Deloitte Actuaries & Consultants Limited ACN 092 651 057 AFSL 244576 Grosvenor Place 225 George Street Sydney, NSW, 2000 Australia

Phone: +61 2 9322 7000 www deloitte.com.au

20 December 2022

A/g Assistant Director Private Health Insurance Division Department of Health

@health.gov.au

Dear 522

Description of services for the extension of work order

order Charles of the Department') has engaged Deloitte for Expert Services The Department of Health and Aged Care ('DOHAC for assessment of 2023 premium applications.

The Department has requested further assistance on the following for the period 31 December 2022 to 30 June 2023:

- a) advice on resubmissions to the 2023 premium round process.
- advice on amendments to the premium round application form to improve information gathered for assessment in future premium round assessments and potential changes to future premium round
- an update to previous work on the assessment of comparability of PHI products for consumers.

This letter describes the services we can provide for the three areas mentioned above.

All work discussed below, assumes rates specified under the Panel Head Agreement between the Commonwealth of Australia as represented by the Department of Finance and Deloitte Touche Tohmatsu for the provision of Management Advisory Services (MAS) dated 12 July 2021.

Given the work with the Department to date on the premium round, we have proposed more discounted rates for our more senior resources.

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22 December 2022

A/g Assistant Director Private Health Insurance Division Department of Health

@health.gov.au

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Expenditure Information Template

- This document is to be sent to your <u>Finance Business Partner</u> (FBP) for Expenditure related information to assist with completing an Approval in Principle, Commitment Approval, and Contract Registration in SAP.
- NOTE: this is NOT an Application for Beyond Forward Estimates Approval.
- For Beyond Forward Estimates Approval information, please click here.

Finance Business Partner:	
Procurement Officer:	\$22
Description of procurement Procurement Officer to complete	Private Health Industry Branch is planning to engage expert services for assessment of 2023 premium applications. Services will be required in two block periods in September 2022 and November/December 2022 for a total of six weeks.
Estimated value of the procurement (including GST) Procurement Officer to complete	547E(d).
Source of Funds Procurement Officer to complete (FBP to confirm)	Departmental
Managing Division Procurement Officer to complete (FBP to confirm)	Departmental Depar
Are Funds available? Procurement Officer to complete (FBP to confirm)	FBP advised that 2022-23 moderation bid process hasn't been finalised, and the Medical Benefit Division's preliminary indicative allocation is less than expected staffing costs.
Does GST Apply? Procurement Officer to complete (if unsure please discuss with your FBP)	h Yes
Cost Centre Code Procurement Officer to complete (FBP to confirm) <u>Useful Numbers and Cost Centres</u>	s47E(d)
Internal Order (if applicable) Procurement Officer to complete (FBP to confirm)	No
Material Code Procurement Officer to complete (FBP to confirm)	s47E(d)
General Ledger (GL) Account Code Procurement Officer to complete (FBP to confirm) Commonly used General Ledger Codes	5200001200 – Contract for services
Estimated start date or purchase date Procurement Officer to complete	2 September 2022
Estimated end date: Procurement Officer to complete	16 December 2022
Financial Year/s Procurement Officer to complete	2022-23
Is <u>Beyond Forward Estimates Approval</u> required?	No



Is an Invoice Plan applicable?

Applies to regular monthly payments over the contract period. Please discuss with your FBP.

No

Once completed and returned by your FBP, attach this form to the Procurement Plan / Approval in Principle record in SAP as evidence of FBP consultation and funds availability.

THE DEPARTMENT OF HE ARTHUR AR

Schedule 6 - Order for Service

1. Introduction

1.1. This Order is issued in accordance with clause 11.3 of the Head Agreement.

	Order for Services		
Service Provider Info	Service Provider Information		
Service Provider	Deloitte Touche Tohmatsu		
Australian Business Number	74 490 121 060		
Service Provider Representative	Contact: 547F Position: Partner Email: 547 @deloitte.com.a Phone: 547F		
Service Provider Address for Notices	Contact: \$47F Position: Partner Email: \$47 @deloitte.com.a Phone: \$47F Contact: \$47F Position: Partner Address: Grosvenor Place, 226 George Street, Sydney NSW 2000 AUSTRALIA Email: \$47 @deloitte.com.a		
Agency Information	SEE MATTHY.		
Agency	Department of Health and Aged Care		
Australian Business Number	83 605 426 759		
Agency Representat	tive CLAR		
Agency Representative	Name: 522 Position: Acting Assistant Director Email: 522 @health.gov.au Phone: (02) 6289-522		
Agency Address for Notices	Address: GPO Box 9848, CANBERRA, ACT, 2601 Email: @health.gov.au		
Agency Address for Invoices	Invoices must be submitted to (and must contain any other requirements for the invoice e.g. that the purchase order no. must be quoted in the invoice.		
Agency order information			
Purchase Order Number	TBC		

Agency contract manager name Agency File Reference Order Commencement Date and Term Order Commencement Date Friday, 9 September 2022 Department of Health and Aged Care may extend the term of the Order for a further period (or periods) of up to Six months in total, which may be taken in whole or in part, and in any number or combination of time periods. Statement of Work Service Area Financial Management Advisory Services Service Sub-category Actuarial Expert services for assessment of 2023 premium applications. The 2023 premium cond is expected to present significant complexities mainly due to: The 10203 premium cond is expected to present significant complexities mainly due to: The 2023 premium cond is expected to present significant complexities mainly due to: The age of of provides of Sovernment reforms including prostheses and changes to the age of dependents on a family policy: The supplier will assist with assessing the 2023 premium application forms in the context of the sensitivities stated above and any other unforsees issues that are raised in the premium application form responses, providing analysis as directed by the Department. For two weeks from contract start date Designing a reporting template to analyse data. 15 November 2022 to 16 December 2022 Assist with assessing the 2023 premium applications and provide a report to the Department based on the criteria set in the first period. Key Personal No Key Personnel have been specified for this contract. Not Applicable		
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Not Applicable	Milestones	Designing a reporting template to analyse data. 15 November 2022 to 16 December 2022 Assist with assessing the 2023 premium applications and provide a report to the
Subcontractors Not Applicable	Key Personal	No Key Personnel have been specified for this contract.
	Subcontractors	Not Applicable

Location	This clause of the Head Agreement has not been varied.
	Haustunda as nananana ta DEO
Fees	Hourly rate as per response to RFQ.
Payment Terms	20 calendar days for all other invoices
	The Supplier must submit correctly rendered tax invoices to the Customer by Email: S47E(d)
	A correctly rendered tax invoice is one which includes:
	(a) the Reference / Contract / Purchase Order number;
	(b) the name of the customer's contact officer;
	(c) the Australian Government Department of Health ABN (83605426759);
Invoicing	(d) the title of the Services;
	(e) details the fees payable;
	(f) details expenses and costs payable, and attaches original receipts;
	(g) contains written certification in a form acceptable to the Customer that the Supplier has paid all remuneration, fees or other amounts payable to an employee, agent or Subcontractor performing Services under this Contract; and
	(h) meets the requirements of a text invoice under the GST Act.
Travel	(h) meets the requirements of a tax invoice under the GST Act. Not Applicable Not Applicable Not Applicable
Agency Material	Not Applicable
Agency Material is defined	SORIER
in the clause 1.1.1 of the	HANTION
Head Agreement as any	
Material provided by an	alt al let
Agency to the Service	C)12017 Wh
Provider for the purposes	O CENTRAL CONTRACTOR OF THE CO
of a Contract, or derived at	24 18 1
any time from that Material.	_\O^*
Existing Material	Not Applicable
Contract Material	
Restrictions on use of Contract Material	
Restrictions on use of	
Service Provider's	
name, trade name or	
logo	
Additional requirem	ents
Confidential	Agency Confidential information
Information	Agency data, <i>Indefinitely</i>
	rigono, auta, maominory

	Any Personal Information held by the Agency, <i>Indefinitely</i>	
	Security Classified Information, Indefinitely	
	Commercially Sensitive Information, Indefinitely	
Agency Data Storage Requirements	This clause of the Head Agreement has not been varied.	
Security	This clause of the Head Agreement has not been varied.	
Additional Requirements - security	This clause of the Head Agreement has not been varied.	
Conditions/Restriction s for Personal Information	This clause of the Head Agreement has not been varied.	
Additional or alternate Requirements - insurance	This clause of the Head Agreement has not been varied.	
Commonwealth Procurement Connected Policy Requirements		
Black Economy Policy	Not Applicable	
Indigenous Procurement Policy	Not Applicable Not Applicable	
Australian Industry Participation Policy	Not Applicable	
Variable Clauses of	the Head Agreement	
Internal Working Papers	This clause of the Head Agreement has not been varied.	
Intellectual Property	This clause of the Head Agreement has not been varied.	
Key Personnel Requirements	This clause of the Head Agreement has not been varied.	
Return of confidential information	This clause of the Head Agreement has not been varied.	
Liability	This clause of the Head Agreement has not been varied.	
Service Provider termination right	This clause of the Head Agreement has not been varied.	

