



KHYBER PAKHTUNKHWA HUMAN CAPITAL INVESTMENT PROJECT (KP – HCIP), HEALTH DEPARTMENT PESHAWAR

(All communications should be addressed to the Project Director and not to any official by name.)

Contact: 091-9211605,

Address. House #, 240 Street # 13 Defense Colony Shami road Peshawar



SUBJECT: MINUTES OF MEETING OF PRE-BID CONFERENCE FOR THE PROCUREMENT OF EQUIPMENT FOR THE OPERATIONALIZATION OF BEMONC, CEMONC & FLOOD AFFECTED HEALTHCARE FACILITIES RFB NO. PK-HPMU-516119-GO-RFB.

Participants: Attendance Sheet Attached

Date: 13-04-2025

Venue: Conference Room KP-HCIP Office.

Time: 02:30 pm

The meeting started with the recitation of the Holy Quran. The Procurement section briefed the forum regarding the agenda of the meeting and points of discussion.

AGENDA:

1. Pre-Bid Conference for the Procurement of OF EQUIPMENT FOR THE OPERATIONALIZATION OF BEMONC, CEMONC & FLOOD AFFECTED HEALTHCARE FACILITIES RFB NO. PK-HPMU-516119-GO-RFB.

S. No.	Pre- Bid Queries	Clarifications
1.	1. Warranty Clause It is understood that warranty excludes disposables and consumables, particularly reagents. We request that this exclusion be explicitly stated in the bidding document to avoid any ambiguity during evaluation and contract execution.	1. The bidder's observation is valid and clarified as follows: a. The three (3) plus two (2) years warranty is applicable only to major equipment and does not cover consumables, disposables, or reagents.



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<p>2. Delivery & Timeline Commitment</p> <p>The delivery schedule requires cost estimation; however, transportation cost depends on detailed logistics planning.</p> <p>We kindly request provision of:</p> <ul style="list-style-type: none"> · Delivery locations (site-wise) · Quantity distribution per site <p>This will ensure accurate and realistic financial submissions.</p> <p>3. Technical Support & Preventive Maintenance Plan</p> <p>The requirement for submission at bidding stage may not reflect actual site conditions. We recommend that:</p> <ul style="list-style-type: none"> · A detailed maintenance and support plan be required after award of contract, when final installation sites and configurations are confirmed. <p>4. Additional Warranty & After-Sales Support (20% of Technical Score)</p> <p>International manufacturers typically provide a standard one-year warranty, while bidders often extend this independently.</p> <p>In this regard, we request:</p> <ul style="list-style-type: none"> · Review or rationalization of this scoring criterion, as it may disproportionately affect fair evaluation. · Alternatively, consideration may be given to performance-based guarantees or service commitments instead of excessive weightage on warranty duration. 	<ul style="list-style-type: none"> b. For consumables with expiry, the bidder shall ensure quality till expiry and replace any unconsumed stock before expiry with fresh stock. c. For consumables without expiry, the bidder shall remain responsible for ensuring quality and performance. <p>2. Delivery shall be made to BHUs, RHCs, and Category C/D Hospitals across the districts of Peshawar, Nowshera, Swabi, and Haripur, as specified in the Schedule of Requirements. The Procuring Entity reserves the right to direct delivery to any designated flood-affected healthcare facilities, as required, and the bidder shall be bound to comply without any additional conditions.</p> <p>3. The observation is acknowledged.</p> <ul style="list-style-type: none"> a. While detailed planning may depend on final site conditions, bidders are required to submit a tentative Technical Support & Preventive Maintenance Plan at the bidding stage, ensuring compliance with the minimum requirements specified in the Bidding Documents (RFB/SBD). b. This is necessary to ensure alignment and enable evaluation. A detailed plan may be refined post-award based on actual site conditions. <p>4. The query is noted; however, the existing provision is justified as follows:</p> <ul style="list-style-type: none"> a. The inclusion of extended warranty in evaluation reflects a commitment by bidders to ensure value for money, in line with World Bank Procurement Regulations, particularly considering life-cycle cost and service reliability. b. While performance-based guarantees ensure timely response and service during the warranty period, they do not substitute the duration of warranty coverage.
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5. Experience Criteria – Clarification

We seek clarification regarding acceptance of experience certificates:

- Whether installations completed by **authorized distributors of the same manufacturer in other regions** will be accepted, or
- The bidder must have directly executed all installations.

Considering global distribution practices, we recommend that:

- Experience be accepted based on **manufacturer’s global installation record and authorized network performance**, ensuring broader and fair competition.

6. High-Value Experience Requirement (Critical)

The bidding document requires that the bidder must have:

- Completed **two contracts of at least PKR 700 million each**, or
- **One contract of PKR 1400 million** within the last five years.

During the pre-bid meeting, it was **collectively requested by all bidders** that this clause be reconsidered.

In this regard, we respectfully request that:

- This **high-value experience requirement be removed or significantly relaxed**, as it is not proportionate to the nature of individual items and restricts participation of technically capable suppliers.

Justification:

- c. The extended warranty (beyond mandatory requirement) is optional for scoring and is intended to enhance long-term service assurance and lifecycle performance of equipment, rather than restrict competition.

Accordingly, the evaluation approach remains appropriate and aligned with procurement best practices.

- 5. The request is noted; however, it is clarified that experience will be evaluated strictly based on the participating firm (bidder) in accordance with WB Procurement Regulation and the Bidding Documents.
 - a. Experience of the manufacturer, affiliates, or authorized distributors (local or international) shall not be considered unless the bidder itself has directly executed the installations.
 - b. This requirement is maintained to ensure accountability, demonstrated execution capacity, and fair evaluation.

