

ANNEX 1: TENDER FOR PROCURING MEDICAL EQUIPMENT

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I- AUTHORIZED SOURCES AND NATIONALITY OF PROCUREMENT

This procurement is under USAID grant, therefore, **USAID Principal Geographic Code** for source and nationality for procurement is applied.

Source: the eligible countries from which a commodity is shipped to Vietnam or Vietnam itself if the commodity is located therein at the time of the purchase, irrespective of the place of manufacture or production, unless it is a prohibited source country of USAID. Where, however, a commodity is shipped from a free port or bonded warehouse in the form in which received therein, "source" means the country from which the commodity was shipped to the free port or bonded warehouse.

Nationality: refers to the place of incorporation, ownership, citizenship or residence of suppliers of goods and services.

Source and nationality from the countries listed in Annex 2 (**List of Developing Countries**) are eligible to apply. However, certain conditions will be grounds for excluding applications.

Exclusion criteria:

Bidder shall be excluded from the selection and award procedure in the following conditions:

- If they are bankrupt or their affairs are being wound up, their affairs are being administered by the courts, they have entered into an arrangement with creditors, they have suspended business activities, they are the subject of proceedings concerning these matters or are in any analogous situation arising from a similar procedure provided for in national legislation or regulations;
- If they have been convicted of an offense concerning professional misconduct by a judgment that has the force of judicata;
- If they have been found guilty of gross professional misconduct proven by any means which the contracting authorities can justify;
- If they have not fulfilled their obligations relating to the payment of social security contributions or taxes in accordance with the legal provisions of the country in which they are established or with those of the country of the contracting authority or those of the country in which the contract is to be executed;
- If they have been the subject of a judgment that has forced of judicata for fraud, corruption, involvement in a criminal organization or any other illegal activity detrimental to the Communities' financial interests;
- If, following another procurement procedure or grant award procedure financed by the community budget, they have been found to be in serious breach of contract for failure to comply with their contractual obligations.

In addition, contracts shall not be awarded to applicants or bidder(s) who, during the procurement procedure:

- are in a position of conflict of interest;
- are guilty of misrepresentation in supplying the information required by the contracting authority as a condition of participation in the award procedure, or fail to supply this information.

II- RESPONSIBILITIES OF BIDDERS

By submitting a bid, bidders accept without restriction to all the general and specific conditions outlined in these specifications as being the only basis for this supply contract procedure, irrespective of their own conditions, which they hereby waive.

Bidders shall carefully examine and comply with all the instructions, forms, clauses and specifications mentioned in this participation file. Failure to submit a bid containing all the information and documents requested by the specified closing date may result in the bid's rejection.

III- INSTRUCTION:**1- Bid Submission:**

1. Bids are required to be submitted to HI no later than 22nd January 2024 at 10:00 pm, bids must be submitted in English language. If bidders submitted English and Vietnamese, the English is valid.
2. Submission **must be both online and offline:**
 - Online to:** procurement@vietnam.hi.org, Ms. Hue NGUYEN, with the subject of the e-mail **"Tender for Procuring Medical Equipment_ Company Name"**
 - Offline to: Handicap International Federation Office**, Room 207-208, E3 Trung Tu Diplomatic Compound, No. 6 Dang Van Ngu, Dong Da district, Ha Noi, Vietnam.

Sealed envelope marked:

From: (company name and address)

To: Handicap International Federation

"Tender for Procuring Medical Equipment_ Company Name"

If the envelope is not sealed nor labeled as required, the Bidder shall assume the responsibility for the misplacement opening of Bid due to improper sealing and labeling by the Bidder.

3. It is exclusive responsibility of the bidder to ensure that the sealed envelope/package containing the bid reaches HI delivery address before the bid submission end date.
4. Bids (**online and offline**) received after the bid submission end date will not be accepted.
5. Bids that are incomplete or ineligible will not be accepted.
6. Bids may not be modified or withdrawn after submission.
7. Opening of bids will take place on the date indicated bid opening date by the appointed HI committee members.
8. For queries or questions related to this bid, please contact the HI contact person as indicated in the Invitation for Bid 3 days before the date of bid submission.

2- Content of bid:

1. Application Form_ Annex 4 (mandatory): must be filled, signed, and stamped.

2. HI Supplier Quote _ Annex 5 (mandatory): The offer from the supplier must be filled to compare the required specifications/terms and conditions to the bidder's offered; must be signed and stamped.
3. An official quotation (optional): the bidders also can submit an official quotation. If any discrepancy information between the HI Supplier Quote and the Official Quotation, HI Supplier Quote is valid.
4. Catalogues/brochures of the submitted products (mandatory).
5. A copy of the business registration/tax certificate and ID/passport of the company representative or the owner (mandatory).
6. Customer Reference List_ Annex 6: must be filled for the past 2 years and returned as part of the bid (mandatory).
7. Certificate of country of origin and certificate of quality (if applicable).
8. Acknowledgment of HI Safeguarding Policy (Annex 7): must be filled, signed and stamped (mandatory).

