

**To:**  
Market consultation with interested parties.  
"Compounding Robot for Cytostatica and Batch  
Productions"

**Email:** h.eyck@erasmusmc.nl

**Our reference:** Compounding 2025

**Date:** 29-07-2025

**Subject:** 'Preliminary Announcement and Invitation to the Market Consultation  
"Compounding Robot for Cytostatica and Batch Productions'

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Dear Sir / Madam,

Through this notice, published via TenderNed, the Erasmus MC wishes to inform and invite interested parties to participate in the market consultation regarding the procurement of "VTGM Robot for Cytostatica and Batch-producties" As such, this document also serves as a preliminary announcement of a possible tender "Compounding Robot for Cytostatica and Batch Productions".

The Erasmus MC aims to gain knowledge and expertise and would like to involve interested market parties early in the preparations for the tender. This consultation explores how the market can meet the needs of the Erasmus MC and whether the current specifications are realistic to request from the market. The intention is to avoid underestimating or overburdening the market, so that the eventual tender delivers the desired results.

### Problem statement

There has been a previous market consultation, known as "Marktconsultatie Erasmus MC – Robot voor-toediening-gereed-maken van geneesmiddelen (VTGM - Robot)". This consultation provided us with many insights into current possibilities and the market, and helped shape Erasmus MC's current needs. In this new consultation, we are investigating how the market can meet our needs regarding compounding of cytostatica and batch productions."

### Goal

"Erasmus MC wishes to procure one or more robots for its hospital pharmacy for the compounding of medicines. With this robot or these robots, the hospital pharmacy has two objectives:

1. to have a robot perform the preparations that cause significant occupational health and safety issues for employees,
2. to increase preparation capacity, so that the hospital pharmacy no longer has to refuse requests from departments to take over preparation tasks from the pharmacy staff.

We are now specifically looking for a solution regarding the compounding of:

- **Individual/Patient-specific doses of cytostatica**
- **Standardized/Non-patient specific batch-sterile compounding**

We would like to get in touch with suppliers who can provide a compounding robot for either of these compounding processes, or for both."

## Requirements

The solution must meet at least the following requirements.

### **Requirements for an individual/patient-specific doses of cytostatica compounding robot**

- a. The robot must be able to prepare cytostatic medication from commercial vials.
- b. The robot must at least be able to prepare the following dosage forms: infusion bags and syringes.
- c. The robot must be able to deliver a minimum output of 50 units (infusion bags/syringes) per 8-hour workday.
- d. The robot must prepare under Class A (GMP) conditions or is able to be placed in a biosafety cabinet.
- e. The robot can import preparation orders or read preparation assignments from HIX (Healthcare Information eXchange).
- f. It must be possible for Erasmus MC to conduct a reference visit to a hospital pharmacy that adheres to GMP standards.
- g. The robot must have a CE marking in accordance with the relevant European directives for electronic devices (EMC and Low Voltage Directive) and mechanical safety (Machinery Directive).

### **Requirements for a Standardized/Non-patient specific Batch-sterile compounding robot**

- a. The robot must be able to prepare sterile medicines, with the exception of cytostatica.
- b. The robot must at least be able to prepare the following dosage forms: infusion bags and 50 ml sterile syringes.
- c. The minimum output is at least 50 syringes per autonomous production run.
- d. The robot can deliver a minimum output of 200 syringes per 8-hour workday.
- e. The robot must prepare under Class A conditions or can be placed in a safety cabinet.

f. It must be possible for Erasmus MC to conduct a reference visit to a hospital that adheres to GMP standards.

g. The robot must have a CE marking in accordance with the relevant European directives for electronic devices (EMC and Low Voltage Directive) and mechanical safety (Machinery Directive).

## The Market Consultation

The purpose of this consultation is to obtain specific, verifiable, and transparent feedback from the market/supply chain regarding:

- The feasibility of achieving the objectives and which solutions are possible;
- The completeness of the information provided by Erasmus MC concerning the current situation, the previously described objectives / solution directions, and (minimum) requirements and wishes;
- Insight into developments and available solutions that will become available within a maximum of 1 year from now;
- The procurement strategy yet to be chosen and the intended performance levels to ensure service delivery.

We invite market parties to share their knowledge, experience, and ideas with us so that we can make a well-considered decision about the continuation and/or optimization of the collaboration.

## Consultation process

A presentation in September/October, in which the questions in Appendix 1 will be answered. The presentation will last a maximum of 30 minutes, followed by 30 minutes for questions/discussion.

We kindly request you to indicate your wish to participate and submit this via TenderNed by September 12, 2025, at the latest.

After registration, Erasmus MC will contact the interested parties to schedule an appointment. Further information about the exact time and location will be provided with the invitation.

No other market parties will be present at this appointment. However, it is possible that information obtained through the market consultation may be used in an anonymized form in the further procurement process.

## Disclaimer

The market consultation is a separate process conducted prior to a formal procurement procedure. The market consultation is not a call for competition and does not form part of a pre-qualification procedure. The information gathered from

the market consultation will be used to conduct a proper procurement procedure. By conducting a proper procurement procedure, the chances of Erasmus MC receiving a suitable tender are increased.

The information provided to Erasmus mc through the completion of forms, during one-on-one sessions, or otherwise, will be used by Erasmus MC to shape the continuation of the market consultation and the procurement strategy. The information will become the property of Erasmus MC To ensure equal treatment, relevant information will be shared with other parties. The information you provide may, at most, appear in a public document in a non-traceable manner to the original provider of the information. You should be aware that you might provide potentially commercial or otherwise sensitive information, or information to which intellectual property rights of yours or other parties apply, which you may not wish to share. Taking the foregoing into account, Erasmus MC cannot be held responsible for this."

For questions and comments, please contact the contact person:

Heleen Eyck (buyer)

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## **Appendices:**

*Appendix 1 – Questions*

### **Appendix 1 Questions**

"The following are the questions that Erasmus MC would like to see answered, as requested, precisely to improve the preparation for and substance of a potential procurement procedure.

#### **Solution-related Questions**

1. Can you offer a solution that meets the above-mentioned requirements and with which Erasmus MC can fully robotize the specified products and quantities (i.e., preparations from vials of powders and liquids to be delivered in syringes and infusion bags)?
2. What does that solution look like?
3. What are the approximate costs associated with that solution, excluding VAT? a. Acquisition cost b. Additional costs to install and commission the robot c. Annual costs for licenses and maintenance d. Costs of necessary disposables
4. What is the minimum required floor space, including workspace for operators, for the proposed solution? And what is the weight (per m<sup>2</sup>) of the robot(s)?

5. Can you provide a description of the work process? Which actions must the operators perform, and what is done by the robot? Does an operator need to stay with the robot at all times, or can the robot also work autonomously? And if so, for how long can the robot work autonomously?
6. Is this solution in use at other hospitals or institutions, and could we conduct a reference visit there? What are the contact details of the relevant persons at those locations?
7. Can you describe how the robot receives preparation orders? How does the interface between the EHR (Electronic Health Record) and the robot software work?
8. Service, maintenance, and management system: a. What service and maintenance options do you offer? b. How do you ensure the quality and continuity of the equipment and associated software? c. How do you guarantee the availability of parts and consumables for your equipment?
9. Does the robot have a CE-MDR declaration?

#### Procurement Process Questions

1. Do you have any suggestions for the formulation of the assignment in a tender? What additional information do you need to submit a complete offer in the event of a tender?
2. If possible, could you indicate your interest in participating in a future tender? What are the reasons for participating or not participating? In your opinion, what steps are necessary to organize the tender? What process information is missing or needs to be further elaborated?"