This clause of the Head Agreement has not been varied. **Termination for** convenience costs in relation to Fees for Services calculated on a milestone basis Signed for and on behalf of Commonwealth of Australia as represented by the Department of Health and Aged Care 83 605 426 759 Signeture of authorised officer

Arry Branch

Signed for and on behalf of Defoitte

Touche Tohmatsu. Signature of Service Provider's authorised

Partner

representative

16/01/2023

Deloitte Actuaries & Consultants Limited ACN 092 651 057 AFSL 244576 Grosvenor Place 225 George Street Sydney, NSW, 2000 Australia

Tel: +61 2 9322 7000 www.deloitte.com.au www.deloitte.com.au

The Australian Department of Health (ABN 83605426759) GPO Box 9848 Canberra ACT 2601

Purchase Order number is: \$47E(d)

Dear s22

Thank you for engaging us to provide "2023 Premium round - Expert Services"

We have invoiced an amount of \$47(1)(b) (incl. GST) for work performed to 20 December 2022, with the details of how this is broken down by employee in the table below. This covery all work relating to input on the submission templates, discussions prior to receipt of the first round of submissions analyses of individual insurer submissions as well as industry analyses. Please note that we have not charged for all of my partner time. In line with our proposal which said I would invest 3 days of effort.

We did not incur any out-of-pocket expenses.

Table 1: Budgeted hours, Incurred hours and Charged Hours by December 2022

December 2022 Total Fees (incl. **Hourly** rate Hours Hours incurred (incl. GST Designation charged GST) **Employee** Total

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The fees are within the agreed budget of 47(1)(b) (with GST). As we are still in the process of completing work under this engagement, we will issue further invoices as work is incurred.

Please feel free to contact me should you have any queries.

Yours sincerely



Partner, Consulting

2

THIS DELETED FOR THE DEPARTMENT OF HE DELETED FOR THE DEPARTMENT OF HE DEP PLEASE SEE ATTACHED INVOICE NUMBER 8003209970

Page 19 of 163



Deloitte Touche Tohmatsu

ABN 74 490 121 060 Grosvenor Place 225 George Street Sydney NSW 2000 Australia PO Box N250 Sydney NSW 1220 Australia

Tel: 61 2 9322 7000 Fax: 61 2 9322 7001 www.deloitte.com.au

DEPARTMENT OF HEALTH GPO Box 9848 Canberra ACT 2601 Australia

TAX INVOICE **Invoice Number:** 8003209970 Invoice Date: 9 January 2023 Payment Due by: 8 February 2023 Client Ref: PO: \$47E

Ctions IN ACCOUNT WITH DELOITTE TOUCHE TOHMATSU

Fees for professional services

Engagement Number: DOH00066-01

Fees

GST EXCLUSIVE AMOUNT

GST

GST Inclusive amount

Total



Payment Instructions

To pay by EFT:

DFC 1 Pty Ltd



Please include invoice number with EFT.

To pay by mail:

Accounts Receivable Locked Bag 5119 Parramatta CBD BC NSW 2124 Australia

Please include invoice copy with payment.

Warning: Be cautious of emails or requests asking you to change payee account details as it could be a scam. Initiate a call to Deloitte on an existing trusted number to confirm these changes.

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Department of Health and Aged Care

9 September 2022

Deloitte Consulting 225 George Street Sydney, NSW, 2000 ar @deloitte.com.au

Dear s47F

Request for Quotation (Premium Round 2023) under Management Advisory Services Panel (SON3751667)

Thank you for your submission to our RFQ for procurement of services to assist the assessments of the upcoming private health insurance premium price change applications.

After careful evaluation, I am pleased to inform you that the submission submitted by your organisation has been selected.

An electronic copy of the proposed Contract is enclosed. Please review the Contract and when satisfied it accurately reflects your submission, sign and return an electronic copy to me. I will arrange for our delegate to countersign the Contract and return an electronic copy to you for your records.

If you would like feedback on your response or have any queries or concerns relating to the proposed Contract prior to signing, please contact , Acting Assistant Director, on 02 6289 or @health.gov.au

Details of the Contract will be posted on the AusTender website after signing by both parties. Note that your organisation should not incur any expense before both parties have signed the Contract.

Yours sincerely

Brian Kelleher

Private Health Industry Branch

9 September 2022



Section 1 - Application of the IPP Mandatory Set-aside

Indigenous Procurement Policy (IPP) Checklist

The IPP includes a **mandatory set-aside** that gives Indigenous SMEs the chance to demonstrate value for money first, **before** the procuring officer makes a general approach to the market. This mandatory set-aside applies to all Remote Procurements and all other domestic procurements where the estimated value of the procurement is **up to \$200,000** (GST inclusive), excluding procurements to which paragraph <u>2.6</u> and <u>10.3</u> of the CPRs apply, procurements through a Whole-of-Government arrangement or departmental panel arrangement that is specified as an exclusive purchasing agreement, and procurements where the purchase is made using an exemption to <u>Appendix A</u> of the CPRs.

Non-corporate Commonwealth entities that are required to comply with the Commonwealth Procurement Rules **must** comply with the Indigenous Procurement Policy.

Is the procurement valued over \$7.5m (GST Incl.) <u>and</u> the majority of the value falls within one of thighlighted industry categories <u>here</u> ? If Yes your <u>Contact Procurement Advisory Services</u>	he	Yes □ No ⊠
If Yes your Contact Procurement Advisory Services		
If Yes your Contact Procurement Advisory Services Is the procurement valued \$200,000 (GST incl.) or less?	Yes 🗆	No ⊠
Will the majority (by value) of the goods/services be delivered in a Remote Area?	Yes 🗆	No ⊠
If you answered "NO" to all of the questions above the IPP mandatory set-aside does not apply. Do n remainder of this checklist. If you answered "YES" to any of the questions above the IPP mandatory set-aside may apply – complete.		
LES TO THE		
Section 2- Exemptions to the IPP Mandatory Set-aside		
The procurement meets Commonwealth Procurement Rules (CPRs) condition/exemption:		
2.6: "necessary for the maintenance or restoration of international peace and security, to protect human health, for the protection of essential security interests, or to protect national treasures of artistic, historic or archaeological value".	es □ N	o 🛛
10.3 (Conditions for limited tender)	es 🗆 No	o 🛛
If yes, enter the condition number (e.g.: 10.3.d.iii): 10.3.x		
Appendix A – Exemptions from Division 2	es 🗆 N	o 🛛
If yes, enter Appendix A Exemption number that applies:		
The procurement will be undertaken using a <u>mandatory WoAG arrangement</u> ?	es 🗆 N	o 🛛
If you answered "YES" to any of the questions in section 2 the IPP mandatory set-aside does not appl procurement.	y to the	
If you answered "NO" to all of the questions in section 2 the IPP mandatory set-aside applies and you Indigenous Business Direct for a potential supplier and determine if they have the capacity to meet y from a value for money perspective before approaching non-indigenous suppliers. The results of you recorded in the Procurement Plan.	our requ	irement

A search was conducted on 28 July 2022. "Actuarial" services returned insurance and finance brokerage services. No private health insurance actuarial services were found.

From: @deloitte.com.au> Thursday, 25 August 2022 5:03 PM Sent:

To:

Cc: KELLEHER, Brian

Subject: RE:Important information regarding the RFQ - Premium Round 2023

[SEC=OFFICIAL]

REMINDER: Think before you click! This email originated from outside our organisation. Only click links or open attachments if you recognise the sender and know the content is safe.

Thanks for checking.

I will have my laptop with me to ensure I can work with to get our response to you if it is next week. We have most of the response written so I'm hoping it will be relatively straight forward to realign some of the detail with the new RFQ.

I'm at Thredbo next week and back on deck late Thursday. I'm not sure what internet quality I will encounter there Tim at infection next week and back on deck late Thursday. I'm not sure what internet quality I will encounter there but in case I need the extra day, could we make it due next Friday? Would that be possible? I am hoping we wont need to rely on that.

Regards

8476

8476

Please consider the environment

@health.gov.au> From:

Sent: Thursday, 25 August 2022 12:56 PM @deloitte.com.au>

@deloitte.com.au>; KELLEHER, Brian < Brian.Kelleher@health.gov.au> Subject: [EXT]RE: Important information regarding the RFQ - Premium Round 2023 [SEC=OFFICIAL]

One more thing re the RFQ: would you be in a position to respond to the new RFQ when it's sent out (aiming for early next week at the latest) to respond within five days? I know you mentioned leave next week, so I just wanted to run this past you.

