



KEMENTERIAN
KESEHATAN
REPUBLIK
INDONESIA

Pre-Bid Meeting Procurement of Ventilator Equipment

RFB No: ID-PMU SIHREN-395674-GO-RFB

Biro Pengadaan Barang dan Jasa

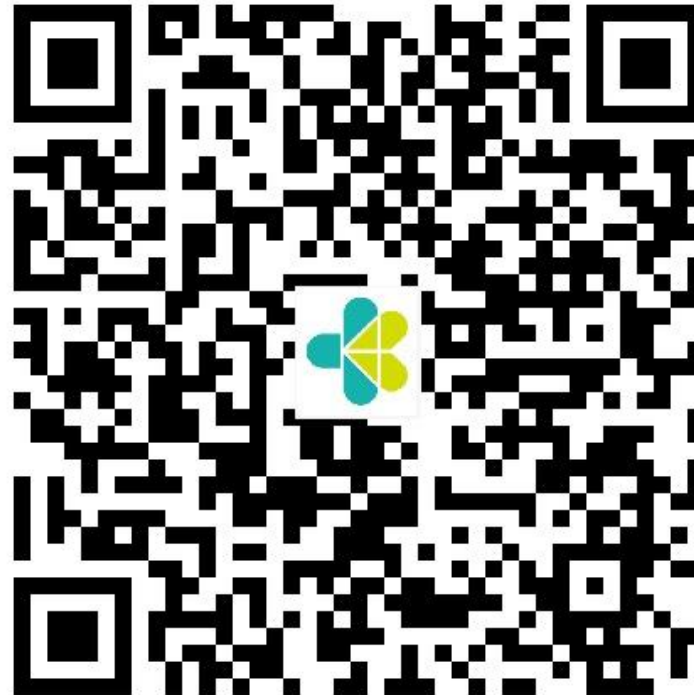
Jakarta, August 1st , 2024



Objective of Ventilator Equipment pre-bid meeting

- **Provide an overview of critical areas** for attention regarding Ventilator Equipment Request for Bids (RFB) document and bidding process
- **Provide clarifications** to questions raised by interested parties related to the Ventilator Equipment bid – to also be publicly published as per standard practice on IHSS website
- **Solicit feedback** from interested parties on bidding document. **For clarification to bidding document (including technical specification), please submit request directly to correspondence email specified in the bidding document. Please do not copy any other email address.**

Bidding Document & Technical Specification



Both documents can be downloaded from

<https://ihss.kemkes.go.id/>

Lot Number Quantity and Cost Estimate

No	Lot	Quantity (Units)	Cost Estimated (USD)
1	Lot 1 Procurement of High Frequency Ventilator (NICU)	11	US\$ 1.5 Million
2	Lot 2 Procurement of Ventilator for delivery to West Indonesia	326	US\$ 19.1 Million
3	Lot 3 Procurement of Non-Invasive Ventilator for delivery to West Indonesia	334	US\$ 6.2 Million
4	Lot 4 Procurement of Ventilator for delivery to Central Indonesia	159	US\$ 9.3 Million
5	Lot 5 Procurement of Non-Invasive Ventilator for delivery to Central Indonesia	170	US\$ 3.1 Million
6	Lot 6: Procurement of Ventilator for delivery to East Indonesia	385	US\$ 22.5 Million
7	Lot 7: Procurement of Non-Invasive Ventilator for delivery to East Indonesia	393	US\$ 7.3 Million
8	Lot 8: Procurement of Transport Ventilator	12	US\$ 0.9 Million

Contents of the Request for Bids Document of Ventilator Equipment

PART 1 – Bidding Procedures

- Section I Instructions to Bidders
- Section II Bid Data Sheet (BDS)
- Section III Evaluation and Qualification Criteria
- Section IV Bidding Forms
- Section V Eligible Countries
- Section VI Fraud and Corruption

Part 2 – Supply Requirements

- Section VII Schedule of Requirements

Part 3 – Contract

- Section VIII General Conditions of Contract
- Section IX Special Conditions of Contract
- Section X Contract Form

Part 1: Bidding Procedures

Section I - Instructions to Bidders

Eligible Bidders (ITB 4):

- 4.1 **A Bidder may be a firm** that is a private entity, a state-owned enterprise or institution (subject to ITB 4.6), **or any combination of such entities in the form of a joint venture (JV)** under an existing agreement or with the intent to enter into such an agreement supported by a letter of intent
- 4.2. **A Bidder shall not have a conflict of interest.** Any Bidder found to have a conflict of interest shall be disqualified

