MINUTES OF PRE-BID MEETING OF ELECTRO-MEDICAL EQUIPMENT

The meeting started with the name of Allah Almighty. The floor was then opened to all participants. The pre-bid meeting was attended by representatives of the following fourteen (14) firms, who were given full opportunity to present their grievances and reservations in detail.

The meeting was conducted by **Senior Manager Material Management, Wg Cdr (R) Asghar Khan**, along with **Deputy Director Sajjad Alam Khan** and procurement staff.

All participating firms were provided a fair and open platform to present their concerns and grievances regarding the bidding documents and technical specifications.

The meeting concluded with detailed discussions on the reservations raised by the participating firms, which are recorded in the subsequent sections of these minutes.

ICU Ventilator

Three (03) firms participated in the pre-bid meeting:

1. **M/s Mediland Pakistan (Pvt.) Limited**
2. **M/s Total Technologies (Pvt.) Limited**
3. **M/s Noor International (Pvt.) Limited**

Pre-Bid Meeting Discussion and Decision:

1. **M/s Mediland Pakistan (Pvt.) Limited** and **M/s Total Technologies (Pvt.) Limited**

   Both firms requested deletion of the mandatory certification requirement (**FDA 510(k)**), stating that it may restrict fair competition.

   Decision: The committee reviewed the case and decided that, instead of a single FDA certification, **dual certifications (any two from FDA, CE, or MHLW)** shall be required for the ventilator.

2. **M/s Noor International (Pvt.) Limited**

   The firm requested a change in the respiratory frequency range from **5–120 breaths per minute** to **5–80 breaths per minute.**

   Decision: Keeping in view fair competition, the request was accepted, and the respiratory rate specification has been **amended to 5–80 breaths per minute.**

Color Doppler Ultrasound Machine

A total of five (05) firms participated in the pre-bid meeting:

1. **M/s Medequips (SMC-Pvt.) Ltd., Lahore**
2. **M/s Friends Traders, Peshawar**
3. **M/s Vertex, Lahore**
4. **M/s Fuji Films, Peshawar**
5. **M/s Multan Chemical**

Pre-Bid Meeting Discussion and Decision:

The above-mentioned firms raised various concerns regarding the evaluation criteria and technical specifications. The following points were discussed in detail and decided accordingly:

1. **Touch Screen Size:**

   Amended to **12 inches or above.**
2. **Scanning Depth:**

   Revised from **40 cm to 35 cm**.
3. **Processing Channels:**

   Increased from **150,000 to 4,000,000 or above.**
4. **Hard Disk Capacity:**

   Revised from **500 GB to 1000 GB.**
5. **Linear Array Transducer (Hockey Stick Probe):**

   Specification changed from **8–18 MHz** to **4–16 MHz or above.**
6. **Country of Origin:**

   Requirement has been **removed**, however, the **mandatory certification (FDA 510(k))** remains intact.
7. **Multi-Modality Query Retrieve Function:**

   The requirement for viewing DICOM CT, Mammography, MRI, and Ultrasound images during live imaging or equivalent has been **deleted.**

Digital Mobile X-Ray with Flat Panel Detector

A total of three (03) firms participated in the pre-bid meeting, while one firm (**M/s Radiant Medical (Pvt.) Limited**) submitted a grievance letter:

1. **M/s Medequips (SMC-Pvt.) Ltd., Lahore**
2. **M/s Vertex, Lahore**
3. **M/s Fuji Films, Peshawar**
4. **M/s Radiant Medical (Pvt.) Limited** *(Grievance submitted)*

Pre-Bid Meeting Discussion and Decision:

The following points were discussed in detail and decided accordingly:

1. **Maximum Power Output of Generator:**

Revised from **35 kW to 30 kW.**

2. **Nominal Voltage Range:**

Revised from **133 kV to 125 kV.**

3. **Maximum mA:**

Revised from **450 mA to 400 mA.**

4. **Tube Housing Assembly (Max. Temperature 60°C, Maximum 2000 mA/h):**

This requirement has been **deleted.**

5. **Paediatric Software for Tube and Line Visualization:**

This feature has been **included** in the specifications.

ENT OPD Treatment Unit

A total of three (03) firms participated in the pre-bid meeting, and one firm (**M/s Radiant Medical (Pvt.) Limited**) submitted a grievance letter:

1. **M/s Total Technologies (Pvt.) Limited, Lahore**
2. **M/s Mediland Pakistan (Pvt.) Limited**
3. **M/s Radiant Medical (Pvt.) Limited** *(Grievance submitted)*

Pre-Bid Meeting Discussion and Decision:

Both participating firms requested replacement of the mandatory **FDA certification** with a single internationally recognized quality certification to ensure fair competition.

Decision:

The matter was discussed in detail, and it was agreed that a **single internationally recognized quality certification** shall be acceptable instead of making FDA certification mandatory, in the interest of fair competition.

Patient Monitor

M/s Medical Equipment participated in the pre-bid meeting.

Pre-Bid Meeting Discussion and Decision:

1. M/s Medical Equipment

   The firm requested that the requirement of "connectivity of 8 monitors without central station" be considered vendor-specific.

Decision:

After discussion, the said requirement has been **deleted** to ensure fair competition.

