage and distribution system, to maximise the potency of vaccines used in the national immunisation programme for the vaccination of eligible patients.

National vaccine storage and distribution services are currently provided by two organisations, ESR and ProPharma.

The RFP seeks proposals for the storage and distribution services which are currently provided by Pharmacy Retailing (NZ) Ltd (trading as ProPharma) only. A summary of the services we are seeking proposals for is provided below:

- Store all funded vaccines used in New Zealand (excluding influenza vaccine) and also tuberculin PPD (Mantoux tests) – 6 weeks supply at all times.
- Distribute stock to authorised immunisation providers upon receipt of an order.
- Receive vaccine waste for destruction.

Requirements for provider

- Have a valid medicines wholesalers licence.
- Ability to provide a quality national vaccine storage and distribution system in accordance with WHO/EPI (World Health Organisation/ Expended Programme on Immunisation) and the New Zealand Code of Good Manufacturing and Warehousing Practice for Manufacture and Distribution of Therapeutic Goods.
- Maintain vaccines under cold chain conditions at all times and adhere to the National Guidelines for Vaccine Storage and Distribution 2012.
- Participate in the National Cold Chain Audit (NCCA).
- Provide reports to PHARMAC and the Ministry of Health or its agents as described in Appendix 1
- Work closely with PHARMAC and other parties involved with national vaccine management.
- Provide capacity for additional vaccine storage as new vaccines become funded in New Zealand.

Please refer to Appendix 1 for details of the services and for the indicative agreement structure which PHARMAC would expect to enter into with a service provider. An indicative agreement structure has been provided in order to notify you of the indicative key terms for a contractual agreement and to assist you in the planning of your proposal.

PHARMAC reserves the right to amend any part of the indicative agreement structure and any resulting agreement before and during negotiations.

Please note that the Ministry of Health manages the audit and compliance of suppliers involved in the storage and distribution of vaccines in New Zealand, including cold chain compliance. Therefore, working with the Ministry of Health and its agents to maintain quality standards will be expected.

The funded vaccines that will be listed on the Pharmaceutical Schedule from 1 July 2014 (except seasonal influenza) are listed below. Further information including pack size, dimensions and market data can be found in Appendix 2, and stability notes can be found in the Immunisation Handbook. Note that tuberculin PPD tests are included in this RFP but do not appear on the Pharmaceutical Schedule.

Vaccine	Brand
Bacillus Calmette-Geurin	**BCG**
Diphtheria and Tetanus	**ADT Booster**
Diphtheria, Tetanus and Pertussis	**Boostrix**
Diphtheria, Tetanus, Pertussis and Polio	**Infanrix-IPV**
Diphtheria, Tetanus, Pertussis, Polio, Hepatitis B and Haemophilus influenza type B	**Infanrix-hexa**
Haemophilus influenza type B	**Act-HIB**
Hepatitis A	**Havrix**
Hepatitis A	**Havrix Junior**
Hepatitis B 5 mcg	**HBVaxPRO**
Hepatitis B 10 mcg	**HBVaxPro**
Hepatitis B 40 mcg	**HBVaxPRO**
Human Papillomavirus	**Gardasil**
Measles, Mumps and Rubella	**M-M-R II**
Meningococcal A, C, Y and W-135	**Menomune**
Meningococcal C	**Nelsvac-C**
Pneumococcal (PCV13)	**Prevenar 13**
Pneumococcal Polysaccharide	**Pneumovax 23**
Pneumococcal	**Synflorix***
Poliomyelitis	**IPOL**
Rotavirus	**Rotateq**
Varicella	**Varilrix**

- Please note Synflorix will be replaced by Prevenar 13 on the National Immunisation Schedule from 1 July 2014. Stock in New Zealand at that date will continue to be supplied through the chain until exhausted.

- Further information on the anticipated uptake of these vaccines can be found in Appendix 2.

2. Types of proposal sought

PHARMAC is willing to consider the following types of proposals:

(a) Proposals for provision of services described for a period of two years commencing from 1 July 2014 until 30 June 2016, with the option to extend the agreement for an additional year with the same or modified service requirements, until 30 June 2017.

