



**Pharma
Summit 25**
Evolving through change



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Proudly supported by:





Navigating Procurement in the Health Service

Siobhan Dunphy

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Strategic Sourcing and Contracting

HSE Procurement

3rd April 2025



What Matters

Is that we are putting the patient service users at the centre of what





**Procurable annual spend of
€5.4 billion approximately**

Largest purchaser in the State



**The patient is the
focus and all procurement
opportunities should
contribute to
improved patient care**

**Accountable for effective &
compliant procurement**

Continuity of supply

**Working together with the
Regional Health Areas to protect
frontline patient services**

**Delivering value for money with
security of supply**



HSE - Changing Environment - Health Regions



The HSE remains a single HSE organisation with 6 health regions. Services are integrated across hospitals and community organisations in these health regions.

- ❑ Each health region provides integrated health and social care services for the people in that area.
- ❑ The 6 health regions replace Hospital Groups (HGs) and Community Healthcare Organisations (CHOs).



Patient benefits include:

- ❑ A more patient-centred approach to healthcare
- ❑ Care closer to home
- ❑ Consistent quality of care



Changes, Challenges and Opportunities



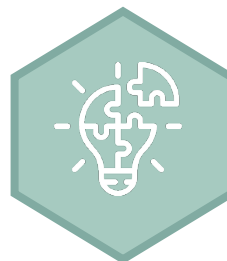
Introduction of Health Regions



Sláintecare



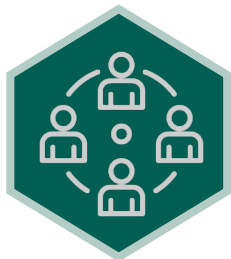
Procurement



Digital Health Strategy



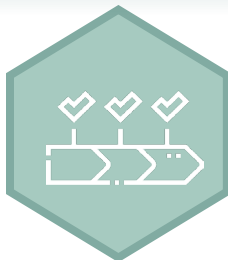
IFMS Roll out



Resourcing



Global Pricing



HSE Corporate Plan 2025 onwards



Pipeline of upcoming tenders



Green Procurement

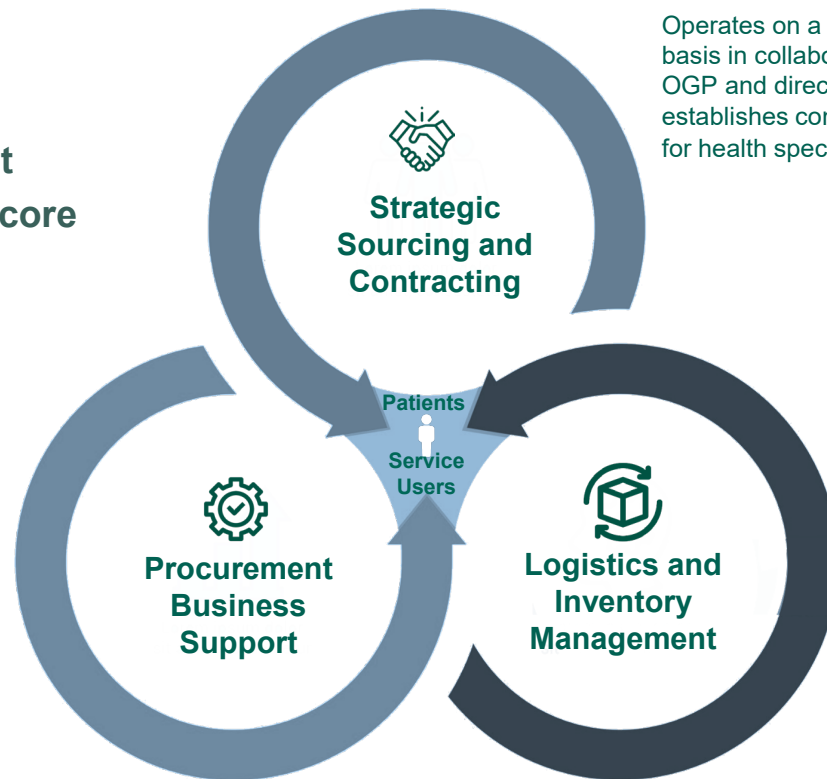
HSE Procurement

Procurement provides a range of specialist procurement services nationally across three core business areas

