

# Tender Package — Request for Bid (RFB)



## 1. Invitation to Tender

|   |                                     |
|---|-------------------------------------|
| <b>Tender Name:</b><br>Digital mobile X- Ray Machines with Digital Radiography (DR) System<br>(2 Units)   | <b>Tender No:</b><br>PAK/ISD/1729   |
| Location: Islamabad, Pakistan   | Correspondence Language(s): English |
| Brief Summary Description of Project: The Digital mobile X-Ray Machines will be installed in mobile x-ray vans for the diagnosing of Tuberculosis (TB). Technical Specifications are detailed on Section 5.2. |                                     |

|   |  |
|---|--|
| <b>Tender Package Available from:</b><br>29 June, 2020                        | <b>Tender Package Pickup Location:</b> Tender documents can be obtained by requesting at the following email address:<br><a href="mailto:pk-tender@mercycorps.org">pk-tender@mercycorps.org</a> OR downloaded from the following website:<br><a href="https://www.mercycorps.org/tenders">https://www.mercycorps.org/tenders</a> |
| <b>Deadline for Offer Submission:</b><br>10 July, 2020 by or before 5:00.p.m. | <b>Submit Offers to:</b> Offers will be submitted electronically on the following email address: <a href="mailto:tenders@mercycorps.org">tenders@mercycorps.org</a>  |

*Mercy Corps reserves the right to accept or reject any late offers*

| Questions and Answers (Q&A)  |   |
|--|---|
| If any, Submit Questions in writing to: <a href="mailto:pk-tender@mercycorps.org">pk-tender@mercycorps.org</a>   |   |
| Last Day for Questions:<br>7 July, 2020 by 5:00 P.M.   | Questions will be answered by:<br>8 July, 2020 by or before 5:00 P.M. |
| Questions will be answered through: Answers to the queries/questions will be responded through an addendum posted along the tender documents <a href="https://www.mercycorps.org/tenders">https://www.mercycorps.org/tenders</a> |   |

| Documentation Checklist                                   |   |                                 |
|---|---|---------------------------------|
| These documents are contained within this tender package: | ✓ | Invitation to Tender            |
|   | ✓ | General Conditions for Tender   |
|   | ✓ | Criteria and Submittals         |
|   | ✓ | Price Offer Sheet               |
|   | ✓ | Supplier Information Form       |
|   | ✓ | Technical Specifications        |
|   | ✓ | Sample Contract/Purchaser Order |

## 2. General Conditions for Tender

Mercy Corps invites offers for the goods, described and summarized in these documents, and in accordance with procedures, conditions and contract terms presented herein. Mercy Corps reserves the right to vary the quantity of goods specified in the Tender Package without any changes in unit price or other terms and conditions and to accept or reject any, all, or part of submitted offers.

### 2.1 Mercy Corps' Anti-Bribery and Anti-Corruption Statement

Mercy Corps strictly prohibits:

- Any form of bribe or kickback in relation to its activities  
This prohibition includes any *request* from any Mercy Corps employee, consultant or agent for anything of value from any company or individual in exchange for the employee, consultant or agents taking or not taking any action related to the award of a contract or the contract once awarded. It also applies to any *offer* from any company or individual to provide anything of value to any Mercy Corps employee, consultant or agent in exchange for that person taking or not taking any action related to the award of the contract or the contract.
- Conflicts of interests in the awarding or management of contracts  
If a company is owned by, whether directly or indirectly, in whole or in part, any Mercy Corps employee or any person who is related to a Mercy Corps employee, the company must ensure that it and the employee disclose the relationship as part of or prior to submitting the offer.
- The sharing or obtaining of confidential information  
Mercy Corps prohibits its employees from sharing, and any offerors from obtaining, confidential information related to this solicitation, including information regarding Mercy Corps' price estimates, competing offerors or competing offers, etc. Any information provided to one offeror must be provided to all other offerors.
- Collusion between/among offerors  
Mercy Corps requires fair and open competition for this solicitation. No two (or more) companies submitting bids can be owned or controlled by the same individual(s). Companies submitting offers cannot share prices or other offer information or take any other action intended to pre-determine which company will win the solicitation and what price will be paid.

