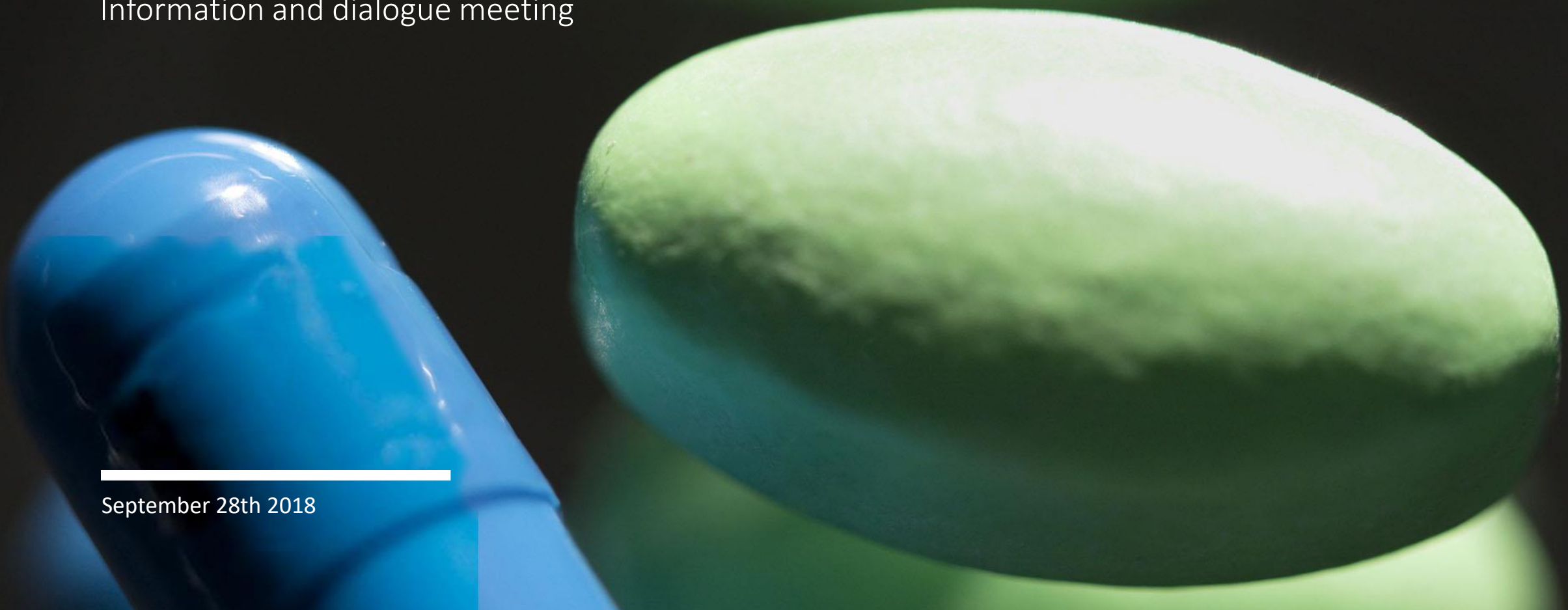

JOINT NORDIC PROCUREMENT (DENMARK, NORWAY AND ICELAND)

Information and dialogue meeting

September 28th 2018

A close-up photograph of a blue pen nib and a green eraser. The pen nib is on the left, and the eraser is on the right. The background is dark, and the lighting highlights the textures of the pen and eraser.