- 6. Based on request of all firms, the experience requirement is readjusted as;

Lot	Description	Experience
1	Medical Furniture & OPD/ANC	1 Project of 150 M or 2 Projects of 75 M or 3 Projects of 50
2	Obstetric, Neonatal & Emergency Care Equipment (ONEC Equipment)	1 Project of 250 M or 2 Projects of 125 M or 3 Project of 70 M



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<p>· The procurement consists of diverse equipment categories, many of which are supplied by specialized companies operating within limited financial scopes.</p> <p>· Such high financial thresholds favor only large trading entities rather than technically specialized and experienced suppliers.</p> <p>· This condition may unintentionally limit fair competition and reduce participation, contrary to the principles of open and competitive procurement.</p> <p>Recommendation:</p> <p>· Experience criteria may be revised to:</p> <p>o Item-wise or category-wise experience, OR</p> <p>Relevant technical experience irrespective of contract value, OR</p> <p>o Manufacturer’s global experience support</p> <p>7. Marking Criteria for Experience</p> <p>The current allocation of marks based on geographic regions may unintentionally limit competition.</p> <p>We respectfully suggest:</p> <p>· Acceptance of equivalent international experience supported by recognized certifications (CE, FDA, ISO, etc.), instead of strict geographic limitations.</p> <p>8. Joint Venture (JV) Requirement</p> <p>Kindly confirm that:</p>	3	Laboratory & Diagnostic Equipment	2 Project of 250 M or 2 Projects of 125 M or 3 Project of 70 M
	4	Facility Support, ICT & Utility Equipment (FSIU Equipment)	1 Project of 150 M or 2 Projects of 75 M or 3 Projects of 50

7. The request is acknowledged and agreed.
 - a. The evaluation criterion has been revised to focus on internationally recognized quality certifications (e.g., CE, FDA, ISO, etc.) instead of geographic-based experience.
 - b. The same has been duly incorporated in the RFB to ensure fair competition while maintaining quality standards.
8. Yes, JV’s intention to enter into an agreement signed by both members at the bidding stage is acceptable. However, a formal agreement will be required before award of contract.
9. Request for reduction in bid security amount: The amount of bid security for each lot has been appropriately mentioned and duly approved by the world bank.



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	<p>· JV agreements on the letterheads of both participating companies, along with</p> <p>· Bid Form acceptance by both parties,</p> <p>will be considered sufficient compliance at the bidding stage.</p> <p>9. Bid Security Requirement (Critical)</p> <p>During the pre-bid meeting, it was also requested by multiple participating bidders that the current bid security requirement be reconsidered.</p> <p>In this regard, we respectfully request that:</p> <ul style="list-style-type: none"> · The existing bid security requirement be revised/removed in its current form, or · Reduced to 2% of the actual quoted bid value, or 1.5% as suggested by the procuring authority during the meeting. <p>This will:</p> <ul style="list-style-type: none"> · Encourage maximum participation · Ensure fair competition · Reduce unnecessary financial burden on bidders 	
<p>2.</p>	<p>1. Restriction Against Healthy Competition (Violation of Fair Competition Principles)</p> <p>As per KAPRA Rules (Rule 29 & 30) and PPRA principles, procurement must ensure:</p> <ul style="list-style-type: none"> • Open competition • Non-discriminatory conditions • Equal opportunity for all bidders 	<p>1. All queries are responded to in above para.</p> <p>2. The request is noted; however, the proposed change is not agreed. The procurement has been structured on a lot basis in accordance with the provisions of the RFB and the World Bank Procurement Regulations to</p>



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<p>However, the current tender conditions appear to:</p> <ul style="list-style-type: none"> • Favor limited suppliers • Impose conditions that reduce broader participation • Create barriers for capable and experienced distributors <p>This is also inconsistent with ITB Clause 31 (Responsiveness & Fair Evaluation), which emphasizes that evaluation must not unfairly affect the competitive position of bidders</p> <p>2. Lot Structure – Independent Items Should Not Be Forced Together</p> <p>The tender groups multiple unrelated items into large lots, whereas:</p> <ul style="list-style-type: none"> • These items are not technically dependent on each other • Different equipment categories require specialized manufacturers and distributors <p>As per ITB Clause 34.4, evaluation can be done lot-wise, indicating that procurement should allow flexibility and independent participation</p> <p>Concern:</p> <ul style="list-style-type: none"> • It is practically impossible for a single importer/distributor to supply all items • Each distributor specializes in specific product categories (e.g., lab, ICU, furniture) <p>Recommendation:</p> <ul style="list-style-type: none"> • Allow item-wise bidding or smaller logical lots • This will: <ul style="list-style-type: none"> ○ Increase competition ○ Ensure better quality products ○ Reduce procurement risk <p>3. Bid Security – Excessively High and Restrictive</p>	<p>ensure standardization, compatibility of equipment, efficient contract management, and optimal value for money.</p> <p>Bidders are required to quote for complete lots as defined in the bidding document. Item-wise or partial bidding within a lot is not permitted. However, to facilitate broader participation, bidders may form Joint Ventures or associations in accordance with the bidding documents to collectively meet the requirements of the complete lot.</p> <p>Accordingly, the existing lot structure shall remain unchanged.</p> <p>Moreover, this procurement is being conducted in accordance with the World Bank Procurement Regulations and the legal agreement signed between the donor and the borrower which takes precedent over KP-PPRA Rules.</p> <p>All queries are responded to in above para.</p>
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The tender requires extremely high bid security amounts:

- PKR 6,000,000 to PKR 11,000,000 per lot

While **ITB Clause 19** allows bid security, it must be **reasonable and not restrictive**

Concern:

- The current bid security is **financially burdensome**
- It will **exclude majority (~99%) of potential bidders**
- This contradicts competitive procurement principles

4. Project Value – Unrealistic for Market Participation

The estimated project values (700 million – 1400 million PKR per lot/overall scale):

- Are too high for most distributors
- Create entry barriers for SMEs and specialized suppliers

Impact:

- Only a few large firms may participate
- Reduced competition → Higher prices → Risk to public funds

5. Violation of Non-Restrictive Procurement Principles

As per **ITB Clause 16.5**:

Specifications must be **descriptive and not restrictive**, and alternative equivalent products should be allowed

However, current structure (combined lots + financial barriers):

