

**NP517/22 Stoma  
Acute Patient**

**Pre-Tender CAP  
Meeting**

**Tuesday 22  
March 2022  
10:00-16:00  
Microsoft  
TEAMS**

**Paul Dishington  
Commodity Manager**

## Agenda (Pre-Tender CAP)

**NP517/22 Stoma Patient Acute**

**Microsoft TEAMS**

**Tuesday 22 March 2022 10:00-16:00**



1. Welcome & Introductions (Including housekeeping to reinforce the non smoking policy)
2. Minutes & Actions From last meeting
3. Declaration of Interest & Pecuniary Interests (Including Gifts & Hospitality)
4. Operation of National Contracts
5. Role of CAP Members (ToRs)
6. Timetable of Process
7. Commodity Profile (scope / spend)
8. Supplier Profiles / Performance (complaints)
9. Implementation / Compliance
10. Definition of Requirements
11. Selection Criteria and Process
12. Award Criteria & Evaluation Process
13. Record of Decisions
14. Record of Actions
15. Any Other Business
16. Date, time and place of next meeting



1. Welcome & Introductions (Including housekeeping to reinforce the non smoking policy)

National Procurement - Procurement, Commissioning and Facilities

Brian Roach – Category Manager

Paul Dishington – Commodity Manager

██████████ – Commodity Specialist



## NP517/22 Stoma Patient Acute CAP Members

Health Board	Name	Designation	Email	Special Knowledge / Experience
NHS Dumfries & Galloway	Hazel Kearney	Stoma Nurse	[REDACTED]@nhs.scot	Stoma
NHS Dumfries & Galloway	[REDACTED]	Procurement	[REDACTED]@nhs.scot	Procurement
NHS Dumfries & Galloway	[REDACTED]	Logistics	[REDACTED]@nhs.scot	Logistics
NHS Grampian	[REDACTED]	Clinical Procurement Specialist	[REDACTED]@nhs.scot	22/12/21 Procurement
NHS Grampian	[REDACTED]	Colorectal/Stoma Team Leader	[REDACTED]@nhs.scot	Clinical
NHS Golden Jubilee	[REDACTED]	Clinical Nurse Manager	[REDACTED]@gjn.scot.nhs.uk	
NHS Golden Jubilee	[REDACTED]	Senior Charge Nurse	[REDACTED]@gjn.scot.nhs.uk	
NHS Golden Jubilee	[REDACTED]	Clinical Educator	[REDACTED]@gjn.scot.nhs.uk	
NHS Highland	Cathie King	Colorectal Stoma Clinical Nurse Specialist	[REDACTED]@nhs.scot	Clinical
NHS Ayrshire & Arran	Tracey McMeekin	Stoma Care Specialist	[REDACTED]@aapct.scot.nhs.uk	Previous CAP nominee
NHS Ayrshire & Arran	[REDACTED]	Stoma Care Nurse Specialist	[REDACTED]@aapct.scot.nhs.uk	Previous CAP nominee
NHS Ayrshire & Arran	[REDACTED]	Stoma Care Nurse Specialist	[REDACTED]@aapct.scot.nhs.uk	Previous CAP nominee
NHS Ayrshire & Arran	[REDACTED]	Senior Contracts Officer	[REDACTED]@aapct.scot.nhs.uk	CAP nominee
NHS Greater Glasgow & Clyde	[REDACTED]	ATDC	[REDACTED]@ggc.scot.nhs.uk	
NHS Greater Glasgow & Clyde	[REDACTED]	ATDC	[REDACTED]@ggc.scot.nhs.uk	
NHS Greater Glasgow & Clyde	[REDACTED]	Staff Nurse	[REDACTED]@ggc.scot.nhs.uk	stoma and gastrostomy support nurse
NHS Highland	[REDACTED]	Lead Procurement Officer	[REDACTED]@nhs.scot	Procurement
NHS Highland	Fiona-May Barlin	Colorectal Stoma Clinical Nurse Specialist	[REDACTED]@nhs.scot	Clinical
NHS Highland	[REDACTED]	Colorectal Stoma Clinical Nurse Specialist	[REDACTED]@nhs.scot	Clinical
NHS Forth Valley	[REDACTED]	Lead Stoma Care CNS	[REDACTED]@nhs.scot	Stoma Care CNS - 16 Years
NHS Lanarkshire	[REDACTED]	Contract Implementation Manager	[REDACTED]@lanarkshire.scot.nhs.uk	Lanarkshire Lead
NHS Lanarkshire	[REDACTED]	Clinical Nurse Specialist in	[REDACTED]@lanarkshire.scot.nhs.uk	Specialist in Stoma Care
NHS Borders	[REDACTED]	Stoma CNS	[REDACTED]@borders.scot.nhs.uk	
NHS Lothian	[REDACTED]	Commodity Manager	[REDACTED]@nhslothian.scot.nhs.uk	
NHS Lothian	[REDACTED]	Stoma CSN	[REDACTED]@nhslothian.scot.nhs.uk	