Integrated Procurement approach for the health sector and the Sláintecare Programme

Supporting:

- Health Service Divisions
- HSE Health Regions
- Section 38 Agencies
- Section 39 Agencies
- Office of Government Procurement
- Tusla
- Other Government Departments and Agencies



Operates on a public sector wide basis in collaboration with the OGP and directly procures and establishes compliant contracts for health specific categories.

Provide business and system analyst support for procurement related systems. Responsible for coordinating multiannual procurement planning and compliance improvement.

Manage the purchase, storage and distribution of goods to optimise efficiencies for service delivery. Drives greater efficiencies through management of stock at the point of use.



Ensuring compliance with:

- **Procurement Regulations**
- **EU Directives**
- **Government Policy and Guidelines**
- **HSE National Financial Regulations (NFR)**





Procurement Objectives



Support service delivery across the health sector

Provide continuity of supply; ensuring availability of appropriate quality goods and services where needed, when needed



Maintain effective governance and compliance

Ensure the HSE and all staff members comply with procurement directives, legislation, circulars and other legal requirements



Achieve greater value for money to support reinvestment into patient care and service delivery

Ensure that purchasing is carried out in a coordinated and strategic manner that maximises opportunities for savings and improved compliance



Facilitate environmental, societal and economic objectives through procurement

Encourage and stimulate opportunities for green procurement, innovation, social inclusion and participation by SME's and Micro Enterprises in the procurement process

HSE Corporate Procurement Plan



- Setting the HSE Procurement strategic direction
- Importance of ensuring value for money and attaining savings where possible
- Strengthening procurement support for Health Regions
- Progressing green procurement
- Increasing compliance
- Digital transformation

HSE Corporate
Procurement Plan
2025 - 2027

2022 – 2024 Corporate Procurement Plan



- Significant progress achieved across procurement
 - Spend under Management (SUM)
 - IFMS
 - Roll out of NDC
 - Roll out of Point of Use
 - Improved SME participation and collaboration
 - Procurement Compliance Improvement Programme
 - Green Procurement

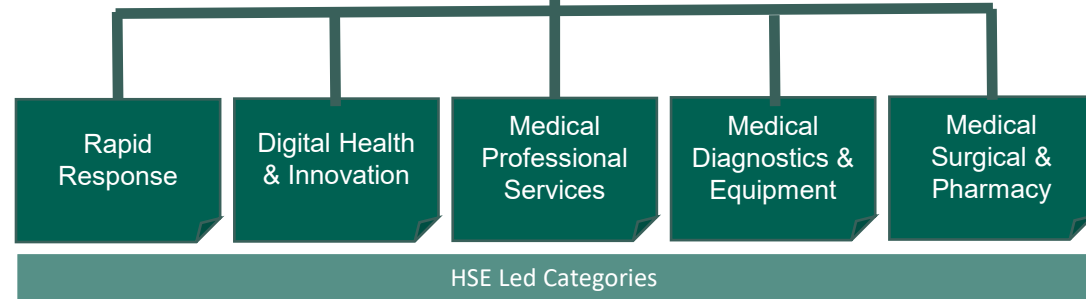


Strategic Sourcing & Contracting - Health Sector Procurement

Sector Specific

- ❑ Medical Professional Services
- ❑ Medical & Diagnostic Equipment & Supplies
- ❑ Medical, Surgical & Pharmaceutical Supplies
- ❑ Minor Building Works & Civils
- ❑ Plant Hire
- ❑ Veterinary & Agriculture/Library Book Purchase
- ❑ Laboratory, Diagnostics & Equipment
- ❑ Defence & Security

HSE Procurement



HSE Led Sector Specific Categories

The HSE leads on the procurement for health sector specific categories and unique health needs not addressed within other sector-led categories



