

Caliba Project

Biomedical Equipment State-Wide Contract

Client: State-Wide Government

Location: Australia 2020

Scope: Establish a whole-of-health framework panel contract to enable streamlined procurement of Medical Equipment across all Hospitals in the State

The client undertook approximately 200 medical equipment procurements each year without a common approach or standard terms and conditions. Caliba was engaged to create a qualified panel of medical equipment suppliers using an open market approach. The panel now enables all hospital business units to engage pre-qualified suppliers and approved equipment through secondary procurement processes. This has significantly reduced the time and effort required by Hospital staff and suppliers to procure medical equipment.

Over the course of the engagement Caliba ran the full end to end procurement process, from workshop Strategy creation all the way to implementation, with all tendering and evaluation between. This was one of the State's largest ever tender processes involving hundreds of suppliers, clinicians, senior executives and thousands of products.

The establishment of a panel arrangement with over 100 medical equipment suppliers, and a 'Master Agreement' with standardised terms and conditions for all medical equipment suppliers were just two of the positive outcomes of the project.

Finally, as part of the comprehensive implementation, Caliba developed the 'Buyers Guide' to facilitate ease of use of the panel arrangement across Government.

\$1Bn in spend

100+ suppliers contracted

Streamlined approach for buyers