

2 November 2011

Release of the 2011/12 Invitation to Tender

The 2011/12 Invitation to Tender (2011/12 ITT) has been approved by the PHARMAC Board and has been distributed today via the electronic tender (eTender) system.

If you do not receive an e-mail containing the link to the eTender system and you would like to participate in this years tender, please contact Marcus Kim at marcus.kim@pharmac.govt.nz or on (04) 916 7263 so that your details can be added to our system. If you have already registered your e-mail address with us but you have not received an e-mail link we suggest that you check your e-mail spam filters (in case it has been caught by your filters) prior to contacting us.

A complete copy of the 2011/12 ITT is also available on our website at the following link <http://pharmac.govt.nz/suppliers/proposals/tenders>. We will not be posting out any hard copies of the 2011/12 ITT.

Changes to the 2011/12 ITT product list

Please note that the product list (Schedule 2) consulted on in July 2011 has changed. Some products have been added, removed or amended either as a result of:

- clinical advice received (i.e. from the Tender Medical Evaluation Subcommittee of PTAC and/or members of the Hospital Pharmaceuticals Subcommittee); and/or
- consultation responses received from suppliers, DHBs and/or medical groups; and/or
- a review of unresolved bids from previous tenders; and/or
- Alternative Commercial Proposals accepted by PHARMAC.

The following items have been added to the 2011/12 ITT:

Chemical Name	Line Item
Acetylcysteine	Inj 200 mg per ml, 10 ml
Alprostadil	Inj 0.5 mg per ml, 1 ml
Baclofen	Inj 0.05 mg per ml
Baclofen	Oral liq 1 mg per ml
Cefepime Hydrochloride	Inj 1 g
Cefepime Hydrochloride	Inj 2 g
Diltiazem Hydrochloride	Inj 5 mg per ml, 5 ml
Domperidone	Tab 10 mg
Doxorubicin	Powder for inj, 50 mg
Fludarabine Phosphate	Tab 10 mg
Goserelin Acetate	Inj 10.8 mg
Granisetron	Inj 1 mg
Granisetron	Tab 2 mg
Oxycodone Hydrochloride	Inj 50 mg per ml

Chemical Name	Line Item
Quinapril	Tab 10 mg
Quinapril	Tab 5 mg
Quinapril	Tab 20 mg
Quinapril with Hydrochlorothiazide	Tab 10 mg with hydrochlorothiazide 12.5 mg
Quinapril with Hydrochlorothiazide	Tab 20 mg with hydrochlorothiazide 12.5 mg
Sulindac	Tab 200 mg
Sulindac	Tab 100 mg
Tropisetron	Inj 1 mg per ml, 5 ml

The following items that were included in consultation have been removed from the 2011/12 ITT:

Chemical Name	Line Item
Bimatoprost	Eye Drops 0.03%
Calcipotriol	Crn 50 mcg per g (pack size 30 g or less)
Calcipotriol	Crn 50 mcg per g (pack size greater than 30 g)
Calcipotriol	Oint 50 mcg per g (pack size 30 g or less)
Calcipotriol	Oint 50 mcg per g (pack size greater than 30 g)
Calcipotriol	Soln 50 mcg per ml (pack size 30 ml or less)
Calcipotriol	Soln 50 mcg per ml (pack size greater than 30 ml)
Capecitabine (current access)	Tab 150 mg
Capecitabine (current access)	Tab 500 mg
Capecitabine (widened access)	Tab 150 mg
Capecitabine (widened access)	Tab 500 mg
Donepezil hydrochloride	Tab 5 mg
Donepezil hydrochloride	Tab 10 mg
Doxepin hydrochloride	Tab 75 mg
Efavirenz	Cap 100 mg
Efavirenz	Cap 50 mg
Efavirenz	Tab 50 mg
Efavirenz	Tab 200 mg
Efavirenz	Tab 600 mg
Efavirenz	Cap 200 mg
Granisetron	Transdermal patch 3.2 mg per 24 hours
Mycophenolate Mofetil	Tab 500 mg
Mycophenolate Mofetil	Inj 500 mg
Mycophenolate Mofetil	Powder for oral liq 1 g per 5 ml
Mycophenolate Mofetil	Cap 250 mg

The following items have been amended in the 2011/12 ITT:

- Ritonavir has been amended from cap 100 mg to tab 100 mg.
- Methadone hydrochloride has been amended from oral liq 2 mg per ml to oral liq 1 mg - 2 mg per ml.

Summary of other changes to the 2011/12 ITT

Additional Supply Pharmaceuticals (ASPs)

ASPs have been added to the 2011/12 ITT as discussed during our July 2011 consultation letter. Suppliers bidding for line items that are designated ASPs will need to ensure that a minimum four months stock is held at all times.

Clause 1.1 (b) of Schedule 5

Clause 1.1 (b) of Schedule 5 has been amended as discussed in our July 2011 consultation letter.