2. Minutes & Actions From last meeting

# AOB CAP Meeting

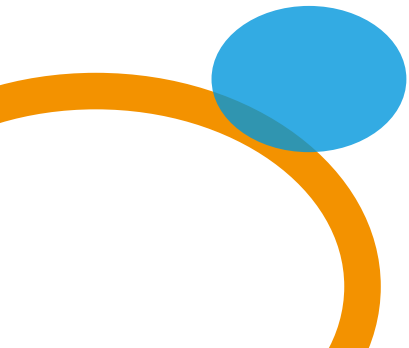
Thursday 29 June 2017

Room 3 National Distribution Centre

No outstanding actions



AoB Minutes  
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### 3. Declaration of Interest & Pecuniary Interests (Including Gifts & Hospitality)

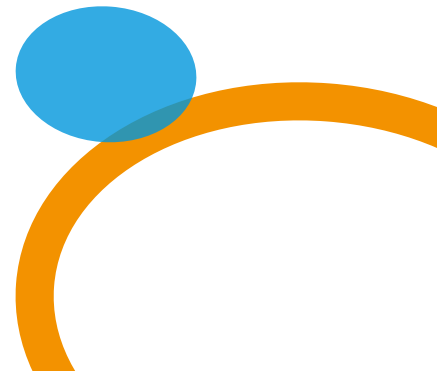
5.3 In considering whether to make a declaration in any proceedings, you must consider not only whether you will be influenced but whether anybody else would think that you might be influenced by the interest. You must, however, always comply with the objective test (“the objective test”) which is whether a member of the public, with knowledge of the relevant facts, would reasonably regard the interest as so significant that it is likely to prejudice your discussion or decision making in your role as a member of a public body.

5.4 If you feel that, in the context of the matter being considered, your involvement is neither capable of being viewed as more significant than that of an ordinary member of the public, nor likely to be perceived by the public as wrong, you may continue to attend the meeting and participate in both discussion and voting. The relevant interest must however be declared. It is your responsibility to judge whether an interest is sufficiently relevant to particular proceedings to require a declaration and you are advised to err on the side of caution. If a board member is unsure as to whether a conflict of interest exists, they should seek advice from the board chair.

5.8... There is no need to declare an interest which is so remote or insignificant that it could not reasonably be taken to fall within the objective test. You must withdraw from the meeting room until discussion of the relevant item where you have a declarable interest is concluded. There is no need to withdraw in the case of an interest which is so remote or insignificant that it could not reasonably be taken to fall within the objective test.

### 3. Declaration of Interest & Pecuniary Interests (Including Gifts & Hospitality) for information

- B. Braun Medical Ltd
- CliniMed Ltd
- Clinisupplies Ltd
- Coloplast Ltd
- ConvaTec Ltd
- Dansac Limited
- Hollister Limited
- Peak Medical Ltd
- Pelican Healthcare Ltd
- Salts Healthcare Limited



### 3. Declaration of Interest & Pecuniary Interests (Including Gifts & Hospitality)

No need to fill out form

If you have anything to declare or have a pecuniary interest in any Continence Product supplier then please discuss with Brian or myself


We will discuss in more detail at following meeting, and in particular prior to any evaluation or award of business meetings. When we will have knowledge of suppliers who have expressed an interest or latterly to be in consideration as an awarded supplier



