



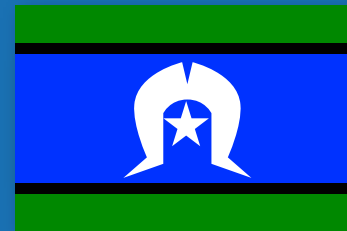
Australian Government
Australian Digital Health Agency

Specialist Software Industry Offer – 2nd Tranche

Industry Briefing
Thursday, 8 April 2021



Acknowledgement



The Australian Digital Health Agency acknowledges the Traditional Owners of Country throughout Australia, and their continuing connection to land, sea and community. We pay our respects to them and their cultures, and to Elders past, present and emerging.

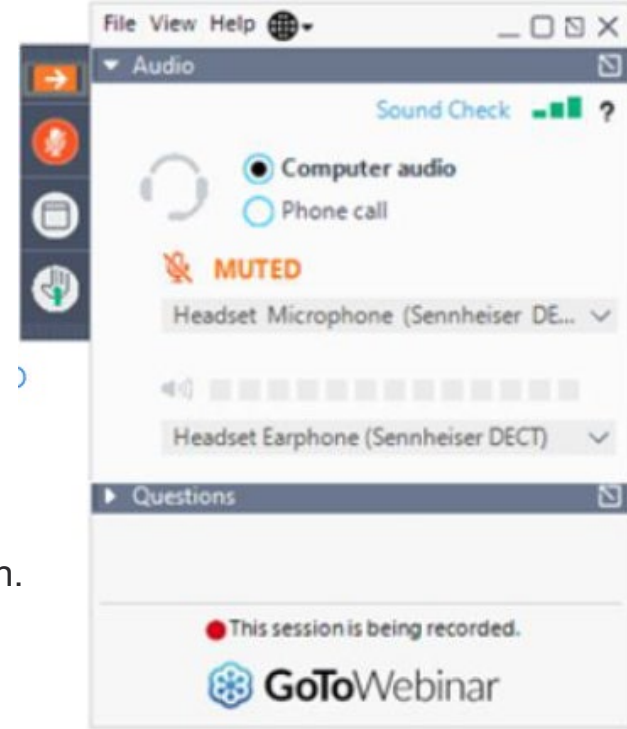


Housekeeping



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- This session is being recorded and will be available for viewing on the Agency's Developer Centre.



Presenter



Felicity Reid, Program Director, Digital Programs and Engagement

Panel Members



Odile Williams, Developer Implementation Support Manager



Ben Skinner, Senior Solution Architect, Enterprise Architecture



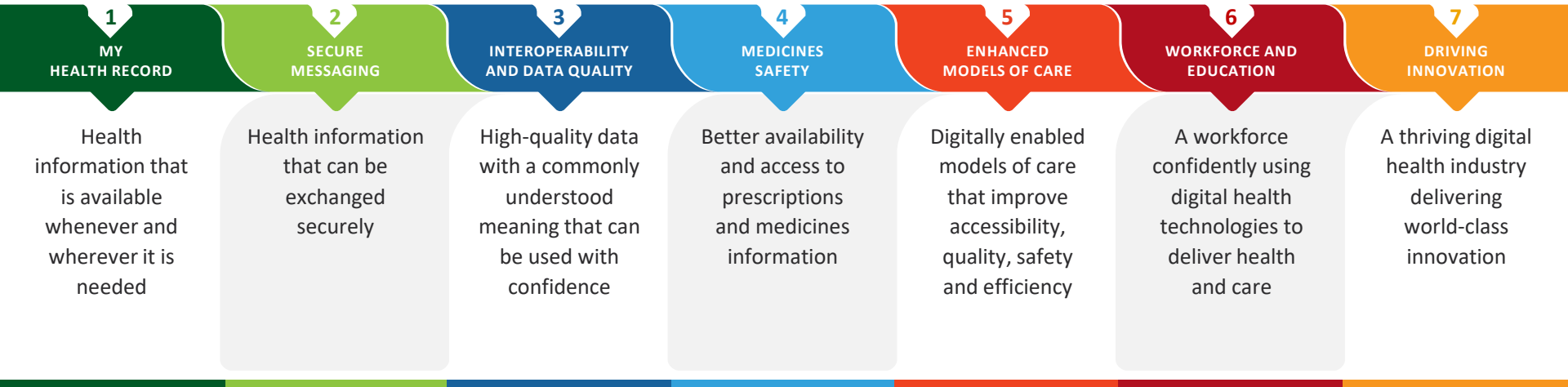
Agenda

1. Overview of the Australian Digital Health Agency
2. Background to the Specialist Software Industry Offer – 2nd Tranche
3. Eligibility Criteria
4. Overview of the Phases
5. Questions



