

Minutes of a meeting of the Clarification meeting in relation to the issued BAFO with the two main bidders held at the Physiotherapy board room, MDH Tuesday 10<sup>th</sup> October at noon – 14:00.

Present: **Candidates**

Massimiliano Morandi (MMo)  
 Francis Cherubino (FCo)  
 Marcello Benincasa (MBa)  
 David Cherubino (DCo)  
 Giorgio Pavesi (GPi)  
 Fulvio Rudello (FRo)  
 Jonathan Mangion (JMn)  
 Paul Apap Bologna (PABa)

**The Contracting Authority including competitive dialogue team**

Ing. Karl Farrugia, CEO (Procurement & Supplies) - KFa  
 Mr Mike Farrugia, Ministry advisor - MFa  
 Ms Celia Falzon, CEO POYC - CFa  
 Mr Dustin Balzan, MDH - DBa  
 Ms Alison Anastasi, Assistant Director (Procurement) - AAn

**The administrator**

Mr Robert Falzon, Projects Malta -RFa

Introduction:

It was confirmed that no clarifications had been sent till the day of the meeting and bidders were offered to attend to site visits within CPSU and entities if needed. It was clarified that minutes of the meeting would be sent and that if any clarification would not be completely answered during the meeting follow up by email would be pursued. Most of the queries were answered during the meeting however the bidders were informed that they could still send official clarifications by the stipulated deadline i.e. 25<sup>th</sup> October 2017.

	ISSUE	ACTION
1.	Contradiction re bid-bond from document to template since it was a standard template including the 50K Euro	<b>Confirmed correct amount as being 500K Euro – To rectify via clarification</b>
2	<b>Confirmation regarding spreadsheet annexed to Bid bond document</b>	Though figures could be taken as actual, it was agreed to exclude the POYC data from the equation as the latter serve the outpatients.

	Each item refers to quantity; Overall total value is in Euro, and the data was based on the first months of 2016 (6months) and the estimate had been projected.	
<b>3</b>	<b>Financial Bid form</b>	Unit doses equals single units i.e. paracetamol 1g on prescription equals 1 unit dose through 2 tablets *500mg need to be supplied/dispensed
<b>4</b>	<b>Repackaging</b>	Confirmed to be at San Gwann. Site visit to follow day after.
<b>5.</b>	<b>Objective of department to use IT system and reduce top up systems – cost linkage and savings</b>	All health care entities will receive unit doses from CPSU SGS
<b>6.</b>	<b>Page 57 realistic values?</b>	The values provided shall be used for evaluation purposes only. The realistic consumption values can be taken from the annexes as submitted with the BAFO. This data was extrapolated by means of taking the realistic consumption over the first six months of 2017.
<b>7.</b>	<b>Site visits deadline was for 10/10. There was a misunderstanding from both bidders so it was decided to extend the deadline.</b>	Both companies site visits: 11/10 and 12/10
<b>8.</b>	<b>Process to extend from MDH as per PQQ and competitive dialogue according to what bidders presented reflecting that the model could be extended</b>	Bidders understood concept
<b>9.</b>	<b>64M Euro spent in 2011 and 100M will be spent by end 2017</b>	For information purpose
<b>10.</b>	<b>People that will be seconded will remain on government payroll for 2 years from project initiation.</b>	Then secondment will depend on how process would be rolled out. People to be seconded include people that manage stores and distribution functions.
<b>11.</b>	<b>Number of beds served</b>	To obtain data from site visit and/or official clarifications
<b>12.</b>	<b>Internal control</b>	The degree of closed loop control on medicines and high value devices must be 100%
<b>13.</b>	<b>Charge per item according to savings formula</b>	To share formula officially. Though it was explained that formula is being piloted in the coming weeks to normalise the ratios with respect to the variables mentioned in the BAFO such as but not limited to a capped price per dispense. An indirect relationship between savings and dispensing.
<b>14.</b>	<b>Award Criteria</b>	Rank 1 <sup>st</sup> and 2 <sup>nd</sup> according to bid then negotiation of contract where there are negotiable clauses with the preferred bidder as per BAFO. If the latter fails within the stipulated time period 2 <sup>nd</sup> preferred bidder (if available) would need to be contacted thereafter.
<b>15.</b>	<b>Baseline jointly</b>	Clarify the 2 year system
<b>16.</b>	<b>Inflation Rate normalisation</b>	Please refer to draft contract pg 38

<b>17.</b>	<b>What will happen in the last year?</b>	Kindly refer to draft contract
<b>18.</b>	<b>Charging price</b>	Price per two bin is charged per item, whereas price per unit dose dispensing is per 'prescribed' dose

Meeting was adjourned for site visits on the 11/10 [CPSU, San Gwann; Mount Carmel Hospital, SVPR] and 12/10 [RKGH; Detox; and Gozo].