



Australian Government
Department of Health and Ageing



The Pharmacy
Guild of Australia

Fourth Community Pharmacy Agreement
Research and Development Program

RFT 2007/08-10

Request for Tender

Increasing community pharmacy involvement in the prevention of cardiovascular disease

Tenders must be lodged by 4pm (local Canberra time) Friday 6 June 2008.

LATE TENDERS WILL NOT BE ACCEPTED



For hand delivery:

RFT 2007/08-10
Closing date: Friday 6 June 2008
Manager, R & D Program
The Pharmacy Guild of Australia
Level 2, 15 National Circuit
Barton ACT

For postal delivery:

RFT 2007/08-10
Closing date: Friday 6 June 2008
Manager, R & D Program
The Pharmacy Guild of Australia
PO Box 7036
Canberra Business Centre ACT 2610

RFT RFT2007/08-10

REQUEST FOR TENDER INCREASING COMMUNITY PHARMACY INVOLVEMENT IN THE PREVENTION OF CARDIOVASCULAR DISEASE

LODGEMENT OF TENDERS (Refer Part A, section 3.1)

Tenders **must** be lodged by 4pm local Canberra time on 6 June 2008 ("Tender Closing Date"). Tenders **must** be in a sealed package, marked and delivered as follows:

For hand delivery:

RFT2007/08 – 10
Closing date: Friday 6 June 2008
R & D Program
The Pharmacy Guild of Australia
Level 2, 15 National Circuit
Barton ACT

For postal delivery*:

RFT2007/08 – 10
Closing date: Friday 6 June, 2008
R & D Program
The Pharmacy Guild of Australia
PO Box 7036
Canberra Business Centre ACT 2610

NOTE: The Tender Box is accessible for deliveries between the hours of 8:30am and 5:00pm Monday to Friday (public holidays excepted). *Tenderers selecting the postal delivery option **must** allow sufficient transit time (Refer Part A, section 3.1).

COPIES REQUIRED (Refer Part A, section 3.2)

Tenderers **must** lodge one (1) A4, unbound, original copy of their Tender (marked "ORIGINAL"). Additionally, seven (7) A4, double-sided, stapled copies of the Tender and two (2) copies of any supporting documents **must** be provided. An electronic copy of the Tender in a format readable by Microsoft Windows XP applications **must** also be provided.

FAX AND EMAIL TENDERS (Refer Part A, section 3.1)

Faxed and emailed Tenders will not be accepted.

LATE TENDERS (Refer Part A, section 3.1 and 5.1)

Late Tenders **will not be accepted** for consideration except where a Tender is late because it has been mishandled by The Pharmacy Guild of Australia. Officers have no discretion in these matters.

CONTACT OFFICER

The contact for all enquiries relating to this RFT is Sophie Hibburd (02) 6270 1888 ('Contact Officer').

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PART A – CONDITIONS OF TENDER

1. GENERAL CONDITIONS

1.1 Invitation

- 1.1.1 Under the Fourth Community Pharmacy Agreement (Fourth Agreement) funding of up to \$11 million has been allocated for commissioned projects funded under the Research and Development Program over the life of the Agreement. The Minister for Health and Ageing has awarded the management of the Research and Development (R&D) Program to The Pharmacy Guild of Australia (the Guild).
- 1.1.2 Tenderers are invited to make an offer ("Tender") that meets the Statement of Requirement at Part B of this Request for Tender ("RFT").
- 1.1.3 Please read all parts of this RFT carefully. Tenders that are not submitted according to this RFT may be excluded from consideration.
- 1.1.4 This RFT is expressly not a contract between The Pharmacy Guild of Australia and the tenderer. Nothing in this RFT nor in any Tender should be construed as to give rise to any contractual obligations, expressed or implied.
- 1.1.5 The Pharmacy Guild of Australia may stop the RFT process, or re-tender, at any time if it considers that it is in the public interest to do so.
- 1.1.6 The Pharmacy Guild of Australia may amend this RFT, including extending the Tender Closing Date, by giving written notice. Any extension notice or other variation or amendment will be given the same distribution as the original RFT.

1.2 The Pharmacy Guild of Australia's website

- 1.2.1 The Pharmacy Guild of Australia advertises Fourth Community Pharmacy Agreement Research and Development Program funding opportunities on the Research and Development section of the Guild's website at www.guild.org.au/research.
- 1.2.2 Documents relating to these funding opportunities are located on the Research and Development section of the Guild's website: www.guild.org.au/research. Potential tenderers can download the RFT, contract and other documentation electronically.
- 1.2.3 Potential tenderers are encouraged to register for email alerts. This will ensure that potential tenderers are notified if an addendum to the RFT is issued by The Pharmacy Guild of Australia. There is no registration fee.
- 1.2.4 Only tenderers who have registered via the Guild's website will be directly advised of any alteration, correction or notice in relation to this RFT. However, all alterations, corrections and notices will be available on the Guild's website and from the Contact Officer detailed on the cover page of this RFT.
- 1.2.5 The Pharmacy Guild of Australia accepts no responsibility if a tenderer fails to become aware of any alteration, correction or notice which would have been apparent from a visit to the Guild's website or from information available from the Contact Officer.
- 1.2.6 Tenderers **should** direct all communications relating to this RFT to the Contact Officer.

