

## Bid Evaluation Report

1. Name of Procuring Agency: Enhanced HIV/AIDS Control Program
2. Tender Reference No: INF- KRY.No 43/13
3. Tender Description/Name of work/item: Procurement of CD-4, Viral Load Machines
4. Method of Procurement: Single stage One envelope
5. Tender Published: 10554/2012 & Daily Jang 7<sup>th</sup> January, Ibrat 6<sup>th</sup> January & Business Recorder 5<sup>th</sup> January 2013. Print & Electronic Media (SPPRA ID No. & News papers names with dates)
6. Total Bid documents Sold; Six (06)
7. Total Bids Received: Five (05)
8. Technical Bid Opening date: (if applicable) 22nd January 2013 (Provide details in separate form)
9. No. of Bid technically qualified (if applicable): Five (05)
10. Bid(s) Rejected: ---
11. Financial Bid Opening date: 22nd January 2013
12. Bid Evaluation Report: **Attached**

| S No | Name of Firm or Bidder | Cost offered by the Bidder | Ranking in terms of cost | Comparison with Estimated cost | Reasons for acceptance/rejection | Remarks |
|------|------------------------|----------------------------|--------------------------|--------------------------------|----------------------------------|---------|
| 0    | 1                      | 2                          | 3                        | 4                              | 5                                | 6       |
| 1.   | A                      |                            |                          |                                |                                  |         |
| 2.   | B                      |                            |                          |                                |                                  |         |
| 3.   | C                      |                            |                          |                                |                                  |         |
| 4.   | D                      |                            |                          |                                |                                  |         |

**Signatures of the Members of the Committee.**

# ENHANCED HIV/AIDS CONTROL PROGRAM - SINDH

## Procurement of CD4 & Viral Machines for the year 2012-2013

| CD4 Machine |              | M/s Zedco Marketers & Distributors  |          | M/s F.Y Diagnostics  |               | M/s Hospicare Systems |               | M/s Briogene                               |               | M/s Zed Diagnostics  |               | 1st Lowest Bidder                  | 2nd Lowest Bidder   |
|-------------|--------------|---|----------|--|---------------|-----------------------|---------------|--|---------------|----------------------|---------------|------------------------------------|---------------------|
| S.No        | Name of Item | Specification   | Quantity | Specification Quoted   | Per Unit Cost | Specification Quoted  | Per Unit Cost | Specification Quoted                       | Per Unit Cost | Specification Quoted | Per Unit Cost | 1st Lowest Bidder                  | 2nd Lowest Bidder   |
| 1           | CD4 Machine  | <ul style="list-style-type: none"> <li>• CD-4 Analyzer should be on WHO List</li> <li>• Portable bench top fixed volume cyto- analyzer for point of care CD4 testing designed for laboratory and non-laboratory environments(both for capillary and venous blood samples)</li> <li>• Operated by external power as well as on-board chargeable battery</li> <li>• Printer-- external or inbuilt or both</li> <li>• In-built software to save and retrieve the results/data.</li> <li>• Does not require any maintenance</li> <li>• Assay result should be compatible with some commercial Quality Control materials and EQA programs</li> </ul> | 1        | Accessories:<br>PIMA CD4 100 X Cartridge;<br>Finger Stick Sample Collection Kit (100), PIMA Analyzer Bag, Printer, 100 Rolls Printer Paper-L, 100 Roll Printer Paper-II, PIMA Bead Standard. | 1590000.00    | CD4 Analyzer          | 2112000.00    | CD4 Analyzer Mode FACS Count, Make BD-USA. | 2750000.00    | CD4 Analyzer         | 2000000.00    | M/s Zedco Marketers & Distributors | M/s Zed Diagnostics |