- Indirectly restricts participation



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<ul style="list-style-type: none">• Limits availability of equivalent or better solutions <p>6. Recommendation for Compliance with KAPRA & World Bank Rules</p> <p>To ensure compliance and transparency, we respectfully propose:</p> <p>A. Lot Restructuring</p> <ul style="list-style-type: none">• Divide into item-wise or category-wise independent lots• Allow multiple suppliers to participate per category <p>B. Bid Security Revision</p> <ul style="list-style-type: none">• Reduce to maximum 2% of quoted items value• Not lump sum per lot <p>C. Encourage Specialized Participation</p> <ul style="list-style-type: none">• Allow participation based on technical capability per item• Avoid forcing multi-category supply from one bidder <p>D. Promote Fair Competition</p> <ul style="list-style-type: none">• Align with:<ul style="list-style-type: none">○ KAPRA Rules 29 & 30○ World Bank Procurement Regulations○ PPRA principles of open competition <p>Conclusion</p> <p>In its current form, the tender conditions:</p> <ul style="list-style-type: none">• Restrict competition• Discourage participation• May lead to limited bids and higher procurement cost	
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	<p>We therefore request the esteemed authority to:</p> <p>Revise the tender conditions to ensure:</p> <ul style="list-style-type: none">• Transparency• Fair competition• Maximum participation• Best value for public funds	
10.	<p>We kindly request your clarification on the following queries:</p> <ol style="list-style-type: none">1. Kindly confirm the required quantity of the Water Distillation Apparatus.2. With reference to page 85 (Functional Guarantees), kindly clarify the exact requirements to be fulfilled in the Functional Guarantee Form.	<p>With reference to bidder queries, the following clarifications are provided:</p> <ol style="list-style-type: none">1. Quantity of Water Distillation Apparatus: The required quantity has now been specified and updated in the revised RFB. Bidders are advised to refer to the latest document.2. Functional Guarantees (Page 85): The Functional Guarantee Form requires bidders to provide a list of key functional/performance parameters of the offered equipment (as per technical specifications), along with their corresponding values, duly supported by the technical brochure/data sheet. These committed values form part of the contract and will be used for performance verification. <p>Bidders are advised to prepare your bid accordingly.</p>
11.	<p>1. The mechanism of Lots may please be avoided and per item purchase may kindly be considered for the smooth process of the subject tender.</p> <p>OR</p>	<p>The request is noted; however, it is clarified that the Lot-based procurement approach shall remain unchanged.</p> <p>The use of Lots is in line with World Bank Procurement Regulations, ensuring:</p>



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The exemption of quoting all the items in the same Lot, supplier may please be allowed to quote the desired item by depositing the classified Lot's CDR.

(Per item fixed CDR will be appreciated)

Suggested items per Lot of Lot No: 03

S. No	Item
1	Semi-Auto Chemistry Analyzer
2	ESR Analyzer
3	Centrifuge (3000-4500rpm)
4	Urine Analyzer
5	Hematology Analyzer (3-Parts)
6	Microscope (Binocular)
7	Electrolyte Analyzer
8	Water Bath
9	Incubator (20 L)
10	Hot Air Oven
11	Laboratory Refrigerator (200+L)

- Standardization and compatibility of equipment
- Efficient contract management and logistics
- Better value for money through bundled procurement

Accordingly, bidders are required to quote for the complete Lot as defined in the RFB. Partial item-wise bidding within a Lot is not permitted.

However, bidders may form Joint Ventures (JV) or associations with other firms, in accordance with the bidding documents, to meet the requirements of the complete Lot.

2. Already it is technical 60% and Financial 40% as mentioned in RFB
3. The experience for each lot is to be considered as following;

Lot	Description	Experience
1	Medical Furniture & OPD/ANC	1 Project of 150 M or 2 Projects of 75 M or 3 Projects of 50
2	Obstetric, Neonatal & Emergency Care Equipment (ONEC Equipment)	1 Project of 250 M or 2 Projects of 125 M or 3 Project of 70 M



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	<p>2. The Technical Criteria of the project may also be set to Technical Marks: 60% and Financial Marks: 40%.</p> <p>3. The worth of Bidder for the last five years for doing contracts may please be reduced to PKR 200 million per contract.</p> <p>4. After the awarding of “Successful Bidder”, the items may please be inspected at the Bidders’ premises or at the office of procuring entity, Invoices may be processed and payment will be made before supplying the items in genuine condition to the final destination/end-user.</p> <p><i>(As we had faced a bad experience because the end-user demanding gifts/bribes for signing the Satisfactory Report/Delivery Challan).</i></p> <p>5.</p> <p>Last date for the submission of the Bid may please be extended to 16th May, 2026.</p> <p>Your cooperation in this regard will highly be appreciated.</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 5%; text-align: center;">3</td> <td style="width: 45%;">Laboratory & Diagnostic Equipment</td> <td style="width: 50%; text-align: center;"> 2 Project of 250 M or 2 Projects of 125 M or 3 Project of 70 M </td> </tr> <tr> <td style="text-align: center;">4</td> <td>Facility Support, ICT & Utility Equipment (FSIU Equipment)</td> <td style="text-align: center;"> 1 Project of 150 M or 2 Projects of 75 M or 3 Projects of 50 </td> </tr> </table>	3	Laboratory & Diagnostic Equipment	2 Project of 250 M or 2 Projects of 125 M or 3 Project of 70 M	4	Facility Support, ICT & Utility Equipment (FSIU Equipment)	1 Project of 150 M or 2 Projects of 75 M or 3 Projects of 50	<p>4. The request is noted; however, it is clarified that as per GFR and applicable procurement procedures, inspection shall be conducted at the designated healthcare facilities (end-user locations) by a duly notified Inspection Committee.</p> <p style="margin-left: 20px;">a. Payment shall be processed in accordance with contract provisions after satisfactory delivery, installation (where applicable), and inspection.</p> <p style="margin-left: 20px;">b. In case of any unethical demand (e.g., gifts/bribes) by any end-user or official for signing the Satisfactory Report/Delivery Challan, the bidder is advised to immediately report the matter to the PMU or directly to the World Bank. Such incidents will be dealt with strictly under applicable laws and regulations.</p> <p>5. Extended till 11th May 2026.</p>
3	Laboratory & Diagnostic Equipment	2 Project of 250 M or 2 Projects of 125 M or 3 Project of 70 M							
4	Facility Support, ICT & Utility Equipment (FSIU Equipment)	1 Project of 150 M or 2 Projects of 75 M or 3 Projects of 50							
12.	<p>the following points that may restrict the participation of competent local vendors and require immediate clarification:</p> <p style="margin-left: 20px;">1. Excessive Bid Security (CDR) Amount: The required Bid Security for Lot 3 is currently set at PKR 11,000,000. This figure is exceptionally high compared to standard provincial health tenders, which typically range between PKR 1 to 1.5</p>		<p>1. The Bid security is in accordance to the Lot and is mandatory for all bidders</p> <p>2. The concern is noted; however, the stated experience requirement is not considered restrictive. Given the scale and critical nature of this procurement, bidders are expected to demonstrate adequate financial and technical</p>						



