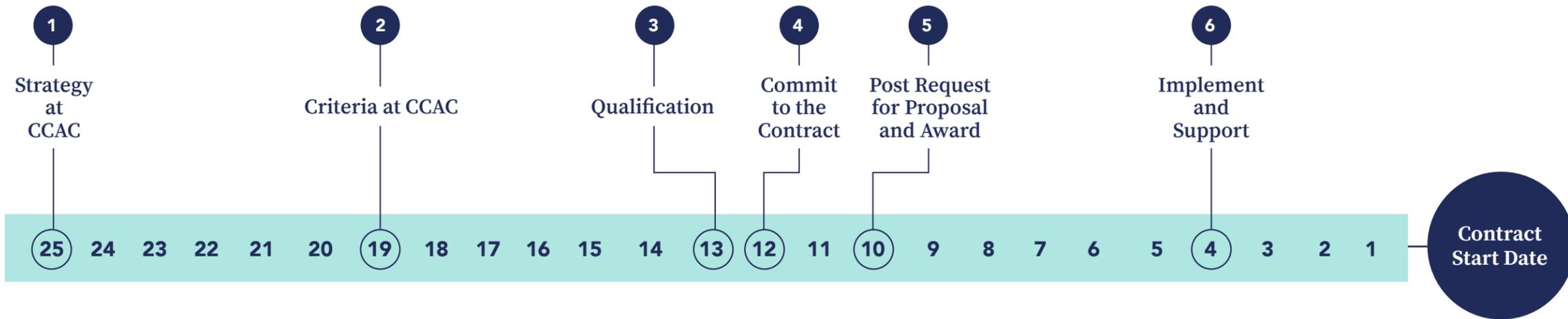


# 6-Step Clinical Contract Award Approach

Our clinical and business teams work collaboratively with members throughout the entire process to ensure our contracts deliver the highest level of quality at the best price. Typically, HealthPRO's clinical contract approach follows a **two-year** timeline across the following steps:



## 1 2 up to 2 years in advance

We engage clinicians, business professionals and subject matter experts mainly drawn from our member committees to develop the contract strategy.

Many factors are considered, including:

- The complexity of the product or service
- The level of clinical sensitivity
- Members to transition the product in the hospital

## 3 13 months in advance

We conduct a qualification process that usually begins with a publicly posted Request for Qualification (RFQ).

Only suppliers that qualify are invited to submit a Request for Proposal (RFP).

## 4 12 months in advance

We have developed a number of commitment models for various contracts, to meet the complex needs of our members:

- Commitment in advance
- Commitment in advance with supplier selection post-award
- Commitment within the first six months post-award
- **Product launch:** commitment at any point during the contract

## 5 10 months in advance

Our business teams invite qualified suppliers to respond to the RFP with a proposal that addresses:

- Price
- Service
- Breadth
- In-servicing/training
- Implementation support

The scores from the RFP are then combined with the clinical scores. The supplier with the highest score is awarded the contract.

## 6 4 months in advance

We are committed to supporting members throughout the entire lifecycle of the contract. Through our local Member Support teams, we assist members with:

- Contract implementation
- Product quality assurance
- Communicating any changes to the contract, including product additions, shortages, backorders and/or discontinuations.

Once the contract award is announced, HealthPRO members focus on implementing the new contract details into their procurement processes and software systems.

## How We Ensure Our Members' Vital Input

The **Clinical Contract Advisory Committee (CCAC)** is a member-based committee comprised of Clinical end users, materials management professionals and Shared Service Organization/Provincial clinical strategic leaders.

CCAC members provide input into clinical contract strategy, develop clinical criteria and perform product qualification for HealthPRO Clinical Services contracts.

