

State of the art Hemodialysis - Alrijne Zorggroep (NL)



1. Key aspects

24 Stations for chronic hemodialysis

Total of 12.500 annual treatments on 2 locations

Hemodialysis equipment, consumables & support services

Bids not to exceed Euro 2,5 mio (ex VAT) based on current TCO and 100k procedures in 8 years. Contract awarded 8+2 years

2. Best value approach

- Supplier is expert on the solution; no technical requirements and specs.
- Obtaining the best solution to the objectives from the best supplier
- Dominant info: Scope & expertise, Risks, Value-add and Interviews

3. Main criteria used



Outcome

Safety for patient & care provider
User-friendliness
Safeguarding certified staffing
Meeting national quality standards



Cost of care

Efficiency of the treatment process
Total cost of ownership



Other benefits

Environmental sustainability

4. Willingness-to-pay assessment (W2P)

1. Level of fulfillment of awarding criteria translated into *monetary value*
2. Subtracted from or added to the supplier's total cost offering
3. Resulting *comparison price* used to determined most advantageous tender

Value assesment	Multiply		Neutral	Reduction	
Scoring	2	4	6	8	10
Total cost	<i>Monetary value</i>				
Solution offering	849.800	424.900	0	-424.900	-849.800
Risk management	121.400	60.700	0	-60.700	-121.400
Added value	121.400	60.700	0	-60.700	-121.400
Interview 1	242.800	121.800	0	-121.800	-242.800
Interview 2	242.800	121.800	0	-121.800	-242.800
Total	1.578.000				-1.578.000

Bad: = 2 points / Insufficient = 4 points / Neutral = 6 points / Good: = 8 points / Excellent = 10 points

5. Tender process

Start (non-public) tender - November 2018

Bids submitted - February 2019

Interviews executed - March 2019

Contract awarded - March 2019

Solution implemented - April 2019

