



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.	Item	Query by Prospective Bidders	RFB Reference	Response
1.	Warranty Clause	1. Warranty Clause Whether consumables and disposables, particularly reagents, are covered under the warranty provisions.	Section VII – Schedule of Requirements (SOR) <ul style="list-style-type: none">• Specifically, under:	A minimum of three (3) years comprehensive warranty shall be required for major equipment as a mandatory requirement. Provision of extended warranty beyond the mandatory period shall be considered under the rated



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			Technical Specifications, and/or Warranty / After-Sales Service Requirements	(technical) criteria for evaluation purposes. Consumables, disposables, and reagents are excluded from warranty. Bidders may offer extended warranty beyond three (3) years; however, such extension is not mandatory and will be evaluated strictly in accordance with the rated criteria specified in Section III.
2.	Delivery & Timeline Commitment	Delivery & Timeline Commitment Site-wise delivery locations and quantity distribution per site are required for estimation and delivery purposes.	Section VII – Schedule of Requirements (SOR) • Specifically, under: Delivery Timelines	Please refer to Item No.1 at Addendum-2 to the Request for Bids document.
3.	Technical Support & Preventive Maintenance Plan	Technical Support & Preventive Maintenance Plan Is there a requirement for submission of the Technical Support and Preventive Maintenance Plan at the bidding stage, considering that actual site conditions and configurations may only be confirmed after contract award? A detailed	Section VII – Schedule of Requirements (SOR) • Specifically, under: Technical Specifications, and/or Warranty / After-Sales Service Requirements	(i) Bidders shall submit a tentative Technical Support and Preventive Maintenance Plan at the bidding stage. (ii) A detailed plan may be refined after contract award based on actual site conditions.

M. Farhan
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		maintenance and support plan may need to be required after award of contract.		
4.	Warranty Clause	<p>Additional Warranty & After-Sales Support (20% of Technical Score)</p> <p>International manufacturers generally provide a standard one-year warranty, while any extended warranty is typically offered independently by bidders. In this regard, review and rationalization of the scoring criterion is required to ensure fairness and proportionality in evaluation. Alternatively, consideration may be given to performance-based guarantees or service commitments in place of substantial weightage assigned to warranty duration.</p>	<p>Section VII – Schedule of Requirements (SOR)</p> <ul style="list-style-type: none"> Specifically, under: Technical Specifications, and/or Warranty / After-Sales Service Requirements & BDS ITB 32.4 	<p>The existing provisions are justified as follows:</p> <ol style="list-style-type: none"> The inclusion of extended warranty in evaluation reflects a commitment by bidders to ensure value for money, in line with World Bank Procurement Regulations, considers life-cycle cost and service reliability. While performance-based guarantees ensure timely response and service during the warranty period, they do not substitute the duration of warranty coverage. The extended warranty (beyond mandatory requirement) is for scoring is merit based and is intended to enhance long-term service assurance and lifecycle performance of equipment, rather than restrict competition. <p>Accordingly, the evaluation approach remains appropriate and in aligned with procurement best practices.</p>
5.	Qualification Criteria	<p>Experience Criteria – Clarification</p> <p>Are experience certificates, where installations completed by authorized distributors/agents of the same manufacturer in other regions would be considered acceptable, or r the bidder itself must have directly executed all such installations? It was further requested that</p>	<p>Section III – Evaluation and Qualification Criteria</p> <p>Specifically:</p> <p>Qualification of the Bidder</p> <ul style="list-style-type: none"> Specific Experience 	<p>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.</p> <ol style="list-style-type: none"> Experience of the manufacturer’s affiliates, or authorized distributors (local or international) shall not be considered unless the bidder itself has been contractually



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		experience may also be considered on the basis of the manufacturer's global installation record and performance of its authorized distribution network, in order to promote broader competition and ensure fair evaluation.	<ul style="list-style-type: none"> General Experience 	<p>responsible for supplying and installing(as applicable) the items.</p> <p>b. This requirement is maintained to ensure accountability, demonstrated execution capacity, and fair evaluation.</p>
6.	Lot Structure	<p>Lot Structure – Independent Items Should Not Be Forced Together</p> <p>Can re-structuring of the lot-wise structure be done by increasing the number of lots in order to encourage maximum participation and healthy competition?</p>	<p>Section VII – Schedule of Requirements (SOR)</p> <p>Specifically, under: Technical Specifications, and/or Warranty / After-Sales Service Requirements</p>	<p>The original lot structure has been revised into Seven (07) separate functional lots.</p> <p>Please refer to Item No. 2 at Addendum-2 to the Request for Bids document.</p>
7.	Qualification Criteria	<p>Can the experience requirements stipulate in the bidding document be lowered, particularly the high-value contract thresholds?.</p>	<p>Section III – Evaluation and Qualification Criteria</p> <p>Specifically:</p> <p>Qualification of the Bidder</p> <ul style="list-style-type: none"> Specific Experience General Experience 	<p>The specific experience requirement in the last 5(five) years has been revised by restructuring the lots.</p> <p>Please refer to Item No. 3 at Addendum-2 to the Request for Bids document.</p>



