

SUMMER SHORTS

Short sessions. Big Impact.



Maeve Hynes,
Clinical Lead, National
Pharmaceutical
Procurement Support Team



Moderator:

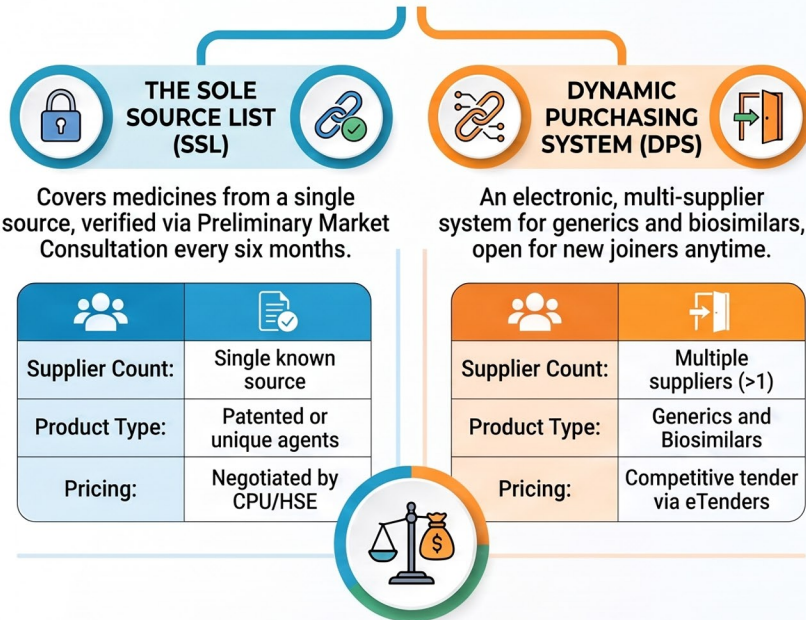


Oliver Clarke,
Commercial Account
Manager
ADVANTZ
PHARMA

What Pharmaceutical Companies can do to be more successful in Public Medicines Tenders

9th July, 2026

TWO PATHS TO MARKET

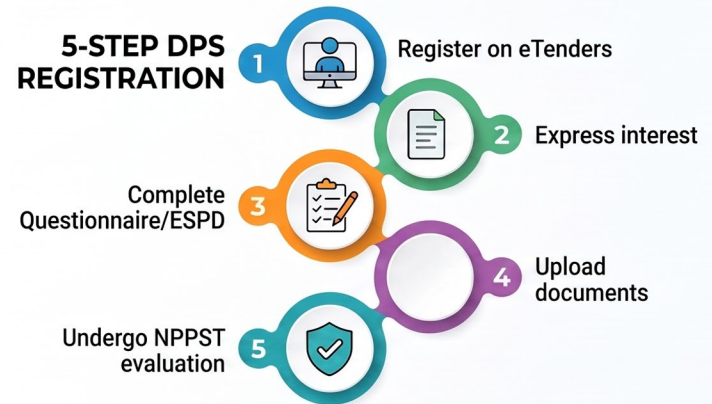


THE 'MEAT' EVALUATION STANDARD

Tenders are awarded based on the Most Economically Advantageous Tender (price plus quality).

SUPPLIER ROADMAP & COMPLIANCE

5-STEP DPS REGISTRATION



THE 5% SUSTAINABILITY MANDATE

All HSE tenders now allocate a minimum 5% of quality criteria to sustainability management.



CRITICAL SUCCESS TIPS

- Answer every prompt bullet point individually.
- Keep eTenders contact profiles updated.