

**TENDER FOR PURCHASE OF VENTILATORS QTY: 20 (F/Y 2023-24) UNDER ADP SCHEME EXPANSION
OF CH. PERVAIZ ELAHI INSTITUTE OF CARDIOLOGY, MULTAN**

MINUTES OF THE MEETING

A meeting of Pre-Bid for the purchase of Ventilators Qty: 20 through ADP Scheme for Ch. Pervaiz Elahi Institute of Cardiology, Multan was held under the chairmanship of **Prof. Dr. Muhammad Tahir Mohyuddin**, Professor of Cardiology, CPEIC, Multan & Chairman TEC, Dated: 31-07-2023 @ 11:30 A.M at the Conference Room of CPEIC, Multan. The following members were present in the meeting:

1	Prof. Dr. Muhammad Tahir Mohyuddin , Professor of Cardiology, CPEIC, Multan	(Chairman TEC)
2	Dr. Mustafa Ali Siddique , Associate Prof. of Radiology, CPEIC, Multan	Member
3	Dr. Aamir Furqaan , Assistant Professor of Anaesthesia / End-User , CPEIC, Multan	Co-Member
4	Dr. Fayyaz Ahmad Hashmi , Additional Principal Medical Officer, CPEIC, Multan	Member
5	Dr. Muhammad Suhail Saleemi , Asst. Prof. of Cardiology, CPEIC, Multan	Member
6	Dr. Usman Riaz , Asst. Prof. of Paediatric Cardiac Surgery, CPEIC, Multan	Member
7	Dr. Muhammad Waqas , D.M.S Technical, CPEIC, Multan	Member
8	Engr. Hussain Mujtaba , Biomedical Engineer, CPEIC, Multan	Member

AGENDA: Pre-Bid Meeting Regarding the Purchase of Ventilators Qty: 20 through ADP Scheme for the Financial Year 2023-24

PROCEEDINGS:

Following 06 Nos. firms participated in this meeting:

- M/S Shirazi Trading Company (Pvt) Ltd
- M/S Eastern Medical Technology Services
- M/S Vertex Medical (Pvt) Ltd
- M/S Total Technologies (Pvt) ltd
- M/S Noor International (Pvt) Ltd
- M/S Scientific Technical Corporation (Pvt) Ltd



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Sr. No	Name of the Firm	Firm Reservation/ Suggestions
1	M/S Eastern Medical Technology Services	1) By putting great efforts through the most senior technical experts of the Health Department, Govt of Punjab (SHC & MED), has already finalized Bidding Criteria of all prominent/major brands of ICU Ventilators too for the best interest of procuring agency as well as to have vast competition among all bidders in procuring the latest hi-tech equipment with economical price structure. 2) Moreover dual certification also should be there for procurement of likewise sensitive equipment for safety of human being. It is therefore humbly requested to kindly for the sake of healthy & crystal clear competition among all participants please proceed for Pre-qualifications of firms according to already approved criteria of SHC & MED.
2	M/S Shirazi Trading Company (Pvt) Ltd	1) Ventilator should be ICU ventilator with 15" screen size 2) Product should be with dual quality certificates (FDA mandatory along with another certificate from CE or MHLW) 3) Customer satisfaction report should be from any institute as per standard prequalification document.
3	M/S Noor International (Pvt) Ltd	Please use attached technical specifications of ICU Ventilator or ICU Ventilator with air source available in approved PVMS Anaesthesia & Ventilation Equipment. As we don't have ICU Ventilator with 17" screen size.
4	M/S Scientific Technical Corporation (Pvt) Ltd	Please change screen size 15" instead of 17" for healthy competition. You are also requested to please generalize the specifications for healthy competition & better prices.
5	M/S Vertex Medical (Pvt) Ltd	No Suggestion/Reservation submitted by the firm.
6	M/S Total Technologies (Pvt) Ltd	No Suggestion/Reservation submitted by the firm.