#### 4. Operation of National Contracts

- ❖ Adherence to EU regulation and Scottish Regulations [McClelland Report 2006]
- ❖ Update on EU/Scottish Regulations and Court Judgements (CE/UKCA marking/MDR)
- ❖ NP Supplier Challenges (awareness)
- ❖ Open (straight to tender) or Restricted Procedure (Selection stage then tender)
- ❖ Sole Award Framework or a Multi Supplier Framework
- ❖ Ranked Suppliers or Assessment of Needs
- ❖ Feedback from your Board?
- ❖ Maximise potential economic savings by NHS Scotland through collaborative buying
- ❖ Ensure suitable suppliers & product of choice
- ❖ Sustainable approach to Procurement Duty
- ❖ Value Added Procurement

## 5. Role of CAP Members (ToRs)

- ✓ Have you received a letter from your Board?
  - ✓ Representative of NHS Scotland
  - ✓ Advise/discuss with peers within your own Health Board
  - ✓ Agree Specifications/Formulary headings/Product descriptions
  - ✓ Set Criteria and weightings
  - ✓ Score & evaluate quality criteria
  - ✓ Attend Award of Business CAP meeting
  - ✓ Implementation and framework support/supplier management (future developments)
- 



## Health Board Discussions/Position

- Prior to today's meeting, have discussions taken place within your Health Board regarding procurement process/reviews of commodity/clinical/user requirements?
- Does your Health Board have a starting position in terms of contract service levels/improvement/structure/assessment of ITT?
- This position is required from each HB- particularly in terms of individual HB working instructions etc



# Health Board Pre-CAP Engagement 2 February 2022



## **Discussion/Action Points**

MDD – MDR Transition

CE – UKCA Marking

Joint Formulary

Spend - Adhesives/Pastes

Scoring Sustainability - Scoring Questions – specific to commodity

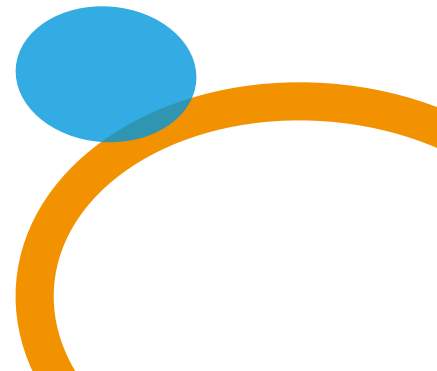
## 6. Timetable of Process

<b>NP517/22 Stoma Acute Patient</b>	
<b>1st Pre Tender CAP TEAMS meeting</b>	<b>Tuesday 21 March 2022</b>
<b>2nd Tender CAP TEAMS meeting</b>	<b>Tuesday 21 June 2022</b>
Commodity Strategy Approval	Friday 24 June 2022 2022
Advert OJEU Issue	Tuesday 28 June 2022
ITT Issue Open	Wednesday 29 <sup>th</sup> June 2022
ITT Return	Friday 29 <sup>th</sup> July 2022
Tender Analysis Complete	Friday 19 <sup>th</sup> August 2022
<b>Award Recommendation CAP Review</b>	<b>Wednesday 24<sup>th</sup> August 2022</b>
Approval to Standstill	Friday 26 <sup>nd</sup> August 2022
End of Standstill	Friday 9 <sup>th</sup> September 2022
Approval to Award NSS Board	Monday 12 <sup>th</sup> September 2022
Issue Award Letters	Tuesday 13 <sup>th</sup> September 2022
Supplier Award Acknowledgments	Friday 23 <sup>rd</sup> September 2022
<b>Buyer's Guide Publication</b>	<b>Monday 3 October 2022</b>
<b>Contract / Framework Start</b>	<b>Tuesday 1<sup>st</sup> November 2022</b>
Contract Award Notice	Thursday 8th December 2022



## Today's Meeting Objectives

- Define – Scope of Products
- Agree – descriptions, specifications
- Discuss – criteria & evaluation Who? How? When? Where? What?
- Decide – additional speciality expertise (for new areas/exposed)
- Identify SLWG (if required)
- Action(s) for Clinical Advisory Panel
- Action(s) for Short Life Working Group
- National Procurement to assist



## NP517/17 Current Framework- Expires 31 October 2022

- 3 Years + 2 x 12-month extensions
- 10 Suppliers added to framework
- Catalogue – 2994 Products
- Annual demand 225,691 items
- 406 Product Lines
- Annual Acute Spend - £350,907 (1,021 non-framework)