Eligible Goods and Related Services (ITB 5):

5.2. For purposes of this ITB, the term of:

- **“Goods”** → includes **commodities, raw material, machinery, equipment, and industrial plants;**
 - **“Related Services”** → includes services such as **insurance, installation, training, and initial maintenance**
- 5.3. The term **“origin”** means the country where **the Goods have been mined, grown, cultivated, produced, manufactured or processed;** or, through manufacture, processing, or assembly, another commercially recognized article results that differs substantially in its basic characteristics from its components

Part 1: Bidding Procedures

Clarification of the Bidding Documents (ITB 7.1)

A Bidder **requiring any clarification** of the bidding document and technical specification that are restrictive shall contact the Purchaser in writing received **before August 19th, 2024** (11:59 PM Western Indonesia Time), with no other email address should be copied. Any request for clarification received after the deadline and addressed to any other email address than the email specified above will not be considered.

Email to: pc5_ihss@kemkes.go.id

(Please indicate the name of package in the subject of email)

Amendment of Bidding Documents (ITB 8)

The Purchaser may amend the bidding document by issuing addenda, which shall be part of the bidding document and shall be communicated in writing to all bidders as well as publish it in MoH's website.

Such amendments will be based on feedback and consequent market analysis, hence early feedback is encouraged

Part 1: Bidding Procedures

Bid Prices (ITB 14)

- **Lot/contracts** and items **must be listed and priced separately** in the Price Schedules
- **The price to be quoted in the Letter of Bid - Financial Part**, in accordance with ITB 12.1 shall be **the total price of the Bid**, excluding any discounts offered
- **Prices quoted** by the Bidder shall be **fixed** during the Bidder's performance of the Contract

Currencies of Bid and Payment (ITB 15)

15.1. **The currency(ies) of the Bid and the currency(ies) of payments shall be the same**

15.2. The Bidder **may express the Bid price in any currency** but shall use **no more than three** foreign currencies in **addition to the currency of the Purchaser's Country (*Rupiah*)**

Bid Security (ITB 19)

ITB 19.1 **A Bid-Securing Declaration shall be required.** the form included in Section IV, Bidding Forms

Part 1: Bidding Procedures

Deadline for Submission of Bids (ITB 22)

Date: September 2nd, 2024

Time: 10:00 AM

(Western Indonesia Time)

Bid Opening – Technical Part (ITB 25.1)

Date: September 2nd, 2024

Time: 10:30 AM

(Western Indonesia Time)

Sealing and Marking of Bids (ITB 21)

- The Bidder shall deliver the Bid in two separate, sealed **envelopes (the Technical Part and the Financial Part)**.
- These two envelopes **shall be enclosed in a sealed outer envelope** marked **“ORIGINAL BID”**.
- The Bidder shall submit two (2) copies of the Bid **in the same envelope as the original (technical or financial part)**
- The bidder is also requested **to submit soft file** (pdf format and **excel** for **technical and financial** part of bids, read only, on USB, DVD, or CD) of Technical and Financial Part of Bids along with original of Bid in the same respective envelope. **(Please ensure the soft file is unprotected and in readable format)**

Part 1: Bidding Procedures

Late Bids (ITB 23)

The Purchaser shall not consider any Bid that arrives after the deadline for submission of Bids, in accordance with ITB 22. Any Bid received by the Purchaser after the deadline for submission of Bids shall be declared late, rejected, and returned unopened to the Bidder.

Withdrawal, Substitution, and Modification of Bids (ITB 24)

- A Bidder may withdraw, substitute, or modify its Bid after it has been submitted **by sending a written notice, duly signed by an authorized representative.**
- The **corresponding substitution** or modification of the Bid must accompany the respective written notice.
- received by the Purchaser **prior to the deadline** prescribed for submission of Bids, in accordance with ITB 22.