1.3 Enquiries by Tenderers

- 1.3.1 All enquiries by potential tenderers **must** be addressed to the nominated Contact Officer.
- 1.3.2 The Contact Officer will not be obliged to address any enquiries received within seven (7) calendar days prior to the Tender Closing Date.
- 1.3.3 Official responses to enquiries by potential tenderers will only be issued by the nominated Contact Officer.

- 1.3.4 Tenderers may seek clarification of the meaning of this RFT from the Contact Officer. The Pharmacy Guild of Australia will respond to enquiries in writing (including by faxed notice or by e-mail).
- 1.3.5 The Pharmacy Guild of Australia may circulate the enquiries stated in clause 1.3.4 and their answers to all tenderers without disclosing the source of the questions, or revealing any confidential Tender information.
- 1.3.6 The Pharmacy Guild of Australia shall ensure that any responses to enquiries are issued within fourteen (14) calendar days from date of receipt. For enquiries received between fourteen (14) and seven (7) calendar days prior to the Tender Closing Date, responses will be provided no later than five (5) calendar days prior to the Tender Closing Date.

1.4 Language, Measurement and Currency

- 1.4.1 The Tender, including all attachments and supporting material, **must** be written in English. Unless otherwise specified in the Statement of Requirement, measurement **must** be expressed in Australian legal units of measure. Any prices quoted in the Tender **must** be in Australian dollars.

1.5 Affirmative Action

- 1.5.1 It is an Australian Government policy requirement that The Pharmacy Guild of Australia does not acquire goods or services from a supplier who does not comply with the *Equal Opportunity for Women in the Workplace Act 1999* (EOWW Act).
- 1.5.2 A Tender from a tenderer who, at the Tender Closing Date, is named under the EOWW Act as having failed to comply with the EOWW Act, will not be considered. The Tender will only be further considered if, within 14 days after the Tender Closing Date, the tenderer produces to The Pharmacy Guild of Australia written confirmation from the Equal Opportunity for Women in the Workplace Agency that it currently complies with the EOWW Act.

1.6 Inconsistency

- 1.6.1 Where there is any inconsistency between Part A and Part B of this RFT, the provisions of Part A will prevail.

2. TENDER PREPARATION

2.1 Tenderers to Meet Costs

- 2.1.1 Tenderers are to meet all costs of responding to this RFT, including preparation, submission, postage, courier, lodgement and negotiation costs.

2.2 Tenderers to Inform Themselves

- 2.2.1 Tenderers are considered to have:
- (a) examined the RFT, any documents referred to in the RFT and any other information made available in writing by The Pharmacy Guild of Australia to tenderers for the purpose of tendering;
 - (b) examined all further information which is obtainable by the making of reasonable enquiries relevant to the risks, contingencies and other circumstances having an effect on their Tenders;
 - (c) made all investigations, interpretations and conclusions in relation to The Pharmacy Guild of Australia as necessary or desirable in preparing their Tender; and
 - (d) satisfied themselves as to the correctness and sufficiency of their Tenders including tendered prices.

- 2.2.2 Tenderers acknowledge that except where expressly provided for in this RFT, the tenderer does not rely on:
- (a) any statement, letter, document or arrangement whether oral or in writing or other conduct, or
 - (b) any warranty or representation made by or on behalf of The Pharmacy Guild of Australia,
- as adding to or amending this RFT.

3. TENDER LODGEMENT

3.1 Lodgement of Tenders

- 3.1.1 Tenders **must** be lodged in the Tender Box by the Tender Closing Date shown on the cover page of this RFT.
- 3.1.2 Subject to clause 3.1.3, Tenders lodged after the Tender Closing Date shall be deemed to be late and will not be admitted for consideration.
- 3.1.3 The Pharmacy Guild of Australia will only admit a Tender for evaluation where it is received by the Tender Closing Date or where it is received late solely due to mishandling by The Pharmacy Guild of Australia.
- 3.1.4 Tenders may be deposited by hand in the Tender Box or sent as a postal article for placement in the Tender Box. If sent as a postal article, the tenderer **must** allow sufficient transit time for the Tender to reach the Tender Box by the Tender Closing Date, including transit from the specified PO Box to the Tender Box.
- 3.1.5 Tenderers should note that the Tender Box will only be accessible for deliveries between the hours of 8:30am and 5:00pm Monday to Friday (public holidays excepted)
- 3.1.6 The representative of the tenderer who approves the Tender (by signature) **must** have the authority to bind the company/organisation.

3.2 Copies of Tenders

- 3.2.1 The tenderer must lodge the required number of copies and format of Tender specified on the Cover Page.
- 3.2.2 An electronic copy of the Tender is required and must be submitted in a format readable by Microsoft Office XP applications.
- 3.2.3 Where there is a discrepancy between the "original" hardcopy version and electronic copy of the Tender, the "original" hardcopy must take precedence.

