Direct Support from the Treasury Department of the United States
Collectivizing the Project within the Health Sector

Collectivization of Group Procurement of Medical Surgical Materials
Project to include Managers and Technical Staff in Different Hospitals and/or Regions
Goals:

- Earn savings
- Efficiency
- Transparency
- Receive high quality products.
- Combine purchasing by volume
- To launch the “Volume Procurement” system through multiple medical facilities creating economies of scale, and combining procurement into one standardized process.

Products to tender:

1. Medical Needles
2. Medical Syringes
   - Cotton
   - Adhesive Tapes
   - Gauze
   - Surgical Gloves
   - Catheters
   - Micro Droppers
   - IVs
   - Sutures
Market Study
What does the process entail?

• Call to vendors
• Gather prices for sales to hospitals
• Comparison of procurement data and actual sales prices in the market.
• This process has changed the market for vendors who work individually with individual buyers competing for a better price/quality through vendors. This new vendor relationship is starting to bring changes to business processes in Honduras.
Participating Institutions:

Honduran Institute of Social Security

Teaching Hospital

Ministry of Health
National Heart Institute
San Felipe General Hospital
Santa Rosita Psychiatric Hospital
Mario Mendoza Psychiatric Hospital
Francisco Morazán Departmental Region
Tegucigalpa Metropolitan region
• **Opening Ceremony**

• The bid opening process for Tender No. 808/ONCAE/CC-MQ-008-2012 was held on Monday, February 25, 2012, where offers for 81 products of this nature were presented, with the participation of 4 vendors.
Certificate of Acceptance and Opening of Bids

Technical Evaluation
Savings Produced in the Group Procurement of Medical Surgical Material Process
Institutional Changes including Procurement Volumes, Consolidation and Standardization of Procurement Processes, Elimination of Individualist Practices.
<table>
<thead>
<tr>
<th>Category</th>
<th>Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Disposable Needles</td>
<td>59%</td>
</tr>
<tr>
<td>Syringes</td>
<td>37%-52%</td>
</tr>
<tr>
<td>Cotton</td>
<td>11%</td>
</tr>
<tr>
<td>Hospital Gauze</td>
<td>56%</td>
</tr>
<tr>
<td>Sterile Gloves</td>
<td>43% - 58%</td>
</tr>
<tr>
<td>Non-Sterile Gloves</td>
<td>60%</td>
</tr>
<tr>
<td>Item</td>
<td>Savings</td>
</tr>
<tr>
<td>-----------------------------------</td>
<td>----------------</td>
</tr>
<tr>
<td>Adult Micro-Dropper</td>
<td>29%</td>
</tr>
<tr>
<td>Chromic Catgut</td>
<td>73% - 80%</td>
</tr>
<tr>
<td>Black Silk Suture</td>
<td>83% - 86%</td>
</tr>
<tr>
<td>Syringes 3ml 21 ½ with Needle</td>
<td>5% - 40%</td>
</tr>
<tr>
<td>Syringes 20ml 21 1/2</td>
<td>15% - 20%</td>
</tr>
</tbody>
</table>
### Estimated Percentage Savings

<table>
<thead>
<tr>
<th>Percentage Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>21 %</strong></td>
</tr>
</tbody>
</table>

### Percentage Savings

<table>
<thead>
<tr>
<th>Group Procurement Price</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>54 %</strong></td>
</tr>
</tbody>
</table>

### Beneficiaries

- The Honduran State
- The population
Savings at the Honduran Institute of Social Security (IHSS)

<table>
<thead>
<tr>
<th>No.</th>
<th>Description</th>
<th>Amounts</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>IHSS Amount (Honduran Institute of Social Security)</td>
<td>1.35,214,980.00</td>
</tr>
<tr>
<td>2</td>
<td>ONCAE Amount</td>
<td>1.27,491,755.48</td>
</tr>
<tr>
<td></td>
<td>Total Savings Received</td>
<td>1. 7,573,224.52</td>
</tr>
</tbody>
</table>
Additional Benefits

Corporate Catalog on Honducompras Electronic Platform

- The adjudicated vendors
- The prices set
- The technical specifications of products purchased
- Delivery times for products
- Purchase Orders
Electronic Shopping by Catalog

Discover
- Latest News
- Vendors
- Buyers
- Agreements
- Results

Modules
- Agreements
- Vendors
- Institutions
- Buyers
- Contact

Ads

GROUP BUYING
Group Buying Module is simply dummy text of the printing and typesetting industry

CITIZENS
Procurement Transparency by Institutions

ELECTRONIC CATALOG
when an unknown printer took a galley of type and scrambled it to make a type specimen book.