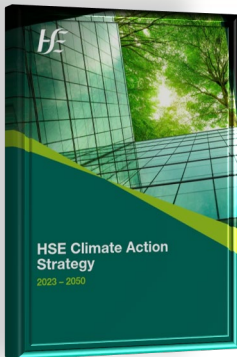
HSE Procurement Strategic Sourcing & Contracting

Categories within Portfolios

Digital Health & Innovation (DHI)	Medical Professional Services (MPS)	Medical Surgical & Pharma (MSP)
eHealth and Disruptive Technologies	Healthcare Consultancies	Drugs & Medicines
Health Innovation Hub Ireland	Community Based Diagnostics & Treatment Services	Vaccines & Cold Chain
Digital Transformation	Carers (Disability and social care)	Dental & Orthodontic
Cyber Response	Homecare Svs	Nutritional Products & Services
ICT capital programme	Agency / Locum Services	Infusion Consumables
	Screening Services	Continence Products
	Waiting List Initiatives	Contract Maintenance & Wound care
	Outsourced Allied Health Services	Surgical PSRs various
	CAWT	NERP PSRs Various
	Daycare Services	A & A Recycling
	Agency / Locum Services	Medical Gases
	Health Related Training	Respiratory Therapies
	Convalescence Services	Aids & Appliances
	Step down and long stay	Contract Extensions Only
	Covid testing services	AIM Level 5 – Pobal
	Laboratory External Testing Services	Audiology – Consumables
	Managed Laboratory Services	NDC Compliance
	Residential Services	Renal - Legacy Only
	Community Insourced Services	MSP1 CBUGs & PASS
	Nursing Beds & Units	

HSE Progressing Green Public Procurement

HSE Climate Action Strategy 2023 – 2050



Apply appropriate procurement processes, award criteria and weighting to support innovation, social inclusion, economic and environmental sustainability priorities into all procurement processes













Tender competition for the **Supply and Delivery of Fresh Meats, Poultry Fish and Egg Products** to HSE including GPP

- A minimum of 10% by value (€) of Fresh Beef, Lamb, Pork Poultry & Fish sought must be certified organic
- A minimum of 10% by value (€) of cereals sought must be certified organic

Total marks to be awarded under GPP Criteria is 20%

Mandatory Green Public Procurement Requirements



 Road transport vehicles and services	 Indoor and outdoor lighting (including road lighting and traffic signals)
 ICT products and services (including data centres)	 Heating equipment (including cogeneration, trigeneration and heat pumps)
 Food and catering services	 Energy-related products (white goods/appliances, electronic displays, vacuum cleaners)
 Cleaning products and services	 Paper products and printing services
 Building design, construction and management (due to be updated in 2024/5)	 Textile products and services (including uniforms and laundry services)
 Furniture and related services (new criteria set published in 2024)	



2025 – Increase Green Criteria



Progressing Green Procurement



- Multilateral Group – bringing together global representation of health providers from various countries on green procurement
- HSE and HealthTech Ireland Sustainability Group
- OGP Collaboration
- Climate Action Steering Group
- Sustainability training



Integrated Financial Management and Procurement System

- ❑ IFMS is the single national integrated financial management and procurement system for the health sector.
- ❑ IFMS is being rolled out on a phased implementation basis to all publicly funded health organisations

Implementation

- ❑ Group 1 (IG1) went live on 3 July 2023 in HSE East
- ❑ Group 2 (IG2) went live April 1 2025 in the following Health Regions: HSE West & North West and HSE Mid West
- ❑ Group 3 (IG3) will go live in July 2025 in the following Health regions: HSE South East, South West, Midlands & North East
- ❑ Communications issuing to Suppliers regarding the implementation of IFMS in IG2 & IG3 regions



IFMS will involve changes for people, processes and technology



Key Changes for Suppliers

- A valid HSE Purchase Order (PO) number must be printed on all invoices.
- For Pharma Suppliers, what constitutes a valid PO may change to the new IFMS 10 digit PO Format or remain the same. This depends on the arrangements you have in place with us.
- Some pharmacy locations have pharmacy specific application, like HMMS and Cliniscript, their PO numbers will not change.
- You will be given a single vendor number for all HSE orders and services.
- BIC/IBAN to be included on all invoices.
- Invoices submitted via email should be in .pdf format. One invoice per PDF.
- No personal details for a patient/service user to be included on invoice.