Thanks for sending the article through. It's difficult to know the full picture, i.e. could they be private patients with out of pockets, or uninsured people who want to go private and pay full-fee? Like many things in the health space once you start scratching the surface a whole new set of questions presents themselves.

Regards,



Acting Assistant Director | Private Health Policy and Financing | Private Health Industry Branch Medical Benefits Division

Australian Government Department of Health and Aged Care

T: 02 6289 E: <u>@health.gov.au</u>

Part-time hours - Mo, Tu, Th, Fr.



Explore medical specialists costs across Australia with the Medical Costs Finder

From: ^{847F} @deloitte.com.au>
Sent: Thursday, 25 August 2022 12:15 PM
To: ⁸²² @health.gov.au>

Cc: 847F
@deloitte.com.au>; KELLEHER, Brian < Brian.Kelleher@health.gov.au>

Subject: RE:Important information regarding the RFQ - Premium Round 2023 [SEC=OFFICIAL]

REMINDER: Think before you click! This email originated from outside our organisation. Only click links or open attachments if you recognise the sender and know the content is safe.



Thanks for confirming the panel.

We have mostly written our response so will just be a matter of referring back to the right panel when that comes through, and adjusting any timelines we have mentioned.

By the way, have you seen this article today:

https://www.abc.net.au/news/2022-08-25/australians-using super-retirement-savings-pay-health-costs/101368246

Do we know what treatments people are funding from Super (I'm guessing the data is not linked or perhaps it gets captured when the request comes through)? Should there be tougher rules for withdrawal – what is the overall long term health system implication of allowing this? Just does not seem like a good outcome if we are asking people to sacrifice their long term retirement savings (when their health costs will be highest) in order to pay for health costs in their earlier age.

We'll keep an eye out for the new RFQ – thanks for letting us know.

Regards



Please consider the environment before printing.

From: 622 @health.gov.au>
Sent: Thursday, 25 August 2022 11:25 AM

To: s47F @deloitte.com.au>

Cc: @deloitte.com.au>; KELLEHER, Brian < Brian.Kelleher@health.gov.au>

Subject: [EXT]Important information regarding the RFQ - Premium Round 2023 [SEC=OFFICIAL]

Hi^{s47F},

Thank you for your call on Tuesday.

The Procurement team have advised that I will need to reissue a new RQF, now that the Management Advisory Services Panel (SON SON3751667) is mandatory for use across Government. I was not advised or aware of this Panel until this week, and apologise for any inconvenience.

I will reissue a new RFQ as soon as possible. It will broadly be consistent with the original RFQ, but timelines may need to be adjusted to allow you sufficient time to respond to the new RFQ.

Please call me if you have any questions.

Regards,

s22

Acting Assistant Director | Private Health Policy and Financing | Private Health Industry Branch Medical Benefits Division

Australian Government Department of Health and Aged Care

T: 02 6289 E: @health.gov.au

Part-time hours - Mo, Tu, Th, Fr.

Explore medical specialists costs across Australia with the Medical Costs Finder

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Procurement Risk Profile

This template must be used to determine the risk profile of your procurement in the planning, and sourcing stage.

Why assess procurement risk?

Procurement effort should be proportionate to the risk profile of the procurement. As the risk increases, the procurement process and documentation demands greater rigor and level of detail.

More information including examples of procurement risk can be accessed via Risk in Procurement.

Risk Factor Ratings

The overall risk profile is the rating with the highest number. In case of a tie, select the highest cating.

This risk profile is completed by: 22 Private Health Industry Branch

> PLANNING

Step 1: Identify risks in the planning stage (preparing to approach the market for equation)

Source of Risk Requirements	Risk Rating (Low/Medium / High)	Is the risk acceptable? (for medium and high risk only)
	Low	Yes / No
Potential for the goods/services requirements not being identified accurately or	Low	1037110
 Potential for inadequate information provided to potential suppliers Potentially difficult to find replacement goods/services 	Low	
Policy and Probity	Low	Yes / No
Potential for change in Government policies	Low	
 Potential for probity issues Failure to meet Procurement Connected Polities (including Child Safety, Modern Slavery, Workplace Gender Equality, Indigenous Procurement Policy etc.) 	Procurement Connected Polities (including Child Safety, Modern Slavery,	
Market research Failure to identify appropriate potential suppliers	Low	Yes / No
Timeframes • Potential for impractical timeframes	Low	Yes / No
Cost Potential for increase in procurement costs	Low	Yes / No
OVERALL RISK RATING:	LOW	

> SOURCING

Step 1: Identify risks in the sourcing stage (release of RFQ, evaluation/negotiation, contract and commitment approval)

Source of Risk	Risk Rating (Low/Medium/ High)	Is the risk acceptable? (for medium and high risk only)
Evaluation	Low	

Potential for insufficient number of quotations/proposals	Low	Yes / No
Failure to follow effective evaluation processes	Low	res / No
Failure to identify risks in the quotation / proposal	Low	
Potential for selecting inappropriate supplier	2011	
Delivery	Low	Vas / Na
Potential for delivery of goods/services that do not meet the requirements in the	Low	Yes / No
contract	Low	
Potential for poor supplier performance		
Unauthorised increase in scope of work		
Contract and Commitment	Low	Yes / No
Potential for insufficient funding available	Low	163 / NO
Failure to secure mandatory conditions of contract / supplier not willing to accept the	Low	
contract terms	Low	
Inadvertently creating a contract without the Delegate's prior approval		
 Failure to have sufficiently skilled and experienced resources to effectively manage the contract. 	Low	
Contract does not contain the required reference to Procurement Connected Policies		
(including Child Safety, Modern Slavery, Workplace Gender Equality, Indigenous		
Procurement Policy etc.)		
OVERALL RISK BATING:	Etom	

Step 2: This step must be completed for individual medium or high risks assessed as unacceptable in Step 1 for the Planning and Sourcing stages.

The Risk (What can happen?) A risk description may be written as either: Failure to OR An ineffective (XXX) leads to (XXX) resulting in (XXX).	Consequence (Impact) (What would be the consequence/impact on the department, division or project if it does happen?)	Risk Treatment (What remedies currently exist? What is being developed to reduce the chance of the risk happening or the impact if it does?)
Planning	C O C L	
xxx	NO KO HI	
xxx	1 / 1/2 Ot	
xxx	14,0,1	
Sourcing	all of all	
xxx	7, 0, 14,	
xxx	\&\ &\ .	
xxx	200	
1/2 6	,	·

If the overall risk profile at Planning or Sourcing stage is Medium or High, the Delegate must be informed and a <u>Risk Register – Assessment and Treatment</u> must be completed.

NOTE: The completed Risk Profile must be attached with the Procurement Plan / Approval in Principle in SAP.



Procurement Plan Agreement and Approval to Approach the Market

To: Brian Kelleher, Assistant Secretary, Private Health Industry Branch, Medical Benefits Division

Subject: Procurement of expert services for assessment of 2023 premium applications

RECOMMENDATIONS:

NOTE the Finance Business Partner advised that 2022-23 moderation bid process hasn't been finalised, and the Medical Benefit Division's preliminary indicative allocation is less than expected staffing costs (Attachment A).	Noted / Please Discuss
APPROVE that procurement will proceed prior to finalisation of the moderation bid process.	Approved / Please Discuss
NOTE the Indigenous Procurement Policy mandatory set-aside does not apply to this procurement. No providers were identified (Attachment B).	Noted / Please Discuss
NOTE the overall Risk Profile of this procurement is Low (Attachment C)	Noted / Please Discuss
APPROVE the request document in accordance with the Procurement Plan (RFQ) (Attachment D).	Approved / Please Discuss
APPROVE the Value for Money assessment for this direct approach procurement (Attachment E).	Approved / Please Discuss
NOTE Procurement Advisory Services has reviewed and cleared that this procurement is able to proceed (Attachment F)	Noted / Please Discuss

Brian Kelleher

Assistant Secretary

Private Health Industry Branch

Ph: (02) 6289

18 August 2022

Key Points:

- i. This Procurement Plan demonstrates the proposed procurement's alignment with the *Commonwealth Procurement Rules*.
- ii. This procurement will be conducted in accordance with the Department's Procurement Process.



Contact Officer:

Acting Assistant Director Private Health Industry 02 6289 Branch, Medical Benefits Division	
---	--

PROCUREMENT PLAN

Procurement of expert services for assessment of 2023 premium applications.