PROGRAMME

10.00 – 10.10 Welcome and introduction by Flemming Sonne

10.10 – 10.50 Practical information from the project group about the pilot procurements and the procurement process

10.50 – 11.00 Break

11.00 – 13.00 Dialogue meetings with individual suppliers

Danske Regioner, Dampfærgevej 27, meeting rooms 1.2, 1.5 and 1.6



Nordic collaboration

INTERNATIONAL COOPERATION PROVIDES NEW OPPORTUNITIES

The Nordic countries are small markets

- Small markets do not have the same pricing opportunities
- Small markets can not offer the same economies of scale
- Suppliers can play the countries against each other



Collaboration, Large Business and Common Solutions

- Uncover opportunities and share knowledge and experience
- Common solutions for eg. HS, supply, new drugs, production
- Stronger Nordic unity provides stronger purchasing power

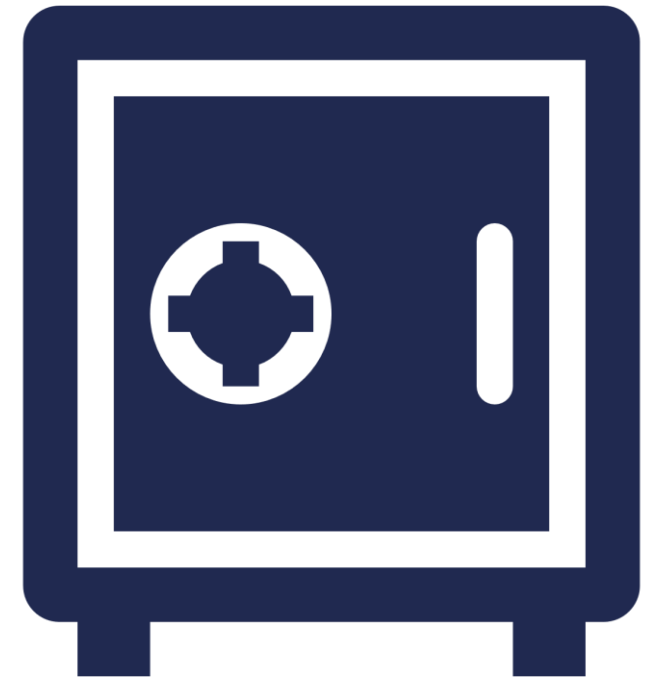


Increased security of supply

- A larger market can make it more attractive to bid
- It might give better prices to all
- This may ensure security of supply for all

FOCUS ON SECURITY OF SUPPLY

- The goal is, through a larger market,
 - firstly to ensure better security of supply
 - and secondly to get better prices
- We want to attract and retain suppliers in order to prevent supply problems
- Therefore, we go for older drugs with one or only few suppliers on the market (lifecycle phases 5 and 6)



OBJECTIVE AND ADDED VALUE IN COMMON NORDIC TENDERING PROCEDURES

The objective of the pilot project is to get experience in completing joint tendering procedures and to examine whether joint Nordic procedures can influence the drugs market, either to get cheaper prices, or to achieve better security of supply for older drugs.