Violations of these prohibitions, along with all evidence of such violations, should be reported to:

<http://mercycorps.org/integrityhotline>

Mercy Corps will investigate allegations fully and will take appropriate action. Any company, or individual that participates in any of the above prohibited conduct, will have its actions reported to the appropriate authorities, will be investigated fully, will have its offer rejected and/or contract terminated, and will not be eligible for future contracts with Mercy Corps. Employees participating in such conduct will have his/her employment terminated.

Violations will also be reported to Mercy Corps' donors, who may also choose to investigate and debar or suspend companies and their owners from receiving any contract that is funded in part by the donor, whether the contract is with Mercy Corps or any other entity.

### 2.2 Tender Basis:

- All offers shall be made in accordance with these instructions, and all documents requested should be furnished, including any required (but not limited to) supplier-specific information, technical specifications, drawings, bill of

quantities, and/or delivery schedule. If any requested document is not furnished, a reason should be given for its omission in an exception sheet.

- No respondent should add, omit or change any item, term or condition herein.
- If suppliers have any additional requests and conditions, these shall be stipulated in an exception sheet.
- Each offeror may make one response only.
- Each offer shall be valid for the period of 90 days from its date of submission.
- All offers should indicate whether they include taxes, compulsory payments, levies and/or duties, including VAT, if applicable.
- Suppliers should ensure that financial offers are devoid of calculation errors. If errors are identified during the evaluation process, the unit price will prevail. If there is ambiguity on the unit price, the Selection Committee may decide to disqualify the offer.
- Any requests for clarifications regarding the project that are not addressed in written documents must be presented to Mercy Corps in writing. The answer to any question raised in writing by any offeror will be issued to that offeror. In some cases Mercy Corps may choose to issue clarifications to all offerors. It is a condition of this tender that no clarification shall be deemed to supersede, contradict, add to or detract from the conditions hereof, unless made in writing as an Addendum to Tender and signed by Mercy Corps or its designated representative.
- This Tender does not obligate Mercy Corps to execute a contract nor does it commit Mercy Corps to pay any costs incurred in the preparation and submission of bids. Furthermore, Mercy Corps reserves the right to reject any and all offers, if such action is considered to be in the best interest of Mercy Corps.

## 2.3 Supplier Eligibility

Suppliers may not apply, and will be rejected as ineligible, if they:

- Are not registered companies
- Are bankrupt or in the process of going bankrupt
- Have been convicted of illegal/corrupt activities, and/or unprofessional conduct
- Have been guilty of grave professional misconduct
- Have not fulfilled obligations related to payment of social security and taxes
- Are guilty of serious misinterpretation in supplying information
- Are in violation of the policies outlined in Mercy Corps Anti Bribery or Anti Corruption Statement
- Supplier (or supplier's principals) are on any list of sanctioned parties issued by; or are presently excluded or disqualified from participation in this transaction by: the United States Government or United Nations by the United States Government, the United Kingdom, the European Union, the United Nations, other national governments, or public international organizations.

Additional eligibility criteria, if applicable, are stated in section 3.2 of this tender package.

## 2.4 Response Documents

Offerors must submit an offer in their own format and ensure it contains all the required documents and information specified in this tender. Where an itemized Price Offer Sheet is included in the tender package, the offeror must complete and submit it with the rest of their offer.

## **2.5 Acceptance of Successful Response**

Documentation submitted by offerors will be verified by Mercy Corps. The winning offeror will be required to sign a contract for the stated, agreed upon amount.

## **2.6 Certification Regarding Terrorism**

It is Mercy Corps' policy to comply with humanitarian principles and the laws and regulations of the United States, the European Union, the United Nations, the United Kingdom, host nations, and other applicable donors concerning transactions with or support to individuals or entities that have engaged in fraud, waste, abuse, human trafficking, corruption, or terrorist activity. These laws and regulations prohibit Mercy Corps from transacting with or providing support to any individuals or entities that are the subject of government sanctions, donor rules, or laws prohibiting transactions or support to such parties.