Conclusion:

In Pre-Bid meeting No. 06 firms participated. The committee heard the view point of the representatives of the firms. The committee after due deliberation and discussion, keeping in view the need of the patients & hospital took the following decisions:

- 1) Pre-Qualification document issued by SHC & ME Department is for Medium-End Ventilators & we are procuring High End Ventilators for our Cardiac Dedicated Institute. Moreover No. 6 Firms participated in the Pre-Bid Meeting & only One Firm M/S Eastern Medical Technology

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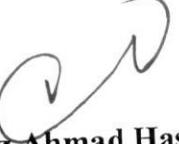
Services submitted reservation against the Pre-Qualification Documents already uploaded on PPRA by Purchase Department CPEIC, Multan. So the committee decided not to change the Pre-Qualification document & keep the same document as advertised on PPRA.

- 2) Out of Six Firms only Two Firms M/S Eastern Medical Technology & M/S Shirazi Trading submitted suggestions regarding dual quality certifications. For the sake of healthy competition among all participants & as per bidding document the committee decided to keep single certificate mandatory among FDA (510K)/MHLW/CE.
- 3) Satisfactory report from End-User of CPEIC Multan is mandatory for participated firms to qualify in Pre-Qualification.
- 4) Suggestions/ reservations relevant to specifications (i.e. screen size) will be discussed with the Pre-qualified firms after announcement of Pre-Qualification Result in next meeting before finalization of specification of ICU Ventilators.
- 5) All the firms are directed to submit their pre-qualification documents before the due date: 16-08-2023.


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(Chairman TEC)**


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**Engr. Hussain Mujtaba
Biomedical Engineer
CPEIC, Multan
(Member)**

ATTENDANCE OF PRE-QUALIFICATION MEETING

A Meeting of Pre-Qualification for the Purchase of Ventilators Qty: 20 held on 30-09-2023 @ 11:30 am at Conference Room CPE Institute of Cardiology Multan.

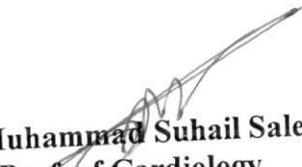
Sr#	Name of Items	Date & Time
1	Purchase of Ventilators Qty: 20	30-09-2023 @ 11:30 am


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(Chairman TEC)


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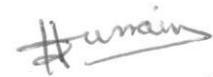

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MINUTES OF THE MEETING

A Meeting of Pre-Qualification for the Purchase of Ventilators Qty: 20 through ADP Scheme for the Financial Year 2023-24 for Ch. Pervaiz Elahi Institute of Cardiology, Multan was held under the chairmanship of **Prof. Dr. Muhammad Tahir Mohyuddin**, Professor of Cardiology, CPEIC, Multan & Chairman TEC, Dated: 30-09-2023 at 11:30 AM at Conference Room CPE Institute of Cardiology Multan. The following members were present in the meeting:

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AGENDA: Pre-Qualification for the Purchase of Ventilators Qty: 20 through ADP Scheme for the Financial Year 2023-24

PROCEEDINGS:

Following 07 Nos. firms participated in the Pre-Qualification:

1. M/S Shirazi Trading Company (Pvt) Ltd
2. M/S Eastern Medical Technology Services
3. M/S Vertex Medical (Pvt) Ltd
4. M/S Total Technologies (Pvt) ltd
5. M/S Noor International (Pvt) Ltd
6. M/S Scientific Technical Corporation (Pvt) Ltd
7. M/S Digionics (Pvt) Ltd



ANNOUNCEMENT OF PREQUALIFICATION EVALUATION REPORT

Pre-Qualification of Ventilators (Qty: 20) under ADP Scheme Expansion of CPEIC, Multan (F/Y 2023-2024)

In response to the advertisement made in national daily appeared in Khabrain dated 21 July 2023, for prequalification of firms for supply, installation, testing & commission of Ventilators (Qty: 20), the technical evaluation committee has evaluated the bids submitted by firms. The detail of firms stands qualified and non-qualified are mentioned below, the reason for non-qualification is mentioned in bid summary sheet. Meanwhile if any firm has grievance it can be submitted within 10 days of its uploading on PPRA website.