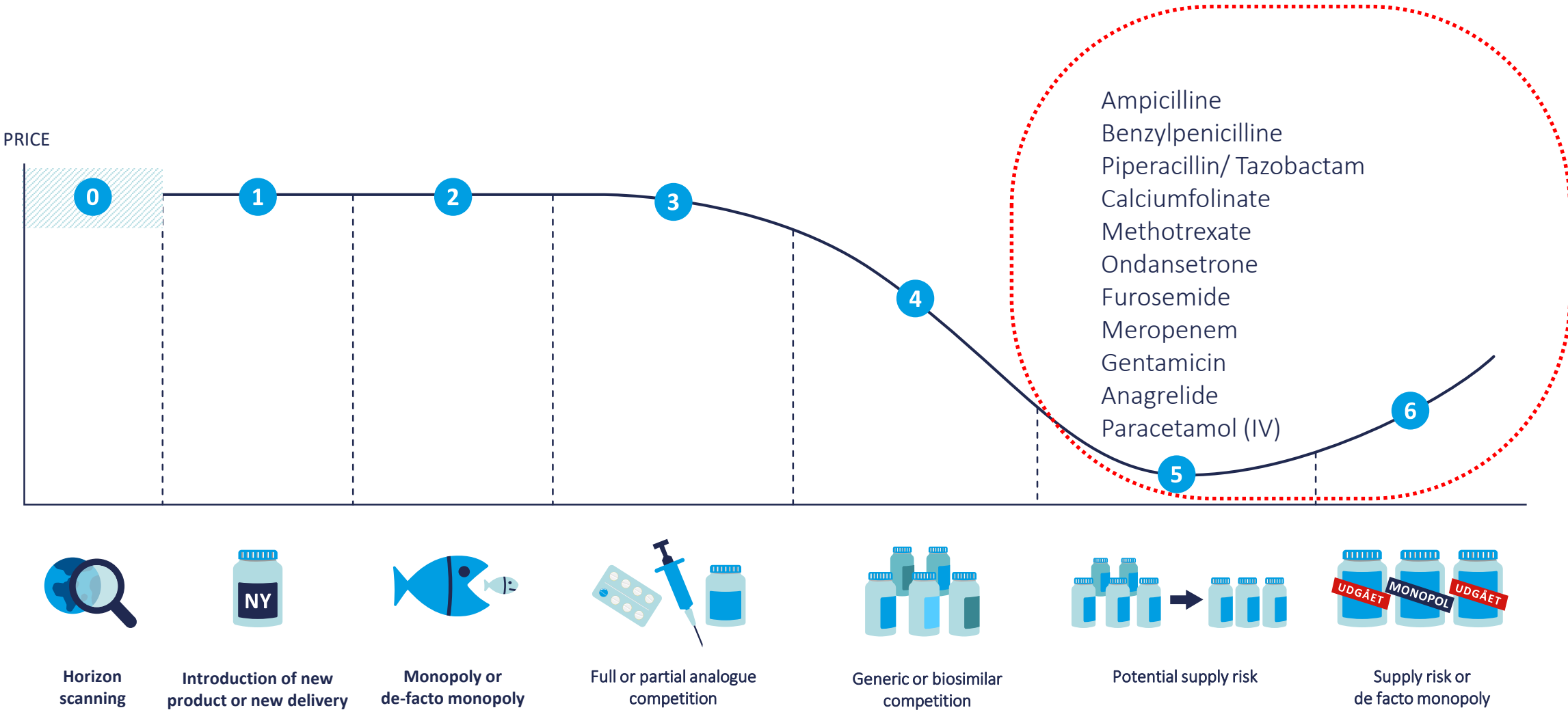
Knowledge will be gathered on:

- How we can organise joint tendering procedures
- The effect of joint procedures on security of supply and tender prices, respectively
- How we can choose the right drugs with regard to lifecycle
- How we can manage the various organisational, logistical and regulative set-ups
- How we can measure value/success
- Whether we should make such procedures more, or less widespread



THE PILOT PROCUREMENTS AND PROCUREMENT PROCESS

PHARMACEUTICALS – FOCUS ON SECURITY OF SUPPLY





SCHEDULE FOR THE NORDIC TENDERS

SCHEDULE FOR THE NORDIC TENDERS

IN PROCESS



3 DIFFERENT TYPES OF TENDER

Lowest price – more than 1 winner,

Lowest price – 1 winner

Price and more – more than one winner

REQUIREMENT REGARDING VIAL NECK DIAMETER OF 20 MM 1 YEAR AGREEMENT

List of goods – tender group 2020 1.620.b

:

Lot no.	1	J01CR05	Piperacilline og beta-lactamaseinhibitor
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Pharmaceutical form	Strength	Package	Unit	Amount in unit
Powder for infusion	2 g+0,25 g	Vial	14 g	(Iceland:1)(Norway:1429)(Denmark:1817)
Powder for infusion	4 g+500 mg	Vial	14 g	(Iceland:182)(Norway:21667)(Denmark:1068)

Lot no.	2	J01CR05	Piperacilline og beta-lactamaseinhibitor
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Pharmaceutical form	Strength	Package	Unit	Amount in unit
Powder for infusion	2 g+0,25 g	Two chamber infusionbag	14 g	(Iceland:1)(Norway:1)(Denmark:1)
Powder for infusion	4 g+500 mg	Two chamber infusionbag	14 g	(Iceland:1)(Norway:1)(Denmark:1)

