# Schedule 4: Proposal form

**An editable version of this form is available on the GETS listing for this RFP.**

**<Respondent to Insert Date>**

Lisa Williams, Director of Operations

C/- Sam Bright

Pharmac

[By electronic transfer using GETS (https://www.gets.govt.nz)](By%20electronic%20transfer%20using%20GETS%20(https://www.gets.govt.nz)%20)

Dear Lisa,

**Proposal for the supply of Immune Checkpoint Inhibitors for the Treatment of, Locally Advanced AND Metastatic, Non-Small Cell Lung Cancer**

In response to your Request for Proposals (RFP) dated 6 July 2022, we put forward the following proposal in respect of ICIs for Advanced NSCLC.

You may change the expand the boxes below to suit the content of your response, please remove any guidance in *[square brackets].*

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| 1. **Our Company Details** | |
| Trading name: | *[insert the name that you do business under]* |
| Full legal name (if different): | *[if applicable]* |
| Physical address: | *[if more than one office – put the address of your head office]* |
| Postal address: | *[e.g. P.O Box address]* |
| Registered office: | *[if you have a registered office insert the address here]* |
| Business website: | *[URL address]* |
| Type of entity (legal status): | *[sole trader / partnership / limited liability company / other please specify]* |
| Registration number: | *[if your organisation has a registration number insert it here e.g. NZBN number]* |
| Does your organisation identify as being a Māori business?  Pharmac is committed to the Government’s progressive procurement approach to increase the diversity of government suppliers and achieve broader economic and social outcomes, with a specific focus on Māori businesses.  As part of this approach, Pharmac is committed to gaining a better understanding of how our agency can support the economic and social outcomes for Māori through this procurement. One aspect is understanding what roles Māori businesses have in the pharmaceutical supply chain and how we can support Māori businesses in those roles.  Pharmac is therefore gathering information from organisations as to whether they identify as a Māori business.  A Māori business for Government procurement reporting purposes is:  One that has at least 50% Māori ownership, or  A Māori Authority as defined by Inland Revenue.  Within these definitions, does your organisation identify as a Māori business? This information will inform Pharmac’s supplier’s database and will be reported to New Zealand Government Procurement (NZGP), subject to any concerns you identify (see below). | *[Yes / No]*  *As part of adopting a progressive procurement policy, Pharmac are committed to understand and support what roles Māori businesses play in our supply chain* |
| Pharmac is required to report to NZGP on whether an organisation identifies as a Māori business as part of new progressive procurement reporting [requirements](https://www.procurement.govt.nz/procurement/improving-your-procurement/frameworks-reporting-and-advice/reporting-on-progressive-procurement-policy/).  Please indicate either ‘Yes’ or ‘No’ as to whether you agree to Pharmac reporting on your organisation’s status. If you indicate ‘No’, please provide reasons for our consideration. | *[Yes / No]* |

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| 1. **Our Point of Contact** | |
| Contact person: | *[i.e., who communications relating to the response(s) should be made to]* |
| Position: |  |
| Phone number: |  |
| Mobile number: |  |
| Email address: |  |

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| 1. **Information About Our Organisation** | |
| 1. Information about our Organisation structure: | *[you may embed organisational charts or similar]* |
| 1. Information about our management and technical skills: |  |
| 1. Information about our financial resources: |  |
| 1. Information about our, or our supplier’s, existing supply commitments for the products in scope, including other markets supplied: |  |
| 1. Information about our, or our supplier’s, previous supply performance, and ability to ensure continuity of supply of the proposed product(s) |  |
| 1. Information about our quality assurance processes: |  |
| 1. The New Zealand Government is committed to sustainable and inclusive government procurement and the [Supplier Code of Conduct](https://www.procurement.govt.nz/assets/procurement-property/documents/supplier-code-of-conduct.pdf) outlines the Government’s expectations of suppliers in this respect, please outline:  * how your Organisation meets or exceeds the expectations set out in the Supplier Code of Conduct |  |
| 1. Please outline how your Organisation support social, economic, cultural and environmental outcomes beyond supply of Pharmaceuticals (see New Zealand Government Procurement [Broader Outcomes).](https://www.procurement.govt.nz/broader-outcomes/)   Please also outline how your organisation:   * supports New Zealand businesses, including Māori, Pasifika and regional businesses, as well as social enterprises if relevant * supports improving conditions for New Zealand workers and support workforce diversity |  |

