GOVERNMENT OF KHYBER PAKHTUNKHWA
HEALTH DEPARTMENT
KHYBER PAKHTUNKHWA HUMAN CAPITAL INVESTMENT PROJECT

Terms of Reference (TOR) for Procurement of Necessary Equipment for Basic Emergency Obstetric and Neonatal Care (BEmONC) Centers in Khyber Pakhtunkhwa (KPK) Province, Pakistan

Background and Introduction:

The Government of Pakistan, through the support of the World Bank i.e. Khyber Pakhtunkhwa Human Capital Investment Project (Health Component), is intending to improve maternal, newborn, and child health (MNCH) services in the province. The Khyber Pakhtunkhwa Human Capital Investment Project is an International Development Association (IDA) Project funded by the World Bank.

The healthcare landscape in Pakistan, particularly in Khyber Pakhtunkhwa (KPK) province, underscores the persistent challenges in ensuring universal access to quality maternal, newborn, and child health (MNCH) services, particularly in rural and underserved areas. Maternal and neonatal mortality rates remain unacceptably high, reflecting gaps in healthcare infrastructure, resource availability, and service delivery. In response to these challenges, the World Bank has embarked on a strategic initiative to bolster MNCH services by financing the procurement of Basic Emergency Obstetric and Neonatal Care (BEmONC) equipment for Basic Health Units (BHUs) across KPK.

The primary aim of this procurement project is to fortify the capacity of **60** targeted BHUs in KPK through the provision of essential BEmONC equipment and materials. By equipping these frontline healthcare facilities, the project seeks to enhance their ability to deliver timely and effective emergency obstetric and neonatal care services. This initiative aligns with national and international commitments to improve maternal and neonatal health outcomes, as outlined in the Sustainable Development Goals (SDGs) and Pakistan's own health policy frameworks.

The significance of this project cannot be overstated, as it represents a pivotal step towards bridging the gap in MNCH services and reducing preventable maternal and neonatal deaths in KPK. By strengthening BHUs and empowering healthcare professionals with the necessary resources, training, and support, the project aims to foster a healthcare ecosystem where every woman and newborn receives the care they need, regardless of their geographic location or socioeconomic status.

The success of this procurement project hinges on robust collaboration between the World Bank, the procuring entity, and stakeholders at the provincial and local levels. Together, we can leverage resources, expertise, and innovation to transform the landscape of MNCH services in KPK, ensuring that every mother and newborn has the opportunity to thrive and survive. This introduction sets the stage for a concerted effort to prioritize maternal and neonatal health, laying the foundation for a healthier and more prosperous future for the people of Khyber Pakhtunkhwa.

Objectives:

The objective of this procurement project is to improve maternal and neonatal healthcare in Khyber Pakhtunkhwa (KPK) by strengthening 60 targeted Basic Health Units (BHUs) through the provision of essential Basic Emergency Obstetric and Neonatal Care (BEmONC) equipment and materials.

By equipping these BHUs, the project aims to enhance their capacity to provide timely and effective emergency obstetric and neonatal care services, ultimately contributing to the reduction of maternal and neonatal mortality rates in the province. This initiative aligns with national and international health targets, aiming to ensure equitable access to quality healthcare services for women and newborns across KPK.

1. Equip BHUs in KPK with essential BEmONC equipment to enhance their capacity to provide emergency obstetric and neonatal care.

2. Improve maternal and neonatal health outcomes by ensuring timely access to life-saving interventions and quality MNCH services at the grassroots level.

3. Align with national and international MNCH targets, particularly those outlined in the Sustainable Development Goals (SDGs), to promote maternal and child well-being.

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Scope of Work:

The primary focus of this procurement project is to strengthen 60 targeted Basic Health Units (BHUs) across the province of Khyber Pakhtunkhwa (KPK) by providing essential Basic Emergency Obstetric and Neonatal Care (BEmONC) equipment and materials. Each of the designated BHUs will be equipped with the necessary BEmONC resources to enhance their capacity to provide emergency obstetric and neonatal care effectively. The bidder will be responsible for supplying the enlisted equipment and materials to all 60 designated sites, ensuring that each BHU receives a uniform and comprehensive set of resources.

