

Request for Proposals

RFP#2021-02

Audiological Devices – Cochlear Implants

Hearing & Speech NS

Technical Contact:

Dr. Greg Noel
Director
Hearing and Speech Nova Scotia
902.492.8287
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Introduction

Hearing and Speech Nova Scotia (HSNS) provides audiology services to Nova Scotians of all ages, and speech-language pathology services to preschool children and adults. HSNS is funded by the NS Government to deliver integrated and standardized provincial services across 35 clinical sites, located in 25 communities. Nationally certified Audiologists and Speech-Language Pathologists, with support from Communication Disorder Technicians and Administrative Support Professionals, provide core services (prevention, diagnosis, and treatment), develop and monitor provincial clinical standards, and collaborate with partners to deliver a number of special programs (e.g., Autism, Stroke, Cochlear Implant). Established in 1963, HSNS works to prevent and reduce the impact of communication disorders for Nova Scotians.

BACKGROUND

Besides core audiological services, NSHSC provides audiological services within our provincial cochlear implant program.

The Nova Scotia Cochlear Implant Program functions as a team of health care professionals in partnership with the NSHA and IWK. Cochlear Implant surgery is provided at the QEII (Victoria General site) and at the IWK Health Centre. Cochlear implant services (Audiology and Speech-Language Pathology), both pre- and post-surgery, are provided at our Halifax Community Centre (HCC) site.

NSHSC negotiates contracts for the cochlear implant devices with the various Cochlear Implant Companies.

A cochlear implant is a small electronic device that can help to provide a sense of sound to a person who has a significant hearing loss, generally clients are either profoundly deaf or severely hard-of-hearing. The implant does not restore normal hearing, but rather provides the perception of sound.

The device is made of two components, one external and one internal. The external portion sits behind the ear and a second, internal portion is surgically placed under the skin behind the ear. The implant stimulates the auditory nerve directly, bypassing the damaged part of the cochlea. Many working nerve fibers remain in the hearing nerve even in cases of profound deafness and the implant can restore activity to this nerve and the hearing pathway

The two components have different parts and functions.

External sound processor: The external device has a microphone (to capture the sound), a sound processor (breaks down and digitizes the sound to be sent to the internal device), a battery (to power the unit) and a headpiece (this piece sends the electrical signal across to the internal device).

Internal device: This device has an antenna or receiver which accepts the signal from the external device. It also contains a magnet to align both devices. The electronic package decodes the signal and applies various algorithms to the signal and sends them to the electrode lead, which contains the wires that contact the cochlea. Finally, the electrode array contains tonotopic contacts which provide a point of current into the cochlea, which is sent to the brain and interpreted as sound. There are only several companies that produce and sell the approved devices.

Current contracts end **March 31, 2021**.

This request is for new contracts for **FOUR (4)** years, **2021/2022, 2022/2023 2023/2024 and 2024/2025** years beginning April 1 to March 31, inclusive. Accordingly, the new cycle will begin April 2021. Our program typically provides approximately 40-45 surgeries per year and *we anticipate similar numbers to previous contracts with this being in the range of 5 to 10 devices per year range.*

Proposals should be addressed to Anne Mason Browne CEO, NSHSC, and delivered care of:

Dr. Greg Noel
5657 Spring Garden Road
Park Lane Terraces, Suite 401, Box 120
Halifax, NS B3J 3R4

All proposals should be sent to Dr. Noel directly by **April 12th, 2021**. Those not received by that deadline will not be considered for this cycle. NSHSC reserves the right to award supply contracts to more than one proponent.

RFP Contact

For the purposes of this procurement process, the “RFP Contact” shall be:

Dr. Greg Noel
5657 Spring Garden Road
Park Lane Terraces, Suite 401, Box 120
Halifax, NS B3J 3R4
Email: greg.noel@nshsc.nshealth.ca
Cell number (902)-478-7896

Proponents and their representatives are not permitted to contact any employees, officers, agents, elected or appointed officials or other representatives of the Province, other than the RFP Contact, concerning matters regarding this RFP. Failure to adhere to this rule may result in the disqualification of the proponent and the rejection of the proponent’s proposal.