3.3 Tender Validity Period

- 3.3.1 Tenders shall remain open for acceptance by The Pharmacy Guild of Australia for 90 days from the Tender Closing Date specified on the cover page of this RFT.

3.4 Alterations, Erasures, Additional Information or Illegibility

- 3.4.1 Before lodgement of Tenders, the tenderer **must** initial any alterations or erasures made to a Tender.
- 3.4.2 If the tenderer becomes aware of any discrepancy, error or omission in the Tender after lodgement and wishes to lodge a correction or additional material, that correction or additional material **must** be in writing and lodged prior to the Tender Closing Date and in accordance with section 3.1.
- 3.4.3 Any corrections or additional information provided by a tenderer after Tender Closing Time will be regarded as late and will not be considered for evaluation.
- 3.4.4 Any Tenders in which prices are not clearly and legibly stated may be excluded from consideration.

3.5 Unintentional Errors of Form

- 3.5.1 If The Pharmacy Guild of Australia considers that there are unintentional errors of form in a Tender, The Pharmacy Guild of Australia may request the tenderer to correct or clarify the error, but will not permit any material alteration or addition to the Tender.
- 3.5.2 Where The Pharmacy Guild of Australia considers that such corrections would introduce unfairness into the evaluation process, the corrections will not be admitted for evaluation.

3.6 Length of Tenders

- 3.6.1 Tenders **must** be a maximum of fifty (50) pages in total.
- 3.6.2 Any Tenders that are more than the length stated in clause 3.6.1 may be excluded from consideration.

4. TENDER RESPONSE (SUBMISSION)

4.1 Improper Assistance and Collusive Tendering

- 4.1.1 The Pharmacy Guild of Australia will exclude from further consideration Tenders which have been compiled:
- (a) with improper assistance of employees or ex-employees of The Pharmacy Guild of Australia, or any consultants or advisers to The Pharmacy Guild of Australia;
 - (b) with knowledge of The Pharmacy Guild of Australia's requirements obtained prior to release to tenderers;
 - (c) using information unlawfully obtained from The Pharmacy Guild of Australia; or
 - (d) in collusion with other tenderers.

4.2 Conflict of Interest

- 4.2.1 Tenderers are required to inform any proposed consultants, subcontractors or collaborators of their inclusion in the Tender, prior to submission.
- 4.2.2 Actual, potential or perceived Conflict of Interest must be detailed in the Tender.

4.3 Inducements

- 4.3.1 Tenderers and their officers, agents and advisers must not offer inducements at any time in connection with the preparation of their Tender.

4.4 Ownership of Tender Documents

- 4.4.1 All Tender documents will become the property of The Pharmacy Guild of Australia on lodgement.
- 4.4.2 Intellectual property rights in the Tender do not pass to The Pharmacy Guild of Australia with the lodgement of the Tender. However, in submitting a Tender the tenderer grants The Pharmacy Guild of Australia a licence to retain, use, disclose and copy the information contained in any Tender document for the purposes of:
- (a) evaluating or clarifying the Tender;
 - (b) evaluating any subsequent Tender;
 - (c) negotiating any resultant contract;
 - (d) managing a contract with the successful tenderer, if any;
 - (e) referring any material that suggests collusion by tenderers to the Australian Competition and Consumer Commission ("ACCC") and the use by the ACCC of the material to conduct any review or investigation it deems necessary;

- (f) responding to any challenge to the RFT process, audit and complying with governmental and parliamentary reporting requirements or request for information, including but not limited to requests from parliament or parliamentary committees; and
- (g) any other purpose related to the RFT process or above purposes.

4.5 Confidentiality

- 4.5.1 The Pharmacy Guild of Australia undertakes to keep confidential any confidential information provided to The Pharmacy Guild of Australia by tenderers prior to the award of any contract and, in respect of unsuccessful tenderers, after the award of any contract.
- 4.5.2 The obligation of confidentiality in clause 4.5.1 does not apply if the confidential information:
 - (a) is disclosed by The Pharmacy Guild of Australia to its advisors or employees solely in order to consider the Tender;
 - (b) is disclosed by The Pharmacy Guild of Australia to the Commonwealth;
 - (c) is disclosed by the Commonwealth, in response to a request by a House or a Committee of the Parliament of the Commonwealth;
 - (d) is authorised or required by law to be disclosed; or
 - (e) is in the public domain otherwise than due to a breach of clause 4.5.1.
- 4.5.3 If the tenderer is successful in being awarded a contract, The Pharmacy Guild of Australia will agree to keep confidential any specific information provided under, or in connection with, the contract where it is appropriate to do so.
- 4.5.4 To enable The Pharmacy Guild of Australia to consider whether it agrees to keep specific information confidential, tenderers must include in their Tender any request that information is to be treated as confidential following the award of a contract to it, if any, specifying the information and giving reasons why it is necessary to keep the information confidential.
- 4.5.5 The Pharmacy Guild of Australia will consider any request made under section 4.5 and will inform the tenderer whether or not The Pharmacy Guild of Australia, in its sole discretion, agrees to the request and the terms under which it agrees.
- 4.5.6 The terms of any agreement as to confidentiality will form part of the contract to be awarded at completion of the RFT process.