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| 1. **Details of pharmaceutical presentation** | |
| 1. Chemical name |  |
| 1. Brand name |  |
| 1. Strength(s) | *[e.g. mg per ml]* |
| 1. Form | *[e.g. solution for injection]* |
| 1. Pack size | *[e.g. 1 vial]* |
| 1. Packaging type |  |
| 1. Shelf life | *[include months from date of manufacture and temperature to be stored at]* |
| 1. Stability | *[include information regarding stability duration at room temperature and if relevant, once diluted for infusion]* |

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| 1. **Details of pharmaceutical manufacture** | |
| 1. Name and address of manufacturer/s of the pharmaceutical (including API manufacturer, manufacturer of final dose form, packaging etc) |  |
| 1. Details on pharmaceutical manufacturing sites and their registration with Medsafe or other international regulatory body | *[e.g. TGA, FDA, MHRA]* |
| 1. Batch size/s |  |
| 1. Lead time (Time from notification of award to product being available to supply the New Zealand market) |  |
| 1. Approximate manufacture time |  |
| 1. Approximate time for shipping |  |

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| 1. **Evidence of market approval and any other required consents** | |
| 1. Evidence for market approval and any other required consents, include date of market approval | *[please attach copy of Medsafe Gazette notice, either by embedding the document here, or uploading a clearly titled document to GETS alongside this form]* |
| 1. For any proposed products without market approval, but where the dossier has been submitted to Medsafe, please provide evidence of the submission, and status of regulatory approval application: | *[N/A if product is approved by Medsafe]* |
| 1. For any proposed products without market approval and where the dossier has **not** been submitted to Medsafe, please provide details of the planned submission date and timeframes to achieve registration: | *[N/A if product is approved by Medsafe]* |
| 1. Insert the details of any other consents required for the proposed products and any further details that are relevant to assessing the likelihood and timing of your brand gaining all the necessary consents: | *[N/A if product is approved by Medsafe]* |
| 1. Please confirm that you will supply physical sample of the proposed products, to be provided within 10 business days of Pharmac’s request. | *[whether or not Pharmac requires a sample will be determined upon initial evaluation of your proposal, please wait to hear from us]* |
| 1. Confirmation that your proposed products have either been submitted as funding application via PharmConnect, and review is in progress, or an outcome of your funding application has been previously received. |  |

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| 1. **Context surrounding proposed products and capability to support the product(s).** | |
| 1. Key features of our proposal |  |
| 1. Confirmation that there are no intellectual property barriers (including patent barriers) to our supply of this product for the proposed indications in New Zealand, with additional information if required: |  |
| 1. Information about our ability to ensure the continuity of supply of the pharmaceutical, including other countries where the product is widely in use: |  |
| 1. Information about our previous supply performance, existing supply commitments and relevant expertise: |  |
| 1. Information relating to the education support plan for the introduction of your treatment(s), including information regarding compounding (if relevant) and stability data once compounded; training for clinicians regarding administration; and relevant information regarding the launch of your pharmaceutical in other jurisdictions. | *[you can attach supporting information (clinician support materials or similar) either by embedding the document here, or uploading a clearly titled document to GETS alongside this form]* |
| 1. PD-L1 testing will be an important component of a patients journey to treatment with an ICI and would be a requirement for access to 1L monotherapy. Please outline how your organisation would:    1. support successful introduction of this testing into New Zealand laboratory systems. Consider how you could support consistency across New Zealand and how you could support capacity.    2. support equitable access to testing for Māori and Pacific populations, and other populations experiencing disparities (those living in high socioeconomic deprivation, those living rurally and those who’ve been refugees and those with disabilities). |  |
| 1. Please outline how your Organisation would support improving access and responsible use of these medicines (e.g., services and resources that would be offered).    1. In the context of a strained health system, for groups experiencing health disparities in New Zealand, specifically Māori and Pacific peoples (but also those living in high socioeconomic deprivation, those living rurally and those who’ve been refugees and those with disabilities), how would you support implementation of your proposal to ensure that access to treatment is equitable and contributes to equitable outcomes. |  |
| 1. Reasons why Pharmac should accept our proposal |  |
| 1. Any additional information Pharmac should consider under its [Factors for Consideration Framework](https://pharmac.govt.nz/medicine-funding-and-supply/the-funding-process/policies-manuals-and-processes/factors-for-consideration/): |  |