National Digital Health Strategy – roadmap for delivery

Co-designed with all states and territories



Background: Specialist Software Industry Offer - 2nd Tranche

- The Agency wishes to drive increased adoption of My Health Record in the private specialist sector
- Many clinical information systems (CISs) used by private specialists either are not integrated to My Health Record or have My Health Record related functionality that is more GP-centric
- The Agency wishes to adopt a flexible and collaborative approach in working with software providers to support the delivery of My Health Record related functionality that is optimised for the needs of the private specialist community
- The Agency wishes to do this in a way that recognises the diversity of private specialists and leverages the deep understanding that software developers who service this sector have of their customers



Introduction to Specialist Software Industry Offer – Tranche 2

- In FY 2019-20, the Australian Digital Health Agency (Agency) Workplan established a flagship project to accelerate the connection and use of My Health Record by specialists in private practice.
- The Agency has currently partnered with 9 specialist software vendors across 10 products to seamlessly and securely integrate in the My Health Record system into their current clinical information systems
- To build on this growth, the Agency is conducting an extended industry offer by going back to market to provide further opportunity for specialist in private practice to have access and contribute to My Health Record.
- The purpose of today's session is to help prospective participants make an informed decision about whether they wish to submit a Tender to take part in the second tranche of the Specialist Software Industry Offer.
- We will review key details of the offer and give webinar participants the opportunity to seek clarification as required.



Process of Application

- Interested organisations must download and complete the DH3273 Request to Tender (RTF) form and submitted before **2pm AEST 20 April 2021**. [Tender documents](#) are available on the AusTender website.
- Contracts will be issued to selected respondents based on the contract template contained in Schedule 3 of the RFT. The Agency reserves the right to withdraw any invitation to proceed if a selected respondent does not execute a contract with the Agency by early May 2021.

Given the compressed timeframe for executing contracts, software providers who wish to participate are advised to review the contract template in Schedule 3 of the RTF in advance of submitting their application. If they perceive any “showstopper” issues in the contract terms, they should communicate them ASAP to the Agency via SpecialistSoftwareIndustryOffer@digitalhealth.gov.au.



Eligibility Criteria

Tenders are sought from organisations that:

- are the developer of a CIS that, as of 25 March 2021, is installed and being used in production in at least 50 private specialist practices in Australia;
- developers that have CISs active in less than 50 private specialist practices can submit proposal/s providing a value proposition that substantiate benefits of them participating in this Industry Offer i.e. number of specialists working through satellite practices, throughput of private practices, clinical use cases that the software supports;



Proposed My Health Record Functionality

- The Agency's expectation is that private specialists would be well-served to have the following My health Record-related functionality embedded in their CIS:
 - The ability to query the Healthcare Identifier Service to look up and validate healthcare identifiers
 - The ability to present content from the My Health Record system, through:
 - Accessing and downloading clinical documents via a document list
 - Presentation of the Medicines view
 - Presentation of the Pathology view
 - Presentation of the Diagnostic Imaging view
 - Presentation of the Prescription and Dispense view
 - The ability to upload Specialist Letters to the My Health Record system
 - The ability to upload eHealth Prescription Records to the My Health Record system
 - The ability to use National Authentication Service for Health (NASH) SHA-1 and SHA-2 organisational PKI certificates
- To the extent that the CIS already has most or all of the above capabilities, the software design exercise may focus instead on ways to make pre-existing My Health Record functionality more useful for private specialists



Phase 1 – Software Design Process

- Each software provider will participate in a “one-on-one” kick-off workshop (i.e. between the Agency and that software provider)
- The workshop should be scheduled as soon as is practicable following the execution of the contract in early May 2021
- The workshop will take place virtually, and the software provider should have at least two people attend
- The software provider will submit an Planning document after the workshop which will contain the release cycle timeframes, resource allocation plan etc.
- The purpose of this workshop will be for the Agency and the software provider to share ideas on potential software enhancements and discuss how they might collaborate in arriving at an optimised software design in regards to My Health Record-related functionality
- The software provider will be expected to deliver the final detailed software design document to the Agency by 20 August 2021, with a draft due on 7 June 2021.