4.6 Commercial, Technical and Financial Capacity

- 4.6.1 Tenderers who fail to disclose any litigation, arbitration, mediation, conciliation or proceeding whatsoever, including any investigations ('Proceedings'), that are taking place, pending or threatened, against them will not be considered.
- 4.6.2 Tenderers who are subject to Proceedings which The Pharmacy Guild of Australia considers could have an adverse effect on the tenderer's ability to perform any of its obligations if contracted, will not be considered.
- 4.6.3 The Pharmacy Guild of Australia will consider the commercial, technical or financial capacity of any tenderer or subcontractor proposed in their submissions; this includes the existence of any breach or default, or alleged breach or default, of any agreement, order or award binding upon them.

4.7 Security, Probity and Financial Checks

- 4.7.1 The Pharmacy Guild of Australia reserves the right to perform such security, probity and/or financial investigations and procedures as The Pharmacy Guild of Australia, in its absolute discretion, may determine are necessary in relation to each tenderer, its partners, associates, sub-contractors or related entities including consortium

members and their officers or employees. Each tenderer agrees to provide, at its cost, all reasonable assistance to The Pharmacy Guild of Australia in this regard.

5. EVALUATION PROCESS

5.1 Acceptance of Tenders

- 5.1.1 Tenders which are deemed late in accordance with section 3.1 will not be admitted for evaluation, and will normally be returned to the tenderer with an explanation within five (5) working days of receipt of the late Tender.
- 5.1.2 The Pharmacy Guild of Australia is not bound to accept the lowest priced Tender or any other Tender.
- 5.1.3 Unsuccessful tenderers will be notified once a contract has been executed between the successful tenderer and The Pharmacy Guild of Australia.
- 5.1.4 The Pharmacy Guild of Australia may negotiate with any tenderer or tenderers, or seek clarification of the contents of a Tender from any tenderer.

5.2 Compliance

- 5.2.1 The tenderer will be taken to agree and comply with all parts of the RFT unless the tenderer provides detail of the extent of, and reasons for, any non-compliance.
- 5.2.2 Tenders that do not meet the minimum content and format requirements or satisfy a condition of participation or an essential requirement will be automatically excluded from consideration (refer sections 5.3 to 5.5).
- 5.2.3 A non-compliant Tender may be excluded from consideration as being incomplete or clearly not competitive. However, The Pharmacy Guild of Australia may seek clarification from the tenderer in accordance with section 3.4.

5.3 Minimum Content and Format Requirements

- 5.3.1 Subject to sections 3.2 and 3.6, The Pharmacy Guild of Australia may exclude a Tender from further consideration if The Pharmacy Guild of Australia considers that the Tender does not comply with the following requirements:
 - a. the packaging and identification of Tenders (refer Cover Page);
 - b. the number of copies of the Tender (refer Cover Page);
 - c. approval of Tender by signature of an officer authorised to bind the company/organisation (refer Part A, clause 3.1.7);
 - d. the language and units of measurement/currency to be used (refer Part A, section 1.4);
 - e. minimum content and format requirements (Refer Part B, item 3 – Minimum Content and Format Requirements); and
 - f. the provision of the information detailed in the tenderer's Submission Checklist at Annex A to this RFT.

5.4 Conditions of Participation

- 5.4.1 The Pharmacy Guild of Australia will exclude a Tender from further consideration if The Pharmacy Guild of Australia considers that the tenderer does not comply with the conditions for participation listed in Part B, item 2 – Conditions of Participation.

5.5 Essential Requirements

- 5.5.1 The Pharmacy Guild of Australia will exclude a Tender from further consideration if the Pharmacy Guild of Australia considers that the Tender does not comply with an essential requirement identified in the Statement of Requirement (Part B, item 6 – Essential Requirements) this includes complying with word limits.

5.6 Preferred Tenderer

5.6.1 The Pharmacy Guild of Australia may identify a tenderer as a preferred tenderer, but such a selection:

- (a) does not effect or limit The Pharmacy Guild of Australia's rights or the tenderer's obligations under the RFT;
- (b) is not a representation that a contract will be entered into between The Pharmacy Guild of Australia and those tenderers; and
- (c) does not preclude the possibility that any other tenderer has also been selected as a preferred tenderer.

PART B – STATEMENT OF REQUIREMENT

1. INTRODUCTION

Under the Fourth Community Pharmacy Agreement (Fourth Agreement) the Professional Programs and Services Advisory Committee (PPSAC) has been established to provide advice to the Minister for Health and Ageing on the funding of, and management responsibilities for, programs and projects under the Professional Programs and Services funded by the Fourth Agreement.

Pharmacy research and development is one of the priorities identified in the Fourth Agreement between the Commonwealth and The Pharmacy Guild of Australia. Funding of up to \$19 million has been allocated for the Research and Development Program over the life of the Agreement. Following a recommendation from PPSAC, the Minister has assigned the management of the Research and Development Program to The Pharmacy Guild of Australia.

The objective of the Research and Development Program is to identify priority research areas in community pharmacy service provision and then to fund projects with the greatest potential to deliver services with positive health outcomes for consumers and economic impacts for the health system in general.