## 3. Criteria & Submittals

### 3.1 Contract Terms

Mercy Corps intends to issue a **Fixed Price** contract to one or several company(ies) or organization(s). The successful offeror(s) shall be required to adhere to the statement of work and terms and conditions of the resulting contract. The anticipated contract is incorporated in [Section 6](#) herein. By submitting an offer, offerors certify that they understand and agree to all of the terms and clauses contained in [Section 6](#).

### 3.2 Specific Eligibility Criteria

Eligibility criteria must be met and the corresponding supporting documents listed below under “Tender Submittals” **must** be submitted with offers. Offerors who do not submit these documents may be **disqualified** from any further technical or financial evaluation.

#### Eligibility Criteria:

- Certificate of legal registration OR certificate of incorporation
- Copy of the NTN / GST Certificate with relevant tax authorit(ies)
- Manufacturer or Authorized distributor / dealership certificate of the offered brand of mobile X-Ray machines.
- 2% of the total bid value (inclusive of all taxes) as earnest money in the shape of pay order/demand draft/bank guarantee (refundable), cheque will not be accepted.

### 3.3 Tender Submittals

Documents and required information listed in tender submittals are necessary in order to support the eligibility criteria and to conduct technical evaluations of received offers (and due diligence). While absence of these documents and/or information does not denote mandatory disqualification of suppliers, the lack of these items has the potential to severely and negatively impact the technical evaluation of an offer.

#### Documents supporting the Eligibility Criteria:

- Certificate of legal registration OR certificate of incorporation
- Copy of the NTN / GST Certificate with relevant tax authorit(ies)
- Manufacturer or Authorized distributor / dealership certificate of the offered brand of mobile X-Ray machines.
- 2% of the total bid value (inclusive of all taxes) as earnest money in the shape of pay order/demand draft/bank guarantee (refundable), cheque will not be accepted

Note: The above mentioned must be submitted with the tender documents. Failure to meet any of these requirements will lead to disqualification of the bid.

#### Documents to conduct the Technical Evaluation and additional Due Diligence:

- Company / organizational profile / portfolio
- PO's with similar supplies at least 3 purchase orders

- The bidder / supplier must have adequate after sale service facilities covering all provinces / region of the country. They have the infrastructure and trained manpower to attend to any complaints within one week of receipt of the complaint
- Good track-record (references from three previous clients (minimum), preferably INGO)
- FDA (510K) / CE / MHLW (Certifications required for the quoted product)
- ISO Certifications
- Country of origin for the quoted product must be USA / Europe / Japan
- Recognized bank account (Mercy Corps will make all payments through cross cheque or bank transfer)
- Delivery times: definition of acceptability: ability to deliver within 4-6 weeks after placement of order

## Price Offer:

The Price offer is used to determine which offer represents the best value and serves as a basis of negotiation before award of a contract. As a Fixed-Price contract, the price of the contract to be awarded will be an all-inclusive fixed price basis, either in the form of a total fixed price or a per-unit/deliverable fixed price. No profit, fees, taxes, or additional costs can be added after contract signing. Offerors must show unit prices, quantities, and total price, as displayed in the Offer Sheet in Section 4. All items must be clearly labeled and included in the total offered price. Offerors must include VAT and customs duties in their offer.

## 3.4 Currency

Offers should be submitted in: [PKR](#)

Payments will be made in: [PKR](#)

## 3.5 Tender Evaluation (LPTA Selection Method)

Based on the above submittals, a Mercy Corps Tender Committee will conduct a tender evaluation process. Mercy Corps reserves the right to accept or reject any or all bids, and to accept the offer(s) deemed to be in the best interest of Mercy Corps. MC will not be responsible for or pay for any expenses or losses which may be incurred by any Offeror in the preparation of their tender.