Acute spend <2% of Community Stoma Product Spend £31M

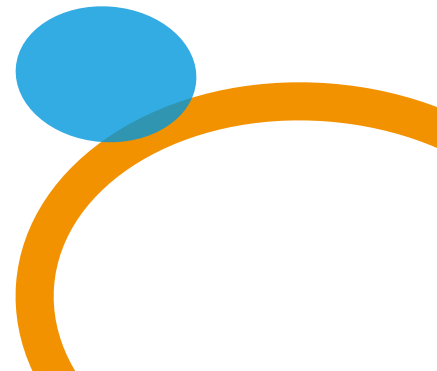
## 7. Commodity Profile (scope)

*This Framework is to allow Acute Nurses access to the most current Stoma Bags & Pouches available in the market and ensure they find the most suitable product for the Acute Stoma Patients.*

***‘Selected by patients after stoma surgical procedure and will normally be used for life’***

Bags come in various sizes, they can be pre-cut or cut to fit, and patients are coached by Stoma Nurses on how to fit the product, they will ensure there is no leakage and offer advice on Stoma Listing supply routes.

Product range includes Colostomy, Ileostomy, 2 Piece, Urostomy, Paediatric and Wound Managers





# Framework Lot Structure

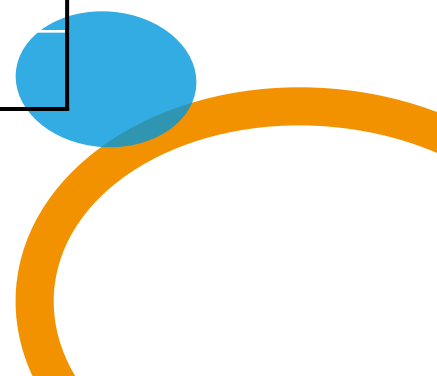
Lots awarded as an assessment of needs for each Local Health board to decide on product selection

Lot Number	Lot Description	B. Braun	CliniMed	Clinisupplies	Coloplast	ConvaTec	Dansac	Hollister	Peak Medical	Pelican Healthcare	Salts Healthcare
Lot 1	Colostomy Bags & Pouches	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lot 2	Colostomy Convex Bags & Pouches	Yes	Yes	n/a	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lot 3	Ileostomy Bags & Pouches	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lot 4	Ileostomy Convex Bags & Pouches	Yes	Yes	n/a	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lot 5	Urostomy Bags & Pouches	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lot 6	Urostomy Convex Bags & Pouches	Yes	Yes	n/a	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Lot 7	Two Piece Bags & Flange	Yes	Yes	n/a	Yes	Yes	Yes	Yes	Yes	n/a	Yes
Lot 8	Two Piece Bags & Convex Flange	Yes	Yes	n/a	Yes	Yes	Yes	Yes	Yes	n/a	Yes
Lot 9	Paediatric Products	n/a	Yes	n/a	Yes	Yes	Yes	Yes	n/a	Yes	Yes
Lot 10	Wound Manager Products	Yes	Yes	Yes	Yes	n/a	Yes	Yes	n/a	Yes	Yes

Lots 1- 8 Price Capped

Lot 9 – Uncapped (Paediatrics)

Lot 10 - Uncapped (Range)



## NP517/17 Price Caps

Lot 1	capped price £1.67
Lot 2	capped price £1.75
Lot 3	capped price £1.87
Lot 4	capped price £2.65
Lot 5	capped price £3.88
Lot 6	capped price £3.86
Lot 7	capped price - Bags & pouches £1.03 - Flanges £1.95
Lot 8	capped price - Bags & pouches £1.03 - Convex Flanges £2.05
Lot 9	Suppliers who meet the minimum quality criteria will be awarded to this Lot
Lot 10	Suppliers who meet the minimum quality criteria will be awarded to this Lot

## Annual Spend by Lot

Lot Number	Lot Description	Annual Spend	% of Annual Spend
Lot 01	Colostomy Bags & Pouches	£ 30,740	8.8%
Lot 02	Colostomy Bags & Pouches	£ 5,723	1.6%
Lot 03	Ileostomy Pouches	£ 77,123	27.8%
Lot 04	Ileostomy Convex Bags & Pouches	£ 30,729	9.7%
Lot 05	Urostomy Bags & Pouches	£ 58,729	17.3%
Lot 06	Urostomy Convex Bags & Pouches	£ 3,790	1.4%
Lot 07	Two Piece Bags & Flange	£ 4,801	0.7%
Lot 08	Two Piece Bags & Convex Flange	£ 1,770	0.4%
Lot 09	Paediatric Products	£ 5,905	2.4%
Lot 10	Wound Management Products	£ 27,401	7.8%
Non-Framework		£ 77,821	22.2%
<b>Grand Total</b>		<b>£ 350,907</b>	<b>100%</b>