The Research and Development Steering Committee has been established to provide:

- advice and recommendations to the PPSAC on the development, implementation and ongoing management of the Fourth Community Pharmacy Agreement Research and Development Grants Program; and
- advice to The Pharmacy Guild of Australia, as manager of the Research and Development Program.

The Pharmacy Guild of Australia is seeking Tenders to propose, trial and evaluate the delivery of a service provided by community pharmacists which assist consumers to achieve and maintain target blood pressure range by improving conformity with antihypertensive drug therapy.

2. CONDITIONS OF PARTICIPATION (PART A, SECTION 5.4)

The Pharmacy Guild of Australia will exclude a Tender from further consideration where it considers that the tenderer does not comply with the following conditions:

- Capacity to comply with the draft contract conditions from a commercial, financial or technical perspective. (Part A, section 4.7)
- Tenderers must have the following levels of insurance and indemnity coverage in place for this project assignment (refer attached contract clauses relating to insurance and indemnity) at time of submitting a Tender:
 - Workers Compensation to an amount required by law;
 - Public Liability insurance for an amount no less than \$10,000,000 (ten million dollars); and
 - Professional Indemnity Insurance for an amount no less than \$10,000,000 (ten million dollars).

3. MINIMUM CONTENT AND FORMAT REQUIREMENTS (PART A, SECTION 5.3)

The Pharmacy Guild of Australia will exclude a Tender from further consideration where the format and content requirements have not been met. Subject to Part A, section 3.4, Tenders are required to satisfy the format and content requirements including information listed in Part A, section 5.3.

It is a requirement that all projects funded under the Fourth Community Pharmacy Agreement R&D Program address four essential themes. This requirement is intended to ensure a consistent approach between the projects. By incorporating this framework the basis upon which R&D project proposal will be assessed and prioritised is outlined, so the program objectives are made clearer and more achievable. Each project must encompass and achieve the themes of:

- Quality Use of Medicines;
- Collaboration;
- Consumer focus; and
- Application.

It is accepted that the level of emphasis on each of the themes will vary depending on the project focus, however all must be addressed. Further details are provided in the themes and categories document accessible at www.guild.org.au/research

The lowering of blood pressure with medication offers a cost-effective means of preventing first onset cardiovascular disease among the adult Australian population. Cost-effectiveness is greater if treatment is targeted to those with higher absolute (pre-treatment) risk.¹

Information from the National Heart Foundation regarding Blood Pressure Facts identified:

- Non-adherence to drug therapy for hypertension is acknowledged as a major contributor to the less than ideal levels of blood pressure control seen in the community².
- Hypertension is the most frequently managed problem in general practice in Australia, accounting for 8.6% of encounters and 7.9% of prescriptions in general practice³. High blood pressure is a major risk factor for coronary heart disease, stroke, heart failure, peripheral vascular disease and renal failure⁴.
- The AusDiab Study found that in 1999-2000 the prevalence of high blood pressure in the Australian population was 28.6 per 100 people with 15.2 per 100 untreated and 13.4 per 100 treated for this condition⁵. This means that there is nearly one untreated and possibly undiagnosed person with hypertension, for every person on treatment⁶.
- 53.5% of those with untreated hypertension have a high absolute risk of cardiovascular disease or already have cardiovascular disease. This represents 8.1% of the population or about 1 million Australians who could benefit from drug treatment of hypertension⁷.

¹ Liew D, Vos T, Bertram M, Lim SS, McNeil JJ. Cost-Effectiveness of Blood Pressure Lowering Agents for the Primary Prevention of Cardiovascular Disease in Australia. The Assessing Cost-Effectiveness (ACE Heart Disease Study

² Chobanian AV, Bakris GL, Black HR, et al. The seventh report of the Joint National Committee on Prevention, Detection, Evaluation, and Treatment of High Blood Pressure: the JNC 7 report. JAMA 2003; 289: 2560-4 2572

³ Britt H, Miller GC, Knox S, et al. General practice activity in Australia 2000-01. Canberra: AIHW; 2001. Sourced from Briganti EM, Shaw JE, Chadban SJ, Zimmet PZ et al. MJA 2003; 179: 135-139

⁴ Australian Institute of Health and Welfare. Australia's Health 2002. Canberra: AIHW; 2002.

^{5,7} Briganti EM, Shaw JE, Chadban SJ, Zimmet PZ et al. MJA 2003; 179: 135-139

⁶ International Diabetes Institute, Australian Diabetes, Obesity and Lifestyle Study, 2000.

- A high proportion of those on treatment still have elevated blood pressure levels, with 30.7% having blood pressure levels in the normal range, 35.7% mild and 17.7% moderate and 6.9% had severe elevations in blood pressure.
- High blood pressure causes the third greatest burden of disease in Australia – over 5% of the total burden of disease and injury, second only to tobacco smoking and physical inactivity⁸.

A number of studies have demonstrated that pharmacists have a role in the management of patients with hypertension.

5. OBJECTIVES

The overall aim of this project is to propose, trial and evaluate the delivery of a service provided by community pharmacists to monitor compliance to blood pressure medication with the view of assisting customers reach target blood pressure levels.