1. PROCUREMENT AIM AND JUSTIFICATION

The Department is seeking to procure actuarial services to assist with the additional complexity for the 2023 premium round. Like the 2022 premium round, the 2023 premium round is expected to present significantly increased complexities mainly due to:

- the need to take into account allowances for COVID-19 impacts
- impacts of Government reforms including prostheses, and changes to the age of dependants on a family policy;
- · impacts of changes to Australian Prudential Regulation Authority (APRA) capital standards; and
- the range of approaches insurers will take into recasting membership and benefits in the context of significant COVID-19 related uncertainty.

Expert services will be required for two block periods in the 2022-23 financial year for up to a total of six weeks.

This procurement will assist the Department to deliver the Minister's requirement to understand the drivers of the premiums applied for. Engaging a supplier with existing knowledge of the private health industry and annual premium rounds will assist with achieving value for money.

By following the process embedded in the Department of Health Procurement Method Decision Tree, this procurement will be compliant with the requirements of the Commonwealth Procurement Rules (CPRs).

2. ESTIMATED PROCUREMENT TIMETABLE

Distribution of RFQ to potential supplier/s:	18 August 2022
Closing Date for Responses:	29 August 2022, Close of business
Contract Execution:	2 September 2022
Contract Start Date:	2 September 2022
Contract End Date:	16 December 2022
Extension Option:	A period up to 6 months (optional)



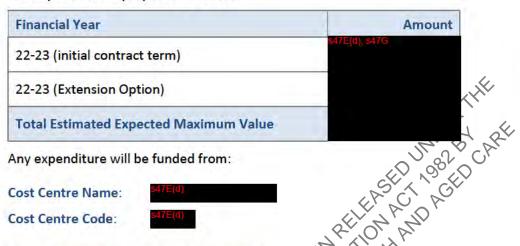
3. DETAILED ESTIMATE OF COSTS

The estimated expenditure for the <u>initial contract term</u> is 47E(d). GST inclusive.

The total estimated expected maximum value of the proposed procurement (including GST (if applicable), options, extensions, renewals or other mechanisms that may be executed over the life of the contract) is

Approval to exercise any extension, option or renewal will be sought prior to extending the arrangement.

The expenditure is proposed as follows:



4. INDIGENOUS PROCUREMENT POLICY

The Indigenous Procurement Policy checklist was completed and determined the mandatory set-aside applies to this procurement (Attachment B).

Indigenous Business Direct was searched on 28 July 2022, and no Indigenous Supplier(s) potentially available to provide the requirement were identified.

5. PROCUREMENT METHOD

The estimated expected maximum value of the proposed procurement is above the <u>relevant</u> procurement threshold (CPRs 9.7).

The Services will be procured through an existing panel arrangement (CPRs 9.12-9.13) – Panel Name/SON ID: SON3385995 – Research, Evaluation and Data (READ) Panel.

The following supplier will be approached (direct approach):

Supplier Name	Reason	
Deloitte Touche Tohmatsu	From our previous procurement processes (for private health insurance premium round services 2021 and 2022, and a post-premium round review of private health insurance products) there is only one consultant that is: uqualified to do the work (based on experience with recent premium round application work), and uwell placed to offer value for money based on high degree of understanding of the processes and arrangements for undertaking the assessment and the demonstrated expertise capability and systems.	



Deloitte has provided services to Health in the past of this specific nature, including the 2021 and 2022 premium applications and are well placed to provide insights and expertise from last year's application round to assess the upcoming round. Deloitte also
recently completed work on reviewing private health insurance products on the market. Deloitte are equipped to begin work immediately with no on-boarding or process learning time required and have the previous models and templates available.

If a suitable response is not received, this Procurement Plan will be reassessed and an alternative process may be considered.

6. STAKEHOLDER CONSULTATION

The Division's Finance Business Partner was consulted on whether the funds are available (Attachment A). Funding has been raised and discussed with the acting First Assistant Secretary of Medical Benefits Division and the Deputy Secretary of the Health Resourcing Group in the context of the recent moderation bid process. The Private Health Policy and Financing Branch have been advised of their support for funding.

The Procurement Advisory Services confirmed that the procurement is cleared to proceed (Attachment D).

Ten days as the minimum timeframe for responses, however for some approaches this may be shortened. If all selected suppliers are provided a brief description of the type of services sought and confirm they are interested in receiving an RFQ (Attachment D), have the relevant capabilities and capacity to respond and agree to respond within a shorter timeframe e.g. 5 days, then delegate approval for a shortened timeframe can be sought as part of the planning stage.

RISK ENGAGEMENT

A Risk Profile has been completed (Attachment C) and the overall risk rating is Low. Risks will continue to be monitored throughout the process and reported to the Delegate as appropriate.

7. DOCUMENT DISTRIBUTION AND RECEIPT

Documentation will be handled in line with the requirements of the panel arrangement.

8. EVALUATION

The Evaluation Team will review responses to determine the best value for money outcome for the Commonwealth in accordance with the Value for Money Assessment template (Attachment E).

The Evaluation Team possess the necessary mix of technical/subject matter skills to effectively assess the submission. An evaluation report will be provided to the Delegate.

The proposed Evaluation Team is as follows:

Name	Position Title	Branch/Division	Role
12	Director	Private Health Industry Branch, Medical Benefits Division	Chairperson
	Acting Assistant Director	Private Health Industry Branch, Medical Benefits Division	Team Member
	Departmental Officer	Private Health Industry Branch, Medical Benefits Division	Team Member



9. **CONTACT OFFICER**

Date Completed	Contact Name	Position Title	Division/Branch	Contact Phone
18 August 2022	\$22	Acting Assistant Director	Private Health Industry Branch, Medical Benefits Division	02 6289

Attachments:

- **Expenditure Information**
- Indigenous Procurement Policy checklist
- C. Risk Profile
- D. Request for Quotation
- E. Value for Money Assessment
- THIS DEALTH OF THE OF T Procurement Advisory Services endorsement

Ref ID: Health/22-23/s47E(d)



Value for Money Assessment

This document describes the evaluation process used to determine value for money for procurements where one supplier has been approached for a quotation, or an unsolicited proposal has been received.

The findings and recommendations of the evaluation are recorded below.

Background

On 29 August 2022, the Department approached Deloitte Touche Tohmatsu LLC (Deloitte) by email for expert services for assessment of 2023 premium applications, using Management Advisory Services Panel, SON3751667. A quotation was received on 2 September 2022.

The evaluation team acknowledged that there were no conflicts of interest for this evaluation.

Evaluation Scale Use the ratings below in the assessment of the quotation.		
Very Good	The Offer satisfies the Selection Criterion to a very high standard and presents minimal or no risk to the Commonwealth and its claims are fu supported by the information provided.	
Good	The Offer satisfies the Selection Criterion to a high standard and/or presents limited risk to the Commonwealth. The Respondent's claims, in the view of the Evaluation Committee (EC), are supported by the information provided.	
Satisfactory	The Offer satisfies the Selection Criterion to a satisfactory degree and/or presents an acceptable level of risk to the Commonwealth. In the view of the EC, there are some minor deficiencies and shortcomings in the information provided.	
Poor	The Offer barely satisfies the Selection Criterion and/or presents some degree of unacceptable risk to the Commonwealth. In the view of the EC, there are major deficiencies in the information provided.	
Unsatisfactory	The Offer does not satisfy the Selection Criterion and/or presents an unacceptable level of risk to the Commonwealth.	

Findings of the Evaluation

The quotation received was compliant and fully evaluated.

Evaluation Assessment		
Criteria	Supplier: Deloitte	
Suitability of the proposed approach and methodology	Good.	
	Based on past experience in this process, Deloitte propose to meet early to determine the type of analysis and output required by the Department, with a focus on refining previous years' analysis and output rather than starting from scratch.	
	Deloitte also propose to compare health insurers within peer groups informed by the spread of premium increases. This will make for more useful comparisons.	
	Analysis and output to be informed by the Department.	
Suitability of the proposed team (including range of skills and experience of personnel and team balance) Demonstrated experience in delivering similar services	The experience and gralifications of the team was noted. However, only three of the team members [347], 347] and [347] and [34	
Demonstrated experience in delivering	Very Good.	
similar services	Deloitte (specifically \$47F and \$47F) have previously worked on the 2019, 2021 and 2022 premium round application process.	
	Deloitte notes that these premium rounds were complicated by the following factors:	
	 2018 private health insurance reforms (which Deloitte also worked on); COVID-19 impacts; and Age-based discounts and dependents reforms being incorporated into the calculation of premium change. 	

	The evaluation team notes that Deloitte's responsiveness to issues that arose during the 2022 premium round application process was timely and to a high standard.
	Deloitte (847F) and 847F) also completed a report for the Department in June 2022 titled, <i>Private Health Insurance Product Landscape Analyses</i> . This involved detailed analysis of all private health insurance products over a number of years. The content of the report was well received by the Department.
Total costs to be incurred by the Commonwealth.	s47E(d), s47G including GST.
Overall i.e. Value for Money	Good.