For the avoidance of doubt, PHARMAC is investigating alternative options for vaccine distribution and may be in a position to implement these from mid-2016.

3. Background to RFP

The background to this RFP is as follows:

From 1 July 2012, following a decision by Cabinet, PHARMAC became responsible for the funding of vaccines. The day to day Immunisation Programme continues to be managed by the Ministry of Health, primary practices and vaccinators continue to receive supplies free of charge and there has been no change to payment mechanisms for the Immunisation Benefit.

Storage and distribution services for all funded vaccines (with the exception of influenza), in addition to tuberculin PPD (Mantoux tests) are currently provided by two organisations - ESR, which has provided the service since the 1980's and ProPharma, which has provided the service since 1998.

ESR develops a 24 month rolling forward order schedule for delivery of vaccines into its store. The order schedule is provided to suppliers, and firm orders are placed 6 months in advance of the required delivery date. ESR provides bulk storage of these vaccines until they are ordered by the distributor (Propharma). ESR also provide a quality control service, ensuring that vaccines are viable on receipt from international suppliers and conducts the NCCA process which monitors adherence to cold chain practices between despatch from ESR and receipt by the primary practice or vaccinator. ESR pays the supplier for the vaccines and therefore has a role in reconciling invoices and working with PHARMAC to provide information to enable us to manage our listing contracts with suppliers.

ProPharma currently provides storage and distribution services for vaccines through 5 branches nationally. Vaccine stock is transferred to its branches from ESR, is stored and distributed to licenced immunisation providers on request.

Further details on the services currently provided can be found within the National Guidelines for Vaccine Storage and Distribution 2012 (www.health.govt.nz/publication/national-guidelines-vaccine-storage-and-distribution-2012)

Schedule 2: RFP Process

PHARMAC expects to follow the process set out below in the sequence indicated.

1. **Submission**

   (a) You may submit more than one proposal. Each proposal will be considered as a separate proposal.

   (b) Proposals must be submitted no later than 5.00 p.m. (New Zealand time) on 14 March 2014. Late proposals will only be considered at PHARMAC's discretion.

   (c) You cannot withdraw your proposal, once submitted, while the RFP process is continuing.

2. All proposals must be submitted to PHARMAC electronically, to Christine Chapman at christine.chapman@pharmac.govt.nz. If you wish to submit a hard copy also, you can do so either by hand delivery or by courier to the attention of Christine Chapman, PHARMAC, Level 9, 40 Mercer Street, Wellington 6011.

3. Evaluation

   (a) Following the deadline for submitting proposals an Evaluation Committee comprising PHARMAC staff will evaluate each proposal to select its preferred proposal(s).

   (b) The basis on which the Evaluation Committee will evaluate proposals, and the weight to be given to the criteria and other matters that it considers, are to be determined by the Evaluation Committee at its sole discretion. The matters to be taken into account by the Evaluation Committee will, however, include:

      (i) the decision criteria set out in PHARMAC's then current Operating Policies and Procedures (**OPPs**), as published on PHARMAC's website (www.pharmac.govt.nz), to the extent applicable;

      (ii) information required to be included with your proposal, as specified in Schedule 3;

      (iii) any other matters that the Evaluation Committee considers to be relevant.

   (c) Each proposal will be evaluated on the basis that the price offered, the expenditure entailed and any other terms included in the proposal are the best that you are able to offer. If you do not put forward your best terms you risk having your proposal excluded at the evaluation stage.

   (d) PHARMAC is not bound to select the lowest priced proposal or any proposal.

4. **Negotiation**

(a) PHARMAC may negotiate with the submitter(s) of one or more preferred proposals, in the latter case whether or not the acceptance of either service provider's proposal would exclude acceptance of the other proposal.

(b) Negotiations will proceed on the basis that the agreement structure set out in Annex 1 (listed in Appendix 1) will apply, which will be developed into a full provisional agreement.