In order to inform the development of a service the project must:

- undertake a literature review of Australian and international literature relating to cardiovascular healthcare services
- review current policies and practices to inform the development, trial and evaluation of the monitoring of compliance to blood pressure medication and delivery format of intervention
- identify, quantify and qualify from the perspective of key stakeholders, including but not limited to consumers, pharmacists, and general practitioners, the barriers and facilitators to implementation of a blood pressure medication compliance service
- develop trial and evaluate an intervention utilising current guidelines and standards (including but not limited to; National Heart Foundation, Pharmaceutical Society of Australia and Quality Care Pharmacy Program)

Using the findings from the above objectives the project must:

- develop, trial (in a randomised controlled trial) and evaluate a service in a nationally representative sample. Appropriate incentive payments for participants in the trial are to be determined and factored into the methodology. Consideration must be given, but not limited to:
 - facilitating access by eligible patients to the service; and
 - evaluation of a range of factors relevant to the service to determine:
 - consumer eligibility criteria. This may include but is not limited to stage of therapy, age group of consumer, financial status/concessional status;
 - consumer assessment criteria;
 - pharmacy requirements for the provision of the service;
 - cost of access to the service from the perspective of consumers;
 - cost of providing the service from the perspective of pharmacy and potential funders;
 - appropriate remuneration for the participation of pharmacies;
 - impact on consumer's social and health outcomes, including retention rates, consumer compliance/adherence;

⁸ Mathers C, Vos T, Stevenson C. The burden of disease and injury in Australia. Summary Report. Canberra: AIHW; 1999.

- acceptance of the blood pressure medication compliance service by consumers, community pharmacists and pharmacy staff
- ability of patient to self-monitor blood pressure in a home setting
- the eligibility criteria and study design to facilitate the inclusion of a range of pharmacy sites, cardiovascular patients and geographic locations
- recommend the optimum service format for the delivery of a blood pressure medication compliance service from the perspective of consumers, pharmacists and potential funders. This is expected to include but is not limited to:
 - an economic evaluation;
 - an assessment of the financial impact on potential funders;
 - evaluation of overall community benefit;
 - implementation plan, format of service delivery and justification;
 - a business case for community pharmacy involvement in blood pressure medication compliance in conjunction with patient self-monitoring of blood pressure.

The outcomes of this project are expected to include benefits to the client and the Australian Government including improved consumer compliance/adherence, health and social outcomes, and reduction in the risk of major cardiac event.

6. ESSENTIAL REQUIREMENTS (PART A, SECTION 5.5)

A Tender will be excluded from further consideration if The Pharmacy Guild of Australia considers that the Tender does not comply with an essential requirement identified in the Statement of Requirement. Essential requirements are indicated by the use of the word “**must**”.

Skills required for the successful consultant/s must include but are not limited to:

- expertise in analysing, measuring and evaluating performance indicators;
- excellent consultations and liaison skills;
- expertise in statistics and study design;
- experience in working with health professionals and related organisations; and
- a proven track record in conducting relevant health projects in the health sector.

The Guild recognises the complexities of this project and notes that the necessary skills and expertise are unlikely to reside in one organisation. To this end, consortia of appropriate organisations are actively encouraged and preference will be given to applicants who can demonstrate a collaborative approach to ensure diversity in appropriate skills and expertise.

The Guild requires that the consultant/s must undertake the project that fully addresses the Objectives specified in Part B, item 5 – Objectives. In addressing the objectives the consultant/s must:

- Conduct workshops/attend meetings with key stakeholders;
- Provide evidence of widespread consultation with a diverse but appropriate range of stakeholders; and
- Take into consideration previous work undertaken in this area.

In preparing the Tender, the consultant/s must provide a methodology explaining how they intend to address the objectives, as well as specification of primary end point and justification of sample size. The consultants must detail the information/data required and any information/data required from the Guild. Where meetings are proposed, details of the type of information/data to be elicited must be included.

7. TIMEFRAMES

It is expected that this project will begin in July 2008 and continue for a period of approximately 16 Months.

TASK	APPROXIMATE DATES
ISSUE REQUEST FOR TENDER (RFT)	26 APRIL 2008
RFT CLOSES	6 JUNE 2008
COMMENCE PROJECT	JULY 2008
DRAFT FINAL REPORT TO GUILD	NO LATER THAN DECEMBER 2009
FINAL REPORT TO GUILD	NO LATER THAN FEBRUARY 2010
AUDITED STATEMENT TO GUILD	NO LATER THAN FEBRUARY 2010

8. REPORTING REQUIREMENTS

A project plan should be provided outlining the methodology and timeframes for the project.

Periodic interim reports will be required. A draft final report will be required no later than December 2009 and a final report, incorporating any amendments suggested through an independent review process, no later than February 2010.

Six-monthly financial reports will be required for the acquittal of the funds and an externally audited financial statement will be required at the completion of the project.