Additional Comments

In addition to above, the evaluation team notes that:

- Deloitte does not hold any appointed actuary roles with any private health insurer in Australia;
- Deloitte have record keeping requirements suitable for sensitive and confidential information;
- No other person at Deloitte will have access to the data from the premium round application process Deloitte is certified to ISO/IEC 27001:2013 standard for their Information Security Management System.

The evaluation team unanimously recommends:

the Department proceed to commitment GST inclusive to prothe Department proceed to commitment approval and contract with Deloitte for a total value of GST inclusive to provide expert services for assessment of 2023 premium applications. This decision is based on the evaluation assessment that the offer from Deloitte provides a value for money outcome.

Approval to proceed

The delegate must provide email approval of the recommendation to enter into contract negotiation / commitment approval and contract with Deloitte.

The contract must not be signed until the delegate has approved the commitment approval in SAP.



Procurement Information for Delegates

Background

The Public Governance, Performance and Accountability Act 2013 (PGPA Act) is the cornerstone legislation of the Commonwealth Resource Management Framework.

The Commonwealth Procurement Rules (CPR's) are the keystone of the government's policy framework. The rules enable entities to design procurement processes that are robust and transparent while permitting innovative solutions that reflect the scale, scope and risk of the desired outcome.

Procurement encompasses the whole process of procuring goods and services. It begins when a need has been identified and a decision has been made on the procurement requirement.

Achieving value for money is the core rule of the CPR's. Officials responsible for procurement must be satisfied, after reasonable enquires, that the procurement achieves a value for money outcome.

Officials are required to undertake procurement and contracting activities in an efficient, effective, economical and ethical manner that achieves value for money in a whole-of-process way.

Health's Accountable Authority Instruction's (AAI) and applicable Finance Business Rules (FBR's) must be followed in all instances of procurement within the Department.

Procurement Thresholds

The procurement thresholds (including GST) are:

- for non-corporate Commonwealth entitles, other than for procurements of construction services, the procurement threshold is \$80,000;
- for Prescribed Corporate Commonwealth Entities, other than for procurements of construction services, the procurement threshold is \$400,000; or
- for procurements of construction services by relevant entities, the procurement threshold is \$7.5 million.

Procurements valued over the thresholds must be conducted through either an:

- Open Tender;
- Panel (either Whole of Government, Health or other agency); or
- Limited Tender (only when Division 2 and/or Appendix A of the CPR's can be satisfied).

The Procurement Method Decision Tree will help determine the appropriate method for your procurement.

A procurement must not be divided into separate parts solely for the purpose of avoiding a relevant procurement threshold. When the maximum value of a procurement over its entire duration cannot be estimated, the procurement must be treated as being valued above the relevant procurement threshold.

Relevant Links and Contacts

<u>PGPA Act</u> | <u>CPR's</u> | <u>AAI's</u> | <u>FBR's</u> | <u>Procurement Intranet</u> | **Procurement Advisory Services (PAS) Section**

Contact PAS via phone on 02 6289 47E(d) or email 47E(d) @health.gov.au

Attachment A - Key Considerations for Delegates

Before exercising a delegation to approve the commitment of funds - PGPA Act Section 23 (3) - or enter into an arrangement - PGPA Act Section 23 (1), Delegates need to assure themselves that the procurement is compliant and documented:

procurement is compliant and documented.	
Checklist Item (To be completed by Procuring Official)	Checked
Approval documentation clearly identifies what is being procured, total cost and length of contract	⊠ Yes □ No
Do I have the correct delegation to approve the requested expenditure	⊠ Yes □ No
Is there sufficient budget available to commit expenditure for this procurement (Financial Business Partner confirmation) including expenditure beyond the current financial year?	⊠ Yes □ No
Is the process undertaken compliant with PGPA, CPR's, AAI's and FBR's	⊠ Yes □ No
If applicable, has the procurement process considered and applied a Whole of Government Panel	⊠ Yes □ No □ N/A
If applicable, does the <u>Indigenous Procurement Policy</u> apply to the procurement, and if a suitable supplier cannot be identified has this been clearly documented. If your Planned procurement is estimated to be above \$7.5 million you must consult <a blue;"="" color:="" href="mailto:style=">(@health.gov.au to ensure compliance to the policy)	☐ Yes ☐ No ☑ N/A
Identified an existing panel arrangement to provide the goods or services	
If a limited tender was undertaken, can the Limited Tender satisfy a condition for limited tender from CPR (10.3) or CPR Appendix A (overthe relevant threshold)	☐ Yes ☐ No ☐ N/A
Have any probity issues (perceived or real) been considered, documented and mitigated	⊠ Yes □ No
For all Covered Procurements (over \$80,000 and covered by Div. 1 and 2 of the CPR's) you must ensure you comply with the requirements under the Government Procurement Judicial Review Act. 2018. Seek advice from PAS if you are unsure.	☐ Yes ☐ No ☑ N/A
If approval for PGPA Act Section 60 (indemnities/contingent liabilities) is required has it been documented and approval obtained, prior to Section 23 (3) approval	☐ Yes ☐ No ☐ N/A
Risk (WHS and procurement) has been considered and where necessary have put in steps to mitigate	⊠ Yes □ No
The correct contract to procure the goods or services (for example Commonwealth Contracting Suite, panel Official/Work Order or ICT source contract) is being used	⊠ Yes □ No
If required, has legal advice been obtained (for example review of changes to contractual terms and conditions)	☐ Yes ☐ No ☐ N/A
Has correctly assessed any applied requests to keep certain information within the resultant contract confidential	☐ Yes ☐ No ☑ N/A
Has Procurement Advisory Services (PAS) reviewed and endorsed the procurement process and associated documents	⊠ Yes □ No □ N/A
Stored all relevant procurement documentation in TRIM	⊠ Yes □ No



Request for Quotation under the Deed of Standing Offer for Research, Evaluation and Data (READ) Panel dated December 2016 (the Deed)

The Department seeks a quotation from Suppliers pursuant to clause 3.2 of the Deed.

The Department requires provision of the Services described below, within the timeframe and in accordance with the specifications detailed below.

If the Supplier is able to provide the Services in accordance with the Department's requirements, please forward a quotation which details:

- a. the Services the Supplier is able to provide;
- b. the fees to provide the Services (which must be based on the fee schedule specified in Schedule 3 of the Deed, unless more favourable rates are proposed);
- c. the names and roles of Personnel proposed to deliver the Services, including the part of the Services each person will undertake;
- d. any information the Supplier wishes to have designated as Additional Supplier Confidential Information in any subsequent Official Order for the Services (should the Supplier 's quotation be accepted). Such a request will be dealt with in accordance with the clauses of the Deed;
- e. any Existing Material the Supplier would utilise if engaged to provide the Services; and
- f. the name and contact details for the Supplier's contact officer for the purposes of this quotation.

Services required by the Department

The Department seeks quotations for the Services detailed at **Attachment A**. The timeframe for the provision of the Services is as follows:

- 2 September 2022 15 September 2022
 - to assist with reviewing sector feedback from stakeholder consultations and designing a reporting template to analyse the data.
- 15 November 2022 16 December 2022
 - to assist with assessing the 2023 premium applications and provide a report to the Department based on the criteria set in the first period.

Address and timeframe for lodgement of quotations

Please forward a quotation to the address below:

@health.gov.au

Responses are to be received by close of business Monday, 29 August 2022.

Department Contact Officer

All queries in relation to this request for quotation should be directed to the following Department contact officer:

Name:

s22

Telephone: 02 6289 22

Email address: @health.gov.au

Attachment A

STATEMENT OF REQUIREMENT

A1 Background

Like the 2022 premium round, the 2023 premium round is expected to present significant complexities mainly due to:

- The need to take into account allowances for COVID-19 impacts;
- Impacts of Government reforms including prostheses and changes to the age of dependants on a family policy;
- Impacts of changes to APRA capital standards; and
- The range of approaches insurers will take in forecasting membership and benefits in the context of significant COVID-19 related uncertainty.

Expert services will be required for two block periods in the 2022-23 Financial year.

A2 Contract Services/outcomes required

 The successful supplier will assist with preparing and assessing the 2023 premium application forms in the context of the sensitivities stated above and any other unforeseen issues that are raised in the premium application form responses, providing analysis as directed by the Department.

A3 Timeframe for completion of the Contract Services

Dates	Activity
2 September 2022 to	Assist with reviewing sector feedback from stakeholder consultations and
15 September 2022	designing a reporting template to analyse the data.
15 November 2022 to	Assist with assessing the 2023 premium applications and provide a report
16 December 2022	to the Department based on the criteria set in the first period.