(c) Given that PHARMAC expects your proposal to be the best you can offer, PHARMAC does not intend to initiate negotiation with you on price. However, PHARMAC does not exclude the possibility that the final price agreed will be different from the price put forward in your proposal, as a result of the impact that other negotiated terms may have on price.

(d) PHARMAC may negotiate and enter into a provisional agreement with a preferred service provider(s) on whatever terms PHARMAC considers appropriate.

(e) If PHARMAC and the service provider(s) are unable to reach a provisional agreement within what PHARMAC considers to be a reasonable time, PHARMAC may terminate those negotiations and negotiate with a different service provider(s).

5. **Consultation and approval**

(a) Any provisional agreement will be conditional on consultation (at PHARMAC's discretion) with interested parties, to the extent PHARMAC considers consultation to be necessary or appropriate, and on Board approval (or approval by the Board's delegate acting under delegated authority).

(b) PHARMAC will not consider any counter-offers received during consultation.

(c) The provisional agreement and responses to any consultation will be considered by PHARMAC's Board (or its delegate acting under delegated authority) in accordance with the decision criteria in PHARMAC's then current OPPs.

(d) If the Board or its delegate does not approve the provisional agreement, then PHARMAC may initiate negotiations for a provisional agreement with any other service provider(s).

(e) The RFP process will be complete once PHARMAC has notified service providers of either:

(i) the Board's or its delegate's decision to accept a negotiated agreement; or

(ii) the termination of the RFP process.

6. **Miscellaneous**

(a) PHARMAC reserves the right:

(i) to make such adjustments to the above RFP process as it considers appropriate, at any time during the process, provided that it notifies service providers affected by those changes;

(ii) to meet with any submitter of a proposal at their place of business to discuss their proposal and to gain an understanding of their work environment;

(iii) not to accept any proposal;

(iv) to seek clarification of any proposal;

(v) to enter into an agreement or arrangement that differs in material respects from that envisaged in this RFP letter;

(vi) to suspend this RFP process. For example, if during the RFP process (and before a provisional agreement is entered into) it becomes apparent to PHARMAC that further consultation is appropriate or required we may suspend the RFP process in order to consult. In this situation we may ask you to adapt and resubmit your proposal in light of consultation, or alternatively we may request that new proposals be submitted;

(vii) to terminate this RFP process at any time, by notifying service providers who submitted proposals, and, following termination, to negotiate with any service provider(s) on whatever terms PHARMAC thinks fit;

(viii) to readvertise for proposals.

(b) You must not initiate or engage in any communication with other service providers in relation to the RFP whether before or after submitting proposal(s), until such time as a provisional agreement is accepted by PHARMAC's Board or its delegate.

(c) You must not at any time initiate any communication with PHARMAC's directors or officers, the Ministry of Health, the Minister of Health or District Health Boards, with a view to influencing the outcome of this RFP process.

(d) You must pay your own costs for preparing and submitting your proposal.

(e) Proposals are submitted in reliance on your own knowledge, skill, and independent advice, and not in reliance on any representations made by PHARMAC.

(f) Your submission of a proposal will be taken as acceptance of the terms contained in this RFP letter. PHARMAC may exclude your proposal if you do not comply with any of the terms contained in this RFP letter.

(g) This is an RFP and not a tender. Your proposal is not an offer capable of being converted into a contract for the supply of purchasing, storage and distribution services by PHARMAC's apparent acceptance and instead a separate agreement needs to be negotiated.

(h) PHARMAC is not liable in any way whatsoever for any direct or indirect loss (including loss of profit), damage or cost of any kind incurred by you or any other person in relation to this RFP.

(i) PHARMAC will consider your proposal and information exchanged between us in any negotiations relating to your proposal, excluding information already in the public domain, to be confidential to us and our employees, legal advisors and other consultants, the Ministry of Health and DHBs (**Confidential Information**). However, you acknowledge that it may be necessary or appropriate for PHARMAC to release Confidential Information:

(i) pursuant to the Official Information Act 1982; or

(ii) in the course of consultation on a provisional agreement entered into with a service provider; or

(iii) in publicly notifying any approval by the PHARMAC Board of that agreement; or

(iv) otherwise pursuant to PHARMAC's public law or any other legal obligations.