1 Type of Contract for Deliverables

The selected proponent will be required to enter into an agreement with the NSHSC for the provision of the Deliverables in the form attached as Appendix A to the RFP. The initial term of the Agreement will be for a period of **48 months/4 years**.

Issue Date of RFP	March 17th, 2021
Deadline for Questions	April 5th, 2021
Submission Deadline Date	April 12th, 2021
Submission Deadline Time	5:00 pm Atlantic Standard Time
Anticipated Execution of Agreement	April 30th, 2021

The RFP timetable is tentative only, and may be changed by NSHSC at any time.

1.2 Proposals to be submitted on Time

Proposals must be submitted at the location set out above on or before the Submission Deadline. Proposals submitted after the Submission Deadline will be rejected. NSHSC's time clock will assumed to be correct.

1.3 Proposals to be submitted in Prescribed Format

Proponents should submit their proposal in a sealed package, containing **1 hard copy of their proposal and one (1) electronic copy**. If there is a conflict or inconsistency between the hard copy and the electronic copy of the proposal, the hard copy of the proposal shall prevail. Proposals should be prominently marked with the RFP title and number (see RFP cover), with the full legal name and return address of the proponent.

1.4 Amendment of Proposals prior to Submission Deadline

Proponents may amend their proposals prior to the Submission Deadline by submitting the amendment in a sealed package prominently marked with the RFP title and number and the full legal name and return address of the proponent to the location set out above. Any amendment should clearly indicate which part of the proposal the amendment is intended to amend or replace. Any amendment received after the Submission Deadline will not be accepted.

1.5 Withdrawal of Proposals

Proponents may withdraw their proposals prior to the Submission Deadline. To withdraw a proposal, a notice of withdrawal must be sent to the RFP Contact prior to the Submission Deadline and must be signed by an authorized representative of the proponent. The Province and NSHSC are under no obligation to return withdrawn proposals.

1.6 Proposals Irrevocable after Submission Deadline

Proposals shall be irrevocable for a period of 30 days from the Submission Deadline.

END OF SECTION 1

PART 2 – EVALUATION OF PROPOSALS

2.1 Stages of Evaluation

NSHSC will conduct the evaluation of proposals in the following three stages:

2.2 Stage I – Mandatory Submission Requirements

Stage I will consist of a review to determine which proposals comply with all of the Mandatory Submission requirements. Proposals that do not comply with all of the Mandatory Submission requirements as of the Submission Deadline will, be disqualified and not evaluated further. The Mandatory Submission Requirements are as follows:

2.2.1 No Amendment to Forms

Other than inserting the information requested on the mandatory submission forms set out in the RFP, a proponent may not make any changes to any of the forms. Any proposal containing any such changes, whether on the face of the form or elsewhere in the proposal, will be disqualified.

2.2.2 Submission of Form

Each proposal must include a Submission Forms as outlined in the appendices A, B and C of this document.

2.2.3 Other Mandatory Submission Requirements

1. Copy of Health Canada Approval/certification for devices
2. 2 (two) References must accompany each proposal. These references will include the name, designation, and contact information from another Canadian CI program.
3. Current CI prices remain in effect until new agreements have been reached

2.3 Stage II – Evaluation

Stage II will consist of the following sub-stages:

2.3.1 Mandatory Technical Requirements

NSHSC will review the proposals to determine whether the Mandatory Technical requirements as set out in Section C of the RFP Particulars (Appendix C) have been met. Proposals that do not comply with all of the Mandatory Technical requirements will be disqualified and not evaluated further.

2.3.2 Rated Criteria

NSHSC will evaluate each compliant proposal on the basis of the rated criteria as set out in Section D of the RFP Particulars (Appendix C).

2.3.3 Pricing

Scoring of the submitted pricing of compliant proposals in accordance with the price evaluation method set out in Appendix A. The evaluation of price will be undertaken after the evaluation of Mandatory Submission, Mandatory Technical requirements and rated criteria has been completed.

2.4 Selection of Proponents

After the completion of Stage II, the proponents may be contacted to discuss or review proposals.