**Viral Load Machine**

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*Shah*  
*Shah*  
*Shah*  
*Shah*

|   |          |   |                   |   |                   |  |
|---|----------|---|-------------------|---|-------------------|--|
| <p>2</p> <p>Viral Load Machine</p> <ul style="list-style-type: none"> <li>Automated Real Time PCR System.</li> <li>System must be capable to perform both quantitative &amp; qualitative test assay.</li> <li>Simultaneous Amplification &amp; Detection without Operators intervention.</li> <li>Automatic mechanism to remove bubbles.</li> <li>Ability to accommodate several tubes format such as 0.1 ml or 0.2 ml or 30 ul.</li> <li>Ability to label Reaction Tube caps.</li> <li>Light Emission Source = LED</li> <li>Light Detection Source = PMT</li> <li>Detection Channel = 5 Color System</li> <li>Fixed light path length for each sample.</li> <li>No Optical compensation in the result calculations</li> <li>Sensitivity up to 1 gene copy detection</li> <li>Thermal Uniformity (Temperature variation b/w samples) = ± 0.01 °C</li> <li>Ramp Rate should be &gt;10 °C</li> <li>Temperature Accuracy = ± 0.25 °C</li> <li>Temperature Resolution = ± 0.02 °C</li> <li>Minimum Maintenance. No passive reference dye needed (e.g. ROX<sup>®</sup>). No lamp replacement or maintenance, No block to clean etc.</li> <li>Up gradable.</li> <li>Since PCR is a very Sensitive and Specific Technology. Only those Equipments will be consider who has at least 10 references in the Government Sector and 10 references of Private Sector.</li> <li>Power: 220 v / 50 Hz</li> <li>FDA Approved / CE-Marked Instrument and Kits</li> </ul> | <p>1</p> | <p>Real Time TM PCR m2000rt<br/>TM Abbott<br/>Molecular<br/>USA</p> | <p>4500000.00</p> | <p>Real Time PCR<br/>Cycler with 5<br/>channels<br/>(Green,<br/>Yellow,<br/>Orange, Red,<br/>Crimson)<br/>Laptop<br/>Computer,<br/>Software &amp;<br/>Accessories</p> | <p>2800000.00</p> | <p>M/s<br/>Brigene<br/>M/s<br/>Hospicare<br/>Systems</p> |
|---|----------|---|-------------------|---|-------------------|--|

Dr. Arshad Mehmood  
Provincial Program Manager / SCAP / Secretary  
Murtaza Ali Gopang  
Representative Finance Department / Member

Dr. Zaid Hassan Ansari  
Provincial Program Manager SBTA / Member  
Dr. Muhammad Noman  
Representative of ATM / Member  
Kamran Noman  
Additional Secretary (Dev) / Member

Dr. Zahid Hussain  
Provincial Program Manager SBI / Member  
Dr. Farhat Ishtiaque  
Additional Secretary (IA) & II / Member  
Dr. Farhat Ishtiaque  
Director General Health Services Sindh / Chairman



### Minutes of Bid Evaluation Committee:

A meeting of Bid Evaluation Committee was held in the Conference Room of Enhanced HIV/AIDS Control Program on 20<sup>th</sup> February 2013 at 10:30am regarding Procurement of Medicines, Kits, CD-4, Viral Load machines, Advocacy Communication & Social Mobilization, Small Grants (Package-I,II), Strengthening network & support to PLHIV, Service delivery package for street children (MARA), Mapping & research of high risk population and Second generation surveillance in geographical boundaries of Sindh Province.

Following members attended the meeting:

|                              |                                   |           |
|------------------------------|-----------------------------------|-----------|
| 1. Dr. Ashfaq Hussain Memon  | Director General Health           | Chairman  |
| 2. Md. Kiran Nauman          | Representative Minister Health    | Member    |
| 3. Mr. Mumtaz Ali Gopang     | Representative Finance Department | Member    |
| 4. Dr. Zahid Hassan Ansari   | Provincial Program Manager SBTA   | Member    |
| 5. Dr. Muhammad Suleman Otho | Representative GFATM              | Member    |
| 6. Dr. Muhammad Razee        | Additional Secretary (PM&I)       | Member    |
| 6. Dr. Arshad Mehmood        | Provincial Program Manager        | Secretary |

Facilitator:

Dr. A.K Jamali Admin & Finance Manager  
Muhammad Ashar Shamim Procurement Officer

Agenda:

Finalizing the evaluation of bids/tender and EOIs.

