

WFW ADVISES KLINIK-KOMPETENZ-BAYERN ON €160M MEDICAL PROCUREMENT TENDERS

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Watson Farley & Williams (“WFW”) advised Klinik-Kompetenz-Bayern eG (“KKB”) and its members on the conception, development and EU-wide tendering of an innovative framework agreement for purchasing services in the healthcare sector as well as other services for hospitals.

KKB is a voluntary network of municipal and non-profit clinics, with which a total of 31 organisations with 60 top performing clinics and medical care centres in the Free State of Bavaria are associated. The total value of the medical services provided by all KKB clinics is approx. €160m pa. Following circa two years of an elaborate awards procedure plus participant competition, Prospitalia GmbH (“Prospitalia”) won the tender procedure with the best price-performance ratio. Prospitalia is one of the leading independent purchasing service providers for clinics, hospital pharmacies and care and rehabilitation facilities in Germany and has been supporting them in procurement and all associated processes since 1993.

The aim of the framework agreement is to both provide purchasing services for medical and nursing needs, as well as obtain capital goods and additional technical advice for KKB and its members on procurement issues. This reflects the fact that procurement is both economically and strategically important to the clinical sector.

The WFW Munich team advising KKB was led by Regulation, Public Law & Competition Partner Dr Felix Siebler, supported by Associate Janina Heidemann.

Felix commented: “We are very pleased that we were able to bring our healthcare sector expertise to bear towards the successful conclusion of this awards procedure for KKB. That we were able to do so is thanks to both our extensive experience advising of tender procedures and the close cooperation we enjoyed with KKB and its network members”.

“We greatly appreciate the time-consuming personal commitment made by all those who supported KKB, but above all we would like to thank Dr Felix Siebler and his team for their highly professional and innovative advice on the preparation and implementation of this complex tender, which was beneficial to all involved”, said the KKB Board of Managing Directors comprising Manfred Wendl, Martin Rederer and Prof Dr Alexander Schraml as well as the Supervisory Board Chairman Peter Krappmann.

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