

# SHARED SERVICES MINISTRY OF HEALTH

1st Prague MEAT Procurement Workshop

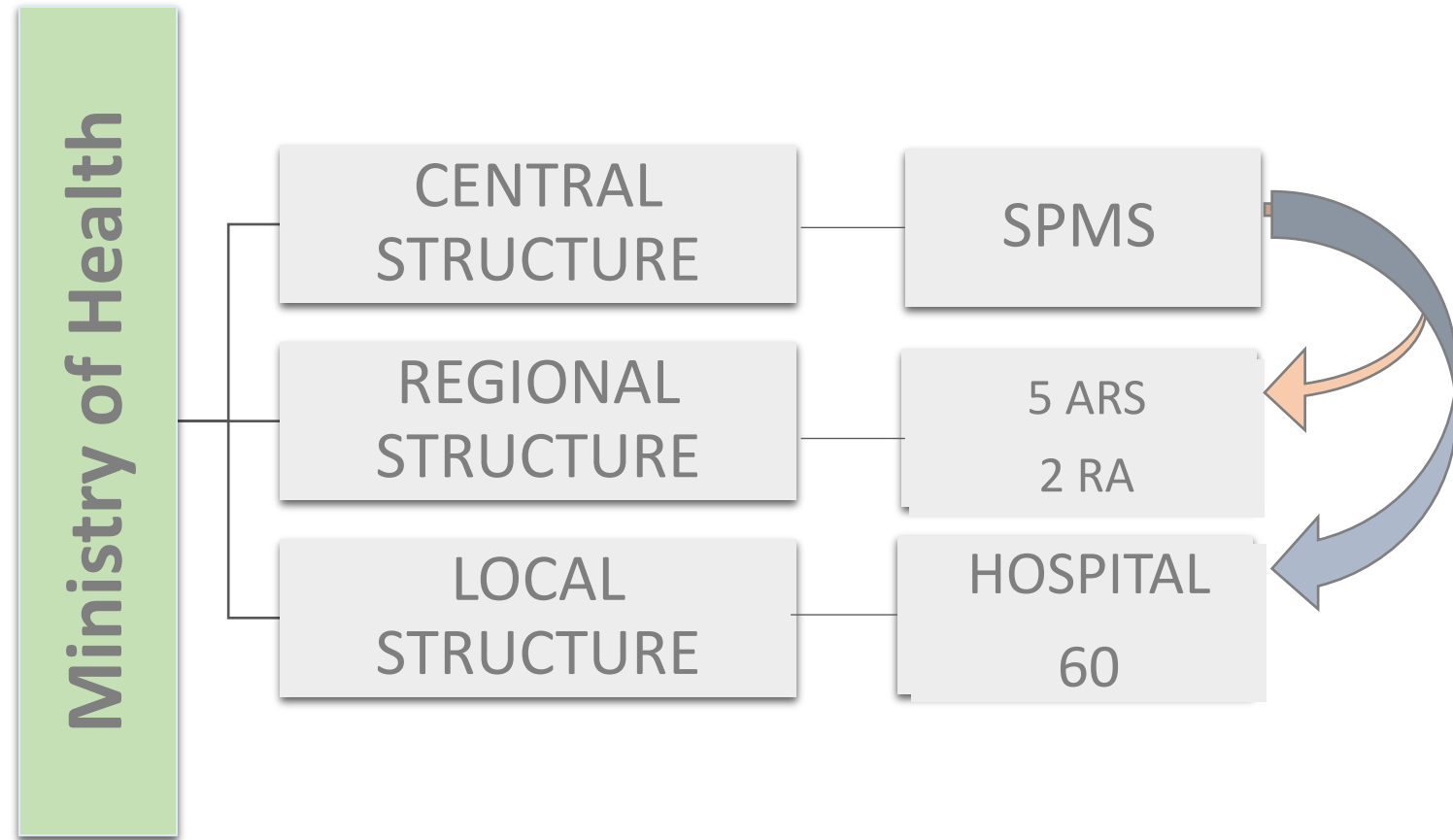
7 June 2016



**SPMS**<sub>EPE</sub>  
Serviços Partilhados do Ministério da Saúde



# Portuguese National Health System



\*\* **ARS - Regional Health Administrations** – 5 Regional Health Administrations: North; Center; Lisbon; Alentejo and Algarve