1. Dr. Ashfaq Hussain Memon chaired the meeting and Dr. Arshad Mehmood sought his approval to officially start the proceedings which began with recitation of the Holy Quran.
2. Dr. Arshad Mehmood briefed the committee about the score sheet. He highlighted the process of grading & presented the scoring sheet in detail.
3. At first evaluation of Procurement of goods started and Low cost method was adopted and followed SPPRA rules to issue supply order.
4. All members evaluated the bids and EOIs, upon mutual agreement signed the sheet and approved for supply order against each package.
5. The committee members were decided that minimum scoring marks for qualification of RFP would be 60%.
6. Members were given scoring sheets to mark their score keeping in view the requirements asked in data sheet.
7. Keeping in view the previous experience and capacity of the organizations in delivery service, scope of program and enhancement of the packages, forum took the following decision:
  - a) Firms/organization/NGOs which have applied in more than one SDP in different High risk groups will be issued RFP in the SDP with higher score.

*(Handwritten signatures and initials)*

8. Firms/organization/NGOs with regional and local experience infrastructure will be given preference.
9. Any organization blacklisted or defaulter with the program will not be issued RFP.
10. Details of each bid/tender are appended below.

- **Procurement of HIV (Rapid & Eliza), HBV, HCV, RPR & TPHA for syphilis screening Kits, Pneumococcal vaccine, Consumable items & Condoms:**

In this tender / bid total six companies took part in bidding process.

HIV Rapid Kit three companies participated M/s Sindh Medical Stores is 1<sup>st</sup> lowest bidder, but Program needs different types of test kit based on different test principles/antigen, so program requires two types of rapid test kit, the 2<sup>nd</sup> lowest bidder is M/s Zedco Marketers & Distributors.

HIV Eliza Kit two companies participated M/s Zedco Marketers & Distributors is lowest bidder.

HIV Eliza Westernblot Kit only one company participated M/s Sindh Medical Stores.

RPR Syphilis Screening Kit only one company participated M/s Muslim Trading Agency

TPHA Syphilis Confirmatory kit only one company participated M/s Muslim Trading Agency

Syphilis Kit three companies participated M/s Sindh Medical Stores is lowest bidder

Hepatitis B Screening Kit three companies participated M/s Sindh Medical Stores is lowest bidder, but quoted product is not enlisted in WHO recommended list, however M/s Zedco Marketers & Distributors is lowest bidder

Hepatitis C Screening Kit three companies participated M/s Sindh Medical Stores is lowest bidder, but quoted product is not enlisted in WHO recommended list, however M/s Zedco Marketers & Distributors is lowest bidder

Pneumococcal Vaccine no company has quoted rates.

Consumables Items only M/s Hospicare & M/s Khan Traders participated three, three different items quoted

Condoms only one company participated M/s Khan Traders

- **STI Medicines & Oral Substitution Therapy**

In this tender / bid total four companies took part in bidding process.

**STI Medicines**

In this tender M/s Sindh Traders was not submitted 2% bid security as required. At serial numbers 01 to 05 and 08 M/s Al-Hussaini Co. Pvt. Ltd quoted lowest rates, serial number 06 M/s AJ Pharma quoted lowest price and serial number 07 M/s Zedco Marketers & Distributors quoted lowest rate

**Oral substitution therapy for IDUs**

Two companies participated M/s Al-Hussaini Co. Pvt. Ltd is lowest bidder.

- **CD4 & Viral Load Machine**

CD4 Machine only three companies participated M/s Zedco Marketers & Distributors is lowest bidder. Viral Load Machine two companies participated but both companies quoted rates on higher side then the budgeted amount

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• Social Mobilization, Advocacy, Communication & IEC material (Promotional)

In this tender/bid only three companies participated.

Social Mobilization (Mass media messages, talk shows, short tele/ doc. Film) only two companies quoted rates and M/s Connect is lowest bidder.

Advocacy & Communication

Bill board only two companies quoted rates and M/s Mc Cann Erickson is lowest bidder.