PHARMAC may consult with you before deciding whether to disclose Confidential Information for the purposes described in sub-clauses (i) to (iv) above. You acknowledge, however, that it is for PHARMAC to decide, in its absolute discretion, whether it is necessary or appropriate to disclose information for any of the above purposes, provided that PHARMAC shall act in good faith in disclosing any Confidential Information.

7. **Anticipated timetable**

(a) Following receipt of proposals, PHARMAC anticipates:

(i) the Evaluation Committee evaluating proposals in March 2014;

(ii) negotiating with submitter(s) of one or more preferred proposals in March 2014;

(iii) Consulting on a provisional agreement April 2014;

(iv) PHARMAC's Board or its delegate considering the provisional agreement in or after April 2014,

provided that the above time frames are only approximate and may be extended, without notice being required from PHARMAC, if any stages of the RFP process take longer than anticipated.

Schedule 3: Information to be included in the proposal

1. Organisation Details

Identify and describe your organisation as follows:

- Legal name of your organisation (and including any trading name).
- Name and position of your contact person and their contact details.
- Your organisation's activities/experience/credentials in delivering services of the type required.
- The dimensions of the organisation *(eg, size, location, turnover, management, staff, financial size/status/stability).*
- Name(s) and credentials of the person(s) you propose will provide the service.
- The hours of operation of your business.
- Names and contact points for two or more referees PHARMAC may approach.

2. Details of Tender(s)

- *Description or Method of the Services* - Describe how you intend to approach and provide the services outlined in Schedule 1 and Appendix 1, using the vaccine distribution volumes in Appendix 2 including:
    - An outline of the phases and timeframe for establishing the services;
    - The proposed arrangements and procedures/processes for delivering the services;
    - How the services would be positioned and supported within your organisational structure;
- *Resources and personnel* – Identify the resources and personnel that will be applied/engaged to deliver the services. Identify and include details about the person who will assume overall responsibility for delivery of the services (Key Account Manager)

3. Financial

- *Price* - Specify your total price for delivering the services. We anticipate that the proposal would comprise fixed costs i.e. set monthly payment covering management costs, and activity costs i.e. cost per actual deliveries made per month. **All prices must be GST exclusive**. Refer to Appendix 2 for indicative volumes (vaccine doses and orders).

- *Budget* – Set out your budget breakdown for the services. Note that the more detail you provide in your budget, the more we will be able to establish the value provided by your tender. Use the templates provided in Appendix 3 and include details where applicable such as:

    - Establishment and/or one-off costs.

    - Direct expenses (this might include items such as, personnel, travel, facilities, resources).

    - Indirect expenses (this might include items such as, administration, accommodation, overheads).

4. Other Items that need to be included

a. Settings: You should describe the various licenses and consents held, your facilities / buildings, plant and equipment, hours of operation and subcontracting relationships.

b. Vaccine storage, temperature control and monitoring. The proposal should describe the total capacity of cold storage you have available for vaccines (in cubic meters), the location of where the cool unit(s) the vaccines will be stored in, the capacity of cold storage for available for vaccines, how the cool unit(s) is controlled and monitored.

c. Vaccine inventory control and order management. The proposal should describe:
    - How your warehouse inventory system enables real-time identification of the location and status of all vaccines held
    - The stock management method used
    - How your warehouse and freight management systems interact i.e. the ability to electronically track every order
    - The warehouse inventory system reporting capabilities
    - How vaccine orders would be processed

d. Vaccine distribution. The proposal should describe:
    - How you will establish and maintain the immunisation provider database, including your process for adding immunisation providers to the database, for preventing duplications in the database, and maintaining accuracy of the database**.**
    - Your vaccine transportation method. Validation (evidence) as to how long the transportation method maintains 2 – 8 degrees Celsius must be included.
    - How receipt of vaccines is verified on delivery
    - Your process for receiving and disposing of vaccine returns
    - Your ability to assist with distributing information on vaccines, vaccine or schedule changes or procedural changes, when requested.