\*\* **RA – Autonomous Regions** – 2 Regions Health Administrations: Madeira and Açores

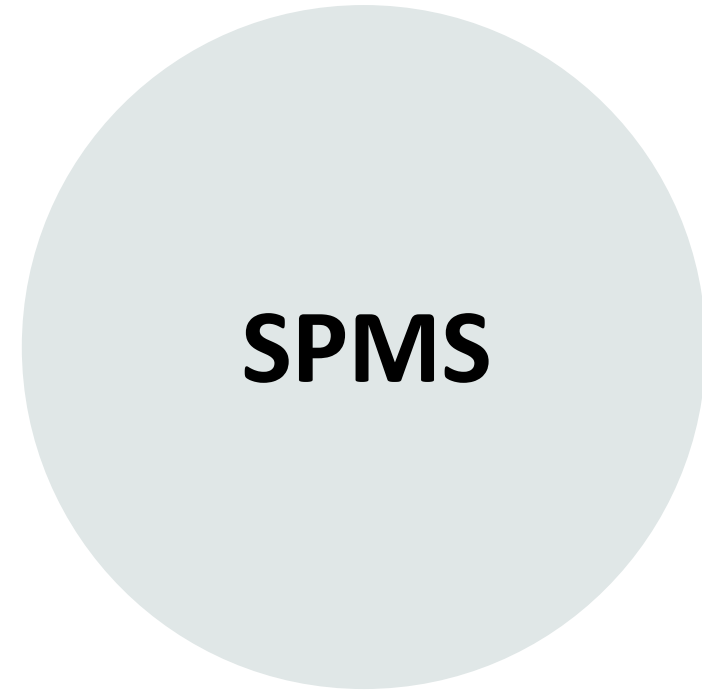


## MINISTÉRIO DA SAÚDE

### Portaria n.º 55/2013

de 7 de fevereiro

No âmbito do processo reformador do Serviço Nacional de Saúde (SNS), pelo Decreto-Lei n.º 19/2010, de 22 de março, alterado pelo Decreto-Lei n.º 108/2011, de 17 de novembro, foi criada a SPMS - Serviços Partilhados do Ministério da Saúde, E.P.E., abreviadamente designada SPMS, com a qualidade de central de compras para o sector da saúde, tendo vista a prestação de serviços partilhados específicos nesta área em matéria de compras e logística, de serviços financeiros, de recursos humanos e de sistemas e tecnologias de informação e comunicação aos estabelecimentos e serviços do SNS, independentemente da sua natureza jurídica, bem como aos órgãos e serviços do Ministério da Saúde e a quaisquer outras entidades, quando executem atividades específicas da área da saúde.



### Ordinance nr. 55/2013, 7 february - Article 4

**5** - The SPMS, E. P. E., is the **central purchasing for sector-specific health** and being applicable in the structure and operation of the provisions of Decree-Law n.º 200/2008 of 9 October.

**6** - Categories of goods and services to be contracted specific health and the terms of employment for SPMS, E. P. E. as central purchasing, are defined by the member of the Government responsible for health.