See HSE IFMS webpages for FAQ and Good Practice Guide

<https://www.hse.ie/eng/about/who/finance/financereformprogramme/technologyfinancereform/>



Regulation and Standardisation

Driving Innovation & Safety in patient care



Manufacturer



Distributor



Healthcare Provider



Point of Care / Scan4Safety



GTIN (01) 05391234560015
 Expiry Date (17) 230331
 Batch (10) BA1597
 Serial Number (21) 1597869933

I am a product (GTIN)

I expire on 31 March 2023

My Batch Number is BA1597

My Serial Number is 1597869933



Without standards-based traceability, it is impossible for organisations to accurately assess the sustainability of their products and supply chains

Why Traceability?



- ✓ Safety
- ✓ Security
- ✓ Efficiency
- ✓ Sustainability



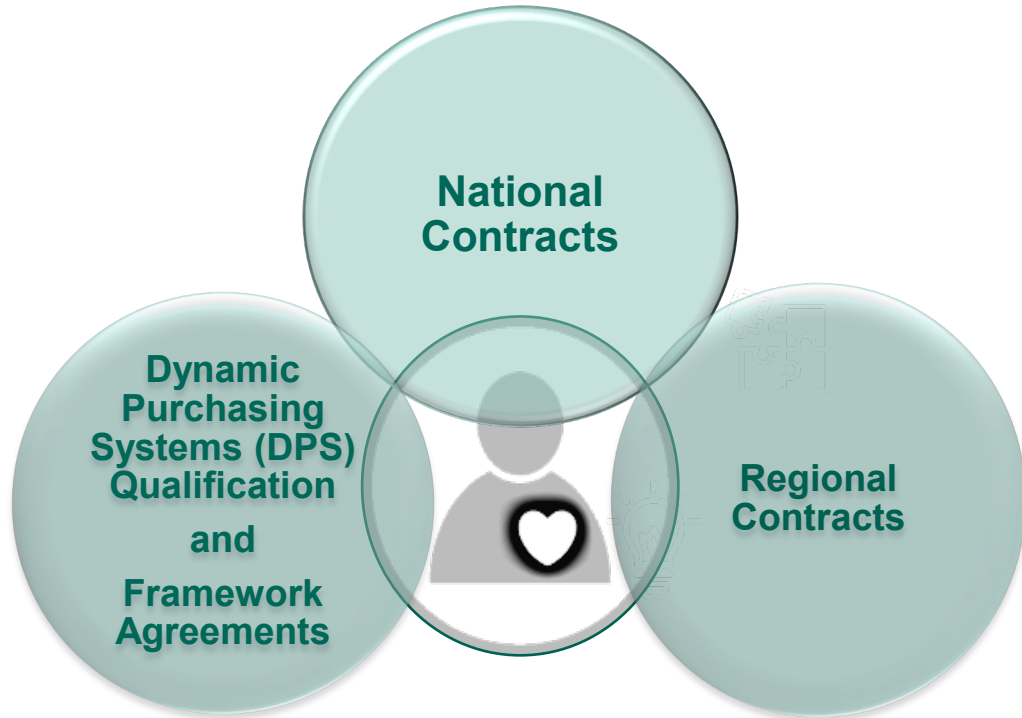
Standards-based Traceability is an enabler for Sustainability

- ✓ Reduced waste
- ✓ Visibility of stock usage
- ✓ Improved planning means less stockouts (reduced carbon footprint)
- ✓ Accurate data relating to product packaging

Master Data

An Overall Enabler for integration and IFMS facilitating HSE requirements and business solutions