Part 2: Qualification Criteria

Financial Capability (ITB 32.1, a) - Average Annual Turnover (AATO)

The Bidder shall meet the minimum **average annual turnover for the last three years (2021,2022, 2023)**

No	Lot	Minimum AATO
1	Lot 1 Procurement of High Frequency Ventilator (NICU)	US\$ 1.5 Million
2	Lot 2 Procurement of Ventilator for delivery to West Indonesia	US\$ 14.3 Million
3	Lot 3 Procurement of Non-Invasive Ventilator for delivery to West Indonesia	US\$ 4.6 Million
4	Lot 4 Procurement of Ventilator for delivery to Central Indonesia	US\$ 6.9 Million
5	Lot 5 Procurement of Non-Invasive Ventilator for delivery to Central Indonesia	US\$ 2.3 Million
6	Lot 6: Procurement of Ventilator for delivery to East Indonesia	US\$ 16.9 Million
7	Lot 7: Procurement of Non-Invasive Ventilator for delivery to East Indonesia	US\$ 5.5 Million
8	Lot 8: Procurement of Transport Ventilator	US\$ 0.7 Million

The Bidder shall submit **audited financial statements** or, if not required by the law of the Bidder's country, **other financial statements acceptable to the Purchaser**, demonstrating the annual turnover and current soundness of the Bidder's financial position.

In case of Joint Venture: Lead Partner must meet minimum forty percent (**40%**) of the total AATO requirement while each partner must meet minimum twenty percent (**20%**)



Part 2: Qualification Criteria

Qualification Criteria (ITB 32.1, b) - Specific Experience

The Bidders shall have past contract experience to supply, install and maintain similar equipment of:

No	Lot	Equipment	Minimum Cumulative Unit Annually in any of year within the last seven (7) years
1	Lot 1: Procurement of High Frequency Ventilator (NICU)	High Frequency Ventilator (NICU)	3 Units
2	Lot 2: Procurement of Ventilator for delivery to West Indonesia	Ventilator (Adult & Paeds)	94 Units
		Ventilator Neonate (NICU)	70 Units
3	Lot 3: Procurement of Non-Invasive Ventilator for delivery to West Indonesia	Non Invasive Ventilator (CPAP/HFNC))	59 Units
		Bubble CPAP, Non Invasive Ventilation (Neonate)	41 Units
4	Lot 4: Procurement of Ventilator for delivery to Central Indonesia	Ventilator (Adult & Paeds)	46 Units
		Ventilator Neonate (NICU)	34 Units

Part 2: Qualification Criteria

Qualification Criteria (ITB 32.1, b) - Specific Experience

The Bidders shall have past contract experience to supply, install and maintain similar equipment of:

No	Lot	Equipment	Minimum Cumulative Unit Annually in any of year within the last seven (7) years
5	Lot 5: Procurement of Non-Invasive Ventilator for delivery to Central Indonesia	Non Invasive Ventilator (CPAP/HFNC))	31 Units
		Bubble CPAP, Non Invasive Ventilation (Neonate)	20 Units
6	Lot 6: Procurement of Ventilator for delivery to East Indonesia	Ventilator (Adult & Paeds)	109 Units
		Ventilator Neonate (NICU)	84 Units
7	Lot 7: Procurement of Non-Invasive Ventilator for delivery to East Indonesia	Non Invasive Ventilator (CPAP/HFNC))	68 Units
		Bubble CPAP, Non Invasive Ventilation (Neonate)	50 Units
8	Lot 8: Procurement of Transport Ventilator	Transport Ventilator (Adult & Paeds)	1 Unit
		Transport Ventilator (Neonate-NICU)	11 Units

Part 2: Qualification Criteria

Qualification Criteria (ITB 32.1, b) - Specific Experience

In order to demonstrate it meets the experience requirement at minimum, the Bidder shall furnish detailed information regarding contracts completed: **the purchaser's name and address, country, name and object of the contract, scope of services, date of contract completion, equipment supplied, contract amount, contract role (prime supplier, subcontractor, partner in Joint Venture)** and percent of the contract value undertaken by subcontract. As a proof of the compliance, **the Bidder shall provide copies of relevant pages of signed contracts** and corresponding completion certificates. If any such contract includes a confidentiality/non-disclosure clause and the Bidder does not agree to provide a copy (to be confirmed by a formal letter), such **bidder must provide other documents acceptable for the Purchaser** (such as copy of purchase order/delivery order).

Part 2: Qualification Criteria

Qualification Criteria (ITB 32.1, d and e)

Documentary Evidence: Technical specification catalog of product (brochures)

Manufacturing Experience and Technical Capacity: For the items under the Contract that the bidder is a manufacturer, the Bidder shall furnish documentary evidence to demonstrate that:

- it has **manufactured Ventilator equipment for at least four (4) years**, prior to the bid submission deadline; and
- its annual production capacity of Ventilator equipment for each of the last four (4) years prior to the bid submission deadline, is **at least 30% the quantities** specified under this package.