A4 Special skills/knowledge needed

- Prior experience with premium round data and Government process related to premium round.
- Capability to provide confidentiality assurance, working with protected commercial in confidence level data.
- Demonstrated ability to provide value adding analysis of private health insurance matters in the context of wider issues impacting the private health sector, now and into the future.

A5 Applicable service levels and standards

Not applicable.

A6 Resources/materials to be provided by the department

Personnel will be required to log into SecureDoc (APRA's secure document exchange) to access the premium round application forms.

A7 Reporting requirements

- Delivery of analysis as directed by the Department as per section A2.
- Any significant issues identified to be reported as necessary.
- Daily updates on any additional costs due to the engagement of Partner or Director resources. Health must be informed in advance of any variation in cost.

A8 Evaluation Criteria

- Prior experience with premium round data and Government process related to premium round.
- Ability to begin work immediately at the commencement of the engagement with little to no on-boarding time required.

- Respond to the Department's direction under limited supervision.
- Capability to provide confidentiality assurance, working with protected commercial in confidence level data
- Demonstrated ability to provide value adding analysis of private health insurance matters in the context of wider issues impacting the private health sector, now and into the future.

A9 Fees, expenses and costs

Fees to be based on time and materials.

Using the table below, please outline the cost per resource.

Role	Name	Daily Rate (GST inc)	Hourly Rate (GST inc)	% Time on project
Partner or equivalent			THE STATE	
Director or equivalent			WEBY RE	
Consultant or equivalent			SED 1987 CA	
Senior Analyst or equivalent		, RELEY	ARUD R	
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Request for Quotation under the Deed of Standing Offer for Research, Evaluation and Data (READ) Panel dated December 2016 (the Deed)

The Department seeks a quotation from Suppliers pursuant to clause 3.2 of the Deed.

The Department requires provision of the Services described below, within the timeframe and in accordance with the specifications detailed below.

If the Supplier is able to provide the Services in accordance with the Department's requirements, please forward a quotation which details:

- a. the Services the Supplier is able to provide;
- b. the fees to provide the Services (which must be based on the fee schedule specified in Schedule 3 of the Deed, unless more favourable rates are proposed);
- c. the names and roles of Personnel proposed to deliver the Services, including the part of the Services each person will undertake;
- d. any information the Supplier wishes to have designated as Additional Supplier Confidential Information in any subsequent Official Order for the Services (should the Supplier 's quotation be accepted). Such a request will be dealt with in accordance with the clauses of the Deed;
- e. any Existing Material the Supplier would utilise if engaged to provide the Services; and
- f. the name and contact details for the Supplier's contact officer for the purposes of this quotation.

Services required by the Department

The Department seeks quotations for the Services detailed at **Attachment A**. The timeframe for the provision of the Services is as follows:

- 2 September 2022 15 September 2022
 - o to assist with reviewing sector feedback from stakeholder consultations and designing a reporting template to analyse the data.
- 15 November 2022 16 December 2022
 - o to assist with assessing the 2023 premium applications and provide a report to the Department based on the criteria set in the first period.

Address and timeframe for lodgement of quotations

Please forward a quotation to the address below:

@health.gov.au

Responses are to be received by close of business Monday, 29 August 2022.

Department Contact Officer

All queries in relation to this request for quotation should be directed to the following Department contact officer:

Name:

s22

Telephone:

02 6289 522

Email address:

@health.gov.au

Attachment A

STATEMENT OF REQUIREMENT

A1 Background

Like the 2022 premium round, the 2023 premium round is expected to present significant complexities mainly due to:

- The need to take into account allowances for COVID-19 impacts;
- Impacts of Government reforms including prostheses and changes to the age of dependants on a family policy;
- Impacts of changes to APRA capital standards; and
- The range of approaches insurers will take in forecasting membership and benefits in the context of significant COVID-19 related uncertainty.

Expert services will be required for two block periods in the 2022-23 Financial year.

A2 Contract Services/outcomes required

• The successful supplier will assist with preparing and assessing the 2023 premium application forms in the context of the sensitivities stated above and any other unforeseen issues that are raised in the premium application form responses, providing analysis as directed by the Department.

A3 Timeframe for completion of the Contract Services

Dates	Activity
2 September 2022 to	Assist with reviewing sector feedback from stakeholder consultations and
15 September 2022	designing a reporting template to analyse the data.
15 November 2022 to	Assist with assessing the 2023 premium applications and provide a report
16 December 2022	to the Department based on the criteria set in the first period.

A4 Special skills/knowledge needed

- Prior experience with premium round data and Government process related to premium round.
- Capability to provide confidentiality assurance, working with protected commercial in confidence level data.
- Demonstrated ability to provide value adding analysis of private health insurance matters in the context of wider issues impacting the private health sector, now and into the future.

A5 Applicable service levels and standards

Not applicable.

A6 Resources/materials to be provided by the department

Personnel will be required to log into SecureDoc (APRA's secure document exchange) to access the premium round application forms.

A7 Reporting requirements

- Delivery of analysis as directed by the Department as per section A2.
- Any significant issues identified to be reported as necessary.
- Daily updates on any additional costs due to the engagement of Partner or Director resources. Health must be informed in advance of any variation in cost.

A8 Evaluation Criteria

- Prior experience with premium round data and Government process related to premium round.
- Ability to begin work immediately at the commencement of the engagement with little to no on-boarding time required.

- Respond to the Department's direction under limited supervision.
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- Demonstrated ability to provide value adding analysis of private health insurance matters in the context of wider issues impacting the private health sector, now and into the future.

A9 Fees, expenses and costs

Fees to be based on time and materials.

Using the table below, please outline the cost per resource.

Role	Name	Daily Rate (Gst inc)	Hourly Rate (GST inc)	% Time on project
Partner or equivalent			THE	
Director or equivalent			WERT RE	
Consultant or equivalent			\$17.98 ED	
Senior Analyst or equivalent		, RELIEF	ACU R	
	THIS DEPER	ENTHAS BY OF HEAT	SED 1982 CARE	



Indigenous Procurement Policy (IPP) Checklist

The Department of Health must comply with the <u>Indigenous Procurement Policy</u>. The IPP includes two policy elements in the form of:

- a mandatory set-aside has been established (MSA) that gives Indigenous SMEs the chance to demonstrate value
 for money, before the procuring officer makes a general approach to the market. At Health, this mandatory setaside applies to all remote procurements and all other domestic procurements where the estimated value of the
 procurement at, or under \$200,000 (GST inclusive), excluding procurements to which paragraphs 2.6 and 10.3 of
 the CPRs apply, procurements through a Whole-of-Government arrangement, and procurements where the
 purchase is made using an exemption to Appendix A of the CPRs.
- mandatory minimum requirements (MMR) that include Indigenous participation targets mandated in high value contracts wholly delivered in Australia valued above \$7.5 million in <u>specified industry categories</u>.

Section 1 - Mandatory Set-aside (MSA)	
Q1. Is your procurement being conducted under any of the following circumstances:	Yes ⊠ No □
Mandatory Whole of Government Arrangement	
Management Advisory Services Panel SON SON3751667	
Mandatory Whole of Government Arrangement Management Advisory Services Panel SON SON3751667 Management Advisory Services Panel SON SON3751667	
If you answered "YES" to Q1 and provided required details, the MSA does not apply. Proceed to Secti	on 2.
Q2. Is the procurement valued at, or under \$200,000 (GST inclusive)?	Yes □ No □
As a Supply Nation Member, our Department has committed on a best endeavours basis to identify	
and/or create business opportunities for Supply Nation extrifies Indigerous suppliers. Hence, the mandated threshold for procurements valued at, or under \$200,000 (this valuation should also	
include any possible extension options). Please search for indigenous suppliers on Supply Nation.	
Q3. Will the majority (by value) of the goods (services be delivered in remote areas?	Yes □ No □
If you answered "NO" to both Q2 and Q3, the Mandatory Set-aside does not apply. Proceed to Section	n 2.
If you answered "YES" to either Q2 or Q3, the Mandatory Set-aside applies and you must conduct a se	earch for a
If you answered "YES" to either Q2 or Q3, the Mandatory Set-aside applies and you must conduct a so suitable Indigenous supplier on Supply Nation and document the outcomes of that search in your Pro	earch for a
If you answered "YES" to either Q2 or Q3, the Mandatory Set-aside applies and you must conduct a se	earch for a
If you answered "YES" to either Q2 or Q3, the Mandatory Set-aside applies and you must conduct a so suitable Indigenous supplier on Supply Nation and document the outcomes of that search in your Pro	earch for a
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If you answered "YES" to either Q2 or Q3, the Mandatory Set-aside applies and you must conduct a set suitable Indigenous supplier on Supply Nation and document the outcomes of that search in your Proceed to Section 2. Section 2 – Mandatory Minimum Requirements (MMR) Is the procurement valued over \$7.5m (GST inclusive) and the majority of the value falls within	earch for a
If you answered "YES" to either Q2 or Q3, the Mandatory Set-aside applies and you must conduct a se suitable Indigenous supplier on Supply Nation and document the outcomes of that search in your Property Proceed to Section 2. Section 2 – Mandatory Minimum Requirements (MMR)	earch for a ocurement Plan.

