



KEMENTERIAN  
KESEHATAN  
REPUBLIK  
INDONESIA

# 10<sup>th</sup> Vendor Conference LINAC Technical Specification Feedback

Kementerian Kesehatan RI

20 May 2025



# Qualification and Evaluations

# Vendor Qualifications

- ❑ Firm from all countries that meet the required criteria are allowed to participate
- ❑ Firm sanctioned under the IsDB Anti-Corruption Guidelines are not eligible to participate in the procurement process.
- ❑ There will be specific experience needed on each Lot, detailed in the bidding document.
- ❑ Documents related to IsDB rules and regulations can be accessed at:  
<https://www.isdb.org/project-procurement/documents>

# Vendor Qualifications

## ❑ **Average Annual Turnover (AATO) (ITB 32.1)**

- Bidder must demonstrate a minimum average annual turnover (AATO) over the last three years (2022, 2023, 2024) by showing their financial statements.
- **Important:** AATO must be calculated from the Bidder's own financial statements. AATO of a parent company, affiliate, or other entity is not acceptable, unless the Bidder is a Joint Venture (ITB 4.1)

## ❑ **Specific Experience (ITB 32.1)**

- Bidder must demonstrate successful completion of similar Goods and Related Services (installation).
- The minimum experience requirement is different on each devices.
- Bidder must provide copies of relevant pages of signed contracts and corresponding completion certificates. If contract includes confidentiality clause, other acceptable documents are acceptable (e.g., copy of purchase order/delivery order) confirmed by Formal Letter.

# Weighting System in Tender Evaluation

- ❑ The weighting system is implemented in the evaluation process of technical and financial assessment for each lot.
- ❑ Usage of mandatory and rated criteria for Technical Assessment Evaluation:
  - 1. Mandatory Technical Specifications:
    - **Focus:** These are essential requirements that all bidders **MUST** meet.
    - **Purpose:** Guarantee that bids meet the minimum technical specifications for the medical devices.
    - **Impact:** Ensures all bids provide a base level of quality for the medical equipment.
  - 2. Rated Criteria:
    - **Focus:** These are additional technical specifications that go beyond the mandatory requirements.
    - **Purpose:** Allow bids to be evaluated and scored based on exceeding the minimum requirements.
    - **Impact:** Enables selection of bids offering superior technical features beyond the baseline.
- ❑ Weighting Ratio for Technical (only from rated criteria) and Financial will vary based on the type of medical device and market analysis results.

# Weighting System in Tender Evaluation

- **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 then bidder have advantage of higher score of evaluation
  - **White** cells representing **'for information'** criteria: bidder to provide relevant information

Duration of User Training Session (Time)

Operator Manual (Instruction For Use) and Service Manual

Warranty Duration

Extention of Warranty Duration

# Total Cost of Ownership

## ❑ Total Cost of Ownership (TCO) Approach:

### ▪ **Considerations:**

The procurement process considers the overall TCO of medical devices, not just the initial purchase price.

### ▪ **Flat Price Calculation:**

A flat price is determined for medical devices with phased delivery over multiple years, encompassing:

- (i) Transportation, installation, repair, and maintenance
- (ii) Trainings
- (iii) Price adjustments based on region, hazardous materials, software upgrades and accessories

- **Maintenance and Repair Contract:** A five-year maintenance and repair contract is included (if applicable).

# Payment Mechanism

## ❑ Payment Mechanism:

### ▪ **Term Payment:**

- Applicable for: Large, complex, high-tech, or expensive equipment (equipment requiring O&M setup)
- Payment Stages:
  - i. Down Payment: 10%
  - ii. On Shipment: 25%
  - iii. On Acceptance, Testing, Commissioning, and Training: 35%
  - iv. On Uptime Performance: 30% (paid in 7.5% increments every 6 months for 2 Year)



# Guarantees

## ❑ Guarantees:

### 1. Advance Payment Guarantee:

- **Purpose:** To secure the buyer's investment in the project.
- **Details:**
  - i. A 10% advance payment guarantee of the contract value per batch is required.
  - ii. This guarantee is released upon completion of the project.

### 2. Performance Security:

- **Purpose:** To ensure the contractor's fulfillment of contractual obligations.
- **Details:**
  - i. A performance security of 2.5% of the contract value is required.
  - ii. This security covers the contract period.

### 3. Bank Guarantee:

- **Purpose:** To provide additional financial protection for the buyer.
- **Details:**
  - i. A bank guarantee of 10% of the outstanding contract value is required.
  - ii. The outstanding contract value is the remaining amount due after advance payments have been made.

# Bid Submission

## ❑ Submission Dates:

- Dates will vary for each package and will be announced in IHSS website periodically.

## ❑ Submission Format:

- Bids must be delivered in two separate, sealed envelopes:
  - Technical Part
  - Financial Part
- These two envelopes must be enclosed in a sealed outer envelope marked "ORIGINAL BID".
- Each outer envelope can contain one or more bids, each consisting of two separate, sealed envelopes (Technical Part and Financial Part).

## ❑ Number of Copies:

- In addition to the original bid, bidders must submit one (1) copies.

## ❑ Soft Copies:

- Bidders must also submit soft copies (PDF and Excel, read-only) of the Technical and Financial Parts on a USB. Soft copies must be included in the same **respective envelope** as the original bid.
- In case of any inconsistency between soft copies and hard copies, the hard copy will prevail.

# Technical Specification

# Linac Specification

No	Project	Equipment	Quantity	Cost Estimate
1	SIHREN	Linac Single Energy	2	N/A
2		Linac Variable Energy	20	N/A



## LINAC Specification.zip 3 items

Name	Last modified	File size
 _MACOSX	-	612 bytes
 R2_Single Energy Linear Accelerator (LINAC)_20250514_PPK.xlsx	17 May 2025	70 KB
 R5_Variable Energy Linear Accelerator (LINAC)_20250514_PPK.xlsx	17 May 2025	375 KB

# Template Excel



Template for Feedback

[Download Template](#)

Please download this excel spreadsheet, fill with your Feedback and upload to this <a href="#">Feedback Form</a> with excel format (offline)							
No	Vendor Name	Package	Row Number	Criteria	Existing Spec	Proposed Spec	Remarks (if any)
Contoh	PT. Maju Mundur	Ophthalmoscope ▼	67	Ambient Temp Accuracy	±1°C	±5°C	Provide reasoning for the proposed spec
		▼					
		▼					
		▼					
		▼					
		▼					
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# Specification Feedback



Feedback dapat disampaikan melalui link berikut

[Feedback Form - Technical Specification for InPULS](#)

**Deadline – May 27, 2025 – 12:00 WIB**