# Supplier Spend by Lot



Company	Lot 01	Lot 02	Lot 03	Lot 04	Lot 05	Lot 06	Lot 07	Lot 08	Lot 09	Lot 10	Non Framework	Grand Total
<b>B Braun</b>	£ 133		£ 212	£ -	£ 5,047	£ 123		£ 80			£ 1,744	£ 7,339
<b>Clinimed</b>		£ 123	£ 5,472	£ 795	£ 52,070	£ 2,084				£ 1,299	£ 7,999	£ 69,841
<b>Coloplast</b>	£ 20,792	£ 2,730	£ 53,342	£ 16,351	£ 3,608	£ 540	£ 78	£ 293		£ 561	£ 24,522	£ 122,817
<b>ConvaTec</b>			£ 44		£ 4		£ 1,044		£ 181		£ 9,464	£ 10,736
<b>Dansac</b>	£ 1,610	£ 40	£ 1,795	£ 587		£ 97	£ 338	£ 127	£ 386		£ 761	£ 5,512
<b>Hollister</b>	£ 5,771	£ 593	£ 31,295	£ 4,125	£ -	£ 328	£ 821	£ 1,902	£ 6,158		£ 11,449	£ 62,441
<b>Oakmed</b>											£ 6,985	£ 6,985
<b>Pelican Healthcare</b>	£ 831	£ 1,750	£ 1,876	£ 11,239	£ -	£ 579	£ 20		£ 1,383	£ 25,130	£ 11,637	£ 54,444
<b>Salts Healthcare</b>	£ 1,353	£ 245	£ 2,973	£ 610					£ 297	£ 139	£ 2,861	£ 8,477
<b>Dansac</b>	£ 252	£ 44	£ 545	£ 416		£ 39					£ 275	£ 1,799
<b>P3 Medical</b>											£ 180	£ 180
<b>Eakin Surgical</b>										£ 334		£ 334
<b>Grand Total</b>	<b>£ 30,740</b>	<b>£ 5,524</b>	<b>£ 97,555</b>	<b>£ 34,123</b>	<b>£ 60,729</b>	<b>£ 3,790</b>	<b>£ 2,301</b>	<b>£ 2,402</b>	<b>£ 8,405</b>	<b>£ 27,461</b>	<b>£ 77,877</b>	<b>£ 350,907</b>

## Annual Spend Summary Jan 2021 – Dec 2021

Health Board	Annual Spend	% Annual Spend
NHS Ayrshire & Arran	£ 35,900	10.2%
NHS Borders	£ 4,700	1.3%
NHS Dumfries & Galloway	£ 4,700	1.3%
NHS Fife	£ 24,400	7.0%
NHS Forth Valley	£ 19,700	5.6%
NHS Golden Jubilee	£ 6,000	1.7%
NHS Grampian	£ 34,960	10.0%
NHS Greater Glasgow and Clyde	£ 146,400	41.7%
NHS Highland	£ 3,800	1.1%
NHS Lanarkshire	£ 48,917	14.0%
NHS Lothian	£ 10,900	3.1%
NHS Shetland	£ 800	0.2%
NHS Tayside	£ 15,224	4.3%
NHS Western Isles	£ 200	0.1%
<b>Grand Total</b>	<b>£ 350,907</b>	<b>100%</b>

Company	Annual spend	% of Annual Spend
B Braun	£ 7,339	2.09%
Clinimed	£ 69,841	19.90%
Coloplast	£ 122,817	35.00%
ConvaTec	£ 10,736	3.06%
Dansac	£ 5,512	1.57%
Hollister	£ 62,441	17.79%
Oakmed	£ 6,985	1.99%
Pelican Healthcare	£ 54,444	15.52%
Salts Healthcare	£ 8,477	2.42%
Dansac	£ 1,799	0.51%
P3 Medical	£ 180	0.05%
Eakin Surgical	£ 334	0.10%
<b>Grand Total</b>	<b>£ 350,907</b>	<b>100%</b>