e. Operational standards. You should describe:
   - Your organisation goal(s) relating to vaccine storage and distribution
   - Your quality vision
   - Your quality (including self-audit) and risk management (including cool unit) processes and systems
   - External audits undertaken (frequency and results)
   - Your site security processes

f. Linkages. You should describe:
   - Account relationship management processes
   - Immunisation provider relationship management processes

5. General Requirements

Ensure that your proposal addresses each of the following general requirements.

a. **Professional expertise:** You and your staff must have appropriate skills and expertise to ensure the safe storage and distribution of vaccines used in the national immunisation programme. You and your staff must have the appropriate credibility and expertise in the field of storage and distribution of temperature-sensitive products.

b. **Quality:** You should demonstrate how you will ensure the services required will be of excellent quality. For example, you need to demonstrate previous experience in vaccine storage and distribution and describe the quality features of that previous experience. You should describe the quality assurance processes (including insurance) that will apply to your provision of the services, especially in regard to cool unit failures, fire, theft etc.

c. **Service Priorities:** You must show that you are able to put aside adequate time and dedicate appropriate resources for the services to be provided under the contract in order to ensure that the provision of the services is not compromised by your other commitments. This will include ensuring the services are appropriately positioned within the organisation and have access to appropriate levels of support and facilities to ensure their effective operation.

d. **Joint Ventures or Sub-Contracting:** If you intend entering a joint venture or employing sub-contractors in order to provide the services, those other parties to the venture or the sub-contractors must meet the requirements of this tender. You should specify how you would ensure that they would meet these requirements, and each such party should be identified clearly in your proposal.

e. **Conflict of Interest:** No conflict of interest shall occur. Identify any likely conflicts and how you would resolve them.

APPENDIX 1

Reference to 'funded vaccines' in this section includes all vaccines listed in Section I and Section H of the Pharmaceutical Schedule, excluding seasonal influenza vaccine, and includes tuberculin PPD (Mantoux tests).

Service Specification

1. Vaccine storage and stock maintenance
    a. You will
        i. store funded vaccine stock in accordance with the cold chain between the temperature of 2 degrees centigrade and 8 degrees centigrade;
        ii. ensure that cold room infrastructure has capacity for 6 weeks stock of funded vaccines and additional capacity for vaccines that may be approved for funding in the future; provide appropriate security for funded vaccine stocks;
        iii. have a stock protection programme in place to ensure that the funded vaccine stock power supply is alarmed, monitored and failures are managed to mitigate against vaccine loss;
        iv. storage will be managed to minimise stock losses, to ensure that the oldest stock are issued before later deliveries and in conditions that meet all appropriate standards relevant to the storage of vaccines;
        v. log all breaches of cold chain process;
        vi. Your warehouse management system must accurately show location of funded vaccine held, interface with freight management system to allow full tracking of deliveries, show all funded vaccines issued (including batch number and expiry date) to each immunisation provider and DHB hospital, and accurately show by immunisation provider and DHB hospital, all funded vaccine returns and the reason for the return.

2. Vaccine Distribution
    a. You will
        i. maintain an accurate database of licenced immunisation providers and addresses;
        ii. ideally, provide an online order system for immunisation providers to order funded vaccines;
        iii. provide an up to date order form available for download from your company website;
        iv. dispatch funded vaccines to immunisation providers, DHB hospitals, schools and to any other party that PHARMAC requests within 24 hours of receiving a purchase order;
        v. dispatch all orders within two hours of packing;
        vi. ensure that funded vaccine is maintained between 2 degrees and 8 degrees Celsius at all times during the distribution process;
        vii. monitor funded vaccine transportation method at a rate of not less than 5% of deliveries;
        viii. obtain a signature or courier ticket statement on receipt by the immunisation provider, of every funded vaccine delivery.