By uniformly strengthening these BHUs, the project aims to improve maternal and neonatal health outcomes in KPK, ultimately contributing to the broader goal of enhancing healthcare services in underserved areas of the province.

Schedule of Requirement:

The schedule of requirements outlines detailed specifications, quantities, and delivery timelines for procuring essential Basic Emergency Obstetric and Neonatal Care (BEmONC) equipment and materials for 60 targeted Basic Health Units (BHUs) in Khyber Pakhtunkhwa (KPK) province. It encompasses three primary categories: General, Antenatal Care, and Lab Category.

1. OPD
2. Antenatal Care Items
3. Lab Items
4. General Items

Adherence to this schedule is crucial to ensure the timely procurement and distribution of the specified items, facilitating the uniform strengthening of BHUs across KPK and ultimately improving maternal and neonatal health outcomes in the province.
Note: All the above schedule of requirements is 01 lot and

List of Items.

Following items will be required against the given specification and details for each BEmONC Center;

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S.No	Category	Item	Specifications
1.	OPD	Table	• Typically, 47-59 inches in length, 24-31 inches in width, and 28-30 inches in height. • Made of high-quality wood, particle board, or MDF for the tabletop, with steel or wooden legs. • Smooth and durable laminate or veneer finish, available in neutral colors like white, gray, or light wood. • Rectangular or square tabletop with rounded edges for safety, optional features include cable management systems and storage drawers.
2.		Chair	• Revolving Chair (5 legs), • Steel frame Structure • Aluminum revolving pedestal with five nos wheels. • Seat and back cushioned
3.		Stool	• Typically, 16-18 inches in diameter for the seat, with a height of 18-24 inches. • Made of durable plastic, wood, or metal. • Circular or square-shaped seat with a comfortable surface. • Four stable legs with non-slip caps. • Supports at least 200-250 lbs.
4.		Examination Couch	• Local/ Imported
5.		Examination Light	• Imported
6.		Privacy Screen	• Foldable Privacy Screen Local/ Imported
7.		Kidney Tray + Speculum (Medium Size)	• Local/ Imported
8.		Ultrasound Machine	Ergonomic Mobile Design: • 12.1-inch LED Monitor with 30 Degree tilt functionality • User friendly control panel with backlit, silicon keyboard • Light and compact design for extreme portability. Clinical Application: • THI (Tissue Harmonic Imaging) for enhanced contrast resolution • IP (Image Processing) for Fast image optimization • 8-TCG assuring accurate image control • A board range transducer for abdomen, obstetrics, gynecology, cardiology, small parts, urology, vascular and nerve application Convenient Workflow: • User-defined keys for personalized operations • One-Key image/cine storage to local disk or USB drive • 320 G hard disc • Storage for instant image and reports transfer to PC
9.		Sonic aid	• Imported
10.		BP Apparatus	• With Stand • Imported
11.		Pulse Oximeter	• Digital • Imported
12.		Thermometer	• Digital

			• Imported
13.		Pregnancy Test Kit	• CE Certified
14.		Mask (Surgical)	• Made of non-woven polypropylene for breathability and filtration. • Consists of three layers for protection: outer waterproof layer, middle filtration layer, and inner comfort layer. • Available in various sizes with adjustable ear loops or ties for a secure fit and a flexible nose wire for a custom seal. • Compliance: Meets regulatory standards for filtration efficiency and manufacturing quality, ensuring effective protection.
15.		Prescription Pad	• A4 size, measuring 8.27 × 11.69 inches. • High-quality 70-100 gsm paper for a professional look. • Clean and professional, featuring company logo, name, address, and contact information. • Optional matte or glossy finish for added appeal and protection against smudging.
16.		Register (OPD+Consumption)	• Standard 8.5 × 11 inches with ruled pages for organized recording. • Spiral-bound or stitched for durability and easy flipping of pages. • Durable 70-100 gsm paper to withstand frequent handling and ensure longevity.
17.		Weight Machine	• Digital Display • Minimum Weight capacity of up to 200 KG
18.		Tongue Depressor	• Local
19.		Sanitizer	• Local/ Imported • Alcohol Free • 1000 ml bottle
20.	Antenatal Care	Bed+ Side Table+ Overbed trolly with medical grade mattress	• Imported
21.		BP Apparatus	• With Stand Imported
22.		Drip Stand	• Local/ Imported
23.		Bed Sheets with pillow	• White with fine quality • Local/ Imported
24.		Patient Blanket	• Local
25.	Lab	Hematology Analyzer 03 Part	• Certifications: ISO Certified, CE Marked/FDA Approved Fast, high-quality CBC testing in any laboratory environment ¬ Runs up to 80 samples per hour ¬ Processes aspiration volumes as low as 100µL ¬ Measures 22 parameters, including a 3-part white blood cell differential* ¬ Allows manual sampling of both open and closed tubes ¬ Conserves valuable countertop space with small footprint