KNOCK DOWN CLAUSES

Sr. No.	DETAIL	M/S Noor International (Pvt) Ltd	M/S Eastern Medical Technology Services	M/S Total Technologies (Pvt) ltd	M/S VERTEX MEDICAL	M/S Scientific Technical Corporation (Pvt) Ltd	M/S SHIRAZI TRADING COMPANY	M/S Digionics (Pvt) Ltd
1	Registration with National Income tax	YES	YES	YES	YES	YES	YES	YES
2	Registration with General Sales tax	YES	YES	YES	YES	YES	YES	YES
3	Registration with Punjab revenue Authority	YES	YES	YES	YES	YES	YES	YES
4	Manufacturer's authorization as per annexure P. (For each item, if applicable)	YES	YES	YES	YES	YES	YES	YES
5	Minimum of 2 Technicians & 1 Engineer as technical personnel for each equipment.	YES	YES	YES	YES	YES	YES	YES
6	Local Repair Work Shop	YES	YES	YES	YES	NO	YES	YES
7	Minimum five year Experience of applicant in Medical Equipment.	YES	YES	YES	YES	NO	YES	YES
8	Satisfactory Report of relevant product from End User of CPEIC (In case relevant product is not installed then a satisfactory demonstration report can be attached)	YES	YES	YES	YES	NO	YES	YES
9	Last three year's audit report duly signed by external auditor	YES	YES	YES	YES	NO	YES	YES

10	Quality certificate FDA/MHLW/CE for the quoted product.	FDA, CE	FDA	CE	- FDA, CE	CE	FDA	FDA, CE
11	Certificate of availability of spare parts for atleast 10 years by the manufacturer for every equipment (clause 2.2).	YES	YES	YES	YES	YES	YES	YES
12	Certificate of worldwide sales of the product by the manufacturer.	YES	YES	YES	YES	YES	YES	YES
13	Statement of Compliance to all clauses, sub clauses & annexures	YES	YES	YES	YES	NO	YES	YES
14	Valid Authorization Agreement	YES	YES	YES	YES	YES	YES	YES
15	Certificate of production experience of the manufacturer (Minimum 5 years)	YES	YES	YES	YES	YES	YES	YES
	Complete Package	YES	YES	YES	YES	NO	YES	YES

SCORING EVALUATION

SR. NO.	EVALUATION PARAMETER	POINTS	M/S Noor International (Pvt) Ltd	M/S Eastern Medical Technology Services	M/S Total Technologies (Pvt) Ltd	M/S VERTEX MEDICAL	M/S Scientific Technical Corporation (Pvt) Ltd	M/S SHIRAZI TRADING COMPANY	M/S Digionics (Pvt) Ltd
1.	COMPANY INFORMATION	38							
a	Status of Head Office, Workshop & Store	2				1		1	
i	Rented	1					2		2
ii	Own	2	2	2	2				
b	Office & Workshop in different Cities	5							
	Lahore	1	1	1	1	1	1	1	1
	Multan	2	2	2	2	2	2	2	0

	Lahore & two other cities	1	1	1	1	1	1	1	1
	Lahore & three other cities	1	1	1	1	1	1	1	1
c	Human Resource – (Qualification)	12							
	Technicians (Max 1 point for qualification of each technician) Certificate of highest qualification issued by the concerned authority need to be submitted.	2	2	2	2	2	2	2	2
	Diploma of Associate Engineer (DAE) in electrical / electronic / biomedical / mechatronics / mechanical / Industrial. (Max 1.5 point for qualification of each DAE). Certificate of highest qualification issued by the concerned authority need to be submitted.	3	3	3	3	3	1.5	1.5	3

