

JOINT NORDIC PROCUREMENT 2028

Dialogue meeting with suppliers

Fourth joint tender round for antibiotics and other IV medicines used in Nordic hospitals



Amgros (Denmark) · Sykehusinnkjøp HF (Norway) · Landspítali (Iceland) · Region Skåne (Sweden) · HUS Group (Finland)

Why Nordic tenders



Identified medicines with risk of disruption across markets



Identified barriers for suppliers across countries

Lead time vs shelf life

Marketing authorizations

Multinational labelling

Different pricing policies across the nordics



Environmental issues: Better solved together



Plan: Establish collaboration platforms and working methods for joint tenders

Agenda

01

Our history

Three rounds of Nordic cooperation so far

02

What's new in round four

Two new countries, a wider product list, clearer criteria

03

Products and timeline

What is in scope, and what happens next

04

Evaluation criteria

Price, sustainability and security of supply

05

Discussion — your feedback

The most important part of today

Joint nordic tenders – learnings

Sharing of tools and knowledge

- Evolvement of common criterias and evaluation tools
- Coordinated feedback and dialogue with industry and authorities
- Coordinated collaboration in Europe and with other stakeholders

Barriers solved at a higher level

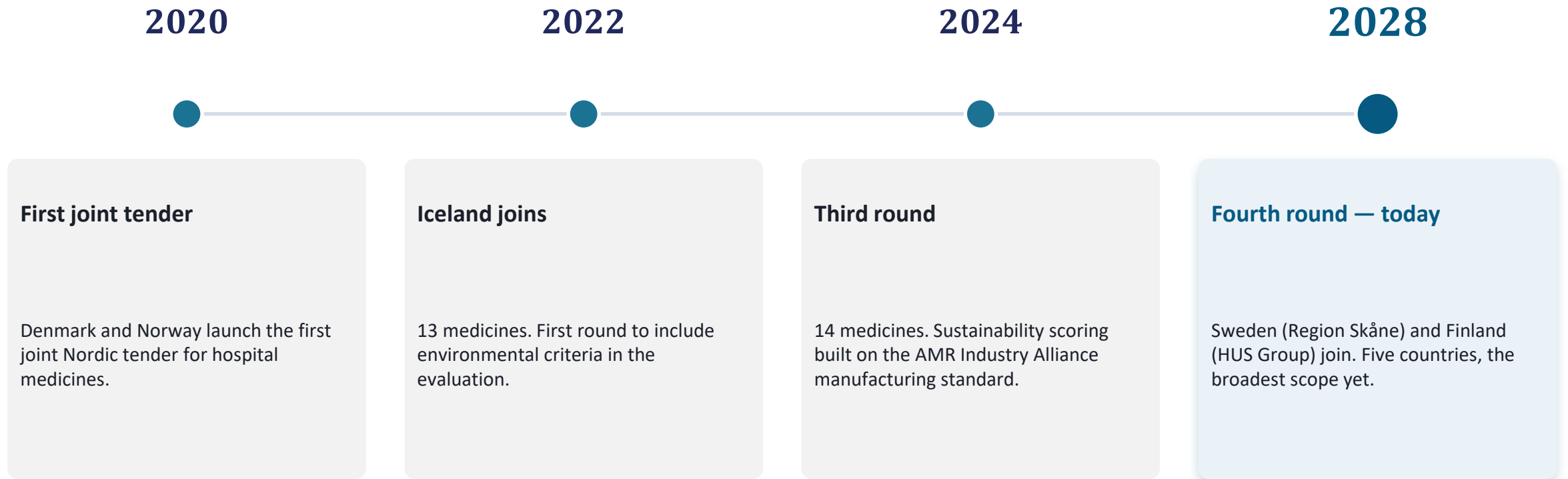
- E-pil, nordic packages
- Pricing policies

Securing supply

- More marketing authorizations - check
- More suppliers for each medicine - check
- Easier to supply across borders when disruption occurs - check
- Same agreement in all countries: open for different suppliers in different countries if volume is high - check

Four rounds of Nordic cooperation

This is the fourth time Nordic hospital buyers run a joint tender for these medicines.



What's new in 2028

+2

Two new countries

Region Skåne (Sweden) and HUS Group (Finland) join Amgro, Sykehusinnkjøp and Landspítali. Five Nordic health procurers now run this tender together.

Rx

A wider product list

Beyond antibiotics such as ampicillin, ciprofloxacin, benzylpenicillin, vancomycin, piperacillin/beta-lactamase inhibitor, cefuroxime, gentamicin, metronidazole and meropenem, the list now also covers paracetamol, ondansetron, hydrocortisone, fluconazole, aciclovir and methotrexate — all for IV use.