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<p>million. Such a high requirement creates a severe liquidity barrier for many established local firms, potentially reducing the number of competitive bids.</p> <ol style="list-style-type: none"> 2. Restrictive Experience Criteria: The qualification requirement of PKR 700 million for two individual contracts or PKR 1,400 million cumulatively is a threshold that very few local vendors can meet. This requirement favors large international conglomerates over local enterprises that possess the necessary technical expertise and on-ground service infrastructure in Khyber Pakhtunkhwa. 3. Discrepancy in Equipment List (Item No. 12 - Water Distiller): We have noted a technical discrepancy in the documentation. In the technical specifications for Lot 3, there is a mention of Item No. 12 (Water Distillator/Distillation Plant); however, this item is missing from the main Price Schedule and the Quantified Equipment List. We request you to clarify whether this item is part of the required scope for Lot 3 and, if so, provide the required quantities. 4. Promotion of Local Competition: To ensure the project benefits from sustainable local after-sales support and competitive pricing, we request the committee to reconsider these financial benchmarks. Adjusting these criteria would foster a more inclusive bidding environment and ensure a wider range of technical solutions are presented for evaluation. <p>Based on our analysis of the equipment requirements, we suggest the following restructured Lot List:</p> <ul style="list-style-type: none"> • Proposed Lot 1: Furniture & Fixtures (Consolidating all hospital and office furniture). • Proposed Lot 2: Basic Medical & Examination Equipment (Consolidating lights, BP apparatus, scales, and scopes). • Proposed Lot 3: Specialized Medical Machinery (Consolidating Delivery beds, Neonatal kits, and trolleys). • Proposed Lot 4: Hospital Ward & Patient Care Equipment (Consolidating beds, lockers, and patient trolleys). • Proposed Lot 5: Laboratory Diagnostic Equipment (Consolidating Analyzers, POCT, Centrifuges, and Microscopes). <p>Benefits of this Restructuring:</p>	<p>capacity. A firm not having comparable business volume in the last five years may not be considered a prospective bidder for such a project.</p> <ul style="list-style-type: none"> ▪ Furthermore, to enhance fairness and relevance, the requirement has been revised to Lot-wise specific experience, which has been duly incorporated in the RFB. <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 10%;">Lot</th> <th style="width: 60%;">Description</th> <th style="width: 30%;">Experience</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">1</td> <td>Medical Furniture & OPD/ANC</td> <td style="text-align: center;">1 Project of 150 M or 2 Projects of 75 M or 3 Projects of 50</td> </tr> <tr> <td style="text-align: center;">2</td> <td>Obstetric, Neonatal & Emergency Care Equipment (ONEC Equipment)</td> <td style="text-align: center;">1 Project of 250 M or 2 Projects of 125 M or 3 Project of 70 M</td> </tr> <tr> <td style="text-align: center;">3</td> <td>Laboratory & Diagnostic Equipment</td> <td style="text-align: center;">2 Project of 250 M or 2 Projects of 125 M or 3 Project of 70 M</td> </tr> <tr> <td style="text-align: center;">4</td> <td>Facility Support, ICT & Utility Equipment (FSIU Equipment)</td> <td style="text-align: center;">1 Project of 150 M or 2 Projects of 75 M or 3 Projects of 50</td> </tr> </tbody> </table>	Lot	Description	Experience	1	Medical Furniture & OPD/ANC	1 Project of 150 M or 2 Projects of 75 M or 3 Projects of 50	2	Obstetric, Neonatal & Emergency Care Equipment (ONEC Equipment)	1 Project of 250 M or 2 Projects of 125 M or 3 Project of 70 M	3	Laboratory & Diagnostic Equipment	2 Project of 250 M or 2 Projects of 125 M or 3 Project of 70 M	4	Facility Support, ICT & Utility Equipment (FSIU Equipment)	1 Project of 150 M or 2 Projects of 75 M or 3 Projects of 50
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	<ol style="list-style-type: none"> 1. Field of Expertise: It allows specialized firms (e.g., Laboratory Specialists vs. Furniture Manufacturers) to bid within their specific domain. 2. Operational Efficiency: Simplifies the technical evaluation process as items in each lot share similar technical standards and certifications. 3. Improved After-Sales Service: Grouping by category ensures that the winning bidder for a specific lot has the dedicated engineering staff required for those specific types of machines. 	<ol style="list-style-type: none"> 3. Thank you for correction and is revised in RFB now. 4. The request is noted. However, it is clarified that this procurement is being conducted under an International Competitive Bidding (ICB) process in accordance with World Bank Procurement Regulations. Accordingly, the qualification and evaluation criteria have been established in line with World Bank requirements, ensuring fair competition, value for money, and adequate capacity of bidders to execute the contract. Therefore, the existing criteria shall remain unchanged.
<p>13.</p>	<p><u>Queries & Clarification required regarding the project given in the subject.</u></p> <p>1- The quantity of “LOT 4: Facility Support, ICT & Utility Equipment” you have given on page 110 of the bidding document does not match with page 123. There is lot of difference in items quantity & Items serial number so therefore, you are requested to please clarify on which page the correct quantity is mentioned so that the bid financial proposal can be made accordingly.</p> <p>2- Autoclave (Steam Sterilizer)</p>	<ol style="list-style-type: none"> 1. Revised in the addendum-3 to the RFB. 2. All bidders are advised to carefully review the specifications. The procurement is not restricted to local or imported products; any product that fully complies with the specified technical requirements, certifications, and quality standards shall be considered.