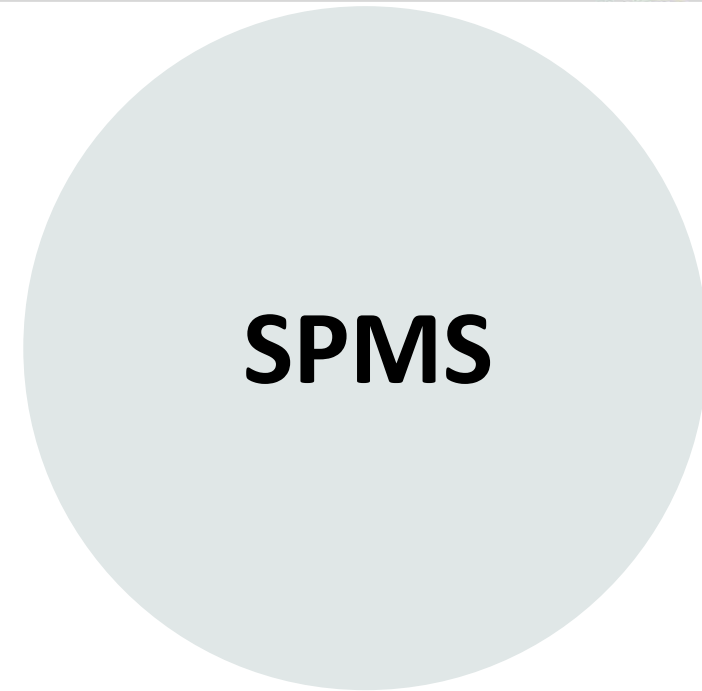


## Goods and Services

### Art. 1st nr 1 - Ordinance nr 55/2013



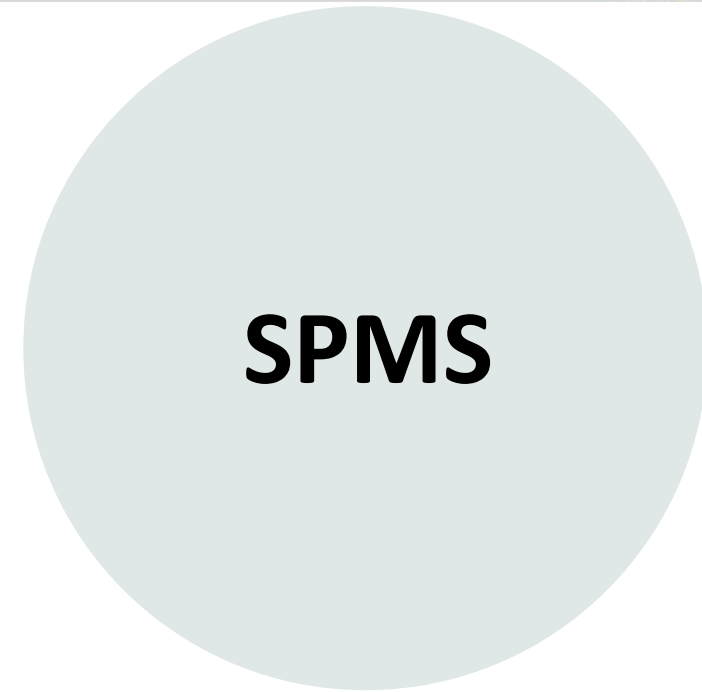
- Medicines
- Medical products:
  - Medical Devices and accessories
  - Human biological material
  - Blood and blood related products
- Specific Products:
  - Specially regulated substances
  - Narcotic Drugs and Psychotropic