PART 3 – TERMS AND CONDITIONS OF THE RFP PROCESS

3.1 General Information and Instructions

3.1.1 RFP Incorporated into Proposal

All of the provisions of this RFP are deemed to be accepted by each proponent and incorporated into each proponent's proposal. A proponent who submits conditions, options, variations or contingent statements inconsistent with the terms set out in this RFP, either as part of its proposal or after receiving notice of selection, will be disqualified.

3.1.2 Proponents to Follow Instructions

Proponents should structure their proposals in accordance with the instructions in this RFP. Where information is requested in this RFP, any response made in a proposal should reference the applicable section numbers of this RFP.

3.1.3 Language

All proposals are to be in English only.

3.1.4 No Incorporation by Reference

The entire content of the proponent's proposal should be submitted in a fixed form, and the content of websites or other external documents referred to in the proponent's proposal but not attached will not be considered to form part of its proposal.

3.1.5 References and Past Performance

In the evaluation process, NSHSC may include information provided by the proponent's references and may also consider the proponents' past performance or conduct on previous contracts with the Province or other Provinces, and/or cochlear implant programs.

3.1.6 Information in RFP Only an Estimate

The Province and NSHSC make no representation, warranty or guarantee as to the accuracy of the information contained in this RFP or issued by way of addenda. Any

quantities shown or data contained in this RFP or provided by way of addenda are estimates only and are for the sole purpose of indicating to proponents the general scale and scope of the Deliverables. It is the proponent's responsibility to obtain all the information necessary to prepare a proposal in response to this RFP.

3.1.7 Proponents to Bear Their Own Costs

The proponent shall bear all costs associated with or incurred in the preparation and presentation of its proposal, including, if applicable, costs incurred for interviews or demonstrations.

3.1.8 Proposal to be retained by the Province

NSHSC will not return the proposal or any accompanying documentation submitted by a proponent.

3.1.9 No Guarantee of Volume of Work or Exclusivity of Contract

The Province and NSHSC makes no guarantee of the value or volume of work to be assigned to the successful proponent. The Agreement will not be an exclusive contract for the provision of the described Deliverables. The Province/NSHSC will contract with others for goods and services the same as or similar to the Deliverables.

3.2 Communication after Issuance of RFP

3.2.1 Proponents to Review RFP

Proponents shall promptly examine all of the documents comprising this RFP, and

- (a) shall report any errors, omissions or ambiguities; and
- (b) may direct questions or seek additional information

in writing by email to the RFP Contact on or before the Deadline for Questions. All questions or comments must be submitted by proponents by email to the RFP Contact on or before the Deadline for Questions. No such communications are to be directed to anyone other than the RFP Contact. NSHSC is under no obligation to provide additional information, and NSHSC shall not be responsible for any information provided by or obtained from any source other than the RFP Contact. It is the responsibility of the proponent to seek clarification from the RFP Contact on any matter it considers to be unclear. NSHSC shall not be responsible for any misunderstanding on the part of the proponent concerning this RFP or its process.

3.2.2 All New Information to Proponents by Way of Addenda

This RFP may be amended only by addendum in accordance with this section. If NSHSC, for any reason, determines that it is necessary to provide additional information relating to this RFP, such information will be communicated by addendum on the Nova Scotia Procurement Web Portal. Each addendum forms an integral part of this RFP and may contain important information, including significant changes to this RFP. Proponents are responsible for obtaining all addenda issued by the Province. In the Submission Form

(Appendix B), proponents should confirm their acknowledgement of all addenda by setting out the number of each addendum in the space provided.

3.2.3 Post-Deadline Addenda and Extension of Submission Deadline

If the NSHSC determines that it is necessary to issue an addendum after the Deadline for Issuing Addenda, NSHSC may extend the Submission Deadline for a reasonable period of time.

3.2.4 Verify and Clarify

When evaluating proposals, NSHSC may request further information from the proponents or third parties in order to verify and/or clarify the information provided in the proponent's proposal. The response received by the NSHSC shall, if accepted by the NSHSC, form an integral part of the proponent's proposal.

3.3 Execution of Agreement, Notification and Debriefing

3.3.1 Selection of Proponent and Execution of Agreement

NSHSC will notify the selected proponents in writing. The selected proponents shall execute the Agreement and satisfy any other applicable conditions of this RFP as outlined within the timeframe/period agreed upon in the RFP.