	Graduate Engineer with PEC registration in electrical / electronic / biomedical / mechatronics / mechanical / industrial. (Max 2 point for qualification of each Engineer). Certificate of PEC & highest qualification issued by the concerned authority need to be submitted.	4	4	4	4	4	4	4	2
	MSc / PhD Qualification (Max 3 point for each qualification). Certificate of highest qualification/Degrees issue by the concerned authority need to be submitted.	3	3	0	3	3	0	3	3
d	Human Resource - (Experience)	8							
i	Technicians (Max 0.5 point/technician for Relevant experience (minimum 3 years)). Relevant Experience Certificate/Appointment letter issued by concern authority Need to be submitted.	1	1	1	1	1	0	1	1

ii	Diploma of Associate Engineer (DAE) in electrical / electronic / biomedical/ mechatronics / mechanical / Industrial. (Max 1 point/DAE Tech for Relevant experience (minimum 3 years)). Relevant Experience Certificate/Appointment letter issued by concern authority Need to be submitted.	2	2	2	2	2	0	2	2
iii	Graduate Engineer with PEC registration in electrical / electronic / biomedical / mechatronics / mechanical / industrial. (Max 1.5 point/Engineer for Relevant experience (minimum 3 years)). Relevant Experience Certificate/Appointment letter issued by concern authority Need to be submitted.	3	3	3	3	3	0	3	1.5
iv	MSc / PhD Qualification (Max 2 point for Relevant experience (minimum 3 years)). Relevant Experience Certificate/Appointment	2	0	0	2	0	0	0	0

	letter issued by concern authority Need to be submitted.								
e	Human Resource – (Training by the manufacturer)	8							
i	Technicians (0.5 point for each manufacturer trained current employ). Training certificate issued by the manufacture need to be submitted.	1	1	1	1	1	0	1	1
ii	Diploma of Associate Engineer (DAE) in electrical / electronic / biomedical/ mechatronics / mechanical / Industrial. (1 point for each manufacturer trained current employ). Training certificate issued by the manufacture need to be submitted.	2	2	2	2	2	0	2	2
iii	Graduate Engineer with PEC registration in electrical / electronic / biomedical / mechatronics / mechanical / industrial. (1.5 point for each	3	3	0	3	3	0	3	1.5

	manufacturer trained current employ). Training certificate issued by the manufacture need to be submitted.								
iv	MSc / PhD Qualification (2 point for each manufacturer trained current employ). Training certificate issued by the manufacture need to be submitted.	2	0	0	2	0	0	2	0
f	Quality Standard Certifications (ISO 9001, ISO14000, Others) (1 point for each, Max 3 Points)	3	3	2	3	3	2	3	1
2.	TECHNICAL CAPABILITY	14							
a	Spare Parts readily Availability (Relevant Inventory list) (For every equipment)	5	3	3	4	4	0	4	4
b	List & Availability of Tools (03) & Equipment (03) for Validation, Inspection, Testing, and Calibration. (Relevant to the product/system)	6	4	3	5	5	0	5	4

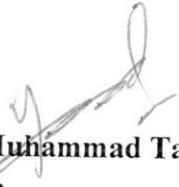
c	Data & Document Management System. (Final verification during premises visit)	3	3	2	2	2	0	3	2
i	Digital	3							
ii	Semi Digital	2							
3.	EXPERIENCE & PERFORMANCE	18							
a	Working Experience in Ventilators	6	5	6	6	6	0	6	6
i	More than 5 years	6							
ii	More than 3 Years	5							
iii	More than 2 Years	3							
iv	More than 1 Years	1							
b.	Installations in different Hospitals of similar nature	6	3	3	3	3	0	3	3
i	3 Hospitals	1							
ii	6 Hospitals	3							
iii	9 Hospitals	6							
c.	Customer Satisfaction Reports	6	4	4	4	4	0	4	4
i	More than 60% of total customers	2							
ii	More than 70% of total customers	4							
iii	More than 80% of total customers	6							
4.	VISIT TO APPLICANT'S INSTALLATION SITES	8							