Special Authority Criteria

Some products have been tendered for both current access and widened access as discussed in our July 2011 consultation letter.

Interest rate

Clause 5.5 (a) of Schedule 5 and clause 7.5 (a) of Schedule 6 have been amended as follows (changes in bold and strikethrough):

- (a) interest will accrue in such sum as remains unpaid at a rate per annum equal to ~~the business base rate of ASB Bank Limited~~ **the relevant SME overdraft rate (weighted average rate) of the Reserve Bank of New Zealand** plus five percentage points, calculated and compounded on a daily basis, from the due date until such time as the sum due (including interest) is paid in full. This obligation to pay default interest is to arise without the need for a notice or demand from PHARMAC for such default interest; and

We note that the above change was not consulted upon, as it arose after consultation had been distributed, and we considered consultation to be unnecessary. The reason for this change is to ensure that the rate used to calculate default interest is easily accessible online in a historical series, which the Reserve Bank of New Zealand (RBNZ) SME overdraft rate is. The actual impact on suppliers would be negligible as the SME overdraft rate is very similar to (and currently slightly below) the ASB business base rate.

The RBNZ rate can be found at: <http://www.rbnz.govt.nz/statistics/exandint/b3/data.html>

Evidence of market approval

We no longer require suppliers to include evidence of market approval (i.e. the Medsafe TPDR) with their bids, as in most cases we have access to this information online through Medsafe's website.

Where a product does not have market approval, we continue to expect suppliers to provide an indication of the likely time required for products to gain approval from Medsafe (including the timing of dossier submission and whether dossiers are likely to be submitted under the abbreviated process).

Data estimates provided during consultation on the 2011/12 ITT

The following annual usage data was provided following requests from suppliers during the consultation period. These volumes are approximate and indicative only. PHARMAC makes no representation as to the accuracy of these figures or as to the level of sales or likely sales of any tender item.

In order to be fair to all suppliers, we are unlikely to provide any further data relating to tender items while the 2011/12 ITT remains open.

Irinotecan:

FYR	Units	
	Inj 20 mg per ml, 5 ml - PCT	Inj 20 mg per ml, 2 ml - PCT
2009	4,208	2,832
2010	5,721	4,378
2011	6,818	5,101

Carboplatin, doxorubicin, epirubicin, oxaliplatin, vinorelbine

Chemical	Formulation	Annual Units
Carboplatin	Inj 10 mg per ml, 5 ml	27
	Inj 10 mg per ml, 15 ml	12,424
	Inj 10 mg per ml, 45 ml	1,755
Doxorubicin	Inj 10 mg	6
	Inj 50 mg	8,007
	Inj 100 mg	944
Epirubicin	Inj 2 mg per ml, 5 ml	78
	Inj 2 mg per ml, 25 ml	4,638
	Inj 2 mg per ml, 50 ml	393
Oxaliplatin	Inj 50 mg	1,655
	Inj 100 mg	7,074
Vinorelbine	Inj 10 mg per ml, 1 ml	5,045
	Inj 10 mg per ml, 5 ml	665

Estimates of DHB hospital usage of various products:

Line Item	Annual DHB hospital usage
Atracurium besylate inj 10 mg per ml, 2.5 ml	27,000
Atracurium besylate inj 10 mg per ml, 5 ml	20,000
Atropine sulphate inj 600 mcg per ml, 1 ml	110,000
Clonidine inj 150 mcg per ml, 1 ml	17,000
Fluconazole inj 2 mg per ml, 50 ml	7,000

Line Item	Annual DHB hospital usage
Gentamicin sulphate inj 40 mg per ml, 2 ml	200,000
Glyceryl trinitrate inj 1 mg per ml, 5 ml	13,000
Glyceryl trinitrate inj 1 mg per ml, 50 ml	4,500
Glyceryl trinitrate inj 5 mg per ml, 10 ml	4,900
Methylprednisone acetate inj 40 mg per ml, 1 ml	6,600
Methylprednisone sodium succinate inj 40 mg per ml, 1 ml	3,400
Methylprednisone sodium succinate inj 62.5 mg per ml, 2 ml	2,000
Methylprednisone sodium succinate inj 500 mg	2,000
Methylprednisone sodium succinate inj 1 g	3,700
Ondansetron inj 2 mg per ml, 2 ml	180,000
Ondansetron inj 2 mg per ml, 4 ml	40,000
Oxytocin inj 5 iu per ml, 1 ml	20,000
Oxytocin inj 10 iu per ml, 1 ml	130,000
Oxytocin inj 5 iu with ergometrine maleate 500 mcg per ml, 1 ml	18,000
Pancuronium bromide inj 2 mg per ml, 2 ml	19,000
Rocuronium bromide inj 10 mg per ml, 5 ml	60,000
Tranexamic acid inj 100 mg per ml, 5 ml	32,000

More information

If you have any queries regarding the tender or require any assistance with the system please contact Marcus Kim at marcus.kim@pharmac.govt.nz or on (04) 916 7263.