# Top 25 Products by Spend



Product Description	Company	Lot Number	Annual Spend	% Annual Spend
Ostomy Bag Urostomy Clear Starter	Clinimed	Lot 05	£ 52,070	14.8%
Ostomy Pouch Nova Easi-Fold	Dansac	Lot 03	£ 1,636	0.5%
	Hollister	Lot 03	£ 28,144	8.0%
Ostomy Bag One Piece Drainable 65Mm To 76Mm	Coloplast	Lot 03	£ 24,657	7.0%
Ostomy Eakin Fistual Pouch W/Manager	Pelican Healthcare	Lot 10	£ 19,842	5.7%
1-Piece Closed Bag Maxi Transparent Cut-To-Fit 10-65/76 Mm	Coloplast	Lot 01	£ 9,419	2.7%
Sensura 1-Piece Drainable Bag	Coloplast	Lot 03	£ 6,508	1.9%
Colostomy Bag Clear Cut To Fit 20Mm-60Mm Starter Hole	Dansac	Lot 01	£ 1,436	0.4%
	Hollister	Lot 01	£ 4,385	1.2%
1-Piece Drainable With Bodyfit Technology And Full-Circle Filter Neutral Grey With Inspection Window Starter Hole 10-45Mm Midi	Coloplast	Lot 03	£ 5,767	1.6%
1-Piece Drainable Bag With Hide-Away Outlet Midi Split Soft Cover Cut-To-Fit 10-55/66 Mm	Coloplast	Lot 03	£ 4,937	1.4%
Wound Manager With Bung Closure Medium 110Mm X 75Mm	Pelican Healthcare	Lot 10	£ 4,523	1.3%
	Eakin Surgical	Lot 10	£ 222	0.1%
Ostomy Bag Unique Infant 10-40Mm	Dansac	Lot 09	£ 119	0.0%
	Hollister	Lot 09	£ 4,604	1.3%
Ostomy Bag Maxi Trans W/Starter Hole 12-70Mm	Coloplast	Lot 03	£ 4,712	1.3%
Ostomy Bag Maxi Transparent 15-43Mm	Coloplast	Lot 04	£ 4,452	1.3%
Welland Auru Drainable Bag Midi	Clinimed	Lot 03	£ 3,958	1.1%
Ostomy Pouch Split Fabr Clear Filt Drain 1560	Pelican Healthcare	Lot 04	£ 3,949	1.1%
One Piece Closed Split Film bag with Dual Filter Midi Soft Cover	Coloplast	Lot 01	£ 3,758	1.1%
1-Piece Closed Bag Midi Transparent Cut-To-Fit 10-55/66 Mm2	Coloplast	Lot 01	£ 3,707	1.1%
Closed Pouches With Soft Water Repellent Cover On Both Sides Hydrophobic Protected Filter And Two-Part Flexifit Wafer Containing Aloe Vera Extracts	Salts Healthcare	Lot 01	£ 1,303	0.4%
		Lot 03	£ 1,851	0.5%
1-Piece Drainable With Bodyfit Technology And Full-Circle Filter Neutral Grey With Inspection Window Starter Hole 10-55Mm Maxi	Coloplast	Lot 03	£ 3,059	0.9%
Convex Ileostomy Bag With Filter Clear Medical Film Standard Cut To Fit 12Mm-40Mm	Pelican Healthcare	Lot 04	£ 3,006	0.9%
<b>Grand Total</b>			<b>£ 202,022</b>	<b>57.6%</b>

