

## Market consultation Ex Vivo Liver Perfusion

As part of the preparation for a possible European tender 'Ex Vivo Liver Perfusion', Erasmus MC invites you to participate in a market consultation.

### About the Erasmus MC

Erasmus MC is one of the 7 University Medical Centers in the Netherlands and with a revenues of over € 2.4 billion and nearly 18,000 employees (incl. ADZ), one of the largest and most versatile academic centers.

Erasmus MC stands for 'A healthy population and excellent care through research and education'. We seek to be a leading innovator in healthcare.

For more information about Erasmus MC, please refer to our website:

<https://www.erasmusmc.nl/en/pages/about-erasmusmc>

Erasmus MC would like to involve interested market parties at an early stage through a market consultation in order to assess whether for a possible tender process is feasible for our specific requirements. This consultation examines how the market can meet the needs of Erasmus MC, and aims to prevent a tender not offering the desired results (and possibly having to be repeated).

N.B.:

The market consultation is a separate process that is carried out prior to a formal procurement process. This market consultation is not a call to participate or not part of a pre-qualification procedure and is without obligation, but we very much appreciate all contributions. The information from the market consultation is used to prepare for an optimal tendering process, which should help us select the suppliers that can provide the solutions that meet our requirements at the best price.

### 1. Subject/description

Liver transplantation is currently the only treatment option for advanced liver disease. Since there are more people waiting for a liver transplant than livers that come available through mostly donation after death, donation criteria have been extended to increase the pool of transplantable organs. Livers available based on these extended criteria have an increased risk of early graft dysfunction, primary non-function and biliary complications and therefore a machine perfusion platform is considered necessary to assess organ viability and provide therapies for graft improvement to reduce complications, better organ function and patient survival.

Dependent on the characteristics of the donor liver Erasmus MC presently uses a specific protocols for oxygenated machine perfusion that have been determined by the centers for liver transplantation in the Netherlands, i.e. Hypothermic Oxygenated Perfusion (HOPE/DHOPE) and Normothermic Oxygenated Machine Perfusion (with controlled rewarming: DHOPE-COR-NMP). The protocols are available through the website of Zorginstituut Nederland.

Since Erasmus MC presently has an established program for organ perfusion, with a team of officials trained in the assessment of donor organs and organ perfusion, and seeks to further push the boundaries in organ transplantation through organ perfusions therapies.

## **2. Our Goals**

Currently approximately 80 to 100 procedures are performed annually as a part of our clinical program. For our ex vivo liver perfusion program we seek to acquire 2 devices, that preferably are suitable for performing machine perfusion procedures in accordance with both protocols. The objective of Erasmus MC is to contract for a minimum of 3 years one or more suppliers of devices and materials for ex vivo liver perfusion procedures at Erasmus MC Transplantation Center.

## **3. Requirements & Solutions for Ex Vivo Liver Perfusion**

The Erasmus MC requirements for equipment and materials are primarily based on the national guidelines as laid down in the protocols for machine perfusion of donor livers. Since we have a well-established program in liver transplantation after machine perfusion, we seek suppliers that have as well a track record in providing solutions for machine perfusion programs, and can guarantee continuity of the program through a high degree of operational availability (of the equipment and materials) and short delivery times.

To this end we have provided a list of 'Questions for the Supplier', which we ask to answer to provide us with a better understanding of the market and solutions for our ex vivo liver perfusion program.

## **4. Market Consultation**

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## **5. How to participate**

Suppliers can participate by answering the enclosed 'Questions for the Supplier' in writing. The questions and your answers are the guideline for this Market Consultation.

Answers may be given in Dutch or English. Erasmus MC will receive your answers to our questions by 2th of June 2025 at the latest. You can submit your responses via the TenderNed module or by email to [s.kuhnle@erasmusmc.nl](mailto:s.kuhnle@erasmusmc.nl)

## **6. Attachment:**

Written questions to the Supplier.

## **7. Questions and remarks**

In case of any questions or remarks, please contact ms. S. Kühnle at [s.kuhnle@erasmusmc.nl](mailto:s.kuhnle@erasmusmc.nl)

## Questions for the Supplier

### ***Company, Experience & Capabilities***

1. Please provide the following information for supplier identification:
  - a) Statutory name and address of your (parent) organization;
  - b) Company name and contact information under which you are/will be active in The Netherlands;
  - c) Trade and/or brand names of your organ perfusion equipment and materials.
2. In order to assess your capabilities as a supplier, please give an overview of your company's experience (duration and scope) as a supplier of equipment and consumables for ex vivo liver perfusion in Europe, particularly in the Benelux.

### ***Product Specification & Compatibility***

3. What kind of solutions (equipment and consumables) does your company offer for ex vivo liver perfusion for transplantation, and have these products been CE and MDR-certified for this use? Can you provide documentation to verify compliance?
4. Have your equipment and consumables been used for ex vivo liver perfusion in accordance with the protocols in the Netherlands or similar settings? If so, could you provide details on their application, including any relevant experience or references?
5. How can your equipment and consumables be integrated with diagnostic tools for liver viability assessment (e.g., lactate clearance, bile production, mitochondrial function analysis)?

### ***Distribution, Support & Maintenance***

6. How is the distribution of your equipment and consumables organized in the Netherlands, and what is your delivery time for orders?
7. What level of technical support and training do you provide for Dutch healthcare professionals using your equipment?
8. What guarantees do you offer regarding the operational availability of your equipment, and what is your response time for repairs or technical issues?

### ***Future Developments & Innovation***

9. What future developments or innovations in ex vivo liver perfusion technology is your company currently working on, and how do these align with the needs of Dutch transplant centers?

### ***Solutions, Life Cycle & Pricing***

10. Can you give us an indication of the expected life cycle and pricing structure of your equipment for ex vivo liver perfusion, as well as the pricing of associated consumables and service support per annum (incl. preventive maintenance).