



Written Questions and Answers
 GPO Proposal
 RFP UK-2378-24
 Closing Date for Question: 9/11/ 2023
 Today's Date: 9/18/2023

No.	Question	Answer
1	Our GPO is known for leveraging strategic insights for real-world results. Can you share more about UKHC's current data analytics capabilities and how you envision a GPO partner enhancing these capabilities?	<p>- We currently use analytics tools for clinical operations, financial operations, and clinical care quality. We are looking for a proposal to enhance our capabilities, and we are looking for the GPO to support with leading practices related to data analytics including best in class tools to support around these capabilities. Additionally, please outline in your response how these tools will be implemented effectively.</p> <p>See below for a list of our current technology / tools (non-exhaustive list):</p> <ul style="list-style-type: none"> - SAP (UKHC) and Lawson (KDMC) - Vizient CDB and ODB - Vizient Savings Actualyzer - Patient Safety Net - Premier Spend Advisor - Axiom - Tableau (reporting) - Lumere - Faculty practice solutions - Data Lynx
2	We noticed that technology and integration play a crucial role in your operations. Could you elaborate on your current technology infrastructure and the specific areas where you foresee a GPO's technology platform adding value?	See answer #1
3	Our GPO prides itself on providing transformative solutions in supply chain management. Could you discuss any	The main challenge we see in our organization is supply chain resiliency (e.g., being able to work with manufacturers to acquire PPE

	specific challenges in your supply chain that you would like us to address?	during pandemic events). Other specific challenges include PO matching. Please include in your response how the GPO will best address these challenges as well as other challenges the GPO has encountered in supply chain management.
4	We believe in the power of collaborative problem-solving. What kind of collaboration and communication methods do you prefer in a GPO partnership?	We are looking for the GPO to provide the optimal collaboration and communication solution offered as part of the response. We are looking for resources to be onsite to support the health system (i.e., regular physical presence required). Please propose committees that our supply chain leaders can be a part of to increase collaboration.
5	Our GPO acts as a voice for healthcare providers in policy matters. Can you share some policy areas where you would like to see more advocacy on your behalf?	We are looking for the GPO to tell us where you have supported at other health systems in terms of external affairs and policy making
6	Given our commitment to quality improvement, could you discuss any specific areas where you seek marked improvement?	We are looking for a GPO partner to support and further define our already established goals and propose/define new ones. We re-evaluate organizational goals annually depending on national market demands and organizational future strategy roadmap.
7	How do you envision the training and support from our side to ensure seamless integration of our solutions into your existing workflow?	We are looking for the GPO to provide the optimal approach to training/education and support that can be offered as part of the response.
8	As you move towards population health, can you share more about your specific needs in this area and how you hope a GPO partner can support these initiatives?	We are looking for the GPO to tell us where they have supported at other health systems in terms of population health initiatives
9	Could you discuss your current challenges in your pharmacy operations and how you anticipate our pharmacy programs would address these issues?	The biggest issue that GPOs can assist with regarding operations is proactive drug-shortage management. We are aware of strategies to have guaranteed stock with contracted suppliers, but we would like to understand how the GPOs can assist by 1) diversifying suppliers and 2) implementing programs that assess suppliers for their quality processes given that

		quality is one of the primary reasons for shortages with injectable drugs (per FDA).
10	Do you foresee a need for custom agreements for services, products, or high-value implants? If so, could you elaborate on the nature of these needs?	Yes, we foresee the need for custom agreements for services, products, and high-value implants. We are looking for the GPO to provide the best possible solution to address these needs in the future.
11	Can you share more about your current supply chain management challenges and in which areas you foresee consulting services making a significant impact?	We are looking for consulting services to help enable savings with a focus on sustained operations improvement (e.g., Pharmacy, Purchased services, etc.) and Financial Improvement.
12	How does UKHC envision the role of strategic planning in transforming its supply chain? How can a GPO's strategic planning services assist in this vision?	We are looking for the GPO to provide the optimal approach for supporting UKHC related to strategic planning in transforming its supply chain
13	Could you discuss any specific challenges you have with clinical supply integration and how you anticipate a GPO's expertise in this area can help?	We are looking for the GPO to share their optimal solutions for clinical supply integration
14	Our GPO has strong capabilities in leveraging data for supply chain optimization. Could you describe your current data analytics capabilities and where you see opportunities for enhancement?	See answer #1
15	Our GPO is known for its focus on process improvements in supply chain management. Can you elaborate on any operational inefficiencies in your supply chain that you want us to address?	We are looking for the GPO to share their optimal solutions to address operational inefficiencies and process improvements in the supply chain
16	How do you envision a GPO's role in training and educating your team on supply chain best practices?	See answer # 7
17	Our GPO has experience in helping organizations adopt new supply chain technologies. Could you speak to any specific technologies or systems you are considering for your supply chain transformation?	See answer #1
18	Our GPO has a strong focus on value analysis in supply chain management. Can you discuss your current approach to value analysis and how Premier's services might enhance this?	There is currently a value analysis team at UK; we are looking for the GPO to enhance value analysis with leading practices as well as touch on any specific support levels for this area within the RFP response