HF Contracts, Frameworks, Dynamic Purchasing Systems





Supplier Engagement – Drugs, Medicines, Vaccines



Drugs and Medicines

- Ensure registration on eTenders - www.etenders.gov.ie
- DPS published on eTenders
- Companies can apply to join a DPS during lifetime of DPS
- Application evaluated and if successful, automatic appointment to DPS
- Once appointed to DPS companies will have opportunity to submit tenders for mini competitions
- Contracts duration usually – Initial 2 year period with 2 x 12 month extension option



Vaccines

- Specific Procurement Portfolio leading out on vaccines
- Alignment with the National Immunisation Advisory Committee (NIAC) and working closely with the HSE National Immunisation Office (NIO)



Supplier Engagement



**Annual Supplier
Engagement Meetings for
companies registered on
DPS**



**Generic email address for
queries for Drugs and
Medicines**

nppst@hse.ie



Tips for doing business with the HSE

Things to Consider when Tendering

- ✓ Is the requirement clear? If not seek clarification in line with communication protocol specified in the Tender Documents
- ✓ Answer all the questions as fully as possible giving examples and referencing previous relevant experience
- ✓ Be clear and concise
- ✓ Follow the requested format and Instructions to Tenderers
- ✓ Attach all requested documentation and/or sample as requested
- ✓ Make sure to get your tender submission complete and submitted ON TIME



Make sure to register on the eTenders Irish Government's electronic tendering platform administered by the Office of Government Procurement
www.etenders.gov.ie



The platform is a central facility for all public sector contracting authorities to advertise procurement opportunities and award notices



Etenders will flag when contract is advertised or when there is market sounding

If you need technical support please email irish-eproc-helpdesk@eurodyn.com or call 0818 001459 (Ireland) or +353 818001459 (International)



Take away Messages

HSE Changing Environment

Procurement in the HSE

Progressing the Sustainability Agenda with Green Public Procurement

Overview of Frameworks, Contracts, DPS

Supplier Engagement

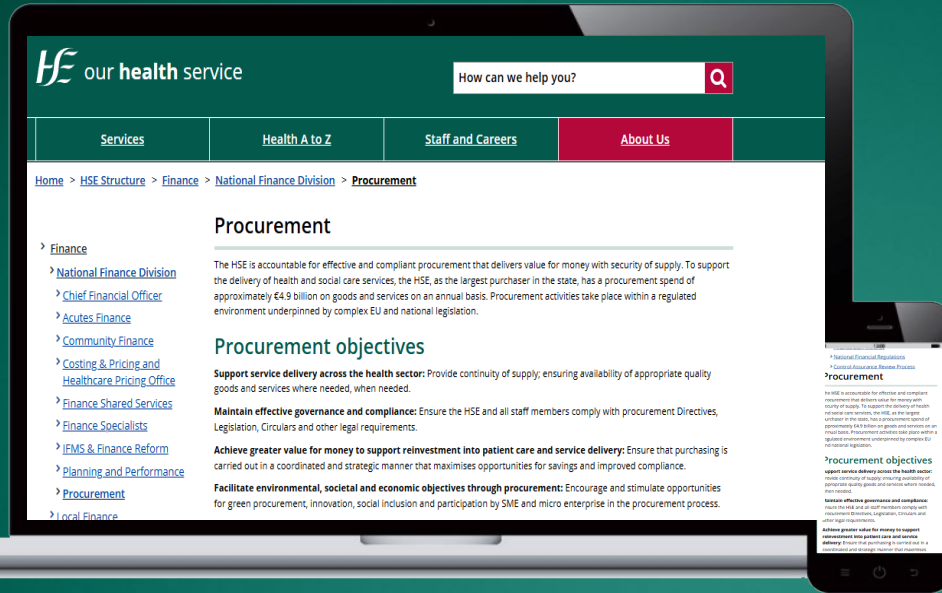
Tips for doing business with the HSE



A Better Patient Experience



Find out more about HSE Procurement



Visit the HSE Procurement webpage on hse.ie

Connect with HSE
Procurement





Thank You!