IV- SPECIAL TERMS AND CONDITIONS:

1- Bids:

- Bidders must clearly and concisely respond to all points set in the **Instruction**;
- HI reserves the right to keep unsuccessful bids after the evaluation process is completed;
- Cost related to the submission of the bid (printing, carrier, etc.) is solely the responsibility of the bidders;
- A person duly authorized to sign as the representative shall sign initial on all pages.

2- Bid price:

- All prices, costs, charges, discounts, and other financial aspects of the bid shall be indicated in both **USD and VND (exchange rate: 25,455 VND/USD)** (referring from https://commission.europa.eu/funding-tenders/procedures-guidelines-tenders/information-contractors-and-beneficiaries/exchange-rate-infoeuro_en in January/2025)
- Price offer should be **Door to Door including insurance, installation, transportation, training** to the destination in the Rehabilitation Center and Stroke Center of Bach Mai Hospital at No.78 Giai Phong Road, Phuong Mai, Dong Da district, Hanoi, Vietnam; and inclusive of maintenance/calibration according to the manufacturer's regulations;
- The delivery lead time should be less than 30 days for equipment which is available in Vietnam **at the time of purchase.**
- Warranty, services offered after-sales;
- Certificate of origin or certificate of quality and other relating import documents.

3- Validity of bid:

The bid shall be valid for a minimum of 30 days from the date of bids opening.

4- List of items and technical specifications of the medical equipment:

Please refer to Annex 3. The Vietnamese version is for reference ONLY.

5- No commitment:

- HI does not commit to award a contract or to pay any costs incurred in the preparation or submission of bids;
- HI reserves the right to reject any or all bids received in response to this invitation and reserves the right to relaunch the bid if necessary;
- HI serves the right to award either the whole or joint;
- HI serves the right to increase or decrease the quantity of the order.

6- Negotiation:

HI reserves the right to negotiate further with any or all of the bidders;

- in the event that only one compliant bid has been received and the price is not deemed competitive;
- bids price and specification are exactly the same and it is not possible to identify a winner;
- Offers received barely meet the minimum threshold;
- or any other reasons according to HI interest.

7- Payment terms: Bidders must clearly specify in their bid the payment terms being offered and the details of the bank account. HI prefer to make:

- One-time payment within 5 working days from delivery date.

8- Committee:

HI formed a committee for this tender to open and evaluate the bids. The committee positioned one HI logistics department, one the HI Project Manager, one HI Project Supervisor, and two from Bach Mai hospital.

9- Bid Evaluation:

The evaluation of bids shall be conducted in (03) three sequential stages:

Stage one - Preliminary evaluation

Bids will be checked for their compliance with the formal and eligibility criteria stated in this Tender Document. Preliminary evaluation will determine the eligibility of the bidder and the administrative **compliance and responsiveness/completeness** of the bids received.

The preliminary evaluation is determined on a pass/fail basis and only bids that meet the mandatory criteria will be accepted for further evaluation.

Stage two – Technical evaluation

Bids that pass the preliminary evaluation are subjected to a technical evaluation against the technical and qualification evaluation criteria derived from the requirements specification, as well as from any qualification conditions as specified in this Tender Document. The technical evaluation is determined by:

- Under expectation
- Meet expectation

- Exceed expectation

and only offers that **Meet and Exceed expectations** are considered further. An offer that greatly exceeds the requirements will be ranked the same as one that just meets that same requirement.

Stage three – Commercial evaluation

Offers that have reached this stage are subjected to financial assessment which assesses the price (cost) and any related commercial terms. The lowest-priced offer that meets the minimum technical requirements is considered the one that offers the best value for money.

However, it is not necessary that the evaluation will be based solely on the stated item price. Commercial terms such as product availability, discounts, and other offered services will also be considered in the evaluation process.

10. Tender Cancellation:

In the event of the cancellation of a call for tender procedure, bidders shall be informed by Handicap International.

If the call for tenders procedure is cancelled before any of the external envelopes have been opened, the sealed envelopes shall be returned to tenderers unopened.

A cancellation may occur when:

- The tendering procedure has been unsuccessful, i.e. Handicap International has received no valid or financially viable bids, or no bids at all;
- The project's economic or technical parameters have been fundamentally modified;
- Exceptional circumstances or force majeure makes the normal execution of the project impossible;
- All technically compliant bids exceed the available budget;
- Irregularities have occurred in the procedure, especially if these have prevented fair competition.
- In no circumstances shall Handicap International be liable for damages of any kind (in particular damages for loss of profits) in the event of the cancellation of a call for tenders, even if Handicap International has been warned of the possibility of damages.
- The Call for restricted tender does not commit Handicap International to implementing the announced programme or project.