



# **Information Regarding OTN RFSQ #2015OTN0049**

Ontario Telemedicine Network established new agreements with three videoconferencing end-point Vendors, offering favourable terms for Members and an increased emphasis on service delivery. These new agreements support OTN's mission and provide choices for Members, which further empower them to meet their healthcare delivery and fiscal objectives. Through these 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 agreements offer 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. Each vendor provides a dedicated account representative and full set of service offerings, from purchasing and installation through to continuous operations.

## **Background**

The above-noted Request for Supplier Qualification (RFSQ) was developed by OTN to accommodate new telemedicine videoconferencing equipment and services not covered by any current standing agreements in accordance to the Broader Public Sector (BPS) Procurement Directive. The RFSQ was publicly tendered using MERX. For reference, a RFSQ is equivalent to a vendor of record (VOR) within BPS.

## **Objectives**

OTN's mission is to continuously develop and support telemedicine solutions that enhance the access to and quality of health care in Ontario. Through this process, OTN endeavored to

- secure the best possible quality for services related to installation, start-up, maintenance and service plans, delivery, training, support, technical training and development
- secure the best possible terms related to price, warranty, and services
- engage in partnership(s) with an initial term of 3 years, during which vendors provide a dedicated account representative from initiation through to deployment and ongoing operations
- ensure that proposed equipment and solutions submitted in RFSQ seamlessly integrate with OTN's network



## Evaluation Criteria

Submissions were evaluated based on

- Technical Requirements
- Related services
- Client References
- Company History
- Warranty, Extended Warranty and Maintenance Program
- The total cost of the Solutions, including Warranty for 3 and 5 years
- Demonstration that proposed solution meets general requirements

## RFSQ Results

As a result of the evaluation process the 4 vendors were identified and awarded agreements under the VOR. Listed alphabetically, they are:

1. AVI-SPL Canada
2. Global Unified Solutions Group
3. TELUS

## IMPORTANT NOTE:

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.