3.3.2 Failure to Enter into Agreement

In addition to all of the NSHSC's other remedies, if a selected proponent fails to execute the Agreement or satisfy any other applicable conditions within the noted timeframe, the NSHSC may, in its sole and absolute discretion and without incurring any liability, withdraw the selection of that proponent and proceed with the selection of other proponents or cancel the RFP Process.

3.3.3 Notification of Contract Award

Once an Agreement is executed by NSHSC with the proponents, notification of the outcome of the procurement process will be communicated in writing to the selected proponents.

3.3.4 Debriefing

Proponents may request a debriefing after notification of the selected proponents have been made. All requests must be in writing to the RFP Contact and must be made within sixty (60) days of posting of the outcome of the procurement process. The intent of the debriefing information session is to aid the proponent in presenting a better proposal in subsequent procurement opportunities. Any debriefing provided is not for the purpose of providing an opportunity to challenge the procurement process or its outcome.

3.3.5 Supplier Complaint Procedure

If a proponent wishes to file a complaint in regards to the RFP process, it must provide written notice to the RFP Contact within sixty (60) days of posting of the outcome of the

procurement process on the Nova Scotia Procurement Web Portal, and NSHSC will respond.

3.4 Conflict of Interest and Prohibited Conduct

3.4.1 Conflict of Interest

NSHSC may disqualify a proponent for any conduct, situation or circumstances, determined by NSHSC, in its sole and absolute discretion, to constitute a Conflict of Interest. For the purposes of this Section, “Conflict of Interest” has the meaning ascribed to it in the Submission Form ([Appendix B](#)).

3.4.2 Disqualification for Prohibited Conduct

NSHSC may disqualify a proponent, or terminate an Agreement entered into if NSHSC, in its sole and absolute discretion, determines that the proponent has engaged in any conduct prohibited by this RFP.

3.4.3 Prohibited Proponent Communications

A proponent shall not engage in any communications that could constitute a Conflict of Interest and should take note of the Conflict of Interest declaration set out in the Submission Form ([Appendix B](#)).

3.4.4 No Lobbying

A proponent shall not, in relation to this RFP or the evaluation and selection process, engage directly or indirectly in any form of political or other lobbying whatsoever to influence the selection of the successful proponent.

3.4.5 Illegal or Unethical Conduct

Proponents shall not engage in any illegal business practices, including activities such as bid-rigging, price-fixing, bribery, fraud, coercion or collusion. Proponents shall not engage in any unethical conduct, including lobbying, as described above, or other inappropriate communications; offering gifts to any employees, officers, agents, elected or appointed officials or other representatives of NSHSC; submitting proposals containing misrepresentations or other misleading or inaccurate information; or any other conduct that compromises or may be seen to compromise the competitive process provided for in this RFP.

3.4.6 Past Performance or Past Conduct

NSHSC may refuse to permit a supplier from participating in a procurement process based on past performance or based on inappropriate conduct in a prior procurement process with NSHSC, the province of Nova Scotia or other Canadian provinces or the United States, including but not limited to the following:

- (a) illegal or unethical conduct as described above;
- (b) the refusal of the supplier to honour its submitted pricing or other commitments; or

- (c) any conduct, situation or circumstance determined by NSHSC, in its sole and absolute discretion, to have constituted an undisclosed Conflict of Interest.

3.5 Confidential Information

3.5.1 Confidential Information of the Province

All information provided by or obtained from NSHSC in any form in connection with this RFP either before or after the issuance of this RFP

- (a) is the sole property of NSHSC and must be treated as confidential;
- (b) is not to be used for any purpose other than replying to this RFP and the performance of Agreement for the Deliverables; and
- (c) must not be disclosed without prior written authorization from NSHSC.

