

Tender modelling- UKC Maribor experience

Mag. Maksimiljan Gorenjak, mag.farm., spec.med.biokem., EuSpLM
UKC Maribor, Clinical Chemistry Department

8. april 2016

Starting with tender practice

- First legal issues in 1992
- First act (ZJN-1) in 1997
- Numerous amendments and new acts
- Different practices in Slovenian hospitals
- The last act has been active since 1st april 2016 (ZJN-3)



What has happened in the meantime?

Everything has changed!

- Threshold value for tender
- Type of publication
- Type of procedure
- Proof of capacity
- Documentation required
- Legal protection



Our approach

- List preparation by groups of suppliers
- Requirements for the group integrity (100%)
- Specific requirements for the existing equipment
- Communication noises with the Department of material purchases



The tendency of centralizing the procurement

- First attempts in 2003
- Test tubes, needles (laboratory equipment), gloves
- Highly unprofessional approach
- Activities died out with the appearance of the new government



„Portal javnih naročil“ (ZJN-2A-2008)



E-NAROČANJE

URADNI LIST REPUBLIKA SLOVENIJA MINISTRSTVO ZA JAVNO UPRAVO

[Pregled objav](#) [Pregled objavljenih pogodb](#) [O portalu](#) [Pogoji uporabe](#) [Aktualno](#) [Kontakt](#)

PREGLED OBJAV NAROČIL SREDNJE IN VELIKE VREDNOSTI

Za naročila male vrednosti kliknite tukaj!
Za obvestila o oddaji posameznih naročil na podlagi okvirnega sporazuma kliknite tukaj!

Datum objave: / / 2016 (dd/mm/lll) [Prikaži](#)

JN: / 2016 [Prikaži](#)

[Prikaži napredno iskanje](#)

Zadnjih 50 objav:

[Obvestilo o naročilu \(evropski obrazec Z\)](#)

Datum objave	Naziv	Skrajni rok
25. 3. 2016	JN2159/2016, Blago: Električna	10.5.2016
25. 3. 2016	JN2158/2016, Storitve: Storitve informacijske tehnologije: svetovanje, razvoj programske opreme, internet in podpora	11.5.2016
25. 3. 2016	JN2155/2016, Storitve: Storitve na področju kmetijstva, gozdarstva, hortikulture, akvakulture in čebelarstva	5.6.2016
25. 3. 2016	JN2153/2016, Gradnje: Gradbena dela	22.4.2016
25. 3. 2016	JN2152/2016, Gradnje: Gradbena dela na srednji šoli	12.4.2016
25. 3. 2016	JN2151/2016, Storitve: Storitve sajenja in vzdrževanja zelenih površin	5.5.2016
25. 3. 2016	JN2149/2016, Blago: Živila, pijače, tobačni izdelki in z njimi povezani izdelki	6.5.2016
25. 3. 2016	JN2147/2016, Blago: Živila, pijače, tobačni izdelki in z njimi povezani izdelki	9.5.2016
25. 3. 2016	JN2146/2016, Gradnje: Fasaderska in štukaterska dela	15.4.2016
25. 3. 2016	JN2145/2016, Gradnje: Gradbena dela na daljinskih cestah in cestah	13.4.2016
25. 3. 2016	JN2142/2016, Blago: Potrebščine za cevovodne sisteme	12.4.2016
25. 3. 2016	JN2139/2016, Blago: Razna živila	12.5.2016
25. 3. 2016	JN2138/2016, Storitve: Storitve cestnega potniškega prevoza za posebne namene	11.5.2016
25. 3. 2016	JN2137/2016, Blago: Pisarniški in računski stroji, oprema in potrebščine, razen pohištva in programskih paketov	5.5.2016

Prijava za naročnike – ZJN-2, ZJNVETPS

Uporabniško ime (email):


Geslo:

Pozabljeno geslo
 Nov uporabnik

Prednaročilo

ZAKON O JAVNEM NAROČANJU (ZJN-3)

S KOMENTARJEM




Predviden izid: april 2016

SEMINAR S KNJIGO

Predstavitev novega ZJN-3

30. marec 2016
Ljubljana



The invitation to tender for haematology analyzer 200 I

- First invitation to tender for the equipment, involving reagents, controls and maintenance for the entire amortization period.
- Sysmex has had virtually no interference in Slovenia until then.
- The lowest costs for the whole period of use.
- The most expensive analyzer was selected.



The Financial Court's audit in 2003

- Complete documentation review
- The requirement to provide reasons for individual requirements of tender
- **Praise for carrying out the entire procedure**



Tender for test tubes in 2006

- Contract for the entire UKC
- Possibility of pre-testing the items
- Choosing the cheapest provider
- Chinese manufacturer with no reference in Europe
- First serious problems after 3 months of a regular use of their tubes
- Complex process of interrupting contractual obligations



The criterion of the lowest price

- Very simple - easy to be used
- Transparent
- Providers can easily circumvent it
- In a complex tender it is not adequate as the sole criterion



Expert meetings with the participation of KPK, RS and DRS

- Ptuj 2012
- Maribor 2014
- The overall conclusion of the meetings was that the contractors of the procedures incorrectly interpret the key requirements of the law. On the other hand, the standpoint of the contractors was that the supervisory authorities are not familiar with the actual law!



Controversial KPK opinions

- The problem of obtaining relevant information
- Contestability of communication with suppliers
- Involvement of the media into high-profile cases in the Slovenian area (operating tables)
- Exaggerated doubt in the objectivity and "fairness" of those involved in the tenders



Challenges for the profession and economists

- Is the lowest price always the key element in the evaluation of the goods offered?
- How to perform the tender through the „netto number“ of reported results?
- How to carry out the equipment purchase of a certain (old) technology for study purposes?
- Could the technical elements be based on the newest guidelines (hsTn) if only one or two providers meet them?



Conclusions

- The basic criterion for tenders in Slovenia is still the best (lowest) price
- Mostly good experience with tenders
- (Too) much bureaucracy (this is also costly)
- We do not see any advantage in carrying out central tenders
- In our opinion, the key drawback is the ignorance of the experience (good and bad) with the previous suppliers





Thank you for your attention!