



HEALTH INDUSTRY EMPLOYERS' ASSOCIATION OF TURKEY (SEİS)

Health Industry Employers' Association of Turkey, abbreviated as SEİS, was established in May 1, 2003 with the efforts of seven founding members. The application for membership of SEİS to TISK, Confederation of Employers' Associations of Turkey, the biggest employers' association in Turkey, was delivered and approved shortly after establishment. As one of the 23 members of TISK¹, SEİS works on health industry as the only employers' association.

Missions of the Association has been determined as,

- To provide suitable working grounds for these policies as regards our sector by taking place in each and every platform established for determining national health policies,
- To act as a guide and intervener for the solutions of long-term problems of firms in the face of public entities;
- To co-operate with universities and various institutes to perform training activities to increase the quality of the labor force employed in the sector; to determine and develop professional standards.
- To perform studies on legal, economical and financial issues through the Research Bureau, and to notify the members about results, and to act as a counselor in these subjects;
- To perform studies in subject related to health industry and to follow developments, to publish books, journals, brochures, etc. to inform its members;
- To co-operate with the representatives of the sector and associations in abroad to ensure the presentation of our member firms, and to submit better options to our members in fair organizations in the country and in abroad.

Many legal arrangements and changes of application have taken place in our sector during the harmonization process of our Country to European Association. This process is still going on, and changes are being made. Our Association closely monitors the changes to be realized to inform beforehand the firms operating in our sector with the purpose of preventing possible difficulties of the firms and ensuring that they are ready for the changes. Moreover, the new regulations are sent in preparatory stage for communication. At this stage, our Association informs the firms in the sector and asks their opinion and foresights in application of the new regulations in order to underline the possible outcomes of the new regulation in the face of relevant bodies.

We are part of **EKAP (the E-trade infrastructure)** study group. The members of the study group are, Ministry of Health, Social Security Institution, Public Procurement Institution, and SEİS as the representative of the sector.

We are active in the routine monthly meetings organized by Ministry of Health and seasonal (4 in year) meetings organized by Social Security Institution in addition to the thematic, non-routine meetings.

¹ For more information on TISK please refer to (www.tisk.org.tr), Through the membership of TISK we are represented in the board of directors in 26 government bodies among which Ministry of Health, Social Security Institution and Public Procurement Institution exist.



Our Association always takes place in the international relations of our country, as the representative of the sector. We are always included in the visits of the Health Minister abroad, and introduce our members to the missions from foreign countries visiting our country, and assist in the development of bilateral commercial relationships.

We have implemented the studies for determining the vocational standards of Technicians of Medical Laboratory Equipment performed by the Ministry of National Education within the scope of the Project for Strengthening Professional Education and Training System. Following this activity we have implemented another project (within the scope of Leonardo da Vinci Innovation Transfer in Lifelong Learning Program) on establishing vocational qualifications and standards in order to improve the human capital in the health industry. Accordingly, we have developed training programs for 2 vocations and standards for 5 vocations. This project is now being adjusted to a bigger project where SEİS is accredited by MYK (National Vocational Qualifications Institution) to determine the vocation map, standards and relevant qualifications.

The following five books have been prepared and published as reference sources for the firms in our sector as well as the public officials.

- Guide for Applications and Making Complaints Against Public Tenders
- Effects of the new Turkish Penal Law on the Health Sector
- Legislation for Medical Equipment
- Guide for the Application of Legislation for Medical Equipment
- Guide for Public Purchasing
- Amendments in New Public Procurement Law

On TITUBB & the basis of EKAP

Turkey Medicine and Medical Devices Data Bank is a registration system and database, the continuation of the “Enforcing and Restructuring of financial management of health services project” which was implemented by the Ministry of Finance, Ministry of Labor and Social Security and Hacettepe University Hospitals on behalf of Ministry of Health.

Ministry of Health aimed to establish a database with TITUBB to monitor and control e-bid and the market surveillance.

At the beginning, in 2005, it was called as TCKS and products were began to be registered to the system according to a new type of coding system, which was developed by practicing on GDMN (Global Medical Device Nomenclature), which is a system of registration in use in Europe and its rights of property was bought by Ministry of Health. An employers’ association (SEİS) began to take registrations. According to the protocol among MoH (Ministry of Health) and SEİS, registration database was named as Registration System of Medical Devices and Equipments (TCKS).



SEİS

TÜRKİYE SAĞLIK ENDÜSTRİSİ
İŞVERENLERİ SENDİKASI

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In 2005, a catalog study in the frame of another Project concurrent to TCKS was being implemented in the frame of Hacettepe University's "Enforcing and Restructuring of financial management of health services project", an electronic catalog study (PRICAT) including medicine and medical devices was also planned to be implemented concurrently. In the Project, by cataloging the medical devices, it was aimed to provide a platform for e-trade between distributors and branches/ sellers. It also aimed to establish a source for healthcare providers as the consumers, by examining the registered product to database and detecting their needs. This Project was so comprehensive, even it had the data on the dimensions of products and their surface areas to provide a sense for the storage need which can be necessary for e-trade.

MoH decided to continue taking registrations of TCKS on the new catalog system with making some revisions considering PRICAT database. Accordingly TCKS turned into TITUBB Turkey medicine and medical devices national Data Bank, and being registered to this system became obligatory for the firms.

TITUBB, aimed to execute all process such as bids of medicine and medical devices, orders, transportation, sales, stocks, receipt and invoice payments by relevant institutions and people in online platform. General objective of the TITUBB was establishment of basic infrastructure for e-trade. TITUBB provide the opportunity of using the same data in all stages of procurement chain to all parties, even including their own internal systems. This term is known as master Data Alignment and it enables the constitution of proper databanks for reaching the data of products, prices, promotion, place, transportation, classification and etc.

Beside the data required for e-trade, with the demand of MoH, regulatory information of products was also recorded into the system. Therefore, firms are no longer asked to provide quality documents and CE Certificates in their bid dossiers, since these records can be seen in the system already. Moreover, with the demand of SGK, product branch codes are also included to the system that data became functional also for pay-back of institutions.

Most recent and correct data for products can be obtained from manufacturers or procurement firms. The responsibility of informing the system of TITUBB about the latest situation of the products is on the procurement firms. Data flow process has been started by them. Thus, the sustainability and reliability of TITUBB can be only provided by those. They should sustain the up-to-date information by using the web based system. To start to be active in medical devices sector, firms should be registered to the system first, and second they should register their products and local vendors if exist.

SGK also uses TITUBB system in its reimbursement system. It is not possible to take pay-backs and offering in the bids for the products which are not registered in the system. This means that the ones unregistered are not accredited and could not be paid back.

Data in TITUBB belongs to the firms. The state is responsible of collecting the data in a proper way and distributing it to the relevant parts. All general informative data in the system is open to public access and it is not necessary to log in to the system. However, some particular data relevant to trade issues are exceptional.

In TITUBB, retail sales prices of medicines can be also found, since they are decided by MoH by laws. However, it is not obligatory to record the prices of medical devices, since they are determined under free market conditions. It is again not possible to mention a specific type of pricing for medical devices as it is so for medicines.

The most important benefit of being registered to the system for the firms is observable in bids and refunds. It is no longer necessary to provide many expensive documents such as TURKAK approval,



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Notary approval etc to involve to the bids for the firms. It is enough to provide assurance letter and their offers. This is a great convenience for firms in terms of expenses and work load. E-bids and database will be also available for those registered firms.

Based on this data, the EKAP (Electronic Public Procurement Platform) has been established and is planned to be activated in the forthcoming months.