3.5.2 Confidential Information of Proponent

A proponent should identify any information in its proposal or any accompanying documentation supplied in confidence for which confidentiality is to be maintained by NSHSC. The confidentiality of such information will be maintained by NSHSC, except as otherwise required by law or by order of a court or tribunal. Proponents are advised that their proposals will, as necessary, be disclosed on a confidential basis to advisers retained by the Province or NSHSC to advise or assist with the RFP process, including the evaluation of proposals

3.6 Reserved Rights, Limitation of Liability and Governing Law

3.6.1 Reserved Rights of the Province

The Province and NSHSC reserves the right to

- (a) make public the names of any or all proponents;
- (b) request written clarification in relation to a proponent's proposal;
- (c) waive minor formalities that do not constitute Mandatory Submission requirements or Mandatory Technical requirements;
- (d) verify with any proponent or with a third party any information set out in a proposal;
- (e) check references other than those provided by any proponent;
- (f) disqualify any proponent whose proposal contains misrepresentations or any other inaccurate or misleading information;
- (g) disqualify any proponent or the proposal of any proponent who has engaged in conduct prohibited by this RFP;
- (h) cancel or amend this RFP process without liability at any time prior to the execution of a written agreement between the province and a proponent. se changes are issued by way of addendum in the manner set out in this RFP;
- (i) cancel this RFP process without liability at any stage prior to the execution of any Agreement in the form set out in [Appendix A](#), and may in its sole discretion issue a new RFP for the same or similar Deliverables; or

- (j) reject any or all proposals

and these reserved rights are in addition to any other express rights or any other rights that may be implied in the circumstances.

3.6.2 Limitation of Liability

By submitting a proposal, each proponent agrees that

- (a) neither the Province nor NSHSC or any of its employees, officers, agents, elected or appointed officials, advisors or representatives will be liable, under any circumstances, for any claim arising out of this proposal process including but not limited to costs of preparation of the proposal, loss of profits, loss of opportunity or for any other claim; and
- (b) the proponent waives any claim for any compensation of any kind whatsoever, including claims for costs of preparation of the proposal, loss of profit or loss of opportunity by reason of the Province's or NSHSC's decision to not accept the proposal submitted by the proponent, to enter into an agreement with any other proponent or to cancel this proposal process, and the proponent shall be deemed to have agreed to waive such right or claim.

3.6.3 Governing Law and Interpretation

These Terms and Conditions of the RFP Process

- (a) are intended to be interpreted broadly and independently (with no particular provision intended to limit the scope of any other provision);
- (b) are non-exhaustive and shall not be construed as intending to limit the pre-existing rights of the Province or NSHSC; and
- (c) are to be governed by and construed in accordance with the laws of the province of Nova Scotia and the federal laws of Canada applicable therein.

[End of Part 3]

Appendix A

Located at the end of this document.

APPENDIX B – SUBMISSION FORM

1. Proponent Information

Please fill out the following form, naming one person to be the proponent's contact for the RFP process and for any clarifications or communication that might be necessary.	
Full Legal Name of Proponent:	
Any Other Relevant Name under which Proponent Carries on Business:	
Street Address:	
City, Province/State:	
Postal Code:	
Phone Number:	
Fax Number:	
Company Website (if any):	
Proponent Contact Name and Title:	
Proponent Contact Phone:	
Proponent Contact Fax:	
Proponent Contact Email:	

2. Offer

The proponent has carefully examined the RFP documents and has a clear and comprehensive knowledge of the Deliverables required under the RFP. By submitting a proposal, the proponent agrees and consents to the terms, conditions and provisions of the RFP, including the Form of Agreement, and offers to provide the Deliverables in accordance therewith at the rates set out in the completed Pricing Form (Appendix C).

3. Rates

The proponent has submitted its rates in accordance with the instructions in the RFP and in the Pricing Form (Appendix C). The proponent confirms that it has factored all of the provisions of Appendix A, including insurance and indemnity requirements, into its pricing assumptions and calculations.

5. Addenda

The proponent is deemed to have read and accepted all addenda issued by NSHSC. The onus is on proponents to make any necessary amendments to their proposals based on the addenda. The proponent is requested to acknowledge that it has read all addenda by listing the addenda numbers, or if no addenda were issued by writing the word "None",

on the following line: _____ . If this line is not completed, proponent will be deemed to have read all posted addenda.

6. No Prohibited Conduct

The proponent declares that it has not engaged in any conduct prohibited by this RFP.