Lot no.	3	J01DH02	Meropenem
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Pharmaceutical form	Strength	Package	Unit	Amount in unit
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1 year agreement + 1 year extension

- Piperacilline and beta-lactamaseinhibitor
- Meropenem

REQUIREMENTS REGARDING VIAL NECK DIAMETER OF 20 MM 2 YEAR AGREEMENT

List of goods - Tender group 2020 1.621.b

Lot no. 1 J01CA01 Ampicilline

Pharmaceutical form	Strength	Package	Unit	Amount in Unit
Powder for, inf.+inj.	500 mg	Vial	2 g	(Iceland: 61)(Norway: 6555)(Denmark:2481)

Lot no. 2 J01CA01 Ampicilline

Pharmaceutical form	Strength	Package	Unit	Amount in Unit
Powder for, inf.+inj.	1 g	Vial	2 g	(Iceland: 721)(Norway: 30000)(Denmark: 495035)
Powder for inf.+inj.	2 g	Vial	2 g	(Iceland: 1)(Norway:270000)(Denmark:79948)

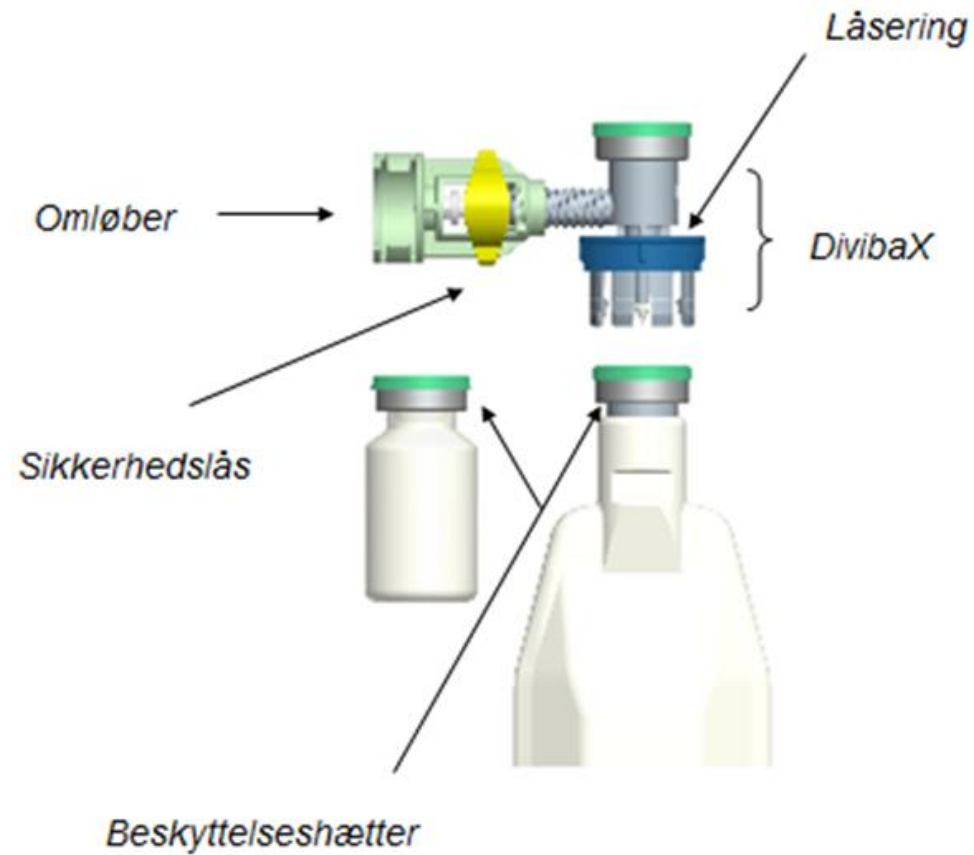
Lot no. 3 J01CE01 Benzylpenicilline

Pharmaceutical form	Strength	Package	Unit	Amount in Unit
Powder for, inf.+inj.	0,6 g	Vial	3,6 g	(Iceland: 12)(Norway: 4667)(Denmark: 17488)
Powder for, inf.+inj.	1,2 g	Vial	3,6 g	(Iceland: 219)(Norway: 140000)(Denmark: 121640)
Powder for, inf.+inj.	3 g	Vial	3,6 g	(Iceland: 61)(Norway:316667)(Denmark:65925)