Biometry Machine with Keratometry and A-Scan

Two (02) firms participated in the pre-bid meeting:

1. **M/s Medical Equipment and Systems**
2. **M/s Latif Brothers (Pvt.) Limited**

Pre-Bid Meeting Discussion and Decision:

Both firms requested clarification regarding the above-mentioned equipment.

Decision:

The matter was reviewed in detail, and it was decided to provide a **separate heading for the Keratometer** in the specifications to make the requirement clearer and more simplified.

Laparoscopy Machine and Hysteroscopy System

A total of three (03) firms participated in the pre-bid meeting, and one firm **(M/s Radiant Medical)** submitted a grievance letter:

1. **M/s Verizon**
2. **M/s Allmed Solutions**
3. **M/s Radiant Medical** *(Grievance submitted)*

Pre-Bid Meeting Discussion and Decision:

Both participating firms requested clarification on similar points in the technical specifications. The following decisions were made after detailed review:

1. Repeated items have been **deleted**.
2. Numerical values of instruments will be considered as per **OEM specifications**.
3. The term "Punch" shall be read as **Punch/Scissor**.
4. Each firm will quote both **inner and outer sheath**.

5. The requirement of a recording system from the same manufacturer has been **removed**, as the camera system already includes a recording function.
6. Regarding HD and 4K system, it is clarified as **4K telescope**.
7. Camera covers shall be as recommended by the **OEM**, rather than being restricted to the same manufacturer.

Tympanometery, BERA & Audiometer

Only one (01) firm participated in the pre-bid meeting:

1. **M/s Mediland Pakistan (Pvt.) Ltd.**

Pre-Bid Meeting Discussion and Decision:

The firm requested replacement of the mandatory dual certification requirement with a single internationally recognized certification.

Decision:

The matter was discussed in detail, and it was agreed that a **single internationally recognized certification** shall be acceptable for the above-mentioned equipment instead of mandatory dual certifications.

Ophthalmology & ENT Department Equipment

(ENT Microscope, Biometry Machine, Ophthalmoscope, Retinoscope, Air Puff, Infrared Diode Laser)

Pre-Bid Meeting Discussion and Decision:

Two (02) firms participated in the pre-bid meeting:

1. **M/s Jasani Scientific (Pvt.) Ltd.**
2. **M/s Latif Brothers Instruments**

Both firms requested replacement of the mandatory **FDA 510(k)** certification with a requirement for dual certifications to ensure fair competition.

Decision:

The matter was discussed in detail, and the request of both bidders was accepted in the interest of fair competition. It was decided that **dual certifications (FDA establishment, MHLW, or CE-MDR — any two)** shall be considered instead of mandatory FDA 510(k) certification.

ANESTHESIA MACHINE

A total of two (02) firms participated in the pre-bid meeting, namely M/s Mediland Pakistan (Pvt.) Limited and M/s Total Technologies (Pvt.) Limited, Lahore. Both firms submitted grievance letters.

Pre-Bid Meeting Discussion and Decision:

1. **M/s Mediland Pakistan (Pvt.) Limited**

   The firm requested that making FDA certification mandatory may be restrictive. They further requested changes in the specifications, including Electronic Vaporizer and Electronic Gas Mixing and backup time of 90 minutes.

2. **M/s Total Technologies (Pvt.) Limited, Lahore**

   The firm also raised a similar concern, stating that making FDA certification mandatory may be restrictive and suggested that alternative internationally recognized certifications may be accepted. The firm also submitted for the reduction of battery time from 120 minutes to 100 minutes.

Decision:

The case was **discussed in detail, and it was agreed to allow a Dual internationally recognized certification, Electronic Gas Mixing, compatible vaporizers and 90 minutes or more backup for the above-mentioned equipment**, instead of making FDA certification mandatory.

500 mA X-Ray Machine

Only one firm, **M/s Vertex**, participated in the bidding process.

Pre-Bid Meeting Discussion and Decision:

The firm requested a change in the specification of the 500 mA X-ray machine, specifically reducing the heat unit capacity from 300 KHU to 200 KHU.

Decision:

After discussion, the request was considered and approved. Accordingly, the specification has been amended to 200 KHU.

EVALUATION CRITERIA

General Conditions

The below mentioned participating firms submitted grievances regarding Country of Origin, certification requirements, and sole authorized dealership conditions.

1. M/s Latif Brothers,
2. M/s Friends Traders,
3. M/s Jasani Scientifics,
4. M/s Multan Chemical,
5. M/s Medequips (SMC),
6. M/s Medical Equipment & Systems.
7. M/s Mediland Pakistan
8. M/s Raj Integrated
9. M/s Total Technologies,

Decision

Clause No. 4:

Manufacturer or their embassy-attested sole authorized dealership for the whole of Pakistan is hereby amended as **Pakistan/Khyber Pakhtunkhwa (KPK)**.

Clause No. 7:

Regarding product certification, please refer to the relevant specifications of the product. For specified equipment, any two (02) certifications out of three (03) shall be considered mandatory, while for the remaining equipment, **FDA certification shall remain mandatory**.

Additional Amendment:

All references to "Country of Origin" wherever mentioned in the bidding documents have been **removed in compliance with KP-PRA regulations**, as the required certifications are already defined within the technical specifications.