3. Vaccine Returns
    a. You will
        i. accept return of expired or damaged funded vaccine from immunisation providers
        ii. log where the funded vaccines have been returned from and the reason for the return
        iii. assign returned or recalled funded vaccine to the reject section of the warehouse, labelled and quarantined
        iv. destroy returned or recalled funded vaccine in accordance with the Resource Management Act.

4. Reporting
    a. You will
        i. Provide monthly reports to PHARMAC on a specified day of each month which include:
            1. total stock value (balance)
            2. stock summary (distribution data by DHB, number of deliveries per month by DHB,)
            3. by distribution centre, doses ordered by and supplied to immunisation providers by funded vaccine;
            4. by funded vaccine, the number of doses ordered and supplied by high user immunisation providers.
            5. by immunisation provider, the number of returned and destroyed funded vaccines, the reasons why they are returned and the original despatch details;
        ii. provide six monthly reports to the Ministry of Health of Health or its agent monitoring national cold chain compliance:
            1. monthly numbers of data loggers distributed, in actual numbers and as a percentage of orders dispatched;
            2. historical monthly comparison over previous 12 months;
            3. data loggers returned out of spec.
        iii. reconcile all funded vaccine insurance claims on a six monthly basis and provide details to PHARMAC;
        iv. assist PHARMAC, MoH with distribution of information on funded vaccines, funded vaccine changes, schedule changes.

5. National Cold Chain Audit
    a. You will
        i. receive, complete and distribute National Cold Chain Audit monitoring devices and record cards to immunisation providers;
        ii. return monitoring devices and record cards to ESR should these be returned to you by immunisation providers.

6. Insurance
    a. You will
        i. arrange and maintain insurance policies for all vaccine stock held on behalf of PHARMAC at the distribution centre/s equivalent to the cost of the vaccine to PHARMAC.

ii. If requested, send a copy of the relevant policy renewals to PHARMAC. Whether or not insurance policies exist shall not derogate from your potential liability.
iii. do nothing to invalidate the insurance policies that you hold as required under paragraph (a) above or to prejudice your entitlement under those insurance policies.
iv. reimburse PHARMAC for any claim against the policy for funded vaccine loss or any rebate you may receive for no claims where PHARMAC has paid the premium for the policy;

Indicative Agreement Structure

General Terms

1. Relationship Principles.
2. Operating Policies and Procedures.
3. Term.
4. Pharmaceutical Supply and Delivery.
5. Pharmaceutical Distribution Obligations.
6. Cold Chain
7. Pharmaceutical Recall.
8. Emergency and Disaster supply arrangements.
9. Access to Price and Volume Data.
10. Invoicing and payments
11. Information and Reporting.
12. Audit.
13. Insurance.
14. Indemnity and Liability.
15. Termination.
16. Confidentiality.
17. Conflicts of Interest.
18. Consultation.
19. Litigation Support.
20. Dispute Resolution.
21. Notices.
22. Crown Direction.
23. No Derogation.
24. No Waiver.
25. Agreement Prevails.
26. Entire Agreement.
27. Advertising.

APPENDIX 2

1. **Pack dimension information**
    a. The following table gives an indication of the packaging dimensions of vaccines funded from 1 July 2014.

It should be noted that the packaging configuration determines the minimum order quantity for each vaccine type. If packaging configuration is one dose or ten doses per pack, then the minimum order quantity becomes one or ten respectively i.e. ordering is based on doses required not packs.