 **Medicines**

 **Medical Devices**

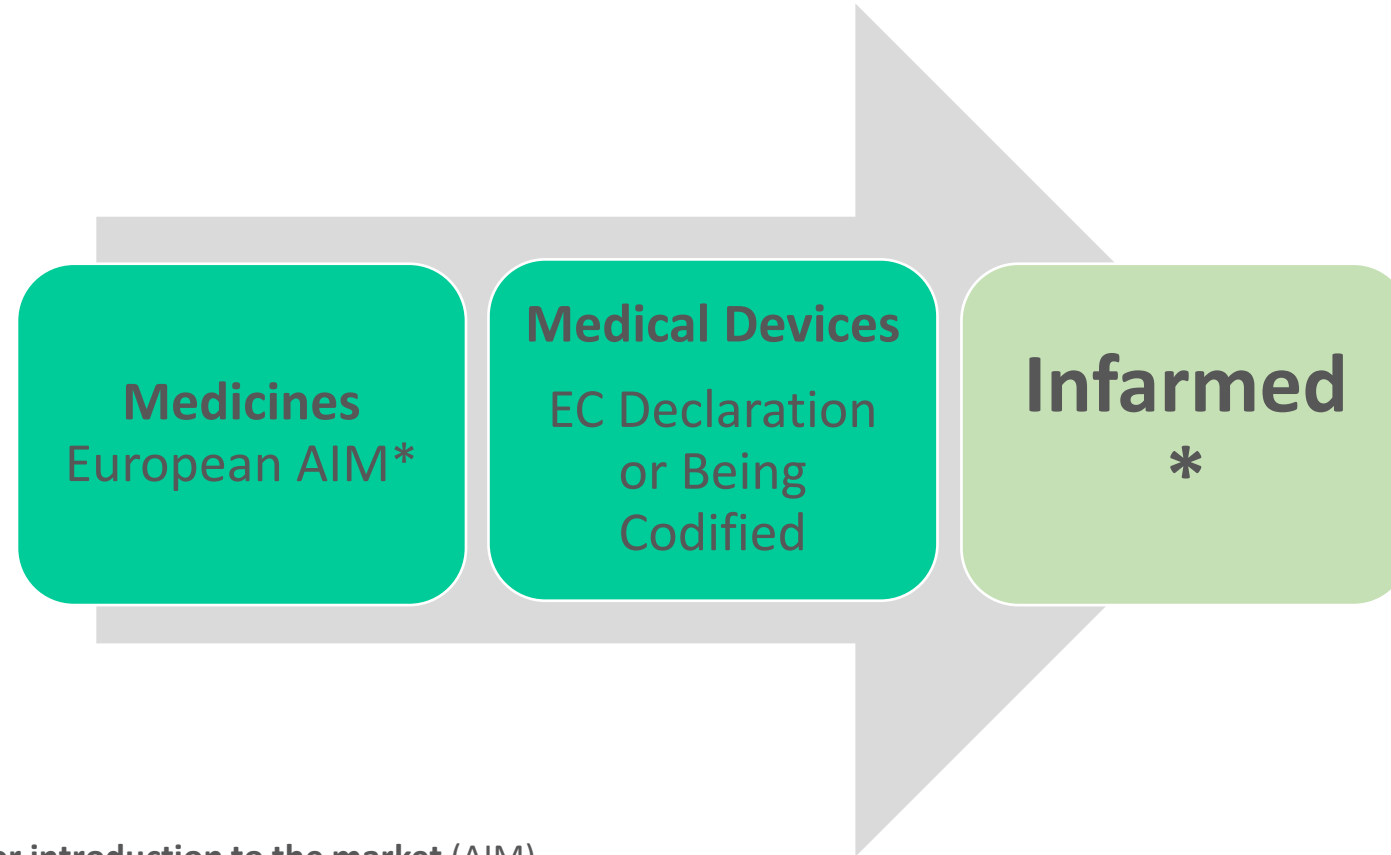


For this kind of products, SPMS develop International Public Tenders

Any companies from the European Community may apply to our tenders  
Such tenders last, on average, 3 months.



- **Conditions for applying this tenders are:**



\* Autorization for introduction to the market (AIM)

\* National Authority of Medicines and Health Products, (Infarmed, IP)



# Medicines

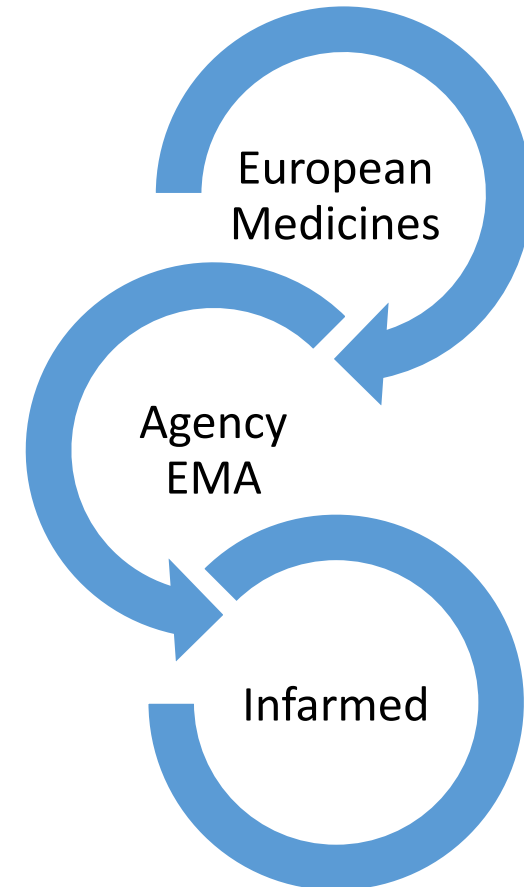
## Quality - AIM

For obtaining authorization to market:

The European Medicines Agency is a decentralised agency of the European Union.

The Agency is responsible for the scientific evaluation of medicines developed by pharmaceutical companies for use in the European Union.

It began operating in 1995.



