

# OTN is Helping Members Make the Best Purchase Decision for their Videoconferencing Needs by Awarding Five New Vendors of Record (VORs)

March 1, 2016 - Ontario Telemedicine Network (OTN) is pleased to announce that new VOR agreements have been established with five videoconferencing hardware and service delivery vendors. These agreements have a stronger emphasis on end-to-end service, providing members with greater choice and full-service options. Additional benefits to members include streamlined procurement processes and favourable terms, saving time and money.

OTN's mission is to continuously develop and support telemedicine solutions that enhance the access to and quality of health care in Ontario. These new agreements support OTN's mission and provide choices for members, which further empower them to meet their health care delivery and fiscal objectives. Through these new partnerships, members are able to maintain high standards of quality, safety and fiscal responsibility and be assured they are working with vendors committed to their success.

These new agreements offer significant benefits to OTN Members:

- 1) **A three year term with five vendors** provides increased options, choices and supports a competitive marketplace
- 2) **Streamlined vendor selection** offers an easily accessible, pre-defined list of approved OTN-specific hardware options with budgetary pricing – saving time and money by reducing or eliminating the need for a lengthy procurement process\*
- 3) **A greater emphasis on service delivery, focusing on**
  - Warranty management and parts replacement
  - Maintenance, technical support and equipment lifecycle planning
  - Installation - including setup, configuration and testing
- 4) **Optimal Terms through economies of scale**
- 5) **One Contact Convenience** with a dedicated account representative from the point of initiation, through to deployment, warranty, maintenance and repair
- 6) **Assurance** of seamless integration of equipment and solutions on OTN

## Congratulations to the Five Successful Vendors



\*OTN initiated a Request for Supplier Qualification (RFSQ) for telemedicine videoconferencing equipment and services. The RFSQ was posted on the MERX procurement platform in accordance with the Broader Public Sector Procurement Directive. While there is an obligation on the part of each of the vendors under these arrangements to extend the same pricing, products and services to OTN's members, this initiative does not in any way remove the requirement for each member to ensure compliance with BPS under its own internal procurement policies and practices.