Tender modelling-
UKC Maribor experience

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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

**Pregled objav**

Pregled objavljenih pogodb | O portalu | Pogoji uporabe | Aktualno | Kontakt
---|---|---|---|---

**PREGLED OBJAV NAROČIL, SREDNJE IN VELIKE VREDNOSTI**

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

Datum objave: [yyyy] [dd/mm/lll] | Prikaži
---|---

JN / 2016 | Prikaži

**Prikaži napredno iskanje**

Zadnjih 50 objav:

<table>
<thead>
<tr>
<th>Datum objave</th>
<th>Namizje</th>
<th>Skrajni rok</th>
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<tr>
<td>25. 3. 2016</td>
<td>JN21572016, Storitve: Storitve na področju kmetijstva, gozdarstva, hortikulture, avrikulture in řebelanskih</td>
<td>5.5.2016</td>
</tr>
<tr>
<td>25. 3. 2016</td>
<td>JN21512016, Storitve: Storitve sanjenja in vzdrževanja zelenih površin</td>
<td>5.5.2016</td>
</tr>
</tbody>
</table>
The invitation to tender for haematology analyzer 2001

- 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!