a	Visit to applicant's premises for verification of information provided.	3	2	2	3	3	0	3	3
b	Visit to relevant installation Sites to check (Capacity, Functionality, Performance, Installation as per manufacturer recommendation)	5	3	3	4	4	0	4	3
5.	LEGAL AND FINANCIAL STATUS	22							
a	Registration with National Income tax	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
b	Registration with General Sales tax	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
c	Registration with Punjab Revenue Authority	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
d	Registration with Pakistan Engineering Council (PEC)	2	2	2	2	2	0	2	2
e	Registration / Prequalification with other Departments (SECP)	1	0	1	0	1	1	1	1
f	Statement of annual business turnover of last three years.	6	6	6	6	6	3	6	6
i	Annual turnover less than Rs. 100 million	1							
ii	Annual turnover above Rs. 100 Million.	2							
iii	Annual turnover above	3							

	Rs. 200 Million.								
iv	Annual turnover above Rs. 300 Million.	4							
v	Annual turnover above Rs. 400 Million.	5							
vi	Annual turnover above Rs. 500 Million.	6							
g	Statement of Annual Income Tax Paid during last Three Years. (IT-1 or IT-2 form showing net annual sales)	3	3	3	3	3	3	3	3
h	Audit Report Duly Signed by External Auditor (last 3 years)	3	3	3	3	3	0	3	3
i	Conformity of No Arbitration History	3	3	3	3	3	3	3	3
i	No history	3							
ii	1 time	2							
iii	2 times	1							
iv	3 or more times	0							
j	Manufacturer's Authorization as per Annexure P.	1	1	1	1	1	1	1	1
k	Supplier's Declaration as per Annexure N.	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5
l	Supplier's Affidavit Conforming No Blacklisting as per Annexure O.	1	1	1	1	1	1	1	1
PREQUALIFICATION STATUS			82	75	90	86	30.5	87.5	76
Total Marks: 100, Qualifying Marks: 70%			Pre-Qualified	Pre-Qualified	Pre-Qualified	Pre-Qualified	Non Pre-Qualified	Pre-Qualified	Pre-Qualified

BIDS EVALUATION SUMMARY

Group/Package Name		ICU VENTILATORS QTY: 20
No of Participating Firms	7	• M/S Shirazi Trading Company (Pvt) Ltd
		• M/S Eastern Medical Technology Services
		• M/S Vertex Medical (Pvt) Ltd
		• M/S Total Technologies (Pvt) ltd
		• M/S Noor International (Pvt) Ltd
		• M/S Scientific Technical Corporation (Pvt) Ltd
		• M/S Digionics (Pvt) Ltd
Qualified Firms	6	1. M/S Shirazi Trading Company (Pvt) Ltd
		2. M/S Eastern Medical Technology Services
		3. M/S Vertex Medical (Pvt) Ltd
		4. M/S Total Technologies (Pvt) ltd
		5. M/S Noor International (Pvt) Ltd
		6. M/S Digionics (Pvt) Ltd
Non-Pre-Qualified Firms		Reasons for rejection/Non prequalification
M/S Scientific Technical Corporation (Pvt) Ltd	1	<ol style="list-style-type: none"> 1. Company has no past experience in ICU Ventilators. 2. Satisfactory Demonstration Report of relevant product from End-user CPEIC not attached. 3. Statement of compliance to all clauses not attached. 4. Last three year's audit report duly signed by external auditor not attached. 5. Local Repair workshop not available. 6. Store for spares part inventory not maintained. 7. Marks obtained in Pre-qualification are 31 out of 100 which is less than the minimum required qualifying marks (i.e 70/100).



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