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Item Sr.	Description	Specification	
01	Autoclave	Desktop 23L steam autoclave, Microcomputer Controlled, With 12 preset programs, Euro B standard, Atmospheric Pressure Sensors, Touch Screen, Auto Door, With Printer, 23 Liter, TG Current Sensor.	
<p>The above specification of the autoclave has been given by you in the bid document. I request you to clarify whether you want the autoclave locally or imported. According to the specification you have given, the imported autoclave matches with it, but the price difference is very high, so I thought it necessary to clarify whether you want it locally made or imported.</p>			
14.	<p>Quality-assured diagnostics are essential for patient safety, accurate clinical decision-making, and long-term cost effectiveness. Abbott has been a long-standing partner in large-scale public health and donor-funded programs, including those supported by The Global Fund, with diagnostic instruments manufactured at internationally accredited, quality-assured facilities.</p> <p>Hematology and urine analyzers directly influence clinical management, particularly in maternal health and primary care services. Instruments lacking internationally recognized certifications, regulatory approvals, or validated analytical performance may produce inconsistent results for CBC parameters and urine routine examinations, potentially leading to misdiagnosis, repeat testing, increased laboratory workload, higher overall diagnostic costs, and delays in patient care—especially critical for pregnant women.</p> <p>To strengthen quality assurance and procurement integrity, we respectfully recommend that the tender evaluation criteria include the following mandatory requirements:</p>		<p>Your submission is acknowledged and appreciated.</p> <p>It is clarified that all necessary mandatory quality parameters, in line with the requirements of the project and international best practices, have been duly incorporated in the RFB and may be verified therein. These include provisions to ensure compliance with recognized certifications, technical performance standards, and regulatory requirements.</p> <p>Regarding the request for Free Sale Certificate (FSC) with Embassy Attestation, it is clarified that:</p> <ul style="list-style-type: none"> • The FSC primarily indicates that the product is freely available in the country of origin, and does not in itself serve as a comprehensive measure of quality assurance. • The authenticity and availability of the quoted product are already ensured through manufacturer’s authorization and supporting documentation required under the bidding documents.



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	<ul style="list-style-type: none"> Free Sales Certificate (FSC) issued by the competent regulatory authority of the country of origin Embassy attestation of the FSC <p>These measures help ensure product authenticity, regulatory compliance, and alignment with international quality standards, while mitigating risks associated with non-validated or sub-standard products.</p>	<ul style="list-style-type: none"> Requiring Embassy Attestation may unnecessarily restrict competition and is not aligned with the principles of International Competitive Bidding under World Bank Procurement Regulations. <p>Accordingly, the existing provisions in the RFB are considered adequate to ensure quality, fairness, and competition, and shall remain unchanged.</p>																																																																																																
15.	<p>We appreciate your consideration and look forward to your response.</p> <table border="1" style="width: 100%; border-collapse: collapse; margin-top: 10px;"> <thead> <tr> <th style="width: 10%;"><i>Obstetric, Neonatal & Emergency Care Equipment (ONEC Equipment) Item No.</i></th> <th style="width: 25%;">Description of Goods</th> <th style="width: 10%;">Country of Origin</th> <th style="width: 5%;">Unit</th> <th style="width: 5%;">Qty</th> <th style="width: 45%;">Unit Price (PKR)/currency of bid</th> </tr> </thead> <tbody> <tr><td>1</td><td>Delivery Bed</td><td></td><td>Each</td><td></td><td>96</td></tr> <tr><td>2</td><td>Ultrasound</td><td></td><td>Set</td><td></td><td>96</td></tr> <tr><td>3</td><td>POCT</td><td></td><td>Set</td><td></td><td>96</td></tr> <tr><td>4</td><td>Delivery Instrument Set</td><td></td><td>Set</td><td></td><td>96</td></tr> <tr><td>5</td><td>Radiant Baby Warmer</td><td></td><td>Each</td><td></td><td>99</td></tr> <tr><td>6</td><td>Phototherapy Unit</td><td></td><td>Set</td><td></td><td>99</td></tr> <tr><td>7</td><td>Neonatal Resuscitation Kit</td><td></td><td>Each</td><td></td><td>99</td></tr> <tr><td>8</td><td>Suction Machine (Electric)</td><td></td><td>Each</td><td></td><td>96</td></tr> <tr><td>9</td><td>Oxygen Concentrator</td><td></td><td>Each</td><td></td><td>96</td></tr> <tr><td>10</td><td>Infant/Paediatric AMBU</td><td></td><td>Each</td><td></td><td>96</td></tr> <tr><td>11</td><td>Procedure Light</td><td></td><td>Each</td><td></td><td>96</td></tr> <tr><td>12</td><td>Baby Cot</td><td></td><td>Each</td><td></td><td>96</td></tr> <tr><td>13</td><td>Pulse Oximeter</td><td></td><td>Each</td><td></td><td>96</td></tr> <tr><td>14</td><td>Infusion Pump</td><td></td><td>Set</td><td></td><td>99</td></tr> <tr><td>15</td><td>Syringe Pump</td><td></td><td>Each</td><td></td><td>96</td></tr> </tbody> </table>	<i>Obstetric, Neonatal & Emergency Care Equipment (ONEC Equipment) Item No.</i>	Description of Goods	Country of Origin	Unit	Qty	Unit Price (PKR)/currency of bid	1	Delivery Bed		Each		96	2	Ultrasound		Set		96	3	POCT		Set		96	4	Delivery Instrument Set		Set		96	5	Radiant Baby Warmer		Each		99	6	Phototherapy Unit		Set		99	7	Neonatal Resuscitation Kit		Each		99	8	Suction Machine (Electric)		Each		96	9	Oxygen Concentrator		Each		96	10	Infant/Paediatric AMBU		Each		96	11	Procedure Light		Each		96	12	Baby Cot		Each		96	13	Pulse Oximeter		Each		96	14	Infusion Pump		Set		99	15	Syringe Pump		Each		96	<p>Your participation and interest in the subject procurement are appreciated.</p> <p>It is clarified that the procurement has been structured on a Lot basis in accordance with World Bank Procurement Regulations, to ensure standardization, efficient contract management, and value for money. Accordingly, bidders are required to quote for the complete Lot, and item-wise bidding is not permissible.</p> <p>However, to facilitate broader participation, firms may enter into Joint Ventures (JV) or associations with other firms in accordance with the provisions of the Bidding Documents, enabling them to collectively meet the requirements of the complete Lot.</p> <p>Therefore, the existing Lot structure shall remain unchanged.</p>
<i>Obstetric, Neonatal & Emergency Care Equipment (ONEC Equipment) Item No.</i>	Description of Goods	Country of Origin	Unit	Qty	Unit Price (PKR)/currency of bid																																																																																													
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	16	Emergency Trolley	Set	96	
	Best regards,				
16.	<p>The quantity you have given on page number 110 of the bid document is not matching with page number 123 of the bid document.</p> <p>My second query is that similarly, on page 110 of the price schedule of lot number 4, at number 8, you have written a cleaning kit, while in the technical specification of lot number 4, you have written a stabilizer. So there is confusion: basically which item is this, cleaning kit or stabilizer? Kindly clear this too so that there is clarity and we can do our work properly. Thank you very much.</p>				All revisions are made in the revised RFBs
	S. #	Description	Specification	Qty.	
	1	Autoclave (Steam Sterilizer)	Desktop 23L steam autoclave, Microcomputer Controlled, With 12 preset programs, Euro B standard, Atmospheric Pressure Sensors, Touch Screen, Auto Door, With Printer, 23 Liter, TG Current Sensor.	96	
	2	Sterilization Drums	Size 10" x 10", FDA Approved, CE Certified, GMP Certified	192	