## Non-Framework Spend

£ 77,821 22.2%

### Non-Framework Top 10 Products by spend

Product Description	Company	Lot Number	% Total Annual Spend		
			Annual Spend	Spend	
Brava Elastic Tape (7 <sup>th</sup> Highest Spend)	Coloplast	Non Framework	£ 5,851	1.7%	
Paste Orabase 30G (10 <sup>th</sup> Highest Spend)	ConvaTec	Non Framework	£ 5,031	1.4%	
Ostomy Washer Cohesive Seal Large (16 <sup>th</sup> Highest Spend)	Pelican Healthcare	Non Framework	£ 4,432	1.3%	
Ostomy Eakin Fistula Pouch W/Manager (21 <sup>st</sup> Highest Spend)	Pelican Healthcare	Non Framework	£ 3,220	0.9%	
Ostomy Bag Maxi Trans W/Starter Hole 12-70mm	Coloplast	Non Framework	£ 3,029	0.9%	
Hyperseal with Manuka Honey 30 x 30mm (60mm outer diameter);	Clinimed	Non Framework	£ 2,593	0.7%	
Wound Manager Med With Access Port	Oakmed	Non Framework	£ 2,135	0.6%	
Belt Ostomy Adjustable 74-124cm ,	Hollister	Non Framework	£ 1,919	0.5%	
Wipeaway Plus Adhesive Remover 50ml	Salts Healthcare	Non Framework	£ 1,830	0.5%	
Tre Seal 20Mm	Dansac	Non Framework	£ 70	0.0%	
	Hollister	Non Framework	£ 1,739	0.5%	
<b>Grand Total</b>			<b>£ 31,850</b>	<b>9.1%</b>	

# Selection Criteria and Process

## Minimum requirements of:

- SPD (Scotland) Mandatory Questionnaire [REDACTED]
- All products must carry a UKCA/CE marking and certification must be provided (Medical Devices CE valid until 30 June 2023 otherwise expire 31 December 2022 ) [REDACTED]
- Company's must have ISO 90001 (Quality Management), ISO 13485 (Medical Devices and ISO 14001 (Environmental Management Systems) [REDACTED]
- ISO 8670-2 :1997 Ostomy Collection Bags Requirements and Test Methods [REDACTED]
- ISO 8670-3 :2000 Ostomy Collection Bags Determination of Odour Transmission of Colostomy and Ostomy Bags [REDACTED]
- Latex Free – Information supplied in specification sheet issued prior to meeting. [REDACTED]
- Reference from English speaking person that product brand is acceptable? [REDACTED]



## 10. Definition of Requirements

- Framework needs to cover all current requirements to allow Clinical staff to perform treatment on patients
- Products have to be manufactured to all relevant National and International Standards
- Products have to offer sufficient protection, offer freedom of movement and come in enough sizes to fit all patients needs
- Reduced choice of product and suppliers in market to meet clinical budgets?
- Availability of product is paramount to successful patient outcomes ni Scotland





## 9. Implementation / Compliance

- Overall high framework compliance > 75%
- Structured to allow Extensions to range, improved products
- National Distribution Centre and Direct Supply
- Generic support & education for new framework
- Supplier required to PASS the SPD mandatory section
  - ISO certification, CE/UKCA marking, defined features met & evidenced
  - latex free product & packaging, labelling requirement (no international standard)

# Tender Evaluation Criteria

## NP517/17 Weighting/Scoring Criteria

Criteria	Weight Per Criteria	Weight Per Question	Max Score	Max Score Per Question	Scoring Methodology	
<b>Quality</b>	<b>50</b>		<b>50</b>			
Suppliers must provide valid & current documentation as requested below. The Authority shall treat as ineligible and shall not select any Potential Framework Participant that does not meet any of these requirements		<b>50</b>		<b>50</b>	<b>Do not meet or fail to evidence your responses</b>	<b>Evidence your responses</b>
CE Marking for all products		<b>5</b>		<b>5</b>	<b>Fail</b>	<b>Pass</b>
Quality Management Systems - ISO13485, ISO9001 or Equivalent		<b>10</b>		<b>10</b>	<b>Fail</b>	<b>Pass</b>
BS ISO 8670-2 :1997 Ostomy Collection Bags Requirements and Test Methods		<b>10</b>		<b>10</b>	<b>Fail</b>	<b>Pass</b>
BS ISO 8670-3 : 2000 Ostomy Collection Bags Determination of Odour Transmission of Colostomy and Ileostomy Bags		<b>10</b>		<b>10</b>	<b>Fail</b>	<b>Pass</b>
Latex Free – Information supplied by Manufactures in tender schedule		<b>5</b>		<b>5</b>	<b>Fail</b>	<b>Pass</b>
Reference from English speaking clinical personnel that product brand is acceptable		<b>10</b>		<b>10</b>	<b>Fail</b>	<b>Pass</b>
<b>Cost</b>	<b>50</b>		<b>50</b>			
All <b>Quality</b> qualifying suppliers will be added to Lots 9-10 & for Lots 1-8 where a valid Lot submission & capped pricing conditions have been met		<b>50</b>		<b>50</b>	<b>Please refer to sections Commercial Questionnaire: 3.1.2 PRICING SCHEDULE (SCORING QUESTION) &amp; Information &amp; Instructions document 3.3.1 LOT SCORING for details of the capped pricing</b>	
		<b>100</b>		<b>100</b>		

