



KEMENTERIAN
KESEHATAN
REPUBLIK
INDONESIA

Pre-Bid Meeting Procurement of Vaccine Refrigerator

RFB No: ID-PMU SOPHI-542999-GO-RFB

Biro Pengadaan Barang dan Jasa
Jakarta, August 27, 2026



Objective of Vaccine Refrigerator Pre-Bid meeting

- **Provide an overview of critical areas for attention** regarding Vaccine Refrigerator Request for Bids (RFB) document and bidding process.
- **Provide clarifications** to questions raised by interested parties related to the Vaccine Refrigerator 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.

Bidding Document



Bidding documents can be downloaded from
s.kemkes.go.id/ProcurementVaccineRefrigerator

Quantity and Cost Estimated

No	Lot	Quantity (Units)	Cost Estimated (\$)
1	Procurement of Vaccine Refrigerator	1.872	\$18,759,823

Contents of the Bidding Document

Procurement of Vaccine Refrigerator

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

Section I : Instruction to Bidders (ITB)

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

Section I : Instruction to Bidders (ITB)

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 September 10, 2026 (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 in the bidding document will not be considered.

Email to: pc6_sophi@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

Section I : Instruction to Bidders (ITB)

Documents comprising Bid (ITB 11)

The Technical Part shall not include any financial information related to the Bid price. Where material financial information related to the Bid price is contained in the Technical Part the Bid shall be declared non-responsive.

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 14.3 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

Section I : Instruction to Bidders (ITB)

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 one (1) copies of the Bid **in the same envelope as the original (technical or financial part)**
- Copies of the Technical Part shall be placed in a separate sealed envelope marked “COPIES: TECHNICAL PART”. Copies of the Financial Part shall be placed in a separate sealed envelope marked “COPIES: FINANCIAL PART”. The Bidder shall place both of these envelopes in a separate, sealed outer envelope marked “BID COPIES”.
- The bidder is also requested **to submit soft file** (pdf format and **excel** for **technical and financial** part of bids, read only, on USB) of Technical and Financial Part of Bids separately along with original of Bid in the same respective envelope. **(Please ensure the soft file is unprotected and readable format)**

Section I : Instruction to Bidders (ITB)

Deadline for Submission of Bids (ITB 22)

Date: September 24, 2026

Time: 10:00 AM
(Western Indonesia Time)

Bid Opening – Technical Part (ITB 25.1)

Date: September 24, 2026

Time: 10:30 AM
(Western Indonesia Time)

Section I : Instruction to Bidders (ITB)

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.

Public Opening of Technical Parts of Bids (ITB 25)

The Letter of Bid - Technical Part and sealed envelope marked “Financial Part” shall be initialed by a minimum of **three (3) representatives** of the Purchaser conducting Technical Part opening.

Section III : Evaluation & Qualification Criteria

Financial Capability (ITB 32.1, a):

The Bidder shall meet the minimum **Average Annual Turnover for the last three years.**

No	LOT	Minimum AATO (in USD \$)
1	Vaccine Refrigerator	US\$ 9,6 Million

The Bidder shall submit **audited financial statements** for the last three (3) years ([2023](#), [2024](#), and [2025](#)) prior to bid submission deadline. In case the audited financial statement of 2025, as required by the law of the Bidder's country, is not available by the time of bid submission, unaudited financial statements or other financial statements may be submitted. In such case, Purchaser may also ask for submission of audited financial statement of 2022 to verify the Bidder's financial stability and to substantiate its determination on the 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%**)

Section III : Evaluation & Qualification Criteria

Qualification Criteria (ITB 32.1, b) Specific Experience

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

No	Lot	Minimum Cumulative Unit Annually in any of year(January-December) within the last seven (7) years
1	Vaccine Refrigerator	375 Units

Section III : Evaluation & 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).