Manufacturer's authorization: A Bidder who does not manufacture an item/s where a manufacturer authorization is required, the Bidder shall provide evidence of being duly authorized by a manufacturer (Manufacturer's Authorization Form, Section IV, Bidding Forms), **meeting the criteria mentioned above**, to supply the Goods;

Part 3: Bidding Forms

Envelope 1 (TECHNICAL PART OF THE BID)

- Letter of Bid – Technical Part
- Technical Part
- Technical Bid Checklist
- Manufacturer’s Authorization
- Bidder Information Form
- Bidder’s JV Members Information Form
- Sexual Exploitation and Abuse (SEA) and/or Sexual Harassment (SH) Performance Declaration
- Form of Bid-Securing Declaration

Envelope 2 (FINANCIAL PART OF THE BID)

- Letter of Bid - Financial Part
- Price Schedule Form: Goods Manufactured Outside the Purchaser’s Country, to be Imported
- Price Schedule Form: Goods Manufactured Outside the Purchaser’s Country, already imported
- Price Schedule Form: Goods Manufactured in the Purchaser’s Country
- Price and Completion Schedule - Related Services
- Recurrent Cost Operation and Maintenance

Part 3: Bidding Forms

Technical Bid Checklist

Technical Requirement

Technical Requirement:

Refer to the technical document for Ventilator Equipment for each Lot, refer to slide 4.

Bidder's technical bid/ compliance:
Technical specifications and requirements

Bidder's cross references to supporting information in the Technical Bid:

- 1. Documents – compliance evidence for technical specifications and requirements (indexed and labelled)**
- 2. License for Special equipment design, manufacture and installation, where applicable**
- 3. Proposed accessories without specifying price (5 years binding)**
- 4. Proposed consumables without specifying price (5 years binding)**
- 5. Proposed comprehensive maintenance without specifying price (Year 6 – 10)**
- 6. Notifications of hazards, alerts and recalls**

Section III : Evaluation & Qualification Criteria

Duration of User Training Session (Time)
Operator Manual (Instruction For Use) and Service Manual
Warranty Duration
Extention of Warranty Duration

SAMPLE

- A **weighting system** is used to evaluate technical (30%) and financial (70%) parts of the bid by lot
- **Mandatory and rated criteria** apply for the technical bid:
 - **Green** cells representing **mandatory requirements**: not meeting one or more of these means the bid fails
 - **Orange** cells representing **rated criteria**: meeting these counts towards the technical evaluation score
 - **White** cells representing **'for information'** criteria: bidder to provide relevant information

Section VII : Schedule Requirements

Technical Specifications Table of Compliance (Section VII, 3, 2)

(Device-Specific Excel Spreadsheet for Technical and Financial Part are available in the following link
<https://ihss.kemkes.go.id/>)

These soft files consist of:

- **Technical Part Excel sheets:** Device-specific technical specification, Hazard and Recalls, Proposed Accessories, Proposed Consumable and Proposed Post Warranty Service

The Bidder is not to specify any price or costs information in the technical part of bids; instead, such information shall be included in the Financial Part of Bids.

- **Financial Part Excel sheets:** Proposed Accessories and Price, Proposed Consumables and Prices and Proposed Post Warranty Service