2 year agreement + 2 years extension

- Ampicilline
- Benzylpenicilline

REQUIREMENTS REGARDING VIAL NECK DIAMETER OF 20 MM



1 YEAR AGREEMENT

List of goods – Tender group 2020 1.620.a

:

Lot no. 1 A04AA01 Ondansetrone

Pharmaceutical form	Strength	Package	Unit	Amount in Unit
Injection	2 mg / ml	2 ml	16 mg	(Iceland: 1029) (Norway: 50000) (Denmark 93478)

Lot no. 2 A04AA01 Ondansetrone

Pharmaceutical form	Strength	Package	Unit	Amount in Unit
Injection	2 mg / ml	4 ml	16 mg	(Iceland: 1) (Norway: 15000) (Denmark 116625)

Lot no. 3 C03CA01 Furosemide

Pharmaceutical form	Strength	Package	Unit	Amount in Unit
Injection and infusion	10 mg / ml	Ampules or vials 2 ml	40 mg	(Iceland: 329) (Norway: 37500) (Denmark 89563)
Injection and infusion	10 mg / ml	Ampules or vials 4 ml	40 mg	(Iceland: 625) (Norway: 1) (Denmark 343340)
Injection and infusion	10 mg / ml	Ampules or vials 25 ml	40 mg	(Iceland: 1) (Norway: 25000) (Denmark 302594)

List of goods – Tender group 2020 1.621.a

:

Lot no. 1 V03AF03 Calcium folinate

Pharmaceutical form	Strength	Package	Unit	Amount in Unit
Injection/infusion liquid	10 mg / ml	10 ml	60 mg	(Iceland: 1)(Norway:110000)(Denmark:5880)
Injection/infusion liquid	10 mg / ml	30-35 ml	60 mg	(Iceland:1)(Norway:1)(Denmark:48060)
Injection/infusion liquid	10 mg / ml	50-100 ml	60 mg	(Iceland:1)(Norway:1)(Denmark:192133)

1 year agreement + 1 year extension

- Ondansetrone
- Furosemide
- Gentamicin
- Anagrelide
- Paracetamol
- Calcium folinate

METHOTREXAT – QUALITATIVE CRITERIA

1 YEAR AGREEMENT

Evaluated on basis of the following:

1. Price (35%)
1. Durability (35%)
 - Ready to use solutions
 - Vials in use
2. Documentation of quality and cleanliness of the packing (30%)

1 year agreement + 1 year extension

- Methotrexate

Please study the tender specifications for further details.



LIST OF GOODS

List of goods - Tender group 2020 1.621.b

Lot no. 1 J01CA01 Ampicilline

Pharmaceutical form	Strength	Package	Unit	Amount in Unit
<u>Powder for, inf.+inj.</u>	500 mg	<u>Vial</u>	2 g	(Iceland: <u>61</u>)(Norway: 6555)(Denmark:2481)

Lot no. 2 J01CA01 Ampicilline

Pharmaceutical form	Strength	Package	Unit	Amount in Unit
<u>Powder for, inf.+inj.</u>	1 g	<u>Vial</u>	2 g	(Iceland: <u>721</u>)(Norway: 30000)(Denmark: 495035)
<u>Powder for inf.+inj.</u>	2 g	<u>Vial</u>	2 g	(Iceland: <u>1</u>)(Norway:270000)(Denmark:79948)