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3	Instrument Trays / Forceps Jars	Manufactured from medical-grade stainless steel (SS-304) and autoclavable transparent material, corrosion-resistant, smooth finish with rounded edges, suitable for sterilization at 121°C. Instrument trays shall be available in standard hospital sizes, while forceps jars shall have a minimum capacity of 500 ml with clear graduations and tight-fitting lids, suitable for routine clinical use		
4	Color-coded Waste Bins	Yellow, Blue & White, Max Load 96KGs, Height 39.5", Width 17", UV Stabilized, LLDPE		
5	Safety Boxes	5 Liter		
6	Waste Collection Trolley	Waste Carriage Trolley for collecting medical waste Foot pedal used to lift Stainless Steel top Water proof removable parachute bags Rubber bumpers on all sides Mobile on 4 locking castors DIMENSIONS: Length: 17" Width: 30.5" Height: 37"	96	
7	Hand Hygiene Dispensers	Wall-mounted type, refillable design, minimum capacity 1000 ml, compatible with liquid or gel-based hand sanitizers, durable ABS body, manual push operation, with refill-level viewing window, and lockable mechanisms, easy to clean, suitable for continuous use in healthcare facilities.		



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8	Cleaning Kits OR Voltage Stabilizer	Which Item required Cleaning Kit or Voltage Stabilizer?		
9	Desktop Computer (Core i7)	Branded Computer System (Tower) Processor: Intel Core I7 14th Generation 14700 Up To 5.4 GHZ, 33 Mb Cache, 20 Cores- 28 Threads Intel Chipset H670/H770 Or Higher Hard Drive: 512 M2 NVME Ram: 08 Gb Ddr-5 Lan: Integrated 10/100/1000m Gbe Lan Graphics: Intel Integrated 770 1 X Led Monitor 23.8” Or Higher 1 X USB Keyboard, 1 X USB Mouse Warranty: Manufacturer One Year Standard Warranty It Must Be Online Verifiable And Claimable In Pakistan Through Its Any Outlet		
10	Laser Printer (≥36 PPM)	Monochrome laser printer with minimum printing speed of 36 pages per minute (A4), print resolution 1200 × 1200 dpi, automatic duplex printing, USB and Ethernet connectivity, standard tray capacity 250 sheets, compatible with commonly used operating systems, suitable for office and institutional use.	93	



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11	UPS 5KVA with Lithium Batteries	Applicable for pure off grid / backup power / self-consumption, 5.5 Kw, Battery & PV reverse polarity protection, Historical data recording function, storage capacity of 25000 records, Dual pure sine wave output, Supports battery mode & non-battery mode, Low db Cooling Fan Sounds, ROHS Certified, FC Certified, CE Certified, IEC Certified, UL Certified. Battery LifePO4, 51.2V, 6000 Cycles at 80% DOD, (0.5C, 25 Degree Celsius), A grade brand new solid-state cells, Certificate: UN38.3, MSDS, IEC62619 ROHS, Over charge, over discharge, over temperature, low temperature, over current and short circuit protection		
12	Split AC – 2 Ton	Split Type 2-Ton 24,000BTU, Compressor Type Rotary, Indoor/Outdoor Coils Hydrophilic Aluminum, Inverter System, Hi/Mi/Low 1063/816/592 m3/hr		
13	Water Dispenser	Capacity 20 Liters, 3-Tap Operation, Cold Water Temp. 5~12 Degree C, Cold Water Capacity 2L/H, Hot Water Temp 85-95 Degree C, Water Tank Capacity, Refrigerator Cabinet, Over Heat Protection and Energy Saving.	93	
14	General Refrigerator (12 cu ft.)	Gross capacity approximately 12 cubic feet (≈340 liters), temperature range 2°C to 8°C, single compressor operation, adjustable shelves, interior illumination, lockable door, operates on 220–240V, 50Hz power supply, energy-efficient performance, suitable for continuous operation under local environmental conditions, Haier or equivalent.	93	