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8.	Qualification Criteria	Marking Criteria for Experience Can the evaluation criteria for experience be revised to recognize equivalent international experience supported by internationally recognized certifications (such as CE, FDA, ISO, or equivalent), in place of geographic-based experience criteria?	Section III – Evaluation and Qualification Criteria Specifically: Qualification of the Bidder <ul style="list-style-type: none">• Specific Experience• General Experience	The criterion has been revised. Please refer to Item No. 4 at Addendum-2 to the Request for Bids document.
9.	Joint Venture	Joint Venture (JV) Requirement Can submission of a Joint Venture (JV) arrangement/letter of intent on the letterheads of both participating firms, along with acceptance of the Bid Form by both parties would be considered sufficient compliance at the bidding stage?	Section III – Evaluation and Qualification Criteria Specifically: Qualification of the Bidder <ul style="list-style-type: none">• ITB 11.5(section II) and Bidder Information form(section IV)	JV Agreement: (i) A signed letter of intent between JV partners is acceptable at the bidding stage. (ii) A formal Joint Venture Agreement shall be required prior to contract award.
10.	Bid Security	Bid Security Requirement (Critical) Can the amount of bid security requirements be decreased to encourage participation of SMEs?	ITB 19.1 Bid Security	The Bid Security has been revised in accordance with Revised Lot's Structure. Please refer to Item No. 6 at Addendum-2 to the Request for Bids document.



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11.	Qualification Criteria	<p>Restriction Against Healthy Competition (Violation of Fair Competition Principles)</p> <p>Can the qualification requirements, evaluation criteria, and bidding conditions be structured in accordance with the applicable procurement regulations, including KPPRA Rules and the World Bank Procurement Regulations, particularly with respect to the principles of open competition, non-discrimination, and equal opportunity for all eligible bidders? It was further inquired whether the current provisions could be reviewed to ensure that they do not unintentionally limit broader participation or adversely affect the competitive position of qualified firms during the evaluation process.</p>	<p>Section III – Evaluation and Qualification Criteria</p> <p>Specifically:</p> <p>Qualification of the Bidder</p>	<p>The procurement is being conducted in accordance with the World Bank Procurement Regulations and the applicable Standard Procurement Document (SPD) and is open to all eligible bidders without restriction.</p> <p>It was further clarified that all qualification requirements, technical specifications, and evaluation criteria are project-specific, applied uniformly, and are not restrictive in nature. In accordance with ITB Clause 31, evaluation will be carried out strictly on responsiveness without unfairly affecting the competitive position of any bidder.</p> <p>Accordingly, the provisions of the bidding document remain unchanged except as revised in the attached Addendum 2.</p>
12.	Bidding Approach	<p>Encourage Specialized Participation</p> <p>Can participation be permitted based on demonstrated technical capability relevant to specific equipment categories/items, and the procurement approach allow greater flexibility to avoid requiring a single bidder to supply multiple unrelated categories within a lot?</p>	<p>Instructions to Bidders</p>	<p>The procurement is structured on a lot basis (as amended in addendum No. 2) to ensure integrated supply, compatibility of equipment, and full operationalization of healthcare facilities. Each lot represents a complete functional package and therefore requires bidders to demonstrate capability to deliver the full scope within the lot.</p> <p>The current structure does not restrict participation, as bidders may form Joint Ventures or associations</p>



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				<p>to combine their respective technical strengths and meet the requirements of a complete lot, in accordance with the bidding document.</p> <p>Accordingly, the provisions of the bidding document remain unchanged except to the extent revised in Addendum 2.</p>
13.	Qunaities	Kindly confirm the required quantity of the Water Distillation Apparatus.	Section VII – Schedule of Requirements (SOR) Specifically, under: Technical Specifications, and/or Warranty / After-Sales Service Requirements	<p>Schedule of Requirement has been revised.</p> <p>Please refer to Item No. 2 at Addendum-2 to the Request for Bids document.</p>

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14.	Functional Guarantees	With reference to page 85 (Functional Guarantees), kindly clarify the exact requirements to be fulfilled in the Functional Guarantee Form.	Section VII – Schedule of Requirements (SOR) Specifically, under: Technical Specifications, and/or Warranty / After-Sales Service Requirements.	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.
15.	Inspections & Tests	whether inspection of goods could be conducted at the bidder’s premises or at the office of the Procuring Entity prior to delivery to the final destination/end-user, and whether payment processing could be initiated following such inspection. The bidder further raised concerns regarding potential delays or challenges during end-user verification and requested that an appropriate and transparent inspection and payment mechanism be ensured.	Section VII – Schedule of Requirements (SOR) Specifically, under: Technical Specifications, and/or Warranty / After-Sales Service Requirements • Inspections & Tests	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. • Payment shall be processed in accordance with contract provisions after satisfactory delivery, installation (where applicable), and inspection. • In case of any unethical demand (e.g., gifts/bribes) by any end-user or official for signing the Satisfactory Report/Delivery Challan, the supplier 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.

