

**Title: Provincial Reimbursement Advisor (PRA), PharmaFocus (PF) and Canadian Drug Stores and Hospital Purchases Audit (CD&H)**

**1. Advance Contract Award Notice (ACAN)**

An ACAN is a public notice indicating to the supplier community that a department or agency intends to award a contract for goods, services or construction to a pre-identified supplier, thereby allowing other suppliers to signal their interest in bidding, by submitting a statement of capabilities. If no supplier submits, a statement of capabilities that meets the requirements set out in the ACAN, on or before the closing date stated in the ACAN, the contracting officer may then proceed with the award to the pre-identified supplier.

**2. Definition of the Requirement**

The PMPRB requires drug information respecting quantities and revenue of medicines sold in Canada. The information must be collected in a complete, objective and non-biased fashion by surveying hospitals, pharmacies and wholesalers across Canada.

The PMPRB also requires publications and associated subscription services that provide regular updates on federal and provincial/territorial policy changes related to pharmaceuticals, public drug plan design and coverage, prices and developments of the Common Drug Review and the recommendations of the Canadian Expert Drug Advisory Committee; as well as information on the latest Notice of Compliance as well as statistics and intelligence on the Canadian pharmaceutical market.

**3. Criteria for Assessment of the Statement of Capabilities**

Any interested supplier must demonstrate by way of a statement of capabilities that it meets the following requirements:

The PMPRB requires drug information respecting quantities and revenue of medicines sold in Canada. The information must be collected in a complete, objective and non-biased fashion by surveying hospitals, pharmacies and wholesalers across Canada.

IQVIA provides the following deliverables:

**1) PROVINCIAL REIMBURSEMENT ADVISORY (PRA):**

PRA provides comprehensive insights from leading subject matter experts, interviews with people in leading positions in government health departments and formulary listing data curated from public drug plans across Canada. It contains:

- Articles exploring the most timely and important market access issues impacting the pharmaceutical industry
- An in-depth interview of a government health official to find out the inner working of various government health departments
- Comprehensive analysis of policy changes affecting reimbursement and the health industry in Canada
- A research-based examination of the pharmacoeconomic and market implications of a specific drug class the disease it treats
- Drug price monitoring and formulary listing tracking across the provinces for all brand-name medications

- Exclusive online content as well as the complete quarterly update of the Formulary Acceptance Monitoring and Evaluation (FAME) database, which tracks the pan-Canadian listing status of all single-source products launched in Canada since 1993
- Comprehensive province-by-province formulary listing updates
- Complete weekly listings of all Notices of Compliance issued by Health Canada
- CADTH Oncology and Non-Oncology Drug Review submission tracking reports and reimbursement recommendations

## 2) PHARMAFOCUS (PF):

### ***PharmaFocus Report***

A comprehensive annual independent review of the Canadian pharmaceutical industry within the larger health care environment. Drawing on the extensive experience and expertise of key opinion leaders and subject matter experts.

### ***Monthly Market Monitor (MMM)***

Access to the most current IQVIA statistics on market performance and trends in the Canadian pharmaceutical industry. The MMM is a skillful blend of quantitative and qualitative intelligence.

## 3) CANADIAN DRUGSTORE AND HOSPITAL (CD&H) :

Monthly national and regional subscriptions in the form of an internet-based access of 5 static reports of Canadian Drug Store and Hospital Audit (CD&H) updated monthly on the 25th of each month with the data from previous calendar month. For example, December 2022 data is updated on the 25th of January 2023. CD&H contains comprehensive information on brand name and generic drug product sales by manufacturers or wholesalers to hospitals and drugstores in Canada. The information on sales data is based on samples of drug stores and hospitals projected to reflect purchases throughout Canada.

- CDN CDH National Report – Summary Reports
- CDN CDH National Report – Therapeutic Class (USC) Reports
- CDN CDH Product and Molecule Directory
- CDN CDH Regional Drugstore
- CDN CDH Regional Hospital

## 4. Applicability of the trade agreement(s) to the Procurement

This procurement is subject to the following trade agreement(s):

- Canadian Free Trade Agreement (CFTA);
- Canada-Chile Free Trade Agreement (CCFTA);
- Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP);
- Canada-Colombia Free Trade Agreement;
- Canada-European Union Comprehensive Economic and Trade Agreement (CETA); and
- Canada-Honduras Free Trade Agreement;
- Canada-Korea Free Trade Agreement;
- Canada-Panama Free Trade Agreement;
- Canada-Peru Free Trade Agreement (CPFTA);
- Canada-Ukraine Free Trade Agreement;
- Canada-United Kingdom Trade Continuity Agreement (Canada-UK TCA);
- World Trade Organization-Agreement on Government Procurement (WTO-GPA).