Lot no. 3 J01CE01 Benzylpenicilline

Pharmaceutical form	Strength	Package	Unit	Amount in Unit
<u>Powder for, inf.+inj.</u>	0,6 g	<u>Vial</u>	3,6 g	(Iceland: <u>12</u>)(Norway: 4667)(Denmark: 17488)
<u>Powder for, inf.+inj.</u>	1,2 g	<u>Vial</u>	3,6 g	(Iceland: <u>219</u>)(Norway: 140000)(Denmark: 121640)
<u>Powder for, inf.+inj.</u>	3 g	<u>Vial</u>	3,6 g	(Iceland: <u>61</u>)(Norway:316667)(Denmark:65925)

Amount in Unit is displayed for all three countries separately

TENDER PRICE IN EURO (€)

- All bids must be in Euro (€)
- All tender prices are confidential

FIXED MINIMUM REQUIREMENTS

- For every Lot no. there must be a marketing authorization for Iceland, Norway and Denmark

PLEASE MAKE SURE YOU HAVE ACCES TO AMGROS LEVPORTAL

Tenders must be submitted in the Danish tender webservice:

<https://levportal.amgros.dk/Sider/Default.aspx>

AMGROS

Serverens tid: 15-05-2018 12:52:19

Log in

Søg på dette websted ...

Velkommen

Velkommen til Amgros' Leverandør- og Udbudsportal for lægemidler

Vi har ændret portalens udseende, men du afgiver tilbud på samme måde som hidtil. 'Mine firmasider' er uændret.

Her på portalen kan du finde information om igangværende udbud, ESPD, nyheder, aftalepriser, generelle spørgsmål og svar til udbud, vejledninger og kontaktdata.

Er du oprettet som bruger i vores Leverandør- og Udbudsportal, får du også mulighed for at afgive tilbud på aktive udbud. **Klik på fanebladet 'Udbud og Bagatelkøb' for at afgive tilbud.**

På 'Mine firmasider' vil du kunne se alle jeres aftaledokumenter som rammeaftaler, forlængelser og bagatelkøb, indtaste stregkoder for jeres aftalevarer samt følge med i restorder og estimater på jeres aftalevarer.

Bemærk, at du skal være logget ind for at kunne afgive tilbud, få adgang til 'Mine firmasider' og se FAQ, herunder spørgsmål og svar vedrørende ESPD og ESPD dokumentation.

Nyheder

- 14-05-2018 - Video i tilbudsgivning i Amgros' udbudssystem
- 07-05-2018 - Amgros' årsmagasin 2017
- 19-04-2018 - Invitation til orienteringsmøde for lægemiddelleverandører den 16. maj 2018
- 05-04-2018 - Ændret brugerflade på menuen Stregkodemærkning

Tilbagekaldelse

Til brug for firmaer med et præparat, der har et akut kvalitetsproblem.

[Akut kontaktoplysninger til sygehusapoteker](#)

Ønsker til opdatering af listen sendes til kundeservice@amgros.dk. Amgros kan ikke påtage sig ansvar for, at listen er opdateret, eller at firmaerne kan få kontakt til sygehusapoteket.

Brugeroprettelse

For at kunne benytte udbudssystemet for lægemidler og for at få adgang til 'Mine firmasider' skal du oprette dig som bruger.

[Opret bruger](#)

[Opret bruger hvis din virksomhed ikke er registreret i Danmark](#)

Stregkodemærkning

For krav om stregkoder for lægemidler i de rammeaftaler, der indgås på grundlag af Amgros' udbud se [her](#).

Informationen findes også på 'Mine firmasider' under Stregkodemærkning.

GUIDE TO SETTING UP A USER ACCOUNT

- We will publish a guide to setting up a user account Amgros' Supplier and Procurement website
- This guide will be published on websites in Denmark, Norway and Iceland

NEXT STEP...

- **3rd October 2018** - Tender documents are published on websites in Denmark, Norway and Iceland
- **12th October 2018** - Deadline for comments
- Written comments are send to udbud@amgros.dk

A blue capsule and a green pill are positioned on the right side of the image, resting on a textured, greyish surface. The blue capsule is in the foreground, and the green pill is slightly behind it. The background is a blurred, textured surface.

THANK YOU FOR YOUR
ATTENTION