Updated September 2021

From:

Sent: Friday, 26 August 2022 12:25 PM

To:

Subject: RE: Seeking urgent review prior to seeking delegate endorsement: Management

Advisory Services Panel Request for Quote - 41.docx [SEC=OFFICIAL]

CCFMS:07360001531

Importance: High

Hi

Draft RFQ is endorsed. Please ensure you seek approval for the changed procurement method/panel approach documentation.

Kind regards,

The Department of Health and Aged Care acknowledges First Nations peoples as 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 all Elders both past and present.

To ensure prompt responses, please any replies to this inbox and not to personal inboxes.

----- Original Message ------

|@health.gov.au>;

Received: Fri Aug 26 2022 11:27:17 GMT+1000 (Australian Eastern Standard Time)

To: @health.gov.au>;

@health.gov.au>;

Subject: Seeking urgent review prior to seeking delegate endorsement: Management Advisory Services Panel Request for Quote - 41.docx [SEC=OFFICIAL]

Hi,

Further to my emails this week (see attached), I've prepared a new RFQ under the Management Advisory Services Panel (SON3751667 using the template on the Department of Finance website.

Note the Procurement Plan has already been approved, only the RFQ needs to be amended.

May I please seek PAS endorsement to continue.



Acting Assistant Director | Private Health Policy and Financing | Private Health Industry Branch Medical Benefits Division

Australian Government Department of Health and Aged Care

T: 02 6289 S22 | E: S22 @health.gov.au

Part-time hours - Mo, Tu, Th, Fr.

Explore medical specialists costs across Australia with the Medical Costs Finder

THIS OCIMENT OF HEALTH AND ACED CAPE

s22

From:

s47E(d)

Sent:

Tuesday, 2 August 2022 12:49 PM

To:

10.

Subject: RE: FW: Procurement plan documents & RFQ CCEMS:07360001469 [SEC=OFFICIAL]

Premium Round 2023 - Procurement Plan - PAS02082022AR.docx

Categories: Red Category

Hi **s22**

Attachments:

PAS has reviewed the procurement plan, please see minor suggested changes in the attached.

Does PAS endorsement require finance's confirmation that funds are available? No, it is not dependent upon confirmation however PAS check completeness of process, funding availability being one of the items requiring confirmation prior to a market approach.

Once changes actioned, cleared to proceed.

Kind regards,

Snr Adviser

Procurement Advisory Services

Financial Management Division | Corporate Operations Group Australian Government Department of Health and Aged Care T: 02 6289 | E: 347E(0) | (QNeatth: gov.au GPO Box 9848, Canberra ACT 2601, Australia

The Department of Health and Aged Care activowledges First Nations peoples as 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 all Elders both past and present.

To ensure prompt responses, please address any replies to this inbox and not to personal inboxes.

------ Original Message

From: ²²² @health.gov.au>;

Received: Tue Aug 02 2022 10:56:21 GMT+1000 (Australian Eastern Standard Time)

To: s47E(d) @health.gov.au>; s47E(d) @health.gov.au>; s47E(d) @health.gov.au>; s47E(d) @health.gov.au>;

Subject: FW: Procurement plan documents & RFQ CCEMS:07360001469 [SEC=OFFICIAL]

Sorry,

One follow up question. Does PAS endorsement require finance's confirmation that funds are available?

Thanks,

s22

Acting Assistant Director | Private Health Policy and Financing | Private Health Industry Branch Medical Benefits Division

Australian Government Department of Health and Aged Care

T: 02 6289 E: <u>@health.gov.au</u>

Part-time hours - Mo, Tu, Th, Fr.

Ex

Explore medical specialists costs across Australia with the Medical Costs Finder

From: \$22

Sent: Tuesday, 2 August 2022 10:40 AM

To: s47E(d) @health.gov.au>
Cc: s22 @Health.gov.au>

Subject: RE: Procurement plan documents & RFQ CCEMS:07360001469 [SEC=OFFICIAL]

Thank you.

My apologies the Procurement Plan dropped off the email! Please see attached.

I have also updated the RFQ based on your comments, and all templates updated for the new department logo (templates consistent with those on the intranet).

Please let me know if you require anything further.

Note I am still awaiting on the final name of a person for the evaluation team.

Thanks,

s22

Acting Assistant Director | Private Health Policy and Einancing | Private Health Industry Branch

Medical Benefits Division

Australian Government Department of Health and Aged Care

T: 02 6289 [E: 522 @healto, gov, st

Part-time hours - Mo, Tu, Th, Fr

Explore medical specialists costs across Australia with the Medical Costs Finder

From: ^{847E(d)} @health.gov.au>

Sent: Monday, 1 August 2022 5:02 PM

To: @health.gov.au>

Cc: E22 @Health.gov.au>

Subject: RE: Procurement plan documents & RFQ [SEC=OFFICIAL] CCEMS:07360001469

Hi **s22**

PAS has reviewed the draft documents. One comment within the attached RFQ for your consideration and action.

No Procurement plan was provided, please complete and forward to PAS for final review and endorsement.

We suggest you ensure you use the most recent templates for your procurements - available within the PAS Procurement Process.

Kind regards,



T: 02 6289 S22 | E:

Part-time hours - Mo, Tu, Th, Fr.

Procurement Advisory Services

Financial Management Division | Corporate Operations Group Australian Government Department of Health and Aged Care T: 02 6289 | E: 47E(d) @health.gov.au GPO Box 9848, Canberra ACT 2601, Australia

The Department of Health and Aged Care acknowledges First Nations peoples as 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 all Elders both past and present.

To ensure prompt responses, please address any replies to this inbox and not to personal inboxes.

KINE OF THE PROPERTY OF THE PR
Original Message From: @health.gov.au>; Received: Mon Aug 01 2022 15:09:03 GMT+1000 (Australian Eastern Standard Time)
Frame Manager
Procincel Man Aug 01 2022 15:00:02 CMT 1000 (Aught View Standard Time)
Received: Mon Aug 01 2022 15.09.03 GM1+1000 (Augurandin Eastern Standard Time)
To: \$47E(d)
<u>whealth.gov.au</u> >,
wheath.gov.ad>,
Cc: @Keakth.gov.au>;
Subject: Procurement plan documents & RFU [SEX=OFFICIAL]
Subject: Procurement plan documents & RFQ [SEC≠OFFICIAL] Hi,
We are preparing procurement documents to directly approach a consultant for their services. The budget is \$47E(d).
Attached is the draft procurement plan and associated documents.
Just wondering if you are happy to look through and let me know if this is suitable, or if there is anything I am missing?
Also, does PAS "endorse" procurement plans before progressing to the delegate?
Thanks,
s22
Acting Assistant Director Private Health Policy and Financing Private Health Industry Branch
Medical Benefits Division
Australian Government Department of Health and Aged Care

@health.gov.au

Explore medical specialists costs across Australia with the Medical Costs Finder



Commitment Approval Minute

Brian Kelleher, Assistant Secretary, Private Health Industry Branch Medical Benefits Division

COMMITMENT APPROVAL TO ENGAGE DELOITTE TOUCHE TOHMATSU (DELOITTE) FOR EXPERT ACTUARIAL SERVICES FOR ASSESSMENT OF 2023 PREMIUM APPLICATIONS

This Minute recommends that you:

- APPROVE the draft official order with Deloitte for the provision of the provision of expert services for assessment of 2023 premium applications, using Management Advisory Services Panel, SON3751667 (Attachment A);
- **APPROVE** expenditure for a total of up to Governance, Performance and Accountability Act; (GST Inclusive) under Section 23(3) of the Public
- APPROVE the Letter of Offer to Deloitte (Attachment B)
- APPROVE the Value for Money Assessment (Attachment C)
- NOTE the Letter of Offer and the draft Official Order will be sent to Deloitte for signature upon your approval of this minute.
- **CONFIRM** the information provided in this commitment approval has fully addressed the Delegate's Checklist before exercising a delegation to approve the commitment of funds PGPA Act Section 23 (3) or enter into an arrangement PGPA Act Section 23 (1). Delegates need to assure themselves that the procurement is compliant and documented (Attachment D) and
- NOTE the commitment approval will work flow to you via SAP ESS for online approval.