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| 1. **Environmental Sustainability** | | | | |
| 1. Does your Organisation have an environmental/sustainability policy? | Yes | *[delete one]* | No | *[delete one]* |
| 1. Does your Organisation have a sustainability report? | Yes | *[delete one]* | No | *[delete one]* |
| 1. If yes to either of the two above questions, please attach or link: |  | | | |
| 1. How does your Organisation contribute to environmental sustainability? | *[Please describe the measures you take to contribute to environmental sustainability – in general and specifically in relation to this RFP]* | | | |
| 1. Has your Organisation received any environmental/sustainability award(s)? | Yes | *[delete one]* | No | *[delete one]* |
| 1. If yes, provide details: |  | | | |
| 1. Has your Organisation received any environmental fine/prosecution(s)? | Yes | *[delete one]* | No | *[delete one]* |
| 1. If yes, provide details: |  | | | |
| 1. Has your Organisation received any environmental audit(s), or does it comply with a recognised standard? | Yes | *[delete one]* | No | *[delete one]* |
| 1. If yes, provide details: |  | | | |

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| 1. **Pricing and Terms of Supply** |
| As outlined in the RFP, you are required to submit prices for each scenario you are intending to supply for, if you are not making an ICI available for a particular line of treatment put N/A.  All prices must be in New Zealand dollars and exclusive of GST.  You may propose an alternative pricing methodology underneath. |

**Table 3**. Individual bids capable of being awarded in isolation

|  |  |  |  |
| --- | --- | --- | --- |
| **Scenario A, ICIs for multiple lines of treatment, see ‘Funding Scenarios’ in the RFP for full details** | | | |
|  | 1L monotherapy | 1L combination therapy | 2L monotherapy |
| Strength |  |  |  |
| Presentation |  |  |  |
| Pack size |  |  |  |
| List price |  |  |  |
| Net price |  |  |  |
| % Rebate |  |  |  |
| Other Pricing mechanism |  |  |  |
| **Scenario B, 2L monotherapy only\*** | | | |
| Strength |  | | |
| Presentation |  | | |
| Pack size |  | | |
| List price |  | | |
| Net price |  | | |
| % Rebate |  | | |
| Other Pricing mechanism |  | | |

*\* If a bid is submitted for 2L monotherapy in Scenario A, a bid must be submitted for 2L monotherapy in Scenario B*

**Table 4**. Combined bids for multiple indications.

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| --- | --- | --- | --- |
| **Scenario A, ICIs for multiple lines of treatment, see ‘Funding Scenarios’ in the RFP for full details** | | | |
|  | 1L monotherapy | 1L combination therapy | 2L monotherapy |
| Strength |  |  |  |
| Presentation |  |  |  |
| Pack size |  |  |  |
| List price |  |  |  |
| Net price |  |  |  |
| % Rebate |  |  |  |
| Other Pricing mechanism |  |  |  |
| **Scenario B, 2L monotherapy only\*** | | | |
| Strength |  | | |
| Presentation |  | | |
| Pack size |  | | |
| List price |  | | |
| Net price |  | | |
| % Rebate |  | | |
| Other Pricing mechanism |  | | |

*Note: If a pricing proposal is submitted for more than one indication, the pricing for each indication, capable of being awarded on its own must be provided in Table 3*

*\* If a pricing proposal is submitted for 2L monotherapy in Scenario A, a bid must be submitted for 2L monotherapy in Scenario B*

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| --- | --- |
| **Unfunded, non-ICI agents required for combination therapy\*** | |
| Strength |  |
| Presentation |  |
| Pack size |  |
| List price |  |
| Net price |  |
| % Rebate |  |
| Other Pricing mechanism |  |

*Note: May not be relevant for all suppliers*

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| **Proposals including cost-offsets on pharmaceuticals or indications not expressly identified in this RFP that we would like Pharmac to consider in addition to the above. Note that any cost-offsets on additional pharmaceuticals or indications detailed below must be fully funded and listed on the Pharmaceutical schedule at the date RFP release, and not have been indicated as a future procurement opportunity on GETS by Pharmac.** |
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*If submitting a proposal that includes cost savings on other currently funded agents and/or indications, a separate proposal* ***must*** *be submitted for the indication(s) that does not include cost savings on other currently funded agents and/or ICI indications*

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| **Having considered the *Pharmac standard terms and conditions for the supply of pharmaceuticals 2022* are there any special terms you would like to note up front, please refer to the Out of Scope and Negotiation sections of the RFP for areas Pharmac will not negotiate on.** |
|  |