\* Autorization for introduction to the market (AIM)



# Medicines

## Example MEAT

### Human papillomavirus vaccine

The concern wasn't the quality of the vaccine

**We had chosen in the framework agreement for this vaccine  
the Most Economically Advantageous Tendering**

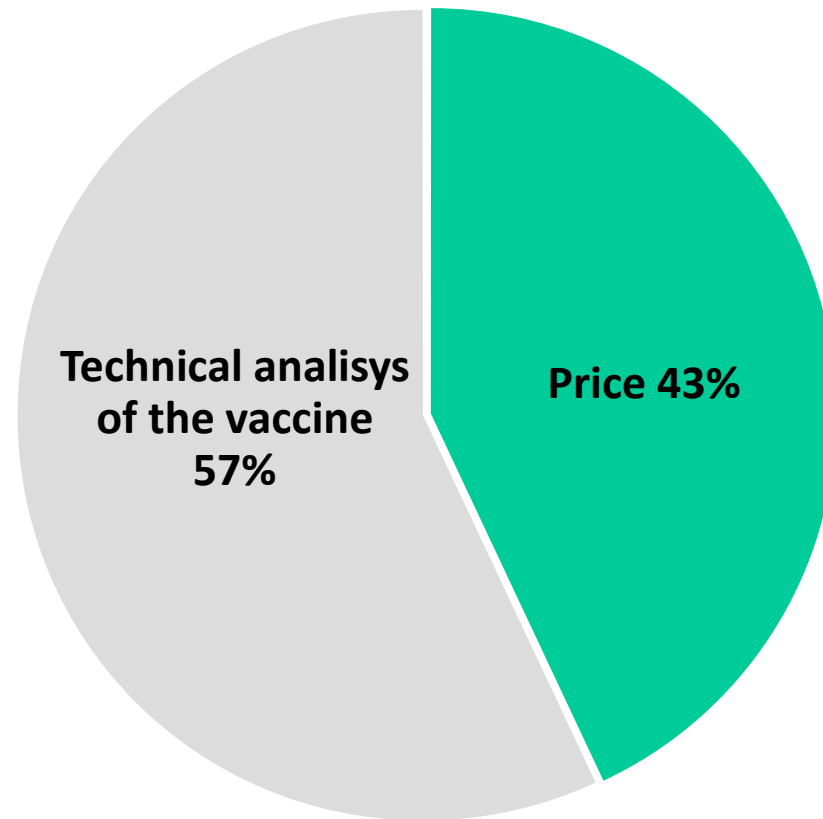
**This criteria helped us choosing which vaccine would have  
more advantage in price against number of virus  
(protection)**





# Medicines

## Human papillomavirus vaccine





# Medicines

## Human papillomavirus vaccine

### Tecnical Analasys

Factor	Pointing
Therapeutic area against lesions CIN2+	85,27 points
Therapeutic area against lesions VIN2/3	4,25 points
Therapeutic area against lesions VaIN2/3	2,1 points
Therapeutic area against genital warts with genotypes 6 e 1	8,14 points



# Medicines

## Human papillomavirus vaccine

The scores were assigned by multiplying the values of the efficacy of the respective vaccines, contained in the Summary of Product Characteristics, by the points awarded for pathology and genotype.



# Medicines

## Human papillomavirus vaccine

With this criteria the selected vaccine for this framework agreement was Gardasil.

- Gardasil is a vaccine for use from the age of 9 years for the prevention of:
  - ✓ premalignant genital lesions (cervical, vulvar and vaginal);
  - ✓ premalignant anal lesions, cervical cancers and anal cancers causally related to certain oncogenic Human Papillomavirus (HPV) types;
  - ✓ genital warts (condyloma acuminata) causally related to specific HPV types.



# Medical Devices

## Most Economically Advantageous Tendering **MEAT**



QUALITY

MEAT

EXAMPLE



# Medical Devices

Most Economically Advantageous Tendering **MEAT**



The National Authority of Medicines and Health Products regulates and controls all activities relating to human medicines and health products for the protection of Public Health. Provided medical devices are certified by Infarmed, they meet all the requirements and can therefore be used in the whole national health service's system.



# Medical Devices

## Most Economically Advantageous Tendering **MEAT**



How the most economically advantageous tendering would benefit assessments of optimal relations between the price of the Medical Device and a specific use in different situations.



# Medical Devices

## Most Economically Advantageous Tendering **MEAT**



A Surgical glove - if certified by Infarmed we know it has quality, but we cannot use the same kind of glove for an orthopedic surgery, for the latter must be more resistant.





# Medical Devices

## Most Economically Advantageous Tendering **MEAT**

The most Economically Advantageous Tendering can help assessing the relationship between price and the resistance of the glove.