9. COMMUNICATION ISSUES

In addition to the required reporting, the consultant will be required to:

- before commencing, meet with representatives from the Advisory Panel (in person) for a briefing session regarding the requirements of the project;
- maintain regular contact with the Contact Officer during the contract period;
- organise workshops/focus groups to consult with stakeholders, subject to the methodology, in order to meet the requirements of the analysis and review;
- discuss the draft report feedback, from the independent review and the Advisory Panel, with representatives from The Pharmacy Guild of Australia and/or the Advisory Panel to finalise the report; and
- make a presentation to The Pharmacy Guild of Australia and the relevant stakeholders following the completion of the project (subject to request).

10. CULTURAL, COMMUNITY OR ORGANISATIONAL ISSUES

Tenderers must be aware of, and consult with, a wide variety of stakeholders interested in pharmacy. These may include:

- health professionals;
- carers; and
- pharmacists.

Pharmacy professional organisations are the key stakeholders. However, as this investigation is wide ranging and complex, it is proposed that an Advisory Panel be convened to oversee the project, comprising representatives of the:

- PPSAC R&D Steering Committee
- The Pharmacy Guild of Australia (Guild)
- Pharmaceutical Society of Australia (PSA)
- Australian Government Department of Health and Ageing (DoHA)
- National Heart Foundation
- Community Pharmacist
- Consumer
- Australian General Practice Network (AGPN)

11. CONFLICT OF INTEREST (*PART A, SECTION 4.2*)

Tenderers **must** declare any actual, potential or perceived Conflict of Interest, including any actual, potential or perceived Conflict of Interest arising from proposed consultants, subcontractors or collaborators.

12. CONFIDENTIALITY ISSUES (*PART A, SECTION 4.5*)

Tenderers **must** indicate any element of their Tender that may become part of any subsequent contract, which they regard as confidential and provide reasons for requiring confidentiality.

13. RECORDS AND RECORD KEEPING

Tenderers should be familiar with the requirements specified in the research services subcontract.

14. ELECTRONIC COMMERCE

All payments will be made by Electronic Funds Transfer (“EFT”). Tenderers are required to advise their acceptance of the use of EFT.

15. REFERENCES & FURTHER READING

http://www.heartfoundation.org.au/Heart_Information/Heart_Conditions/Blood_Pressure.htm

www.medsindex.com.au

PART C – EVALUATION PROCESS AND RESPONSE FORMAT

1. EVALUATION METHOD

1.2. In assessing Tenders, The Pharmacy Guild of Australia reserves the right to draw on information about the tenderer in the public domain or acquired in the Guild's course of business. This information will be used to ascertain a tenderer's capacity to perform a contract from a commercial, financial or technical perspective. The Guild will give tenderers an opportunity to comment on any discoveries which may be detrimental to their submission.

1.3 The Pharmacy Guild of Australia proposes to use the following evaluation process:

- (a) Compliance - an initial assessment of whether the tenderer meets the conditions of participation, complies with the minimum content and format requirements, and satisfies the essential requirements (as identified in the following table);

CONFORMANCE ITEMS	REFERENCE POINTS
Conditions of Participation	Part A, section 5.4 Part B, item 2
Minimum Content and Format Requirements	Part A, section 5.3 Part B, item 3
Essential Requirements	Part A, section 5.5 Part B, item 6

- (b) Assessment – a detailed assessment of Tenders against the evaluation criteria to assess value for money;
- (c) Short-listing of tenderers (if required);
- (d) Formal presentations by short-listed tenderers to the Advisory Panel (if required); and
- (e) Meetings with the Advisory Panel to review the project methodology, deliverables and timeframes of the Tender.

2. TENDER EVALUATION CRITERIA AND INFORMATION REQUIRED FROM TENDERERS

2.1. Tenderers **should** ensure their Tenders clearly address the Tender Evaluation Criteria (Part A, section 5). Tenderers **must** respond to, but need not be limited to; the information identified in the Tenderer's Submission Checklist (Annex A).

2.2. If additional evaluation criteria is to be applied, The Pharmacy Guild of Australia will notify tenderers and give them sufficient opportunity to respond.

2.3. Please note that any Tender that does not include all required information or which contains false or misleading information will be excluded from consideration.

2.4. In evaluating Tenders the Pharmacy Guild of Australia will take into account the Tender Evaluation Criteria on page C2 in its consideration of value for money.

EVALUATION CRITERIA	INVOLVES ASSESSMENT OF
Achieving the Requirement:	
(a) The extent to which the Tender meets the Statement of Requirement.	<ul style="list-style-type: none"> • Abstract (in lay terms and suitable for publicity. 250 words max) • Executive Summary (3 pages max) • Address the themes (250 words max on each) • Methodology (how the task will be accomplished) • Project Plan (milestones, deliverables and timelines) • Quality or performance criteria which is appropriate to indicate success and/or progress of project tasks
(b) Understanding of cultural, community and organisational sensitivities relevant to the project assignment described in the RFT.	Your organisation's understanding of cultural, community and organisational issues relevant to the project assignment, any potential for conflict of interest and how these issues can be managed.
Tenderer's Capacity and Infrastructure:	
(a) Appropriate experience and skills of specified personnel and support personnel.	Brief curriculum vitae of all specified personnel.
(b) Availability of specified personnel at the time required.	Current commitments of the specified personnel.
(c) Backup available to specified personnel, including guidance available from senior consultants.	Identification of backup personnel and senior consultants available for guidance.
(d) Previous performance on comparable projects, indicating the tenderer's dependability and quality of work. This includes demonstrations of ability to comply with time frames and budgets.	References relating to recently undertaken, comparable projects, including: <ul style="list-style-type: none"> - Project summaries; - Client organisations; - Client contact details; and - Examples of previous work produced.
Whole of Project Costs:	
The estimated total cost to The Pharmacy Guild of Australia of completing the project.	<ul style="list-style-type: none"> • Itemised budget information and proposed payment schedules detailing all fees, prices and charges related to each milestone or deliverable of the project. • Travel costs (itinerary, duration etc). • Any additional costs to be incurred by the Guild in support of the proposed contract.