19	Change management is a critical aspect of a successful transformation. Could you share your approach to managing organizational change and how a GPO's services might support this?	As part of the GPO response, we would like the GPO to provide their strategic view on how they can support change management across the organization.
20	How do you envision a long-term partnership with your GPO? What kind of ongoing support and services would be most beneficial to UKHC as you evolve and improve your supply chain post-transformation?	See answer #4
21	Is there a 3rd party involved with the RFP process not formally disclosed in the RFP Package that would have access to the submitted information? What information (if any) from this process will be shared with any entities outside of your organization?	Deloitte is helping support the GPO RFP. Deloitte will be facilitating the GPO evaluation process, and we will share all contents of the RFP with the Deloitte team.
22	Will you agree to validate all line items with a variance over 20% to assure valid results?	We will conduct a thorough evaluation of all financial benefits, with anomalies taken into consideration; please provide the best pricing UKHC deserves based on volume and we will set the variances based on the responses
23	The MedSurg market basket contains a Manufacturer Part Number, can you please provide the manufacturer name associated with the Manufacturer part Number?	A column has been added to the med surg market basket for manufacturer; please reference Attachment A - Med Surg Market Basket_vF_updated
24	Please provide the Pharmacy market basket bid price effective date	We are using the last paid price based on the pharmacy distribution Data (i.e., June 2023)
25	<p>The Pharmacy market basket shows:</p> <ul style="list-style-type: none"> • Annualized Volume (UKHC) • Annualized Volume (UKHC Affiliates) • Annualized Volume (KDMC) and an Annualized Volume (Total) <p>The sum of the 3 equals the (Annualized Volume (Total) for 104 lines. For the remaining 442 lines, the sum of the 3 is less than the Annualized Volume (Total). Can additional detail be provided regarding the Annualized Volume (Total)?</p>	Sum Total QTY column was double-counting the UKHC column; the Rx Market basket has been updated to reflect accurate total volume. Please reference Attachment C - Rx Market Basket_vF_Updated
26	What are you looking for with the 2nd price requested in the Market Basket template?	This question is unclear for which price request this is referring to, please clarify; if by "second price" you mean the substitution price, then

		this is referring to the price of the similar item (i.e., substitute item)																				
27	Section 3.16 of the RFP references a Questions and Answers Template within the RFP package. A template for questions and answers could not be located. If a template can be provided, we will resubmit our questions, outlined below, on the appropriate template.	N/A																				
28	Is there a consultant and/or third party involved in the evaluation process and analysis of the RFP results? If so, please provide name of consulting/third party company, name, email, and phone of consultant/third party reviewer, and consulting/third party company address.	Deloitte is helping support the GPO RFP. Deloitte will be facilitating the GPO evaluation process, and we will share all contents of the RFP with the Deloitte team. Please reach out to the Procurement Services Officer as indicated in Section 3.2 regarding any communications related to the RFP.																				
29	Are there any efforts related to cost reduction and/or performance improvement that are currently in place or anticipated in the near future? Please describe.	Yes, a current cost reduction initiative exists and depending on the GPO selected we can have further discussions around this effort. We will be continuously looking for opportunities in the future and we are looking for a forward-looking GPO agreement that creates incremental value and competitive contract portfolio.																				
30	Will you agree to validate all line items with a variance over 20% to assure valid results?	We will conduct a thorough evaluation of all financial benefits, with anomalies taken into consideration; please provide the best pricing UKHC deserves based on volume and we will set the variances based on the responses																				
31	Can you please provide a breakout of the pharmacy by each spend type: 340B, GPO, and WAC?	<table border="1"> <thead> <tr> <th></th> <th>UK</th> <th>UK Affiliate</th> <th>KD</th> <th>Total Spend</th> </tr> </thead> <tbody> <tr> <td>GPO</td> <td>\$37,278,404</td> <td>\$4,138,058</td> <td>\$11,493,408</td> <td>\$52,909,870</td> </tr> <tr> <td>340B</td> <td>\$318,803,262</td> <td>\$17,568,382</td> <td>\$51,277,949</td> <td>\$387,649,593</td> </tr> <tr> <td>WAC</td> <td>\$60,167,223</td> <td>\$4,485,711</td> <td>\$3,564,584</td> <td>\$68,217,518</td> </tr> </tbody> </table>		UK	UK Affiliate	KD	Total Spend	GPO	\$37,278,404	\$4,138,058	\$11,493,408	\$52,909,870	340B	\$318,803,262	\$17,568,382	\$51,277,949	\$387,649,593	WAC	\$60,167,223	\$4,485,711	\$3,564,584	\$68,217,518
	UK	UK Affiliate	KD	Total Spend																		
GPO	\$37,278,404	\$4,138,058	\$11,493,408	\$52,909,870																		
340B	\$318,803,262	\$17,568,382	\$51,277,949	\$387,649,593																		
WAC	\$60,167,223	\$4,485,711	\$3,564,584	\$68,217,518																		
32	For the pharmacy analysis, a specific date of price is critical. Due to the volatility of pharmacy pricing for some categories, it is important that pricing be measured by all parties using the same day. We suggest September 1, 2023 as the date of price. Please confirm.	We are using the last paid price based on the pharmacy distribution Data (i.e., June 2023)																				
33	In order to populate some of the columns on Attach D/GPO Services, would you provide the following information for ecommerce programs,	We currently use all these transaction sets, and we are looking for the GPO to provide an overview of ecommerce program that can best support the organization																				