Section III : Evaluation & Qualification Criteria

Qualification Criteria (ITB 32.1, c, 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 Vaccine Refrigerator for at least four (4) years (2022-2025)**, prior to the bid submission deadline; and
- its annual **production capacity of Vaccine Refrigerator for each of the last four (4) years (2022-2025)** prior to the bid submission deadline, is **at least 50% 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;

Note : Ensure the form follows the MAF format as provided in Section IV – Bidding Forms

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	
Installation Base (Specific to this model)	Please provide installation base (facility name and location), year of installation

- A **weighting system** is used to evaluate technical (20%) and financial (80%) 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

All evidences documents should be dated prior to the bid submission deadline

SAMPLE

Section IV : Bidding Forms

The bidder is also requested **to submit soft file** (pdf format and **excel** for **technical and financial** part of bids, read only, on USB) of Technical and Financial Part of Bids separately along with original of Bid in the same respective envelope

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
- Proposed Accessories and Price (5 or 7 years)
- Proposed Maintenance Service Contract during Post - Warranty (Year 6 to 10)

Section IV : Bidding Forms

Technical Bid Checklist

Technical
Requirement

Technical Requirement:
Refer to the technical document Vaccine Refrigerator for :
Procurement of Vaccine Refrigerator: **1.872 units**

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 comprehensive maintenance without specifying price (Year 6 – 10, if no extended warranty is offered) or)Year 8-10, if extended warranty is offered), as applicable
5. Notifications of hazards, alerts and recalls

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, and Proposed Post Warranty Service

The Bidder is not required 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:** Price Schedule Form, Proposed Accessories and Price, 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 VIII : General Condition of Contract

Taxes and Duties (Section VIII, 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.

Section IX : Special Conditions of Contract

Payment Mechanism :

- **Term Payment:**

- Applicable for: Large, complex, high-tech, or expensive equipment (equipment requiring O&M setup)
- Payment Stages:
 - i. Advance Payment: 20%
 - ii. On Delivery: 40%
 - iii. On Acceptance, testing, commissioning, and training: 40%

Do's and Don'ts

Do's and Don'ts

Specific Experience Example

PURCHASE ORDER

No : 139 [REDACTED] /2020
Date : DEC 16th, 2020

No : 04 [REDACTED] /2021
Date :-

PURCHASE ORDER

No : 053 [REDACTED] /2021
Date : January 8th, 2021

Bidder to ensure that the contracts and purchase orders submitted are in order and complete.

Contract Details:

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).

Do's and Don'ts

Example of Technical Proposal from Bidder

CLINICAL APPLICATIONS/PROCEDURES			BIDDER RESPONSE				
Bidders	TECHNICAL SPECIFICATIONS/ FEATURES	REQUIREMENTS	Yes [√]	No [x]	Device Details [Please specify how the proposed device meets each requirement]	Source Data [Please provide the name and page number of the relevant supporting document(s)]	Source Data URL [Please provide the URL of the source document(s), if available]
Bidder A	UPS Operating Time	At least 30 minutes	√	-	At least 30 Minutes	User Manual page 12	Link User Manual Page 12
Bidder B	UPS Operating Time	At least 30 minutes	√	-	At least 30 Minutes	Brochure Page 20	Brochure Page 20
Bidder C	UPS Operating Time	At least 30 minutes	-	√	At least 30 Minutes	Brochure	-

Note: Please attach the “Source Data” file or supporting documents

Do's and Don'ts

Examples of Proper Citation Formatting

Table A-5 Control settings, ranges and accuracy (continued)

	Parameter or Setting (units)	Range	Default settings		Accuracy ¹
ROW 20	Pressure trigger (cmH2O)	APVcmv, (S)CMV, PCV+: -0.1 to -15.0, Off Other modes: -0.1 to -15.0	APVcmv, (S)CMV, PCV+: -0.1 to -15.0, Off Other modes: -0.1 to -15.0	-2.0 -1.0	±10%
ROW 21	Psupport ¹³ (cmH2O)	0 to 60	0 to 60	15 15	±5% or ±1 cmH2O, whichever is greater

Do's and Don'ts

PIC Contact – email and phone

- Contract information must be clear and contactable at all times.
- Failure to respond within a specified time frame may be considered a failure to respond and a failure to meet requirements.

The Excel file containing the technical and financial specifications is attached

- In addition to the PDF, bidders must also attach technical and financial **Excel files**
- Make sure the documents **can be opened and are not password-protected**.
- **Separate** the technical files from the financial files.

AATO

- The Bidder shall submit the AATO in the form of financial reports from the Bidder and the JV Members, and **not** consolidated financial reports.

Alternative Bid is not allowed

- Bidders may only offer items that meet the specifications; they cannot offer the option of item A or B.

Bid Checklist

- The bidder provides a list of the documents submitted with the bid
- The bidder provides a summary of each qualification document

Thank You