DOCUMENTATION
Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut

COMPLAINTS
INFORMACIÓN MENSUAL
**Specification**

**Item** | **Product & Servicio** | **Class:** |
---|---|---|
**3** | Aguja Esterilizada para jeringas 23G x 1" Descartable con camisa protectora. |  |

**Brand & Description:** Medi-KD; Changzhou dequn Medical treatment apparatus

**Agreed Price:** 0.77

**Tax Rate:** 0.120

**Presentation:** 51 /Unidad

**Min. Del. (days):** 3

**Max. Del. (days):** 4

**Calibre de aguja:** 23G x 1pulgada

**Composición:** Acero inoxidable, biselada Cubierta de polietileno o equivalentes Pivot que aseguren la fijación de la aguja

**Vida Útil (en meses):** Mínimo: 24 meses

**Empaque o Envaso Primario:** Hermetico por unidad Pestaña abre fácil Envoltura que garantice esterilidad del producto

**Empaque/Envaso Primario:** Registio Sanitario Fecha de Elaboración Fecha de Vencimiento

**Empaque/Envaso Secundario:** Leyendas en español No. Lote Fabricante/País de Origen

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**Needle Caliber:** 23G x 1"

**Tube Comp.:** Stainless Steel, beveled, Polyethylene or equivalent top, Pivot that ensures needle set

**Primary Packaging:** by Sealed unit, Easy open flange, Sterile packaging.

**Label on Packaging:** Key in Spanish, Manufacturer Lot No./Country of origin, Health Reg., Creation Date, Expiration Date

**Secondary Packaging:** Cardboard box to ensure product integrity, No. of units/box

**Label on Sec. Pack.:** Key in Spanish, Manufacturer Lot No./Country of origin, Storage instructions, Warnings, Cautions, Health Reg., Creation Date, Expiration Date
## Purchase Object: SURGICAL MEDICAL MATERIAL

### Ministry of Health
Executive Unit: LEARNING HOSPITAL MANAGEMENT

<table>
<thead>
<tr>
<th>Purchase Order</th>
<th>Purchase Request</th>
<th>Purchase Detail</th>
<th>Accum. Value</th>
<th>Tax. Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>60-2-1-2013-207</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Delivery Address:** Bodegas Hospital Escuela

### Product or Service Information

<table>
<thead>
<tr>
<th>Product</th>
<th>Vendor</th>
<th>Brand</th>
<th>Summary</th>
</tr>
</thead>
<tbody>
<tr>
<td>All</td>
<td>All</td>
<td>All</td>
<td>Orders</td>
</tr>
</tbody>
</table>

#### Basic Description

1. **Sterilized Syringe Needle 23G x 1” Disposable with protective sleeve. (/UNIT)**
   - **Vendor:** Medi-KD
   - **Price:** $0.77
   - **Order:** 90
   - **Tax:** $0.00

2. **Medical Syringes with removable Needle 3 ml (cc); 23g x 1 1/2” (/UNIT)**
   - **Vendor:** Medi-KD
   - **Price:** $1.60
   - **Order:**
   - **Tax:** $0.00

3. **PERIPHERAL VENOUS CATHETER Sterile Intervenous No. 24 G x 3/4” (/UNIT)**
   - **Vendor:** Green-Cath
   - **Price:** $15.00
   - **Order:**
   - **Tax:** $0.00

4. **Adhesive Tape Surgical or Cloth Tape (/TUBE OF 4 PIECES)**
   - **Vendor:** WHITE SWAN
   - **Price:** $325.00
   - **Order:**
   - **Tax:** $0.00

5. **Sterile Surgical Gove size No. 6 (/BOX OF 50 UNITS)**
   - **Vendor:** Blossom
   - **Price:** $229.53
   - **Order:**
   - **Tax:** $0.00

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**www.oncae.gob.hn**  
**www.honducompras.gob.hn**
Republic of Honduras

Agreement: 008/ONCAE/CC-MQ-008-2012-PMS

Purchase Request No. 23-[731]

Ministry of Health
LEARNING HOSPITAL MANAGEMENT

Vendor: DISTRIBUTIONES MEDICAS QUIRURGICAS, S. DE R. L.
Address: Col. Miramontes, Edificio Miramontes, contiguo canal 11, Distrito Central, Francisco Morazan
Delivery: Bodegas Hospital Escuela

<table>
<thead>
<tr>
<th>Product Cod.</th>
<th>Product Description</th>
<th>Unit Price</th>
<th>Units</th>
<th>Extended Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>42142523-3</td>
<td>Sterilized Syringe Needle 23G x 1&quot; Disposable with protective sleeve. Medi KD</td>
<td>0.77</td>
<td>90</td>
<td>69.30</td>
</tr>
</tbody>
</table>

Observaciones: compra compra para campaña

Elaborado por: Usuario Prueba HE

Approval
Training in Medical Surgical Material Purchasing
Goals Achieved

1. For the first time, the three most representative Health Sector entities made a Group Purchase.
2. Development of complete technical specifications.
   • Structuring of the delivery program and its benefits to hospitals and/or regions.
   • Structuring of the platform to be used by the contracting authority to issue purchase orders, thereby achieving efficient and transparent purchases.
   • Transparency in Health Sector procurement.
   • Significant savings.
First Purchase: Learning Hospital
Efficiency, Transparency and Savings.