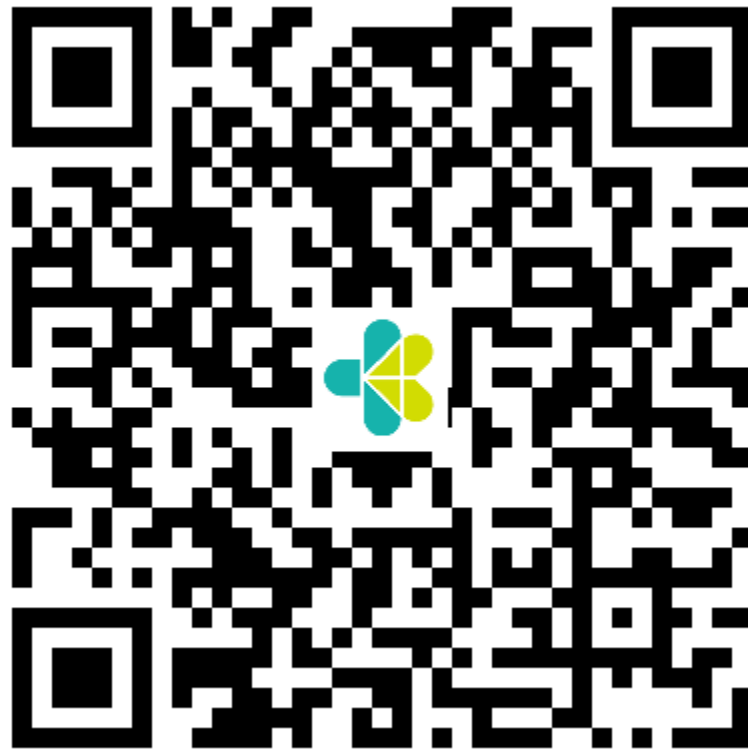
Section VII : Schedule Requirements

Technical Specifications Table of Compliance (Section VII, 3, 2)

In the Technical Specification Table of Compliance, the Bidder **should indicate reference to specific page numbers and titles in the relevant supporting documents in the Bidder's Response' column, along with copy of any supporting materials demonstrating the compliance of the Goods.** In case of any discrepancy between the Table of Compliance and the supporting materials, the Borrower shall reserve the right to contact respective manufacturer directly for the purposes of receiving necessary clarifications.

Section VII : Schedule Requirements

<https://link.kemkes.go.id/LokusVentilator>



Section VII : Taxes and Duties

Taxes and Duties (Section VII, GCC 17.1, 17.2, 17.3)

- In accordance with Government Regulation No.42 of 1995, as amended by Government Regulation No.25 of 2001, concerning **Import Duty, Additional Import Duty, VAT, Luxury Goods Sales Tax, and Income Tax** in the context of implementing Government Projects funded by foreign grants and loans, the government will bear the taxes.
- Further information will be provided to the successful bidder, therefore vendor is obligated to fill tax and duties information in the price schedule.

Price Schedule: Goods Manufactured Outside the Purchaser's Country, to be imported

Section IV – Bidding Forms, page 82.

This Form shall be filled in according to ITB 14.2 and to ITB 14.8 (b)

14.2 All lots (contracts) and items must be listed and priced separately in the Price Schedules.

Price Schedule: Goods Manufactured Outside the Purchaser's Country, to be Imported

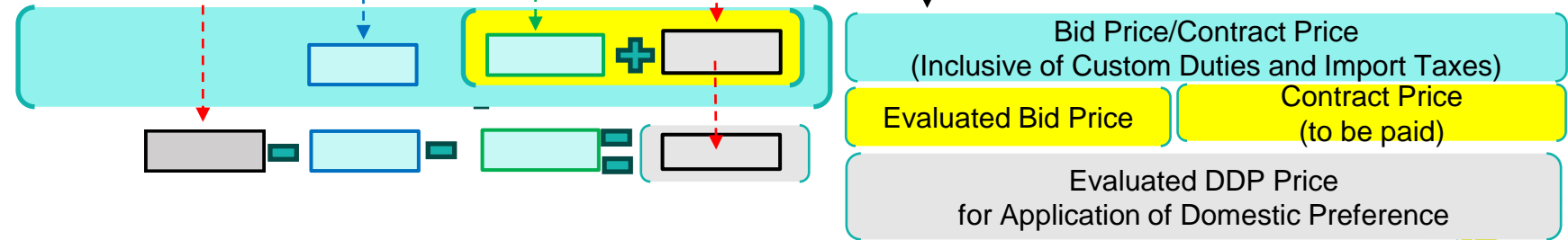
(Group C Bids, goods to be imported)									Date:
Currencies in accordance with ITB 15									RFB No:
									Alternative No:
									Page N° _____ of _____
1	2	3	4	5	6	7	8	9	10
Line Item N°	Description of Goods	Country of Origin	Delivery Date as defined by Incoterms	Quantity and name of the physical unit	Unit price DDP [insert place of destination] in accordance with ITB 14.8(b)(i)	Custom Duties and Import Taxes to be paid per unit in accordance with ITB 14.8(b)(ii)	*) Price per line item for inland transportation and insurance, and other services required in the Purchaser's Country to convey the goods to their final destination, as specified in BDS in accordance with ITB 14.8 (b)(iii)	Unit price DDP Price net of Custom Duties and Import Taxes, inland transportation, insurance and other services required in the Purchaser's Country to convey the goods to their final destination per line item (Col. 6-7-8)	Total Price per Line item (Col. (5x9) + 7 + 8)
[insert number of the item]	[insert name of good]	[insert country of origin of the Good]	[insert quoted Delivery Date]	[insert number of units to be supplied and name of the physical unit]	[insert unit price DDP per unit]	[Custom Duties and Import Taxes to be paid per unit]	[insert price per line item for inland transportation, insurance and other services required in the Purchaser's Country]	[insert unit price DDP price net of Custom Duties and Import Tax, inland transportation, insurance, and other services required in the Purchaser's Country to convey the goods to their final destination per line item]	[insert total price of the line item]
								Total Price	