## **5. Set-aside under the Procurement Strategy for Indigenous Business**

This procurement is not subject to any set-asides for Indigenous Suppliers.

## **6. Comprehensive Land Claims Agreement(s)**

This procurement is not subject to a Comprehensive Land Claims Agreement

## **7. Justification for the Pre-Identified Supplier**

IQVIA Solutions Canada Inc. is the only company to collect the required information in the required complete, objective and non-biased fashion, by surveying hospitals, pharmacies as well as wholesalers across Canada. No other data supplier can provide the type of information that would be sufficient to PMPRB needs.

IQVIA Solutions Canada Inc. is the only company to provide the PRA quarterly and the PRA weekly which provides the most comprehensive summary of federal and provincial/territorial policy changes related to pharmaceuticals, public drug plan design and coverage, prices and developments of the Common Drug Review and the recommendations of the Canadian Expert Drug Advisory Committee; as well as information on the latest Notice of Compliance.

Should Canada receive a statement of capabilities from a supplier that contains sufficient information to indicate that it meets the requirements set forth in this ACAN, a competitive process will be triggered with a technical and financial evaluation methodology of the bids proposed by the potential bidders.

## **8. Government Contracts Regulations Exception(s)**

The following exception(s) to the Government Contracts Regulations is (are) invoked for this procurement under subsection Sub-section 6(d) - "only one person is capable of performing the work".

The identified supplier, IQVIA Solutions Canada Inc., is the only one able to meet all criteria identified in Section 3 above.

## **9. Exclusions and/or Limited Tendering Reasons**

The following exclusion(s) and/or limited tendering reasons are invoked under the section of the trade agreements specified:

- Canadian Free Trade Agreement (CFTA) - Article(s) 513, b, iii
- Canada-European Union Comprehensive Economic and Trade Agreement (CETA) - Article(s) 19.12, 1.b
- Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) - Article(s) 15.10, 2.b, iii
- Canada-Chile Free Trade Agreement (CCFTA) - Article(s) Kbis-09, 1.b
- Canada-Colombia Free Trade Agreement - Article(s) 1409, 1.b
- Canada-Honduras Free Trade Agreement - Article(s) 17.11, 2.b
- Canada-Korea Free Trade Agreement - Article(s) 14.3
- Canada-Panama Free Trade Agreement - Article(s) 16.10, 1.b
- Canada-Peru Free Trade Agreement (CPFTA) - Article(s) 1409, 1.b
- Canada-United Kingdom Trade Continuity Agreement (Canada-UK TCA) - Article(s) 19.12, 1.b
- Canada-Ukraine Free Trade Agreement (CUFTA) - Article(s) 10.13, 1.b

## **10. Ownership of Intellectual Property**

Ownership of any Foreground Intellectual Property arising out of the proposed contract will vest in the Contractor.

#### **11. Period of the Proposed Contract or Delivery Date**

The proposed contract is from contract April 1, 2023 to March 31, 2026.

#### **12. Cost Estimate of the Proposed Contract**

The estimated value of the contract, including options is **\$530,082.89**, includes HST.

#### **13. Name and Address of the Pre-identified Supplier**

IQVIA Solutions Canada Inc.  
16720 Trans-Canada Highway, Suite 100  
Kirkland, Québec  
H9H 5M3

#### **14. Suppliers' Right to Submit a Statement of Capabilities**

Suppliers who consider themselves fully qualified and available to provide the goods, services or construction services described in the ACAN may submit a statement of capabilities in writing to the contact person identified in this notice on or before the closing date of this notice. The statement of capabilities must clearly demonstrate how the supplier meets the advertised requirements.

#### **15. Closing date for a Submission of a Statement of Capabilities**

The closing date and time for accepting statements of capabilities is March 29, 2023 at 2pm EST.

#### **16. Inquiries and Submission of Statements of Capabilities**

Nadia Laneve  
Chief, Administrative Services & Procurement Services  
[Nadia.laneve@pmprb-cepmb.gc.ca](mailto:Nadia.laneve@pmprb-cepmb.gc.ca)  
(613) 851-8316