PART D – CONDITIONS OF CONTRACT

The contract terms and conditions will form the basis of any contract between a successful tenderer and The Pharmacy Guild of Australia. The contract is available on the Guild's website: www.guild.org.au/research/content.asp?id=1400.

Annex A

TENDERER'S SUBMISSION CHECKLIST*(To be included in submissions)*

This Annex is intended to remind tenderers of the requirements which must be met in order for their Tender to be evaluated. Failure to meet the Conditions of Participation and Minimum Content and Format Requirements will result in exclusion of the Tender from evaluation

Subject		Checked
Submission Presentation	Has the submission been signed?	
	Have the correct number of copies in the correct format been marked and packaged?	
	Has the delivery address been checked?	

Subject	To be Provided	Reference Page in Tender
Conditions of participation	Details of any litigation, arbitration, mediation, conciliation or proceeding whatsoever including any investigations ('Proceedings'), that are taking place, pending or threatened, against the tenderer and proposed sub-contractors.	
	Evidence of public liability and professional indemnity insurance, identifying the limit per incident and in aggregate, and the current expiry dates.	
	Evidence of meeting other conditions identified in Part B, item 2.	
Tenderer's information:	<ul style="list-style-type: none"> • Tenderer's name and corporate status, including company or business registration number if applicable. • Australian Business Number for GST purposes. • If registered with the Australian Securities and Investments Commission, any Australian Company Number or Australian Registered Body Number. • If registered under State or Territory legislation, any registered business name or association name. • Date and place of incorporation. • If a partnership, the name of the partnership and the names/addresses of the partners. • Registered office (if applicable). • Principal place of business. • Your business Internet address (if any). • Details for the tenderer's representative during the RFT process, including: <ul style="list-style-type: none"> > Name and title > Postal and physical address 	

Subject	To be Provided	Reference Page in Tender
	<ul style="list-style-type: none"> > Telephone and facsimile numbers, and > E-mail address. 	
Sources of Assistance	A list of any individuals and organisations who have informed the preparation of the Tender (refer Part A, section 4.1).	
Conflict of interest	A statement declaring any conflict of interest or potential conflict of interest that would exist if the tenderer was successful in being awarded a contract.	
RFT compliance	A list of any partial compliance or non-compliance with any clauses of the RFT (including draft conditions of contract) including reasons for non-compliance (refer Part A clause 5.2.1).	
Sub-Contractors	A list of any individuals and organisations (not part of the tenderer's organisation) who will be engaged to conduct any work resulting from this Tender, and evidence of their commitment to this Tender.	
Confidentiality Provisions	An indication of any provisions in the draft contract and any elements of the Tender that would become part of any subsequent contract, which are regarded as confidential. Include reasons (refer Part A, section 4.5 and Part B, item 12 – Confidentiality Issues).	
Details of Tendered Offer/Proposal	<ul style="list-style-type: none"> • An abstract suitable for publicity (250 words max) • An executive summary of the Tender in less than three (3) pages. • Table of contents providing suitable indexing of the Tender document. • Detailed description of the methodology proposed. • Project Plan (including proposed milestones and completion dates). • Quality or performance criteria which is appropriate to indicate success and/or progress of the project tasks. 	
Understanding of cultural, community and organisational sensitivities relevant to the project assignment described in the RFT.	A statement indicating your organisation's understanding of the cultural, community and organisational issues relevant to the project assignment.	

Subject	To be Provided	Reference Page in Tender
Capacity and Capability	<ul style="list-style-type: none"> • Brief curricula vitae of all specified personnel proposed for this project and details of their allocation to project tasks. • A description of any of the specified personnel's current commitments that may conflict with their availability at the time they are required. • Identification of any backup personnel and senior consultants available for guidance. • References relating to recently undertaken, comparable projects, including: <ul style="list-style-type: none"> > Name and title > Project summaries > Client organisations > Client contact details > Examples of relevant previous work 	
Whole of Project Costs	<p>Itemised pricing information:</p> <ul style="list-style-type: none"> • Proposed payment schedules detailing all: <ul style="list-style-type: none"> > fees > prices > charges related to each milestone or deliverable of the project assignment; • Travel Costs (itinerary, duration etc); and • Any additional costs to be incurred by The Pharmacy Guild of Australia in support of any resulting contract. 	