Vinyl publicity poster on public transport only two companies quoted rates and M/s Connect is lowest bidder

Hoarding (Rental/ Permanent) only two companies quoted rates and M/s Connect is lowest bidder

IEC material (Promotional) only three companies participated. M/s Khan Traders is lowest bidder for items at serial numbers 01 to 03 & 09 (i & iv). M/s Connect is lowest bidder for items at serial numbers 04 to 08 & 9 (ii, iv, v & vii). M/s Mc Cann Erickson is lowest bidder for item at serial number 09 (iii)

11. The details of each EOI evaluated is appended below

| Name of Package                          | NGOs/Firms Submitted EOI  | Short Listed NGOs/Firms   |
|--|---|---|
| Small Grants Package-I                   | M/s Al- Mehran Research & Development Foundation<br>M/s Mithani Women Development Organization<br>M/s Sindh Health & Education Development Society<br>M/s Community Support Foundation<br>M/s Pakistan AIDS Prevention Society<br>M/s Peace Foundation                                      | M/s Sindh Health & Education Development Society<br>M/s Pakistan AIDS Prevention Society  |
| Small Grants Package-II                  | M/s Roshani Development Foundation<br>M/s Mithani Women Development Organization<br>M/s War Against Drug Abuse<br>M/s Sindh Health & Education Development Society<br>M/s Community Support Foundation<br>M/s Pakistan AIDS Prevention Society<br>M/s Roshan Samaj Development Organization | M/s War Against Drug Abuse<br>M/s Sindh Health & Education Development Society<br>M/s Pakistan AIDS Prevention Society<br>M/s Roshan Samaj Development Organization |
| Strengthening Network & Support to PLHIV | M/s Sindh NGOs Consortium on HIV/AIDS<br>M/s Mithani Women Development Organization<br>M/s Roshan Samaj Foundation<br>M/s War Against Drug Abuse  | M/s Sindh NGOs Consortium on HIV/AIDS<br>M/s War Against Drug Abuse<br>M/s Sindh Health & Education Development Society   |

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|  |   |   |
|--|---|---|
|  | M/s Sindh Health & Education Development Society<br>M/s Indus Development Foundation  |   |
| Service Delivery Package for Street Children (MARA) at Karachi | M/s Sindh NGOs Consortium on HIV/AIDS<br>M/s War Against Drug Abuse   | M/s Sindh NGOs Consortium on HIV/AIDS<br>M/s War Against Drug Abuse   |
| Second Generation Surveillance                                 | M/s Mithani Women Development Organization<br>M/s Pakistan AIDS Prevention Society  | M/s Mithani Women Development Organization<br>M/s Pakistan AIDS Prevention Society  |
| Mapping & Research of High Risk Population                     | M/s Sindh NGOs Consortium on HIV/AIDS<br>M/s Mithani Women Development Organization<br>M/s Mehran Social Welfare Organization<br>M/s War Against Drug Abuse<br>M/s Community Support Foundation<br>M/s Pakistan AIDS Prevention Society | M/s Sindh NGOs Consortium on HIV/AIDS<br>M/s Mehran Social Welfare Organization<br>M/s War Against Drug Abuse<br>M/s Pakistan AIDS Prevention Society |

12. The Chair and committee approved the minutes for above procurement and issuance of supply order for goods and RFP to the concerned organizations for services.



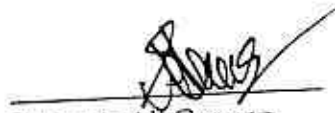
Dr. Arshad Mehmood  
Provincial Program Manager/Secretary



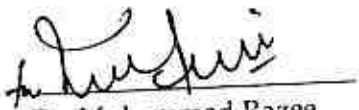
Dr. Zahid Hassan Ansari  
Provincial Program Manager/Member



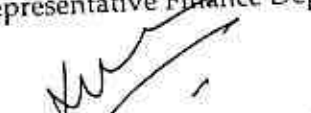
Dr. Suleman Otho  
Representative GFATM/Member




Mumtaz Ali Gopang  
Representative Finance Dept/ Member



Dr. Muhammad Razee  
Additional Secretary (PM & I)/Member



Kiran Nauman  
Additional Secretary (Dev)/Member




Dr. Ashfaq Hussain Memon  
Director General Health Services Sindh / Chairman BEC



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| 2.   | B                      |                            |                          |                                |                                  |         |
| 3.   | C                      |                            |                          |                                |                                  |         |
| 4.   | D                      |                            |                          |                                |                                  |         |

  
Signatures of the Members of the Committee.

**Provincial Program Manager**  
Enhanced HIV/AIDS Control Program  
Health Department Govt. of Sindh