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17.	<p>My second query is that similarly, on page 110 of the price schedule of lot number 4, at number 8, you have written a cleaning kit, while in the technical specification of lot number 4, you have written a stabilizer. So there is confusion: basically which item is this, cleaning kit or stabilizer?</p>	<p>Already Responded</p>
18.	<p>Clarification of the bid document given in the subject above is required. The quantity you have given on page number 110 of the bid document is not matching with page number 123 of the bid document. Therefore, you are requested to please clarify on which page the correct quantity is mentioned so that the price quote can be made accordingly. We have seen almost the entire bid document, we do not need any further clarification in this regard. If we get only the quantity clarification, our problem will be solved.</p>	<p>Already Responded</p>
19.	<p>We would greatly appreciate the opportunity to receive the complete bidding documents and participate in this tender process. Please let us know if there are any specific procedures we need to follow as an international bidder, or if you require any additional information from our side.</p>	<p>It is informed that the complete Bidding Documents are publicly available on the official website of the Health Department, Government of Khyber Pakhtunkhwa, at the following link: https://www.healthkp.gov.pk/</p> <p>You are advised to download the documents directly from the website and follow the instructions provided therein for submission of bids, including requirements applicable to international bidders.</p>



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<p>20.</p>	<ol style="list-style-type: none"> 1. Please confirm whether the Purchaser accepts Bid Securities issued by international banks without a correspondent bank in Pakistan. 2. Please confirm that the full name and address of the beneficiary is correct as follows: <i>KP-HCIP Health Department, Khyber Pakhtunkhwa</i> <i>Project Director KP-HCIP (Health) Office, House No, 240 Defense colony Shami road Peshawar.</i> 3. Please confirm that the Request for Bids (RFB) number is: PK-HPMU-516119-GO-RFB 4. Please confirm whether a separate Bid Security is required for each Lot we intend to bid for. 5. Please confirm that we should include the project name and relevant Lot number in the Bid Security using the following format: 6. Bid Validity: Please confirm that the Bid shall remain valid for 90 days after the submission deadline of 24 April 2026 i.e. until 23 July 2026. 7. Bid Security: Please confirm that the Bid Security will expire 28 days after the Bid validity expiry 23 July 2026 i.e. on 20 August 2026. 	<ol style="list-style-type: none"> 1. Yes. 2. Yes, 3. Yes 4. Yes 5. Only PD KP-HCIP health and Lot Number is required and follow the bid security/Bank Guarantee sample format attached in the bidding documents. 6. Bid validity must be 90 days plus 28 days (118 calendar days) beginning from the closing date of the RFB as amended. 7. Please refer to para 6 above.
<p>21.</p>	<p>we kindly request clarification on the following points:</p> <p>Please confirm whether bidders are allowed to quote item-wise (selective items) or we can quote only lot-wise for all items mentioned in the tender document.</p>	<p>The following clarifications are provided:</p> <ol style="list-style-type: none"> 1. Bidding Approach: Bidding shall be conducted on a Lot-wise basis. Bidders are



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	<p>Kindly also confirm whether a clarification meeting or pre-bid meeting will be conducted regarding the items specifications of the advertised tender items. we would appreciate it if you could share the detail regarding these clarification.</p>	<p>required to quote for the complete Lot, and item-wise/selective quoting within a Lot is not permitted.</p> <p>2. Pre-bid/Clarification Meeting: A pre-bid meeting has already been convened as per the procurement schedule. The clarifications discussed therein form part of the bidding process.</p> <p>Bidders are advised to prepare their bids accordingly.</p>
<p>22.</p>	<p>Please send clarifications on the below:</p> <ul style="list-style-type: none"> Please inform if the following qualification criteria is for the four lots combined: <i>‘The Bidder shall demonstrate that it has successfully completed at least two (2) contracts within the last Five-years prior to bid submission deadline, each with a value of at least PKR 700 million each or one contract of at least PKR 1400 million that have been successfully and substantially completed and that are similar in nature and complexity to the Goods and Related Services under the Contract. For a joint venture, this requirement may be met by all members combined.’</i> 	<p>With reference to your query, it is clarified that the initial experience requirement (PKR 700 million / PKR 1400 million) is not for all four lots combined.</p> <p>Further, based on feedback received during the pre-bid meeting, the experience criteria has been revised to be Lot-wise specific, and the same has been duly incorporated in the revised RFB.</p> <p>Bidders are advised to refer to the updated document for lot-specific experience requirements.</p> <p>Regarding access to bidding documents and updates:</p> <ul style="list-style-type: none"> All bidding documents, corrigenda, and clarifications are made available through the official website of the Health Department. In case of any access issue, bidders are advised to coordinate through their local representative/partner or continue to follow official communication channels for updates. <p>You are advised to prepare your bid accordingly.</p>
<p>22</p>	<p>A. Reservation Against Bid Data Sheet</p>	



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S. No	Tender Specification	Amendment Requested (Bidder)	Response (PMU)
1	ITB 1.1 – Lot-wise bidding	Split into smaller lots / item-wise	Not agreed. Lot-based procurement will remain as per WB Regulations to ensure standardization, efficiency, and value for money. JV/consortium allowed.
2	ITB 19.1 – Bid Security	Reduce to 2% of bid value	Not agreed. Bid security remains as defined lot-wise for all bidders.
3	ITB 40.1 – Evaluation Ratio	Change to 70% Technical / 30% Financial	Not agreed. Already defined as 60% Technical and 40% Financial in RFB to ensure best value for money returns.
B. Qualification & Evaluation Criteria			
S. No	Tender Specification	Amendment Requested	Response (PMU)
1	Experience Criteria (700M / 1400M)	Reduce to 500M cumulative	Revised to Lot-wise specific experience already incorporated in RFB and mentioned in Pre bid Meeting minutes as well.
2	Technical Criteria (Lot 1–4)	Generalized criteria	Partially agreed. Criteria already aligned and revised where required; evaluation remains structured as per WB requirements.
C. Technical Specifications – LOT 2 (ONEC Equipment)			
Ultrasound			
	Spec	Amendment Requested	Response (PMU)
1	Add Convex Probe	Add 2–5 MHz probe	The specifications are aligned with the requirements of the healthcare facilities. Bidders may offer equipment with additional features, which will be awarded extra marks as per the technical evaluation criteria. The existing specifications are performance-based.
Pulse Oximeter			
	Spec	Amendment Requested	Response (PMU)