3

Three clear criteria

The evaluation is now built explicitly around three pillars: price, sustainability and security of supply.

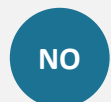
Five Nordic health procurers, one process



Amgros I/S

Denmark

Lead organisation — coordinates the process and receives requests to participate



Sykehusinnkjøp HF, division for medicines

Norway

Buyer since round one, 2020



Landspítali

Iceland

Buyer since round two, 2022



Region Skåne

Sweden

New to Joint Nordic Procurement from 2028

NEW



HUS Group (Southern Finland Collaboration Area)

Finland

New to Joint Nordic Procurement from 2028

NEW

Products in scope

Grouped by which of the five buyers participate in each product

All five buyers

Ampicillin · Ciprofloxacin · Benzylpenicillin · Vancomycin

Amgros, Landspítali, Sykehusinnkjøp, HUS Group

Piperacillin/beta-lactamase inhibitor · Cefuroxime · Gentamicin · Metronidazole · Meropenem

Amgros, Landspítali, Sykehusinnkjøp, Region Skåne

Paracetamol

Amgros, Landspítali, Sykehusinnkjøp

Ondansetron · Hydrocortisone · Fluconazole · Aciclovir · Methotrexate

All products are for intravenous (IV) administration. Final scope is confirmed in the tender notice, expected December 2026.

Three evaluation pillars

1

Price

Still the base of the evaluation — total cost across the purchasing period.

UNCHANGED SINCE ROUND ONE

2

Sustainability

Builds on the environmental criteria from 2022 and the AMR Industry Alliance antibiotic manufacturing standard from 2024.

NOW A STANDING PILLAR

3

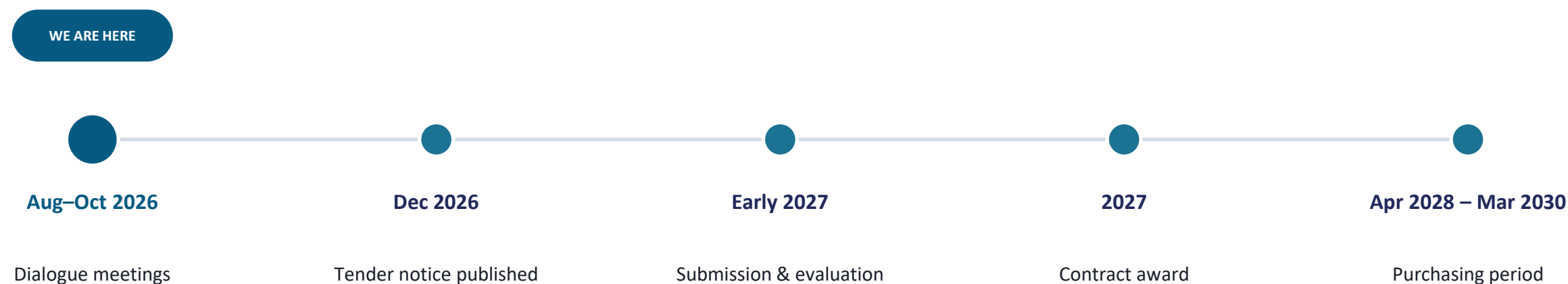
Security of supply

Delivery reliability, production redundancy and shortage risk carry more explicit weight this round.

NEW EMPHASIS IN 2028

In line with what suppliers, hospitals and regulators across the Nordics have been asking for this year.

Where we are in the process



Dates for the tender notice and award are indicative and may shift.

This is a dialogue, not a briefing

Your feedback today shapes the tender we publish in December. The last three rounds improved because suppliers told us what worked and what did not — the AMR manufacturing standard, in particular, grew directly out of conversations like this one.

We are listening for your views on:

- Criteria weighting — price vs. sustainability vs. security of supply
- The product groupings, and whether they match how you supply the Nordic market
- What a fair, measurable security-of-supply requirement looks like from your side
- Lessons from other Nordic or EU tenders you have taken part in

OVER TO YOU

Discussion

1

Does the four-way grouping of products make the message clear?

2

What would make "security of supply" a fair and measurable criterion for you?

3

Any concerns as the sustainability documentation scales to five countries?

4

What from the 2022 and 2024 rounds should we keep — and what should we do differently?

Thank you

We look forward to your written feedback end of October and to the tender notice in December 2026.

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