1. BACKGROUND/CONTEXT

Like the 2022 premium round, the 2023 premium round is expected to present significant complexities mainly due to:

- The need to take into account allowances for COVID-19 impacts;
- Impacts of Government reforms including prostheses and changes to the age of dependants on a family policy;
- Impacts of changes to APRA capital standards; and
- The range of approaches insurers will take in forecasting membership and benefits in the context of significant COVID-19 related uncertainty.

The Department expects to receive substantive information from private health insurers from the 2023 premium round applications. A review of this information will provide insights into the premiums charged - and the changes in premiums sought - for private health insurance products.

VALUE FOR MONEY ASSESSMENT

Deloitte was approached directly to provide a quote.

From previous procurement processes (for private health insurance premium round services), Deloitte was determined to be the only consultant that is:

- o qualified to do the work (based on experience with recent premium round application work),
- o does not have a conflict of interest (i.e. is not providing actuarial services to any of the health insurers for premium round applications),
- has experience on health insurance product tiers (because this consulting firm helped to develop the health insurance product tiers and also provided the Department with a report into private health insurance products in early 2022).

Additionally, Deloitte has experience on three previous private health insurance premium round submissions. Importantly, Deloitte does not hold any appointed actuary roles with any private health insurer in Australia.

The quote received from Deloitte was evaluated in line with the evaluation process used to determine value for money for procurements where one supplier has been approached for a quotation. Deloitte was rated as Good to Very Good on all criteria (**Attachment C**), and the quote was within budget for the review.

2. TIMEFRAME

Services will be provided for a period from execution until 30 December 2022. There is an option to extend the review for six months.

The departmental funding allocated to this review is available only for the current financial year and cannot be rolled-over.

3. CONTRACTUAL ARRANGEMENT

The appropriate form of contract has been prepared (**Attachment A**) based on the standing offer official order template.

This is a desktop-based review. No travel is required and any costs incurred for travel will not be reimbursed. Meetings with the Department will be conducted virtually.

Contract Manager

The nominated Contract Manager for this arrangement will be the Acting Assistant Director of Private Health Policy and Financing Section, Private Health Industry Branch.

4. COMPLIANCE WITH COMMONWEALTH PROCUREMENT RULES

This approach through an existing standing offer arrangement falls under Division 1, Section 9.12 and 9.13 of the Commonwealth Procurement Rules (CPRs).

The estimated expected maximum value of the proposed procurement is above the relevant procurement threshold (CPRs 9.7). The Services are procured through an existing panel arrangement (CPRs 9.12-9.13) – Management Advisory Services Panel, SON3751667.

5. INDIGENOUS PROCUREMENT POLICY - MANDATORY SET-ASIDE (MSA)

The IPP Mandatory Set-aside does not apply to this procurement (Attachment E).

6. EXPENDITURE APPROVAL AND FUNDS AVAILABILITY

The anticipated cost to the Department for the services is [47E(d)]. (GST incl) approval is sought for up to [47E(d)]. (GST incl) consistent with your initial approval for this approach to market, given the potential for an extended assessment period and more detailed analysis being required to support the Minister's decision. This is within your delegation limit under the Accountable Authority Financial Delegations Schedule 1, Table 1, Item 3 (Branch Head) to approve proposals to commit relevant money up to [47E(d)]. \$47E(d)].

Note that currently, the 2022-23 moderation bid process hasn't been finalised, and the Finance Business Partner advised that the Medical Benefit Division's preliminary indicative allocation is less than expected staffing costs.

Forward Commitment

Beyond Forward Estimates Approval is the approval of funds beyond the forward estimates period (current financial year plus four financial years out). It is a requirement under instruction from the Secretary (s16 PGPA Act- Schedule Instruction 1), the Department's Financial Delegations and Finance Business Rules.

As the duration of the expenditure proposal does not extend beyond the forward estimates period, a Beyond Forward Estimates approval has not been completed. In addition, this commitment approval does not contain any contingent liabilities.

GENERAL

Risk Management

The risk profile developed as part of the Procurement Plan has been reviewed. The risk profile remains Low. There are no conflict of interest issues that have been raised throughout the process.

Any significant risks and mitigations identified will be advised to the delegate

Internal Reporting Requirements

Under the Department's Procurement Processing and Management policy, contracts must be registered within two business days of execution.

External Reporting Requirements

The contract will be reported on the Department's website in accordance with the Senate Order requirements of July 2001 (Murray Motion). As the contract is valued over \$10,000 it will be reported on AusTender within 42 days of entering into the contract, in line with the Commonwealth Procurement Rules (Division 1, Item 7, Reporting arrangements).

Documentation

The documentation is held on TRIM File A leading up to the contract has been filed in accordance with Corporate Business Rule 2: Information Management and Record Keeping.

8. COMPLIANCE WITH FINANCIAL AND PROCUREMENT POLICIES

This procurement was conducted in accordance with the Department's financial and procurement policy framework (Delegate's Checklist)

9. DELEGATE APPROVALS

It is recommended that you:

APPROVE the draft official order with Deloitte for the provision of the provision of expert services for assessment of 2022 premium applications, using Management Advisory Services Panel, SON3751667 (Attachment A)	APPROVED / NOT APPROVED
APPROVE expenditure for a total of up to 47E(d). (GST Inclusive) under Section 23(3) of the Public Governance, Performance and Accountability Act;	ALPROVED / NOT APPROVED
APPROVE the Letter of Offer to Deloitte (Attachment B)	APPROVED / NOT APPROVED
APPROVE the Value for Money Assessment (Attachment C); and	PPROVED / NOT APPROVED
NOTE the Letter of Offer and the draft Official Order will be sent to Deloitte for signature upon your approval of this minute.	NOTED PLEASE DISCUSS

CONFIRM the information provided in this commitment approval has fully addressed the Delegate's Checklist before exercising a delegation to approve the commitment of funds - PGPA Act Section 23 (3) - or enter into an arrangement - PGPA Act Section 23 (1). Delegates need to assure themselves that the procurement is compliant and documented (Attachment D) and

NFIRMED / PLEASE DISCUSS

NOTE the commitment approval will work-flow to you via SAP ESS for online approval

NOTED / PLEASE DISCUSS

Prepared by:

Approved by:

Approved by email

.....

with Deloitte

Deloitte

Relleher,

Ssistant Secretary

Private Health Industry Brench

9 September 2022

With Deloitte

Relleher,

September 2022

Relleher,

Relleher,

Relleher,

Relleher,

Relleher,

Rellehe Acting Assistant Director, Private Health Policy and Financing Private Health Industry Branch

9 September 2022

Attachments:

Draft official order with Deloitte Α.

В. Letter of Offer to Deloitte

C. Value for Money Assessment

D. Delegate's Checklist

IPP Checklist E.

s22

From: @deloitte.com.au>
Sent: Thursday, 27 October 2022 12:46 PM

To: \$22 ; \$47F C: \$22

Subject: RE:2023 Premium Round - Confidentiality and conflict deed [SEC=OFFICIAL]

Attachments: Confidentiality and conflict deed - Organisation agreement pdf; Confidentiality and conflict deed [SEC=OFFICIAL]

Confidentiality and conflict deed - Organisation agreement ______.pdf; Confidentiality Deed Poll _______ 27102022.pdf; Confidentiality and conflict deed - Organisation agreement - _______.pdf; Confidentiality and conflict deed - Organisation

agreement - signed 26.10.2022.pdf; Confidentiality and conflict deed -

Organisation agreement pdf .pdf

Categories: Red Category

REMINDER: Think before you click! This email originated from outside our organisation. Only click links or open attachments if you recognise the sender and know the content is safe.

Hi ^{s22}

- 1. Attached, please find signed confidentiality deeds of those who will be supporting with the 2023 Premium Round applications.
- 2. Could you also arrange our access to the secure sharepoint. Below are the email addresses of our staff.

@deloitte.com.au

@deloitte.com.au

@deloitte.com.au

@deloitte.com.au

@deloitte.com.au

@deloitte.com.au

@deloitte.com.au

@deloitte.com.au

Do let me know if you need any other information. I will be away from tomorrow and return on Wednesday 2/11 so would be best point of calkin that time period.

s47F

D: s47F | M: s47F

I work part time and am unavailable on a Friday.

From: ^{\$22} @health.gov.au> **Sent:** Monday, 24 October 2022 4:00 PM

To: ^{\$47F} @deloitte.com.au>; ^{\$47F} @deloitte.com.au>

Cc: ⁸²² @Health.gov.au>; KELLEHER, Brian <Brian.Kelleher@health.gov.au>

Subject: [EXT]2023 Premium Round - Confidentiality and conflict deed [SEC=OFFICIAL]

Hi^{s47F} and s47F ,

In preparation for the analysis of 2023 premium round applications, I will require all team members who will have access to the health insurer applications and who will be working on the project to sign and return the attached Confidentiality and Conflict Deed.