Evaluations will be conducted as described in the following subsections:

### 3.5.1 Technical Evaluation

#### ***Lowest Price, Technically Acceptable (LPTA)***

Mercy Corps Tender Committee will conduct a technical evaluation which will grade technical criteria on a pass/fail basis. Supplier's bids **must meet the minimum technical standard** established here in order to receive a passing mark. Any offerors who receive a failing mark on any criteria will be automatically disqualified from the tender process.

Only offerors who pass all criteria will move on to the next round of evaluation.

Pass/fail technical criteria are as follows:

| Technical Criteria   | Pass or Fail? |
|--|---------------|
| <ul style="list-style-type: none"> <li>• Company/organizational profile</li> </ul> |               |

|  |  |
|--|--|
| <ul style="list-style-type: none"> <li>PO's with similar supplies at least 3 purchase orders</li> </ul>  |  |
| <ul style="list-style-type: none"> <li>The bidder/supplier must have adequate after sale service facilities covering all provinces / region of the country. They have the infrastructure and trained manpower to attend to any complaints within one month of receipt of the complaint.</li> </ul> |  |
| <ul style="list-style-type: none"> <li>Good track-record (references from three previous clients (minimum), preferably INGO)</li> </ul>  |  |
| <ul style="list-style-type: none"> <li>FDA (510K) / CE / MHLW (Certifications required for the quoted product)</li> </ul>  |  |
| <ul style="list-style-type: none"> <li>ISO Certifications</li> </ul>   |  |
| <ul style="list-style-type: none"> <li>Country of origin must be USA / Europe / Japan</li> </ul>   |  |
| <ul style="list-style-type: none"> <li>Recognized bank account (Mercy Corps will make all payments through cross cheque or bank transfer).</li> </ul>  |  |
| <ul style="list-style-type: none"> <li>Delivery times: definition of acceptability: ability to deliver within 4-6 weeks after placement of order.</li> </ul>   |  |

  

**3.5.2 Financial Evaluation and Price/Cost Analysis**

All suppliers who passed all technical criteria will move on to the financial evaluation where the lowest price offer(s) will be accepted as the winning offeror(s) assuming the price is deemed fair and reasonable and subject to the additional due diligence in [section 3.5.3](#).

  

**3.5.3 Additional Due Diligence**

Upon completion of both the technical and financial evaluations Mercy Corps may choose to engage in additional due diligence processes with a particular offeror or offeror(s). The purpose of these processes is to ensure that Mercy Corps engages with reputable, ethical, responsible Suppliers with solid financials and the ability to fulfill the contract. Additional due diligence may take the form of the following processes (though it is not limited to):

- Reference Checks (Mandatory)
- Vendor's Facility Visit (Optional)
- Pre-Award Meeting (Optional upon Mercy Corps request)
- Verification of similar Purchase Orders (Optional upon Mercy Corps request)
- Analysis of audited financial statements (Optional upon Mercy Corps request)

## 4. Offer Form

**Offerors must submit their own independent offer including at least (but not limited to):**

- All documents requested in the “Eligibility Criteria” section of this Tender Package
- All documents requested in the “Tender Submittals” section of this Tender Package
- All information listed in the “Documents Comprising the Bid” section below

**All offers must be duly signed (including position and full name of the signer) and stamped, with the date of completion.**

### *Documents Comprising the Bid*

The following information must be included in the offer of any potential offeror:

- ☐ **Cover Letter** explaining interest to be a contracted vendor or supplier. The content of the cover letter shall include the following information:
  - ☐ A detailed specification of the offered goods, services and/or works
  - ☐ Warranty (if necessary and appropriate)
  - ☐ Delivery time
  - ☐ Price validity date (for this purpose and as stated on the advertisement, quote given shall remain unchanged for 90 working days)
- ☐ A Price Offer detailing the unit price only using the **Price Offer Sheet** template provided in (section 6)
- ☐ Completed and signed Mercy Corps **Supplier Information Form** (template provided in (section 6))
- ☐ Other important documents offeror feels need to be attached to support their bid

The original bid shall be signed by the offeror or a person or persons duly authorized to bind the offeror to the contract. Financial offer pages of the bid shall be initialed by the person or persons signing the bid and stamped with the company seal.