7. Conflict of Interest

For the purposes of this RFP, the term “Conflict of Interest” includes, but is not limited to, any situation or circumstance where:

- (a) in relation to the RFP process, the proponent has an unfair advantage or engages in conduct, directly or indirectly, that may give it an unfair advantage, including but not limited to (i) having, or having access to, confidential information of the Province in the preparation of its proposal that is not available to other proponents, (ii) communicating with any person with a view to influencing preferred treatment in the RFP process (including but not limited to the lobbying of decision makers involved in the RFP process), or (iii) engaging in conduct that compromises, or could be seen to compromise, the integrity of the open and competitive RFP process or render that process non-competitive or unfair; or
- (b) in relation to the performance of its contractual obligations contemplated in the contract that is the subject of this procurement, the proponent’s other commitments, relationships or financial interests (i) could, or could be seen to, exercise an improper influence over the objective, unbiased and impartial exercise of its independent judgement, or (ii) could, or could be seen to, compromise, impair or be incompatible with the effective performance of its contractual obligations.

Proponents should disclose the names and all pertinent details of all individuals (employees, advisers, or individuals acting in any other capacity) who participated in the preparation of the proposal; **AND** were employees of the Province within twelve (12) months prior to the Submission Deadline.

If the box below is left blank, the proponent will be deemed to declare that (a) there was no Conflict of Interest in preparing its proposal; and (b) there is no foreseeable Conflict of Interest in performing the contractual obligations contemplated in the RFP.

Otherwise, if the statement below applies, check the box.

- The proponent declares that there is an actual or potential Conflict of Interest relating to the preparation of its proposal, and/or the proponent foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the RFP.

If the proponent declares an actual or potential Conflict of Interest by marking the box above, the proponent must set out below details of the actual or potential Conflict of Interest:

8. Proposal Irrevocable

The proponent agrees that its proposal shall be irrevocable for a period of **30** days following the Submission Deadline.

9. Disclosure of Information

The proponent hereby agrees that any information provided in this proposal, even if it is identified as being supplied in confidence, may be disclosed where required by law or by order of a court or tribunal. The proponent hereby consents to the disclosure, on a confidential basis, of this proposal by the Province to the advisers retained by the Province to advise or assist with the RFP process, including with respect to the evaluation of this proposal.

10. Execution of Agreement

The proponent agrees that in the event its proposal is selected by the Province, it will finalize and execute the Agreement in the form set out in Appendix A to this RFP in accordance with the terms of this RFP.

Signature of Witness

Signature of Proponent Representative

Name of Witness

Name of Proponent Representative

Title of Proponent Representative

Date

I have the authority to bind the proponent.

APPENDIX C – RFP PARTICULARS

A. THE DELIVERABLES

The latest/newest or most current version of cochlear implant devices including both internal and external components. The company will supply the latest/most current specifications of the deliverables with the proposal.

B. MATERIAL DISCLOSURES

List any extra's that will be supplied (trouble shooting external device, loaner external device, upgrades or internal device).

Knowledge transfer - Statement including access to training, support and trouble shooting for NSHSC staff.

Replacement strategy for devices A) less than 6 months from its sterilization date and B) for those 6 to 12 months from sterilization dates

Statement on notification of obsolescences – how will the company handle notification to NSHSC CI Program for devices deemed obsolete and how will the company work with NSHSC on such obsolete devices (ie; is there an opportunity for bulk discounts for obsolete devices)

C. MANDATORY TECHNICAL REQUIREMENTS

1. Copy of Health Canada Approval/certification for the deliverables
2. 2 (two) References must accompany each proposal. These references will include the name, designation, and contact information from another Canadian CI program.
3. Current CI prices remain in effect till new agreements have been reached

D. RATED CRITERIA

The following is an overview of the categories and weighting for the rated criteria of the RFP. Proponents who do not meet a minimum threshold score for a category will not proceed to the next stage of the evaluation process.