Phase 1- Payment model

Item description – Phase 1 Design Document	Estimated delivery date	Unit price (GST exc)	GST component (Unit price)	Total Fees (GST inc)
Workshop attendance and planning document	4 May – 14 May 2021	\$10,000	\$1,000	\$11,000
Contractor delivery of the Draft Detailed Software Design Document. (Conditional on Agency acceptance).	7 June 2021	\$20,000	\$2,000	\$22,000
Contractor delivery of the Detailed Software Design Document. (Conditional on Agency acceptance).	20 August 2021	\$10,000	\$1,000	\$11,000
Total		\$40,000	\$4,000	\$44,000



Phase 2 – Implementation & Delivery of the enhanced CIS to market

- Only software developers whose detailed software design documents are accepted by the Agency in the Phase 1 – Design Phase of this industry offer, and, will be eligible to continue to take part in Phase 2 – Implementation Phase;
- This phase will attract Agency subsidies for the developers to enhance their software built on the accepted design document from Phase 1 and facilitate the activation and use of this new functionality with their private specialist practices;
- The software developer is to conduct a General Release such that the enhanced product is available to be used in production by any of the software developer’s customers which are Private Specialist Practices;
- The software developer will facilitate the adoption and use of the Product Capabilities by Private Specialist Practices by way of activities such as joint webinars (Agency & Software developer), notification through internal communications to their customers and/or publication of media articles;
- The software developer may be compensated for each activated client site. The software developer will provide to the Agency the name and address of the private specialist practice that the developer has started to interact with the My Health Record system, using the enhanced product and the Agency validates such an interaction



Phase 2 – Payment Model

Item description – Phase 2 Implementation	Estimated delivery date	Unit price (GST exc)	GST component (Unit price)	Total Fees (GST inc)
<ul style="list-style-type: none"> General release of the Enhanced Contractor Product Activation of 1 Private Specialist Practice 	January 2022	\$140,000	\$14,000	\$154,000
Activation of additional 10 Private Specialist Practices	January 2022 - March 2022	\$10,000	\$1,000	\$11,000
Activation of an additional 2,500 practices (capped at a total of 2,511 practices)	March 2022 - June 2022	\$250 per site		Based on # of activations
Activation of an additional 2,000 practices (capped at a total of 4,511 practices)	March 2022 - June 2022	\$200 per site		Based on # of activations



Evaluation Criteria

Evaluation Criteria	Detail
Quality of CIS	Describe the CIS that you offer to the private specialist market Examples could include extent of CIS functionality, integration of clinical workflow, cadence of releases (version release/ease of update)
Number of customers	In how many private specialist practices in Australia is your CIS currently being used in production? If responding in respect of multiple CISs, please provide separate counts for each product
Organisation Details/Service History	Include any relevant information, such as your length of time in operation, major areas of capability and sector focus
Speciality of customer base	List of specialities that make up your customer base of private specialist practices in Australia who currently use your CIS
Value Proposition	Overview of the value proposition that substantiate benefits for your CIS/s participating in this Industry Offer, i.e. number of specialists working through satellite practices, throughput of private practices, clinical use cases that the software supports





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Questions

For more information

AusTender Industry offer details: www.tenders.gov.au

Further questions about this tender can be emailed to:
SpecialistSoftwareIndustryOffer@digitalhealth.gov.au



Further information and support

My Health Record

Web: www.myhealthrecord.gov.au

Help line: 1800 723 471 (select 2 for providers)

Australian Digital Health Agency

Web: www.digitalhealth.gov.au

Email: help@digitalhealth.gov.au

Help line: 1300 901 001



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