Vaccine	Abbreviation or common name	Proprietary name (manufacturer) of currently supplied vaccine	No of doses per pack	W (mm)	L (mm)	H (mm)
Adult Diphtheria-tetanus vaccine Booster	(Td)	**ADT Booster** (CSL)	**5**	110	170	20
Adult Diphtheria-tetanus-acellular pertussis	(Tdap)	**Boostrix** (GSK)	**1**	40	133	25
Adult Diphtheria-tetanus-acellular pertussis	(Tdap)	**Boostrix** (GSK)	**10**	83	115	113
Human papillomavirus vaccine	(HPV)	**Gardasil** (CSL/MSD)	**10**	95	150	87
Paediatric Hepatitis B vaccine 5 mcg/0.5 ml	(HepB)	**HBvaxPRO** (MSD)	**1**	30	65	30
***H. influenzae* type b vaccine**	(Hib)	**Act-HIB** (Sanofi Pasteur)	**1**	50	142	22
Diphtheria-tetanus-acellular pertussis-Inactivated poliovirus- Hepatitis B-*H. influenza* type b vaccine	(DTaP-IPV-HepB/Hib)	**Infanrix-hexa** (GSK)	**10**	142	176	30
Paediatric Diphtheria-tetanus-acellular pertussis-Inactivated poliovirus vaccine	(DTaP-IPV)	**Infanrix-IPV** (GSK)	**10**	105	178	30
MMR vaccine and diluent.	(MMR)	**MMR II** (MSD)	**10**	45	85	40
Pneumococcal conjugate vaccine	(PCV10)	**Synflorix** (GSK)	**10**	105	178	30
BCG vaccine and diluent	(BCG)	**BCG Vaccine** (Statens Serum)	**100**	116	130	23
Adult Hepatitis B vaccine 10 mcg/1.0ml	(HepB)	**HBvaxPRO** (MSD)	**1**	30	65	30
Adult Hepatitis B vaccine 40 mcg	-	**HBvaxPRO** (MSD	**1**	-	-	-
Inactivated Polio vaccine	(IPV)	**IPOL** (Sanofi Pasteur)	**1**	30	130	22

Quadrivalent Meningococcal polysaccharide	(4vMenPV)	**Menomune** (Sanofi Pasteur)	**1**	60	60	30
Pneumococcal conjugate vaccine	(PCV13)	**Prevenar 13** (Pfizer)	**1**	30	65	30
Pneumococcal polysaccharide vaccine	(23PPV)	**Pneumovax 23** (MSD)	**1**	50	105	30
Hepatitis A vaccine paediatric	-	**Havrix Junior (GSK)**	**1**	42	24	133
Hepatitis A vaccine (adult)	-	**Havrix (GSK)**	**1**	42	24	133
Rotavirus live reassortant oral vaccine	-	**Rotateq (MSD)**	**10**	96	140	57
Meningococcal C conjugate vaccine	-	**Neisvac-C (Baxter)**	**1**	32	110	25
Meningococcal C conjugate vaccine	-	**Neisvac-C(Baxter)**	**10**	120	170	25
Meningococcal (Groups A,C,Y and W-135)conjugate vaccine	-	**Menactra (Sanofi)**	**1**	30	30	60
Varicella-zoster live attenuated vaccine	-	**Varilrix (GSK)**	**1**	55	24	133
Tuberculin PPD for Mantoux tests	-	**Tubersol** (Sanofi Pasteur)	**10**	35	60	30

Please note Synflorix will be replaced by Prevenar 13 on the National Immunisation Schedule from 1 July 2014. Stock in New Zealand at that date will continue to be supplied through the chain until exhausted.

No information is available at this time regarding the dimensions for Hep B 40 mcg vaccine packaging, however we anticipate the usage of this vaccine to be negligible.

Market data

Currently, annual expenditure for vaccines in New Zealand is approximately $40 million. In July 2014 several new vaccines will be funded. The anticipated uptake of Rotavirus and Varicella vaccines is listed below. For all other new vaccines, we anticipate very low uptake and therefore would not impact significantly on storage or distribution costs.

Vaccine	Proprietary name (manufacturer) of currently supplied vaccine	No of doses per pack	Estimated annual use (packs)
Rotavirus live reassortant oral vaccine	Rotateq (MSD)	10	15,600
Varicella-zoster live attenuated vaccine	Varilrix (GSK)	1	3,000