			• Parameters: WBC, LYM, MID, GRA, LYM%, MID%, GRA%, RBC, HGB, HCT, RDW, MCV, MCH, MCHC, PLT, PCT, MPV, PDW • Sample Volume: Whole Blood Mode-25 ul, Pre-Diluted Mode-50 ul • Aperture Diameter: 70 um (RBC/PLT), 100 um (WBC) • Reagents: • Diluent • Lyse with Hardware key • Cleaner • Principal: • Volumatic impedance method for cell counting • Photometric cyanide free hemoglobin estimation • Print out: • Builtin thermal printer module provide full report with histograms • Display: • Touchscreen • 320*240 dots • High contrast backlit color LCD • Data Storage: • 1000 Pt with histograms
26.		Chemistry Analyzer	• Method (Endpoint Fix Time Kinetics and Absorbance) • Wavelength Range: 340 to 670 nm • Display: 7.0-inch TFT Touch Screen and pop-up key pad. • External keyboard or mouse support via USB. • Up to 200 tests to be programmed • Testing Mode: Flow Cell Cuvette • Power Failure Production • Light Source: Tungsten Halogen Lamp 6 V/10 W • Photometric Range: 0-3.5 ABS • Storage: Not less than 3000 sample results/ Not less than 1000 QC results • Printer: Built in Thermal Printer • Country of origin: USA/ EU / Cn
27.		Electrolyte Analyzer	• Parameters: Na+, K+, Cl-, Ca 2+, PH, HCT • Time to first Result: 25 Sec • Sample Vol: 20 ul • OQC: Fully programmable automated 3 level on board QC for 60 measurements per level. • Maintenance Free: All in 1 Cartridge • Connectivity: Data exchange with LIS • Technology: IMT (Integrated Multisensor Technology) Base • Interface: Touch Display 7-inch TFT • Resolution: 800*480 pix • Thoughput: 80 Sample per hour • Cartridge size: 150, 300, 600 • Printer: Built-in thermal printer • On Board Reagent Stability: 28-42 days • Shelf life: Minimum 6 month. • Certifications: CE IVD/FDA, • Country of origin: USA/EU
28.		Urine Analyzer	• Can perform upto 11 tests in urine (Blood bilirubin, urobilinogen, Ketones, proteins, Nitrate, Glucose, PH, Specific gravity, WBC, Ascorbic acid) Through the urine analysis reagent chip euro color 4-11. • Certification: CE/FDA • Country of Origin: USA/ EU

29.		POCT Analyzer	• Method: Fluorescence Immunochromatography • Channel: 3 Channel • Test Time: 3-15 Minutes • Sample: Whole blood/ Plasma/ Serum • Parameters Profiles: Cardiac, inflammation, diabetes, Vitamin, Thyroid function, SARS-COV-2, • Incubation Temperature: 26 C • Operating System : Linux • Test Mode: Standard • Printer: Built-in Thermal Printer • Certifications: CE/ FDA • Country of Origin: USA/ EU / Cn
30.		ESR Analyzer	• Capacity: 10 Channel • Temperature compensation referred to 18 C • Printer: Built-in Thermal Printer • Display: Large Touch Screen Display • Output: Result in 30 Minutes • Certification: CE • Country of Origin: EU/USA/Cn
31.		Water Bath	• Should maintain temperature upto 60 C • Imported
32.		Blood Roller Mixer	• Local/ Imported
33.		Centrifuge Machine	• With min Tube Capacity of 6 Tubes • RPM should be 3000-4500 rpms • Imported
34.		Laboratory Fridge	• 200 litter or above
35.		Computer and printer for Reporting	• Core i-7, 13th Generation • 8 GB RAM • 1TB SSD • Tower PC • 18.5-inch LCD with Accessories. • Printer: 36 PPM or higher, DW
36.		Distilled Water Plant	• Distilled output: 4 Lits/hr single distilled • Water Supply Requirement: 1 liter per minute • Min Pressure: 3 PSI • PH: 5.0-6.5 • Conductivity: 3.0 to 4.0 us/cm • Temp: 35 C- 50 C • Pyrogen Content: Pyrogen free • Country of Origin: **Imported**
37.		UPS 5 KVA	• Imported with Li Batteries
38.		Pipit Set with stand	• **Imported** • 0-10 ul • 10-100 ul • 100-1000 ul
39.	Washroom	Mop	• Local/Imported
40.		Wiper	• Local/Imported
41.		Toilet Cleaner	• Local/Imported