Rated Criteria Category	Weighting (Points)	Minimum Threshold
D.1 Experience and Qualifications	20 points	16 points
D.2 References	20 points	16 points
D.3 Sustainability, Added Value, Knowledge Transfer and Obsolescence strategy	30 points	22 points
Pricing (including obsolescence)	30 points	20 points
Total Points	100 points	74 points

D.1 Experience and Qualifications – Total Points = [20 points]

Each proponent should provide the following in its proposal:

- (a) a brief description of the proponent;
- (b) a description of the goods and services the proponent has previously delivered and/or is currently delivering, with an emphasis on experience relevant to the Deliverables;
- (c) the roles and responsibilities of the proponent and any of its agents, employees and sub-contractors who will be involved in providing the Deliverables, together with the identity of those who will be performing those roles and their relevant respective expertise;

D.2 References– Total Points = [20 points]

Each proponent is requested to provide three (2) references from clients who have obtained goods or services similar to those requested in this RFP from the proponent in the last 2 years.

D.3 Sustainability, Added Value, Knowledge Transfer= [30 points]

Sustainability/Obsolescence strategy (10 points) – Statement on notification of obsolescence's – how much (preferred is at least 12 months) notice with NSHSC receive on obsolescence decisions, how will the company handle notification to NSHSC CI Program for devices deemed obsolete and how will the company work with NSHSC on such obsolete devices (ie, opportunity for bulk discounts for obsolete devices, buy-back options, further discounts on devices if HSNS not notified one year in advance of planned obsolescence) Province or HSNS does not guarantee support for obsolescent devices.

Added Value (10 points) – describe the added value that your company offers in terms of devices, items included with devices, upgrades, warranties.

Knowledge transfer (10 points) – describe how the company handles and shares knowledge to NSHSC staff to ensure that staff have the latest training to deliver the best possible experience for the devices offered by the company.

D.4 Pricing= [30 points]

Pricing will be scored based on a relative pricing formula using the rates set out in the Pricing Form. Each proponent will receive a percentage of the total possible points allocated to price for the particular category it has bid on, which will be calculated by dividing that proponent's price for that category into the lowest bid price in that category. This will be based on the discounted unit price for one cochlear implant. For example, if a proponent bids \$120.00 for a particular category and that is the lowest bid price in that category, that proponent receives 100% of the possible points for that category ($120/120 = 100\%$). A proponent who bids \$150.00 receives 80% of the possible points for that

category ($120/150 = 80\%$), and a proponent who bids \$240.00 receives 50% of the possible points for that category ($120/240 = 50\%$).

Lowest rate

Second-lowest rate

X Total available points = Score for second-lowest rate

Lowest rate

Third-lowest rate

X Total available points = Score for third-lowest rate

And so on.

RFP Pricing Response
Audiological Devices – Cochlear Implants Appendix A

Description	# of units	Unit List Price	Discount	Proposed Price	Total Cost
<p>The contract should include:</p> <ul style="list-style-type: none"> • List of what is included with each device, • The number of devices for each year with cost given in discount ranges, for example, order pricing for 1- 5, 1-10 devices, etc. • Any cost reduction if order for each year is exceeded (for example, if the agreement was for 10 devices and NSHSC orders 12 devices for that year, will there be further discounts applied on the 2 devices) • The cost per device shall be in CDN dollars, • Payment schedule (i.e., net 30 days), • Any extra’s that will be supplied (trouble shooting external device, loaner external device, upgrades or internal device, for example), • On an annual bases, once the contract has been fulfilled the program will receive 1 (one) of the latest processor kits for use as a loaner • Knowledge transfer - Statement including access to training, support and trouble shooting for NSHSC staff, • Replacement strategy for devices A) less than 6 months from its sterilization date and B) for those 6 to 12 months from sterilization dates, • Statement regarding the guarantee of best or latest technology, • Any statement regarding fees and/or related expenses above and beyond the device cost • Restocking fees will not be charged for devices nearing or at expiry date if they need to be exchanged • Surgical team will receive any/all device specific surgical items (e.g., drills, etc) at no cost • Statements regarding how obsolescent devices will announced, timeline and costs. Preferred at least one year notice. Communication should be directly to Director of Audiology and HSNS CI audiologists. Communication on obsolescence should be one year in advance and will involve negotiated pricing on bulk orders, buy-back and any other discounts that can be applied. Province or HSNS does not guarantee support for obsolescent 					

devices.

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