All the evaluation criteria must be easy to assess directly in the datasheet of the glove.

Criteria cannot be based on subjective aspects.

All the criteria must be measurable.

**How can you measure innovation?**



# Medical Devices

## Most Economically Advantageous Tendering **MEAT**

- Not all Medical Devices would be object of application of this rationale.
- The application of this logic has to be rational, so as to avoid making the procurement process overly complex.
- Unfortunately, hospitals do not have abundant human resources. Therefore, SPMS, as a central purchasing entity, must oversee the procurement processes for all hospitals.
- Subjective criteria based on users' perceptions and sensory factors may not be used.
- The criteria at stake always have to be available in the datasheet of the manufacturers.



# Services

**SPMS in 2013/2014 developed a procedure, for Respiratory Home Care**

Procedure- 2013/100 - CRD

## GENERAL RULES

- ✓ Choice of supplier by the user
- ✓ Single national price per treatment
- ✓ Technical standardization
- ✓ Equality in access to treatments
- ✓ Electronic circuit of prescription and CRDs conference



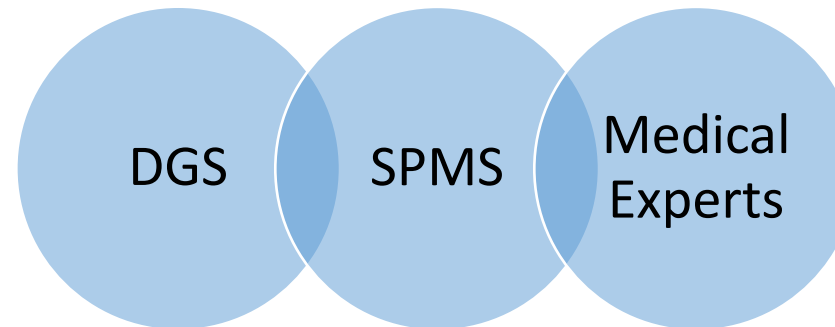


# Services

## Respiratory Home Care

Procedure- 2013/100 - CRD

The procedure of Domiciliary Respiratory Care implement the rules emitted by the General Directorate of Health (DGS).



DGS is responsible for guiding and developing programmes of:

- Public health
- Improved healthcare
- **Total clinical and organizational quality management**



# Services

## Respiratory Home Care

Procedure- 2013/100 - CRD

The procedure of Domiciliary Respiratory Care involves 4 types of treatments:

- Oxygen Terapy
- Ventilation Terapy
- Aerosol Terapy
- Equipments

With this procedure **we now have 8 suppliers in the market**, as opposed to having **only two suppliers**, as **was the case in the past**.



## Positive Aspects of Framework agreements

- Facilitator
- Reduce bureaucracy
- Increase transparency
- Increase competitiveness
- Reduce administrative costs
- Increase savings





## Positive Aspects of Framework agreements

- ✓ The SPMS allows recognising the quality of goods and services provided to National Health Services' institutions as well as to any other public entities who express intention to benefit from these agreements;
- ✓ Suppliers are obliged to provide the goods and services in accordance with the conditions set out in contracts with the SPMS.
- ✓ We are always aiming to achieve the best value for money, in order to be better serve the National Health System.



## Positive Aspects of Centralized Agregation Medicines



- Reduce administrative costs
- Increase transparency
- Increase competitiveness
- Increase savings





## First results of Centralized Agregation Medicines



- **Order No. 1571 -B / 2016**
- **Information circular**
- **Medicines that matter most financial value in the NHS**
- **Exclusives**
- **With more than one contractor**

**Amount payable by the institutions through disaggregated purchase**

**98.572.202,6520 €**

**Estimated payable for institutions with centralized procurement**

**93.214.158,9916 €**



## Procurement challenges

- In the procurement process it is very important to know the market.
- One must be well-informed about the specific market for the product or service to be purchased before the tender process is designed.



## Procurement challenges

- This is key but sometimes very difficult when the goods are:
  - Medical Devices
  - Medicines



## Procurement challenges

- It is important to know:
  - Price levels
  - Quality standards

It is also important to be aware of available potential substitutes for the product to be purchased.



## Procurement challenges

- We always try to maximise:
  - participation of genuinely competitive bids.

In order to avoid introducing unnecessary restrictions, it is paramount to know the product we want to purchase well.



SPMS<sub>EPE</sub>