Deliverables:

The successful completion of these deliverables is essential for the effective strengthening of BHUs and the improvement of maternal and neonatal healthcare services in KPK province. The bidder is expected to demonstrate professionalism, efficiency, and accountability in fulfilling these major deliverables to ensure the success of the procurement project.

The major deliverables expected from the successful bidder include:

1. Procurement of Essential Equipment and Materials:

- Timely sourcing, procurement, and delivery of Basic Emergency Obstetric and Neonatal Care (BEmONC) equipment and materials as per the provided list and specifications.
- Ensuring the availability of the enlisted items for all 60 targeted Basic Health Units (BHUs) across Khyber Pakhtunkhwa (KPK) province.
- Providing a comprehensive set of equipment and materials, including general, antenatal care, and lab category items, to each designated BHU.

2. Installation and Setup:

- Ensuring proper installation and setup of all procured equipment and materials at the designated BHUs.
- Providing necessary technical support and guidance to BHU staff for the correct utilization and maintenance of the equipment.

3. Training and Capacity Building:

- Conducting training sessions for BHU healthcare staff on the operation, maintenance, and utilization of BEmONC equipment and materials.
- Building capacity among BHU personnel to effectively manage emergency obstetric and neonatal care situations.

4. Documentation and Reporting:

- Providing comprehensive documentation related to the procurement process, including invoices, receipts, and warranty information.
- Submitting regular progress reports to the procuring entity, detailing the status of equipment procurement, delivery, installation, and training activities.

5. Compliance and Quality Assurance:

- Ensuring compliance with regulatory standards and quality certifications for all procured equipment and materials.
- Maintaining high standards of quality and safety throughout the procurement and implementation process.

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Evaluation Criteria

The evaluation criteria for the procurement project will assess proposals based on technical compliance, cost-effectiveness, past performance, regulatory adherence, capacity, and added value. This ensures that proposed equipment meets BEmONC requirements, offers competitive pricing, aligns with past successful performance, complies with regulations and ethical standards, demonstrates adequate capacity for delivery, and provides innovative solutions. Prioritizing these factors aims to ensure successful project implementation and enhance maternal and neonatal healthcare services in Khyber Pakhtunkhwa (KPK) province.

Technical Evaluation:

S. No.	Description of Variables	Allocated Points/Marks
1	Firm registration at relevant forum (SECP or Registrar of Firm or FBR or Relevant Chamber of Commerce).	Mandatory
2	**Conformance to Specification**	
	Full compliance with the required specifications as per Statement of Requirement. Minor deviations up to 3 will result in a deduction of 1 point each. More than 3 minor deviations will be considered a major deviation, and the product will be non-responsive.	10
3	**Product International Certification**	
	Valid Certificate of US Food and Drug Administration (USFDA) of the quoted product.	2
	Valid CE Certificate of the quoted product/ Declaration of Conformity / Valid Certificate of European community medical devices directive (CEMDD/IVD98/79EC) (Full Quality Assurance or Product Quality Assurance) for the quoted product.	2
4	Diploma of Associate Engineer (DAE) in electrical / electronic / biomedical / mechatronics / mechanical / industrial. DAE certificate must be submitted. **(1 mark for each certificate)**	2
5	Graduate Engineer with PEC Registration in electrical / electronics, biomedical / mechatronics / mechanical / industrial. PEC registration card of the engineer must be submitted.	3
6	Annual Sales tax returns for last two years (1 mark for each year).	2
7	Annual Income tax returns for last two years (1 mark for each year).	2
8	Last two years Audited Balance Sheet Duly attested by Chartered Accountant (1 mark for each year).	2
9	**Value of projects completed in KP in last 5 Year:** 10 to 100 million (1 marks) 100 to 200 million (2 Marks) More than 200 million (5 marks) Value will be calculated from the supply order / contract.	5
10	Firm registered with DRAP (Drug Regularity Authority of Pakistan) to import / manufacture of medicine and other medical devices.	2
11	Valid ISO 9001 Quality Management Certificate of the firm.	2
12	Valid GDMP Certificate of the Firm	2