	<p>- Which transaction sets does UKHC/KDMC currently use (example: 850, 855, 810, 832, 856)</p> <p>- What is the total number of annual PO's processed for UKHC and KDMC?</p>	<p>~71K POs annually for UKHC</p> <p>~60K POs annually for KDMC</p>
34	What is the estimated construction spend over the next 5 years for UKHC and KDMC?	There is currently more than \$2 billion expansion planned for UK HealthCare
35	May we add columns to the Contracts List tab of Attach F/Additional Information to identify the specific contract categories requested: private label, purchased services, capital equipment/maintenance contracts, etc.?	Attachment F has been updated to include a column to insert specific contract categories (Column L); please reference Attachment F - Additional Information_vF_Updated
36	Attachment E/Financial Proposal is formatted for 3 years. Section 6.1 Contract Term indicates the total contract period should be 5 years. Please confirm whether Attachment E should be submitted for 3 years for a full 5 years.	The financial impact summary has been updated to 5 years; please reference Attachment E - 5 Year Financial Impact Summary Template_vF_Updated
37	To assist in preparation for the potential oral presentation, is there a final or draft agenda that can be shared? Who from UKHC and KDMC will be present at the presentations?	<p>The selection committee and executive steering committee will be present at the orals presentations</p> <p>Please see below for a draft agenda:</p> <ul style="list-style-type: none"> • An overview of GPO's proposed strategic relationship with UKHC • Provide overview of the GPO transition implementation process including training and education for UKHC resources • Provide details surrounding GPO's financial impact • Provide overview of dedicated resources • Overview of tools/services, including capabilities and use cases specific to UKHC (e.g., benchmarking across similar AMCs, predictive modeling, building peer groups, collaboration); highlight any technological innovations your GPO offers • Explain how your GPO ensures the quality of products and services procured (include examples of how the GPO has helped other health organizations improve quality) • Provide any other details regarding your GPO proposal and differentiators from other GPOs

		<ul style="list-style-type: none"> • Q&A (at least 30 minutes of dedicated time) <p>Note: this is a draft agenda; a finalized agenda will be sent to the GPOs as part of a pre-orals communication</p>
38	Who will be on the evaluation committee and contributing to the decision making of this RFP?	We are not planning to share the list of evaluation committee members prior to the orals presentations
39	For the hard copies of our submission, do you want Attachment D/GPO Services printed? Or, only provided in Excel on the USB?	Attachment D can be provided in Excel on the USB; no printout is needed
40	For the hard copies of our submission, do you want Attachment E/Financial Proposal printed? Or, only provided in Excel on the USB?	Attachment E can be provided in Excel on the USB; no printout is needed
41	For the hard copies of our submission, do you want Attachment F/Additional Information printed? Or, only provided in Excel on the USB?	Attachment F can be provided in Excel on the USB; no printout is needed
42	For the hard copies of our submission, do you want the market baskets (Attachments A, B, & C) printed? Or, only provided in Excel on the USB? In our experience, the market baskets are best viewed electronically as a printed version is too small to be legible.	Attachments A, B, and C can be provided in Excel on the USB; no printout is needed
43	What distributor(s) does UK and KD use for primary Med/Surg?	UKHC uses Medline KDMC uses Concordance
44	What wholesaler/distributor(s) does UK and KD use for Rx?	UKHC and KDMC both use Cardinal
45	What ERP does UK and KD use respectively?	UKHC ERP is SAP KDMC ERP is Lawson
46	What EHR does UK and KD use respectively?	UKHC EHR is Epic KDMC EHR is Epic
47	As a philosophy in action, how does UK and KD drive contract compliance?	UKHC drives compliance by looking at contracts that support the request and work on standardization based on the GPO contracts. KDMC drives compliance by engaging clinical and non-clinical end-users in strategic-sourcing decision making and completing routine audits to ensure compliance.
48	Please describe your value analysis process.	There is currently a value analysis team at UK; we would look for the GPO to enhance with leading practices as well as touch on any

		specific support levels for this area within the RFP response
--	--	---