

To:
To whom it may concern

Email aanbestedingen@erasmusmc.nl
Internal address GK-847
Reference EA 105920
Date 17th June 2016

Subject: *Prior Information Notice (PIN) and invitation for the market consultation of "Tender of beds, mattresses and bedside tables"*

Postadres
Postbus 2040
3000 CA Rotterdam

Dear Sir/Madam,

Bezoekadres
Burg. 's-Jacobsplein 51
3015 CA Rotterdam
8^e verdieping

Through this letter published on TenderNed (code: 105920) Erasmus MC wants to inform interested parties and invite them to the market consultation for the tender of "beds, mattresses and bedside tables". As such, this invitation forms the Prior Information Notice for the future tender procedure as well.

The main reason for the planned tender is that the current beds are now 23 years old and due for replacement. The mattresses are custom-made (specifically designed) for these beds and thus need to be replaced as well. The bedside tables are replaced simultaneously as they are written off economically and must be consistent in terms of functionality and appearance on the new beds and rooms in the new - currently being build - clinic.

Erasmus MC is currently working on the realization of the new clinic. It is planned that the new clinic for patients is fully operational in April 2018. The new clinic will be realized with one-person / single rooms.

The result in the future must meet at least the following critical conditions:

- Erasmus MC must adhere to Dutch tender law and follow a European tender procedure. Which procedure and what type of contract will be determined among others based on the feedback from the market/supply chain in the consultation;
- Erasmus MC has recently launched a new bed washing facility, the VMARC. New beds and mattresses should be fit for being washed in the VMARC;
- The new building including the new clinic for patients is aimed to be fully operational in April 2018. New beds, mattresses and bedside tables must fit into the new facilities and the future working processes;
- An estimation of the required volume of beds is given in Annex 1, based on an initial inventory/assessment.

More information and links to the Erasmus MC information can be found in Annex 2.

Challenge

Erasmus MC aims to improve its performance towards patients and visitors continuously. This continuous improvement can only be realized together with our partners in the supply chain. This is why the approach for this consultation is outcome-oriented.

With our future partner we want to achieve the following outcomes (outcome requirements) at the same time:

- Efficient and effective management and disposal processes to ensure that each patient has the most appropriate bed and mattress (and bedside table) at the right time (including storage, logistics, track-and-trace, cleaning, laundry, availability, accessories, maintenance and training);
- Affordable and cost-effective (over the whole lifetime of the contract) delivery and management of the full solution;
- Demonstrable/verifiable reduction of environmental impact and carbon footprint (lifetime) in the supply chain of beds, mattresses and bedside tables; no waste;
- Continuous (and measurable improvement) in the performance of our partner during the agreement;
- Research into (possibly with us and other institution(s)) of outcomes for patients (in relation to comfort, calm and recovery and security) and for employees (in relation to physical stress and safety).

Market consultation

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

- The feasibility of achieving the targeted outcome requirements, given prescribed critical conditions;
- The completeness of the information provided by Erasmus MC with regard to the context and underlying assumptions and conditions;
- The capacity and expertise to achieve the specified outcome;
- The (to be chosen) procurement strategy and outcome requirements for the tender.

The feedback we need must be specific enough as to verify the feedback itself. Feedback can be on the process of the consultation itself, the outcome requirements, critical conditions, specific requirements, how our descriptions / approach can be improved, the degree to which you can contribute to the desired outcome/solution, if a solution can be realized within the given period for building completion, and to what extent development (or adaptation / combination) is necessary (available) solutions.

This consultation examines how the market can meet the needs of the Erasmus MC and whether the current specifications are realistic to demand from the market/supply chain. We want to ensure not to over-demand the market/supply chain and procure a fit-for-purpose solution that is future-proof.

Consultation process

The market consultation consists of two phases:

1. Market meeting day and dialogue on outcome requirements;
2. Assessment and dialogue on tender approach; Note: phase 2 is optional.

Phase 1: Market meeting day and dialogue on outcome requirements

The first phase runs from mid July to October 2016 and consists of the activities listed below. Erasmus MC may revise activities and market participants cannot claim any rights from what is described.

1.1 Market meeting day on 12th July 2016

On this day we would like to present our challenge ahead and explain why our outcome requirements are important. Erasmus MC will mainly elaborate on the context and conditions in which the desired outcome/solution needs to be realized. Questions will be answered on the day itself, but participants are requested to include their questions in the feedback (see below).

Registration for the market meeting day needs to be done via email: aanbestedingen@erasmusmc.nl latest 1th July 2016 (maximum 2 person per participating organization).

1.2 Feedback from the market / supply chain

On the basis of the market meeting day you are requested to provide feedback in writing latest 26th July via email. Any type of feedback is valuable: remarks, questions, tips, advice. Your feedback will be used by the project team to evaluate and improve the outcome requirements / desired solution.

Feedback will only be accepted via email address: aanbestedingen@erasmusmc.nl

1.3 Dialogue on the basis of design

The desired outcome will be published as a design-document to all participants of the market meeting day and on TenderNed, including the feedback which is used and feedback that is incorporated (and optionally reasons for this).