# Tender Evaluation Criteria

## Potential sustainability questions (examples).....

### Logistics:

- How do you plan to prevent and reduce your environmental impact?
- Are you prepared to partner with NHS to reduce the impact of Logistics i.e. merge on wheels with any existing business activity, delivery frequency/vehicle utilisation?
- How do you plan to demonstrate innovation and improvement i.e. electric/hybrid vehicles/lowering emissions?

**No = 0 and excluded from process**

**Yes, no evidence, with caveat of evidence/inclusion within 6-12 months of framework – 5 points**

**Yes, with supporting evidence 10 points**

### Environmental Benefits:

- By becoming an established partner of the NHS, what environmental benefits can/do you offer? Examples are, but not limited to, the following:
  - Factory powered source i.e. solar panels, 100% renewable energy sources
  - Planting trees/community benefits/cycle to work schemes etc.
  - Recycling scheme/posters encouraging correct segregation
  - Go Paperless/reduce printing
  - Smart lighting i.e. motion sensor
  - Smart energy meters/smart water systems
- How do you measure existing environmental targets?
- How do you propose to implement and measure future initiatives?

**No = 0 and excluded from process**

**Yes, no context but with caveat of evidence/inclusion within 6-12 months of framework - 5 points**

**Yes, with defined measurable targets 10 points**

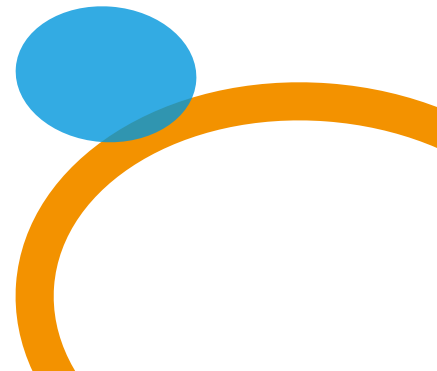
### Product Improvement and Innovation

- Are you prepared to partner with NHS over the duration of contract to identify areas of product innovation/improvement that provides sustainable benefit?
- Are you prepared to partner with NHS to reduce packaging?

**No = 0 and excluded from process**

**Yes, no evidence, but provides statement of support over the duration of the framework – 5 points**

**Yes, with supporting evidence 10 points**





# Procurement Development

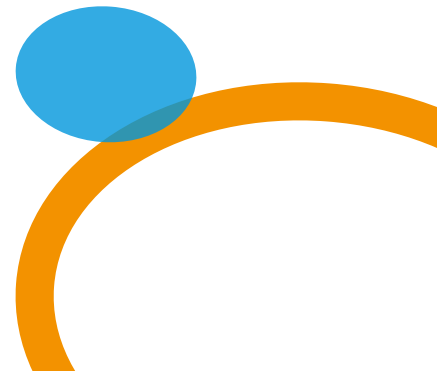
## Data Capture Validation and Pricing (DCVP)

- Live October 2022
- Replicate English Drug Tariff
  - ✓ Data pulls automatically
  - ✓ Will exclude garments
  - ✓ Managed by National Procurement
- Capture Rebate - £1.2m annually
  - Consists of:
    - ✓ Cash Amount returned to Health Boards
    - ✓ Free Samples
    - ✓ Training
    - ✓ Events

# Data Capture Validation and Pricing (DCVP)

- Stoma Garments

- Managed by National Procurement
- Clinically Reviewed
- Criteria to include/exclude products
  - ✓ Application Process
  - ✓ CEUKCA Marking
  - ✓ Packaging/Sustainability
  - ✓ Clinical Evidence/Testimonials



### 13. Record of Decisions



What elements do we take from the current framework?

What needs updated?

What needs reviewed & revised?

What needs clarified?

What needs to be removed?

What are our new requirements, going forward?

## 14. Record of Actions



National Procurement

Commodity Advisory Panel

SLWG (if required)



AOB



[Redacted text]