For Goods manufactured outside the Purchaser's Country, to be imported:

- (i) the price of the Goods, quoted DDP named place of final destination, in the Purchaser's Country, as specified **in the BDS;**
- (ii) the custom duties and other import taxes to be paid on the Goods;
- (iii) the price for inland transportation, insurance, and other local services required to convey the Goods from the named place of destination to their final destination (Project Site) specified **in the BDS;**

*) breakdown cost is needed for the purpose of domestic preference application only, if applicable

Name of Bidder [insert complete name of Bidder] Signature of Bidder [signature of person signing the Bid] Date [Insert Date]



Price Schedule: Related Services and Completion Schedule

Section IV – Bidding Forms, page 85

This Form shall be filled in according to ITB 14.2 and to ITB 14.8 (d)

Price and Completion Schedule - Related Services

Currencies in accordance with ITB 15					Date: _____ RFB No: _____ Alternative No: _____ Page N° _____ of _____	
1	2	3	4	5	6	7
Service N°	Description of Services (excludes inland transportation and other services required in the Purchaser's Country to convey the goods to their final destination)	Country of Origin	Delivery Date at place of Final destination	Quantity and physical unit	Unit price	Total Price per Service (Col. 5*6 or estimate)
[insert number of the Services]	[insert name of Services consistent with List of Related Services and Completion Schedule in Section VII]	[insert country of origin of the Services]	[insert delivery date at place of final destination per Service]	[insert number of units to be supplied and name of the physical unit]	[insert unit price per item]	[insert total price per item]
1	<div style="border: 1px solid black; padding: 5px; text-align: center;"> See List in Section VII page 181 </div>	↓	↓	↓	↓	↓
2		↓	↓	↓	↓	↓
3		↓	↓	↓	↓	↓
4		↓	↓	↓	↓	↓
5		↓	↓	↓	↓	↓
Total Price						

Name of Bidder [insert complete name of Bidder] Signature of Bidder [signature of person signing the Bid] Date [insert date]

14.2 All lots (contracts) and items must be listed and priced separately in the Price Schedules.

(d) for Related Services, other than inland transportation and other services required to convey the Goods to their final destination, whenever such Related Services are specified in the Schedule of Requirements:

(i) the price of each item comprising the Related Services (inclusive of any applicable taxes).

Included as Bid Price /Contract Price

Evaluated Bid Price



Recurrent Cost Operation and Maintenance Table (used only for evaluating Life Cycle Cost)

No.	Activity	All-inclusive costs – lump-sum (for costs in [insert: currency])										Sub-total
		Y1	Y2	Y3	Y4	Y5	Y6	Y7	Y8	Y9	Y10	
1	Total cost for operations and maintenance services in accordance with Section VII Schedule of Requirements – 2. Operation and Maintenance requirements will include the following activities but not be limited to:	{Leave This Section Blank}										
a)	Spare parts needing replacement	<i>[Insert quoted cost annually under each respective column]</i>										
b)	Proprietary consumables for equipment and its accessories	<i>[Insert quoted cost annually under each respective column]</i>										
c)	Any other proprietary costs incurred during operational support and maintenance services	<i>[Insert quoted cost annually under each respective column]</i>										
d)	User Training and operational support	<i>[Insert quoted cost annually under each respective column]</i>										
e)	Any software and hardware updates including for telemedicine, AI, audiovisual, and privacy and security modalities	<i>[Insert quoted cost annually under each respective column]</i>										
f)	<i>[Add, if any]</i>	<i>[Insert quoted cost annually under each respective column, if any]</i>										
Annual Subtotals:												



KEMENTERIAN
KESEHATAN
REPUBLIK
INDONESIA