13	Firm past performance history with World Bank	4
	Total Score for Technical Evaluation	**40**
FINANCIAL EVALUATION:		
1	Quoted Unit Price	
2	Lowest Quoted Unit Price among the qualified bids for particular item	
3	Maximum Allocable Unit Price Score	**60**
4	Score awarded to the unit price of quoted item	
	Final Grand Total of Scores	**100**

Note: All the aforementioned requirements constitute a single lot and will be supplied by one supplier.

Financial Evaluation

Financial Evaluation and Scoring System for Bids (Maximum Allocable Marks Score = 60 marks)
The financial bids of technically qualified bidders will be opened publicly at the time to be announced by the Procuring Entity and the financial bids found technically non-responsive shall be returned un-opened to the respective Bidders.

Total Allocable marks for Technical Proposal = 40 Total Allocable marks in Financial Proposal = 60

Total Combined Allocable Score for individual bids = Marks obtained in Technical Evaluation + Marks obtained in Financial Evaluation = 100

Combined Scoring Formula:
The Best Evaluated Financial Proposal (Fm) is given the maximum Financial Score (Sf) of 100.

The formula for determining the Financial Scores (Sf) of all other Proposals is calculated as following: Financial score (Sf) of 100.

$$Sf = 100 \times Fm / F,$$

In which "Sf" is the Financial Score, "Fm" is the best price, and "F" the price of the proposal under consideration.

The weights given to the Technical (T) and Financial (P) Proposals are: **T** = 1
P = 0.60

Proposals are ranked according to their combined Technical (St) and Financial (Sf) scores using the weights (T = the weight given to the Technical Proposal; P = the weight given to the Financial Proposal; T + P = 1) as following:

$$S = St \times T\% + Sf \times P\%$$

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Timeline

The inception meeting following the contract signing with the World Bank marked the initiation of the procurement project for Basic Emergency Obstetric and Neonatal Care (BEmONC) equipment in Khyber Pakhtunkhwa (KPK) province. A detailed timeline was established to ensure the efficient and timely delivery of essential equipment and materials to 60 targeted Basic Health Units (BHUs) across the province.

The procurement phase, spanning weeks 1 to 8, began with bid evaluation and contract finalization. By week 5, the procurement process was initiated, including order placement with suppliers and manufacturers for the required BEmONC equipment and materials.

Delivery logistics were organized in weeks 9 to 16, involving the transportation of procured items from distribution centers to individual BHUs across KPK province. Installation and setup of equipment at BHUs were scheduled for weeks 17 to 24, ensuring that all designated sites were equipped to provide emergency obstetric and neonatal care services effectively.

Training sessions for BHU staff on equipment operation and maintenance were conducted during weeks 25 to 32, empowering healthcare professionals with the skills needed to utilize the BEmONC resources efficiently. Throughout this period, comprehensive documentation was maintained, detailing the procurement process, delivery schedules, installation activities, and training sessions.

In the final phase, weeks 33 to 40, the focus shifted to compiling and submitting documentation related to procurement, delivery, installation, and training activities. Progress reports summarizing project outcomes and achievements were prepared for submission to the World Bank, demonstrating adherence to project timelines and milestones.

The established timeline serves as a roadmap for the successful implementation of the procurement project, ensuring transparency, accountability, and efficiency in delivering BEmONC equipment to strengthen maternal and neonatal healthcare services in KPK province.

For any inquiries or clarifications, please contact Procurement Specialist KP-HCIP Health.