Vaccine	AKL	BOP	CAN	CMU	HAW	HUT	LAK	MID	NLD	NLM	OTA	SCA	SLD	TAI	TAR	WAK	WEL	WGI	WMA	WPA	WSC
Act-HIB 1 Dose (Sanofi)	7,741	2,663	6,325	8,106	2,203	2,147	1,505	2,188	2,290	1,608	2,176	749	1,623	852	1,724	5,445	4,072	830	7,277	510	381
BCG Vaccine + Diluent 100 Dose	88	18	13	1	4	20	8	5	6	5	6	5	4	5	9	18	17	2	13	2	2
Boostrix 1 Dose (dTap) GSK	886	390	789	536	227	99	225	166	223	372	729	161	444	60	253	431	335	140	603	41	185
Boostrix 10 dose (dTap) GSK	1,469	334	933	856	310	555	216	269	305	223	253	100	180	138	251	705	360	108	844	62	36
Diphth Adult Tetanus Booster 0.5ml 5Dose	5,123	1,528	3,943	2,628	1,439	1,018	981	1,209	1,379	1,120	1,409	392	974	351	769	2,751	1,834	515	2,796	394	262
Gardasil (HPV) 10 Dose (CSL)	839	324	839	888	262	569	181	265	238	167	304	94	189	84	234	637	122	117	772	69	49
Hepatitis B HBVax II Adult 10mcg 1 Dose	2,184	364	860	1,272	193	327	439	236	253	237	254	64	87	121	120	976	604	261	861	13	19
Hepatitis B HBVaxPRO Paed 5mcg 1 Dose	1,551	366	1,136	814	372	293	159	233	273	294	261	65	165	51	194	647	687	61	1,050	53	21
Inactivated Polio Vaccine IPOL 1 Dose	1,188	138	335	266	132	138	72	188	154	251	180	16	83	52	84	290	500	42	318	14	21
Infanrix-hexa 10 Dose GSK	2,326	811	1,798	2,434	673	568	452	662	701	458	615	211	484	243	480	1,703	1,174	268	2,112	140	120
Infanrix-IPV 10 Dose (GSK)	818	280	704	828	262	243	173	262	276	192	239	86	202	106	192	620	448	102	722	54	53
Menomune (4vMenPV) 1 Dose SANOFI	177	21	86	59	8	8	11	27	23	38	13	13	20	4	19	41	53	1	46		3
MMR Vaccine+ Diluent 10 Doses	1,590	544	1,332	1,482	501	435	277	492	447	323	481	160	359	186	365	1,205	887	191	1,345	109	86
Pneumovax 23 (PPV23) 1 Dose MSD	491	120	200	1,835	63	48	42	71	101	62	70	70	67	17	41	144	197	20	228	5	37
Prevenar 13 Vaccine 1 Dose PFIZER	159	44	58	70	51	28	32	12	34	13	15	6	41	5	12	102	128	27	41	9	5
Synflorix (PCV10) 10 Dose (GSK)	3,069	1,042	2,395	3,219	877	773	584	864	887	602	811	276	625	335	638	2,140	1,541	343	2,790	194	149
Tuberculin PPD Mantoux Vaccine 10 Dose	448	113	124	2	82	28	55	151	28	42	364	21	53	23	30	163	132	30			24
Total packs purchased	30,147	9,100	21,870	25,296	7,659	7,297	5,412	7,300	7,618	6,007	8,180	2,489	5,600	2,633	5,415	18,018	13,091	3,058	21,818	1,669	1,453
Total orders distributed	2,353	1,642	1,772	2,277	708	354	146	844	612	920	480	198	598	1,483	1,215	658	607	671	140	309	830

Table 3. Vaccines purchased (packs) and delivered (orders) to immunisation providers in 2013 by ProPharma. Note that the quantity of orders does not refer to the number of packages sent – in many cases for large orders several boxes may be required to safely distributed vaccines under cold chain conditions.

APPENDIX 3

Budget template

Complete this template for your service budget. Under each umbrella service, add as many lines or level of detail that will allow us to effectively evaluate your proposal. Costs must exclude GST.

Service	Details of calculation	Per annum price (excl GST)
Vaccine Storage and stock maintenance costs (including vaccine returns)		
Distribution (freight) costs		
Packaging costs		
Data loggers		
Destruction costs		
Reporting costs		
Insurance premium		
Other		
Total		