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16.	Bid Submission Date	Last date for the submission of the Bid may please be extended to 16th May 2026.	ITB 22.1 Deadline for Submission of Bids	The deadline for Bid submission has been revised: Please refer to Item No. 7 at Addendum-2 to the Request for Bids document.
17.	Quantities	There is seen an apparent discrepancy in the bidding document for Lot 4 – Laboratory & Diagnostic Equipment. Item No. 12 (Water Distillation Apparatus/Water Distiller) is included in the technical specifications; however, the same item was not reflected in the corresponding Price Schedule and quantified equipment list. Does the item forms part of the required scope of supply and, if so, can applicable quantities to be considered in the bid?	Section IV – Price Schedule	Price Schedule and Schedule of Requirements have been revised. Please refer to Item No. 5 of the Addendum-2 to the Request for Bids document.
18.	Qualification Criteria	Promotion of Local Competition: Whether the financial qualification benchmarks could be reconsidered or rationalized to encourage broader participation of qualified firms, support sustainable local after-sales service arrangements, and promote a more inclusive and competitive bidding environment with wider technical representation.	Section III: Evaluation and Qualification Criteria	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,



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				<p>value for money, and adequate capacity of bidders to execute the contract.</p> <p>Therefore, the existing criteria shall remain unchanged.</p>
19.	Schedule of Requirements (SOR)	Whether the specified autoclave equipment is intended to be locally manufactured or imported, considering that the stated technical specifications appear to align primarily with imported models and may have cost implications. It is further inquired whether equivalent locally manufactured products meeting the required specifications and standards would also be considered acceptable.	Section VII – Schedule of Requirements (SOR) Specifically, under: Technical Specifications, and/or Warranty / After-Sales Service Requirements	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.
20.	Schedule of Requirement	Whether additional quality assurance requirements, including submission of a Free Sale Certificate (FSC) issued by the competent regulatory authority of the country of origin and Embassy attestation of the FSC could be incorporated into the evaluation criteria to support product authenticity, regulatory compliance, and adherence to internationally recognized quality standards.	Schedule of Requirement	<p>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,:</p>



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				<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. • 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>
21.	Bidding Documents	Is there any specific procedures or requirements applicable to international bidders for participation in the procurement process.	Instructions to Bidders	<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>Bidders 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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22.	Qualification Criteria	<p>What are the procedures and requirements applicable to international bidders participating in the procurement process?</p> <p>i. Whether Bid Securities issued by international banks without a correspondent bank in Pakistan would be accepted;</p> <p>ii. Whether the name and address of the beneficiary provided in the bidding document are correct;</p> <p>iii. Whether the Request for Bids (RFB) reference number is PK-HPMU-516119-GO-RFB;</p> <p>iv. Whether a separate Bid Security is required for each Lot;</p> <p>v. Whether the Bid Security should include the project name and relevant Lot number in the prescribed format;</p> <p>vi. Whether the Bid validity period shall remain valid for ninety (90) days from the bid submission deadline; and</p> <p>vii. Whether the Bid Security validity shall extend for an additional twenty-eight (28) days beyond the Bid validity period.</p>	Bidding Data Sheet	<p>It is clarified that:</p> <p>i. Yes</p> <p>ii. Yes</p> <p>iii. Yes</p> <p>iv. Yes</p> <p>v. Yes</p> <p>vi. Ninety (90) days from the updated bid submission deadline.</p> <p>vii. Bid security validity must be 90 days plus 28 days (118 calendar days) beginning from the updated bid submission deadline provided in Addendum 2.</p>
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23.	Pre- Bid	Whether a clarification/pre-bid meeting would be conducted regarding the technical specifications and requirements of the advertised tender items, and further requested that details of such clarifications or meetings be shared with prospective bidders.	Instructions to Bidders	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 and the changes have been mentioned in addendum-2 to the RFB. Bidders are advised to prepare their bids accordingly.
24.	Specifications	Pulse Oximeter Specifications Includes strict technical parameters such as: Accuracy $\pm 1\%$ / ± 1 bpm Power <40mA Defined boot method and other parameters	Section VII – Schedule of Requirements (SOR) • Specifically: List of Goods and Quantities	Revised As follows: Please refer to Item No. 8 at Addendum-2 to the Request for Bids document.
25.	Specifications	Infusion Pump Specifications Detailed and restrictive specifications, including: Screen size 4.3” Flow rate up to 1500 ml/h Fixed battery and detection specifications	Section VII – Schedule of Requirements (SOR) • Specifically: List of Goods and Quantities	Revised As follows: Please refer to Item No. 9 at Addendum-2 to the Request for Bids document.

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

SIGNED BY:



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