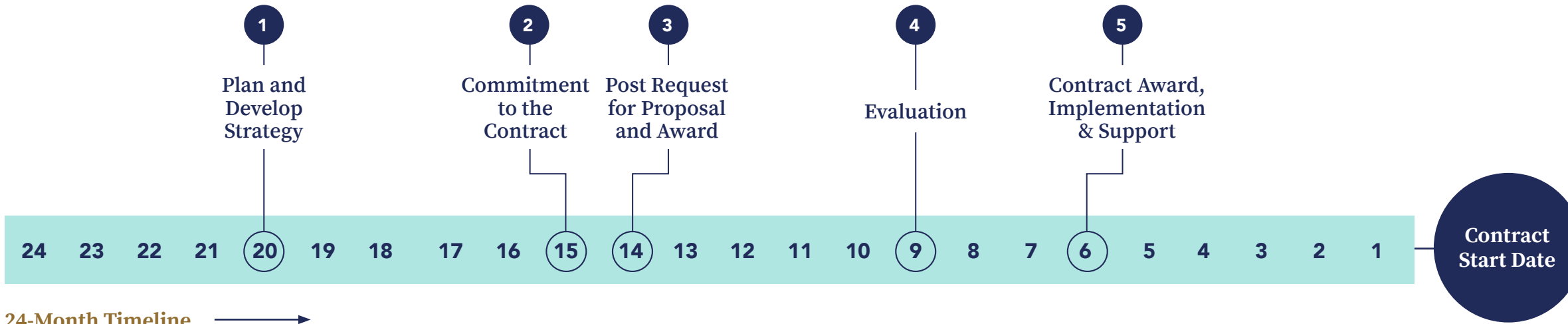


5-Step Pharmacy Contract Award Approach

Our Pharmacy team works collaboratively with members throughout the entire process to ensure our contracts deliver the highest level of quality at the best price. Typically, HealthPRO's Pharmacy contracts follow an **18–24 month** timeline across the following steps:



24-Month Timeline →

<p>1 18–24 months in advance</p> <p>Plan And Develop Strategy We engage our advisory committee members — consisting of pharmacy directors, pharmacists, pharmacy technicians and assistants, business professionals and subject matter experts — to review contract needs and develop strategies.</p> <p>Many factors are considered, including:</p> <ul style="list-style-type: none"> • Type of product and clinical sensitivity • Number of suppliers in the Canadian market • Product patents and potential for new generic entry • Compatibility with hospital distribution systems • How challenging it will be for members to transition to the product in the hospital 	<p>2 15 months in advance</p> <p>Commitment To The Contract We have developed a number of commitment models to ensure members benefit from enhanced national buying power and maximum savings:</p> <ul style="list-style-type: none"> • Commitment in advance • Commitment in advance with supplier selection post-award • Commitment at any point during the contract 	<p>3 14 months in advance</p> <p>Post Request For Proposal HealthPRO develops the Request for Proposal (RFP), which is publicly posted. Suppliers are invited to respond to the RFP with a proposal that addresses:</p> <ul style="list-style-type: none"> • Procurement costs • Product quality • Quality of service, including assurance of supply <p>Product samples are also to be included with the supplier's response.</p>	<p>4 9–13 months in advance</p> <p>Evaluation Only products that have been approved by Health Canada and meet a pharmacopeial standard (e.g., bulk chemicals) are considered.</p> <p>HealthPRO's Product Evaluation (PE) Subcommittee conducts a hands-on evaluation of product samples according to rigorous criteria to identify areas of risk and evaluate medication error potential.</p> <p>The scores for procurement costs, product quality (including product evaluation) and quality of service are combined and the supplier with the highest score is awarded the contract.</p> <p>We engage the Pharmacy Advisory Council (PAC) to approve contract awards.</p>	<p>5 6–9 months in advance</p> <p>Contract Award, Implementation & Support Suppliers are notified of contract awards and members are advised of new contract details several months in advance of the contract start date. Once the contract award is announced, HealthPRO members focus on implementing the new contract details into their procurement processes and software systems.</p> <p>We are committed to supporting members throughout the entire contract lifecycle. We assist members with:</p> <ul style="list-style-type: none"> • Contract implementation • Communicating contract changes or updates • Product quality assurance • Drug shortage management • Contract differential reimbursements
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How We Ensure Our Members' Vital Input

Our advisory committees are comprised of pharmacy managers/directors, pharmacists, pharmacy technicians and assistants, subject matter experts and business professionals who provide direct input into our service operations, strategies and product evaluations.



Pharmacy Advisory Council (PAC): Comprised of pharmacy and procurement professionals from a diverse group of healthcare facilities and Shared Service Organizations across the country. For efficiency and effectiveness, the PAC is divided into four primary committees:

Developmental Committee (DC): Informs strategic direction, providing input on HealthPRO pharmacy business and strategic plans and ensuring they reflect the evolving needs of HealthPRO members.

Operational Committee (OC): Oversees daily operational or product-related issues, helping to ensure pharmacy products and services are high quality, safe and well suited for hospital use. Subcommittees provide specialized knowledge regarding drug shortages, product evaluation, paediatrics and supplier quality performance.

Pharmacy Innovation (PI) Committee: Informs strategic direction and advises on contracting considerations specific to patented, sole source and other innovative pharmaceuticals.

Pharmacy Specialties Oncology Committee (PSOC): Provides guidance and advises on clinical and contracting considerations specific to oncology products.