Erasmus MC will add a specific questionnaire on TenderNed. We kindly requests answers to the stated questions latest 15th September before 15:00 PM via email: aanbestedingen@erasmusmc.nl

In case the project team would like to have an extra explanation / elaboration of the provided answers, Erasmus MC will invite a participant for a 1-on-1 session. Erasmus MC will not provide new information, insights or decisions with (market) parties in those session(s). Latest one week after the questionnaire is provided, Erasmus MC will seek contact for this explanation/elaboration. The 1-on-1 sessions will be held on 30th September 2016 and 7th October 2016 at Erasmus MC. Each party that has returned the questionnaire and is invited by Erasmus MC can only represent 2 persons.

From the side of Erasmus MC the following persons will be attending, at least:

Mr. M. de Viet	Manager CareFacilities
Mrs. E. de Boer	Project Leader
Mr. M. Timmermann	Strategic Buyer

1.4 Use of feedback from dialogue

After the dialogue as explained above, Erasmus MC aims to be able to evaluate and assess the following:

- The completeness of our own provided information, context and assumptions;
- The capacity and expertise of the market / supply chain to realize and contribute to our outcome requirements.

The results of this evaluation will be used to further finalize the desired outcome requirements/solution and determine our procurement/tender strategy.

Phase 2: Assessment and dialogue on tender approach

Phase 2 is optional and consists of the following activities:

2.1 Short questionnaire on tender approach

Erasmus MC wants to assess and test the tender approach with the market / supply chain before a formal procedure is started. A short questionnaire will be published via TenderNed on 1th November 2016. Our latest outcome requirements will also be provided, resulting from phase 1. We will provide a template on TenderNed by then. Questionnaires need to be returned latest 15th November via email: aanbestedingen@erasmusmc.nl

2.2 Dialogue (optional)

In case the project team would like to have an extra explanation / elaboration of the provided answers, Erasmus MC will invite a participant for a 1-on-1 session. Erasmus MC will not provide new information, insights or decisions with (market) parties in those session(s). Latest one week after the questionnaire is provided, Erasmus MC will seek contact for this explanation/elaboration. The sessions are optional and are planned in the 4th week of November. Each party that has returned the questionnaire and is invited by Erasmus MC can only represent 2 persons.

Registration for the market meeting day 12th July

If you want to attend the market meeting day you are kindly requested to register latest 1th July 15:00 PM via email: aanbestedingen@erasmusmc.nl (to: Mr. M.Timmermann / strategic buyer)

In case you have questions and/or remarks on the consultation process, these can be asked via email:

m.timmermann@erasmusmc.nl

We look forward to seeing your registration and our dialogue.

Kind regards,

Maarten Timmermann
Eva de Boer

Disclaimer

The market consultation is a separate process that is performed prior to a formal tender process. The market consultation is not a call for participation and is not part of a pre-qualification process. The information gathered is used in the market consultation to go through a good procurement process. Through a chance for the Erasmus MC through a good procurement process to lead to a suitable offer.

The information is used by the Erasmus MC is provided to the Erasmus MC by filling out forms, for one on one sessions or otherwise to the rest of the market consultation and procurement strategy form. The information is owned by Erasmus MC. To ensure equal treatment will be relevant information with other parties are shared. The information you provide will appear at most in a public document which is not reducible who was the original information provider. You should be aware of is that you could provide possible commercial or otherwise sensitive information or information covered by intellectual property rights to you or other parties to apply and you want to share. Erasmus MC can not be held responsible in accordance with the foregoing purpose.

Annexes:

Annex 1 – Estimated volumes
Annex 2 – Erasmus MC

Annex 1 Estimated volumes

The number below are an indication only; parties cannot claim any rights. Also see our disclaimer.

Aantal aan te schaffen bedden voor de nieuwbouw						
Locaties	Aantal bedden	Opslag op kliniek	Voorraad beddencentrale	Bedden in onderhoud	Bedden onderweg	Bedstoelen vervanging op vast aantal*
Klinieken Laag 8	111	38	70	28	10	4
Klinieken Laag 9	117					5
Klinieken Laag 10	118					
Klinieken Laag 11	64					
Klinieken Laag 12	64					
Dagbehandeling Daniel	14					22
Dagbehandeling Algemeen	8					31
MDL	5					8
Dialyse	2					16
IC Algemeen	38					
IC Thorax	18					
Sophia	169					
Psychiatrie	57					
Nucleaire Geneeskunde	8					
Subtotaal	793	38	70	28	10	86

*) Bedstoelen zijn niet berekend in totaal

TOTAAL	939
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The total number of mattresses will equal the number of beds.

For our bedside tables it depends on the available solutions what the number will be. We assume that the number will be comparable to the number of beds.

Annex 2 Erasmus MC

Erasmus MC is one of 8 University Medical Centers in The Netherlands and has a turnover of approximately €1,2 billion and 13.000 employees, the largest and most versatile academic center.

Healthy population and excellent healthcare. This is what Erasmus MC stands for. Conducting groundbreaking work, pushing boundaries, and leading the way in research, education, and healthcare. We employ practical thinkers. Driven professionals with a can-do mentality who use their expertise to expand the pool of knowledge about health and disease, who improve diagnostics and treatment, and who continually look for ways to innovate. Their commitment helps us to help our patients and others with a healthcare need even more effectively, and enables us to keep healthy people healthy for longer.

For more information please visit our website:

www.erasmusmc.nl/overerasmusmc

Or one of the following links:

<https://youtu.be/fEdxXx1wlbk?list=PL47BE2547111DD9DE>

<https://youtu.be/Ltjpwmgkjk?list=PL47BE2547111DD9DE>

New building

We are realising a new building. Please have a look at:

<http://www.erasmusmc.nl/nieuwbouw/>