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1	Accuracy $\pm 1\%/\pm 1$ bpm	$\pm 1\%/\pm 3$ bpm	Agreed and added
2	Power <40mA	Remove	Agreed and removed
3	Boot method	Remove	It is not mandatory parameter for disqualification, hence maintained
4	Power supply	2/3 AAA/AA	Equivalent configurations acceptable.
5	Display	LED/LCD/TFT	Equivalent accepted.
6	Shutdown time	≤ 5 min	Acceptable if compliant.
Infusion Pump			
S.No	Spec	Amendment Requested	Response (PMU)
1	Screen size 4.3"	3.5"	Minimum acceptable specs apply; equivalent allowed.
2	Flow rate range: 0.1-1500ml/h	Increase to 2000 ml/h	The bidder can quote there higher specs, however, the healthcare facility requirement is fulfilled on 0.1-1500ml/hr. hence no restriction for bidder to participate with higher range
3	Infusion dripping speed: 20d/ml, infusion set: 1-500d/min	Remove	Revised as: Infusion dripping speed: 20d/ml or better, infusion set: 1-500d/min or better
4	Air-bubble detection Smallest size of air bubble: 50ul	Air-bubble detection smallest size of air bubble: 50ul/mmHg	Agreed and equivalent will be accepted
5	Battery: Lithium battery, 1800mAh	Remove spec	Equivalent solutions acceptable, to avoid restrictiveness. The revised are; Battery: Lithium battery, 1800mAh or Better or equivalent specs
Syringe Pump			
S.No	Spec	Amendment	Response (PMU)
1	Incorrect specs	Revise	Rectified in revised RFB.
D. LOT 3 – Laboratory Equipment			
Hematology Analyzer			
S.No	Spec	Amendment	Response (PMU)



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1	Storage 40,000	500,000	The specifications have been developed based on the actual needs of the healthcare facilities. Bidders are free to offer higher specifications. Imposing unnecessary higher specifications, where not required, is not in line with the spirit of World Bank Procurement Regulations.
2	USB/LAN/WIFI	Add	The specifications have been developed based on the actual needs of the healthcare facilities. Bidders are free to offer higher specifications. Imposing unnecessary higher specifications, where not required, is not in line with the spirit of World Bank Procurement Regulations.
3	Flag info	Add	The specifications have been developed based on the actual needs of the healthcare facilities. Bidders are free to offer higher specifications. Imposing unnecessary higher specifications, where not required, is not in line with the spirit of World Bank Procurement Regulations.
Chemistry Analyzer			
S.No	Spec	Amendment	Response (PMU)
1	Volume range	Increase	The specifications have been developed based on the actual needs of the healthcare facilities. Bidders are free to offer higher specifications. Imposing unnecessary higher specifications, where not required, is not in line with the spirit of World Bank Procurement Regulations.
2	Add cuvette mode	Yes	
3	Storage	Add	
4	Ports	Add	
5	Test programming	Add	
E. General Evaluation Criteria (PDF Page 8–9)			
S.No	Parameter	Bidder Suggestion	Response (PMU)



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	1	Certifications (FDA, CE etc.)	Mandatory	Mandatory certifications have already been incorporated, and additional marks are provided for extra certifications to ensure procurement of quality products. However, requiring multiple mandatory certifications may create undue restrictions and confer a prima facie preferential advantage, which is not aligned with the principles of fair and open procurement.
	2	Warranty (3+2 years)	Concern	Retained as optional scoring for lifecycle value (WB compliance).
	3	After-sale performance	Keep flexible	Maintained for quality assurance.
	F. Overall Conclusion (From PDF vs Response)			
	S.No	Bidder Concern	Final PMU Position	
	1	Lot splitting	Responded accordingly above	
	2	Bid security reduction		
	3	Experience reduction		
	4	Specs generalization		
	5	Technical corrections		
	6	Certification-based evaluation		
23	S. No	Query (As Received)	Response of OMU	
	1	We observed a discrepancy between the Technical Specifications and the Price Schedule for Lot-2.	The observation is noted and corrected	
	2	The following items are mentioned in Technical Specifications but not in Price Schedule: Episiotomy & Suturing Set, Vaginal Speculum, MVA Kit, Oxygen items, ECG etc.	All such discrepancies and omissions have been reviewed and rectified in the revised RFB.	
	3	Kindly clarify whether Technical Specifications or Price Schedule should be followed.	Bidders are advised to follow the revised RFB, where technical specifications and price schedule have been aligned and finalized.	
	4	If Technical Specifications are to be followed, kindly confirm quantities.	The final quantities are provided in the revised RFB, and bidders shall rely on the updated document for financial proposal preparation.	



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The meeting ended with a vote of thanks from and to the Chair.

SIGNED BY:

S/N	Name	Position	Signature
1	Dr. Sumaira Saeed	Dep. Project Director KP-HCIP	Original Signed
2	Mr. Asif Rishi	Procurement Advisor KP-HCIP	Original Signed
3	Mr. Irfan Wahab	Proc. Specialist KP-HCIP	Original Signed
4	Mr. Qaiser Khan	Financial Management Specialist KP-HCIP	Original Signed
5	Mr. Hammad Khan	Infrastructure Specialist KP-HCIP	Original Signed
6	Mr. Zahir Ullah	Admin Officer, KP-HCIP Health	Original Signed