Any interlineations, erasures, or overwriting shall be valid only if they are initialed by the person or persons signing the bid.



## 5. Technical Specifications

### 5.1 Background

Pakistan is the world's sixth most populous country with an estimated population of 207 million. According to Global TB Report 2018, the country is ranked fifth amongst 30 high-burden tuberculosis (TB) countries in the world with an estimated 525,000 new TB cases each year. The incidence rate is 267 cases per 100,000 populations with an overall TB mortality rate of 27 deaths per 100,000 populations. In 2017, there were 368,897 all type TB cases notified in Pakistan, giving an estimated treatment coverage (notified/estimated incidence) of 68% with treatment success rate of 94%. However, there is still an estimated annual shortfall of around 156,000 incident TB cases with an additional 30% (153,000) undetected prevalent cases. Therefore, an estimated 300,000 cases remain 'missed' from the national notification system. It is highly likely that these active, incident TB cases are neither properly diagnosed nor receive quality care. Furthermore, these cases will often face a long delay before they are eventually diagnosed.

Pakistan's health care delivery system includes provincial and district public health departments, other government sector organizations (including armed forces), non-governmental organizations (NGOs) and private sector with profit and not for profit service provision. However, an estimated two thirds of the population initially access healthcare through the private sector. Preference for private sector has been attributed to greater physical accessibility and acceptability measures such as flexible operational hours, better availability of staff and drugs, shorter waiting times, better attitude and more confidentiality. The biggest drawback of the private sector is that it is primarily an unregulated sector. There is no regulation of quality, cost or implementation of national guidelines for curative services (diagnosis, investigation, and treatment). Without provision of standardized care, it is likely that many patients are mismanaged. This is evident when looking at the burden and reporting of TB in Pakistan. Health care financing in Pakistan is mostly through out-of-pocket expenditure, which makes the population vulnerable to catastrophic and impoverishing health expenditures. TB is a debilitating disease that often affects individuals in their most productive years, disrupting the livelihood of families that depend on them. Delayed diagnosis and mismanagement of a TB patient can lead to severe complications for the patient, including mortality, which can drain a family of their financial resources, pushing them towards poverty. Undiagnosed and untreated TB can further be transmitted to the contacts of the TB patient. In order to prevent this, timely diagnosis and treatment is required through engagement of maximum number of private sector health practitioners.

### 5.2 Technical Specifications (for Goods)

| Item   |
|--|
| 2 (Two) Digital mobile X- Ray Machines with accessories as described below   |
| Specifications   |
| Digital mobile X- Ray Machine with wired/tethered detector FPD Amorphous Silicon base, CSI (Cesium Iodide), 32kW<br>Motor-Driven Mobile X-ray unit<br>High Frequency Inverter high voltage Generator, Maximum inverter Frequency 60kHz,<br>Tube voltage range 40-133 kV at 1 k V Step, Main mobile cart with Telescopic arm support column,<br>X-ray tube unit 0.7/1.3 U 163 CS-36, Handle unit, Ready indicator<br>Lieder Chest stand, LED Colorimeter Lamp, LED Colorimeter Lamp with charging cable,<br>laser imaging printer Monitor, CPU, Key Board, mouse, commissioning of X-RAY unit. The Digital mobile X- Ray Machines |

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along with the accessories must be accompanied by two (2) years warranty.  
Note: For further elaboration, please find attached the comprehensive technical specifications.

## 6. Attachments to the Tender Package

**Attachment 1 - Supplier Information Form**

**Attachment 2 - Price Offer Sheet**

**Attachment 3 – Detailed Technical Specifications**

**Attachment 4 – Sample Contract** (This is the anticipated contract. However, if required, additional terms and conditions may be added by Mercy Corps in the final contract)