



MINISTRY OF HEALTH
PROJECTS MANAGEMENT UNIT

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Our ref.no: 7533/February 9th, 2018

To: All prospective bidders that received the Bidding Documents

Ref: Health Sector Reform – Phase II - EIB Loan no. 22943RO. Procurement of birthing beds for maternities - ICB No. MCH 19.4

Dear Mrs. /Mr.

Please find attached the following documents:

1. Amendment no. 2 to the bidding documents for procurement of birthing beds for maternities – ICB No. MCH 19.4, consisting of 4 pages that includes the amended clause to the BD as a result of the responses given to the requests for clarifications received;
2. The responses to the clarification requests related to the provisions of the bidding documents – Clarification no. 1 (5 pages).
3. Section VII of the Bidding Documents – Schedule of requirements in editable pdf. And editable format, including the revised Technical Specification in accordance with Amendment no. 2 to the Bidding Documents (3 pages).

All changes related to the technical specifications are highlighted in yellow.

All documents mentioned above were sent by e-mail to the address provided by your company.

Please confirm by fax or e-mail the receipt of the documents above and that you will take into account the clarifications and the provisions of Amendment no. 2 to the Bidding Documents in preparing your bid.

Yours sincerely,

Mircea Sorin ZAHARCU
Head of PMU



ROMANIA

Ministry of Health – Project Management Unit Health Sector Reform – Phase II - EIB Loan no. 22943RO

AMENDMENT NO. 2 TO THE BIDDING DOCUMENTS FOR PROCUREMENT OF BIRTHING BEDS FOR MATERNITIES - ICB NO. MCH 19.4

Under this addendum it is agreed that the provisions of the Bidding Documents, shall be amended as follows:

Article 1:

Section III. Evaluation and Qualification Criteria - 3. Qualification Requirements (ITB 36) – Point a)

Shall read:

“a) During the past 3 years the Bidder must have successfully completed at least three (3) contracts that cumulated to be equal to the value of the bid price offered **or** in the last 2 years succeed to deliver and install the same amount of equipment offered, involving supply of medical equipment similar to that offered in the bid (birthing beds, ICU/complex beds, tables, stretchers) and provision of - either directly or through an authorized local Agent - After Sales services for medical equipment for which this Invitation for Bids is issued and covered by the Bid. In order to demonstrate it meets the experience requirement the Bidder shall furnish detailed information regarding contracts completed: purchaser name and address, country, name and object of the contract, 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.

Sub-contractors experience will not be considered during the evaluation process. The bidder should meet the qualification requirements for similar experience on its own.”

Instead of:

“During the past 5 years the Bidder must have successfully completed 1-3 contracts, cumulatively amounting to at least the value of the bid price offered, and involving supply and installation of medical equipment similar to that offered in the bid (birthing beds, ICU/complex beds), and provision of - either directly or through an authorized local Agent - After Sales services for medical equipment for which this Invitation for Bids is issued and covered by the Bid. In order to demonstrate it meets the experience requirement the Bidder shall furnish detailed information regarding contracts completed: purchaser name and address, country, name and object of the contract, 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.

Sub-contractors experience will not be considered during the evaluation process. The bidder should meet the qualification requirements for similar experience on its own.”

Article no. 2:

Section II Bid Data Sheet – Clause no. ITB 20.2:

Shall read: “The written confirmation of authorization to sign on behalf of the Bidder shall consist of: original Power of Attorney signed by the firm’s Board of Directors or original shareholders’ general meeting decision or original Power of Attorney signed by the firm’s Administrator accompanied by the notarized copy of the firm statute.”

Instead of: “The written confirmation of authorization to sign on behalf of the Bidder shall consist of: notarized Power of Attorney signed by the firm’s Board of Directors or notarized shareholders’ general meeting decision or notarized Power of Attorney signed by the firm’s Administrator accompanied by the notarized copy of the firm statute.”



Article 3:

Technical specifications:

Shall read: “Mattress upholstery: synthetic, high mechanical and chemical resistance, antimicrobial, non-allergenic, stitch-free, fire proof and zipper on the back side of the mattress”

Instead of: “Mattress upholstery: synthetic, high mechanical and chemical resistance, antimicrobial, non-allergenic, stitch-free, fire proof”

Article 4:

Technical specifications: “Charging optimization of the recharging cycles and increased useful life”
will be deleted.

Article 5:

Technical specifications:

Shall read: “Stainless steel / ABS container (drawer) for the discharge of fluids/fetal annexes with high mechanical and chemical resistance and that can be cleaned and sterilized including at high temperature”

Instead of: “Stainless steel container (drawer) for the discharge of fluids/fetal annexes”

Article 6:

Technical specifications:

Shall read: “Rechargeable battery for independent operation during transport: minimum autonomy 60 minutes at normal usage”

Instead of: “Rechargeable battery for independent operation during transport: minimum autonomy 60 minutes”

Article 7:

Technical specifications:

Shall read: “Allowable weight for the bed and restraining and positioning mechanisms: maximum 170 kg”

Instead of: “Allowable weight for the bed and restraining and positioning mechanisms: minimum 170 kg”

Article 8:

Technical specifications:

Shall read: “Stainless / powder coated metal structure with high mechanical and chemical resistance”

Instead of: “Stainless metal structure with high mechanical and chemical resistance”

Article 9:

Technical specifications:

Shall read: “Pedal controls on both sides of the bed or just one but freely movable along the bed (long cable resistant) for height adjustment and selection of examination position”

Instead of: “Pedal controls on both sides of the bed for height adjustment and selection of examination position”



Article 10:

Technical specifications:

Shall read: “Trendelenburg: Max: 8÷12 degrees”

Instead of: “Trendelenburg: Max: 15÷20 degrees”

Article 11:

Technical specifications:

Shall read: “Anti-Trendelenburg: Min: 0÷5 degrees”

Instead of: “Anti-Trendelenburg: Min: 5÷10 degrees”

Article 12:

Technical specifications:

Shall read: “Easily removable or retractable headboard, foot section and lateral bed panels for improved access to the patient”

Instead of: “Easily detachable headboard, footboard and lateral bed panels for improved access to the patient”

Article 13:

Section II. Bid Data Sheet (BDS) - ITB 22.1.

Shall read:

“For **bid submission purposes** only, the Purchaser’s address is:

Attention: Mr. Sorin Zaharcu, PMU Interim Director
Ministry of Health - Project Management Unit
Street Address: 1-3, Cristian Popișteanu Ent., Sector 1
Floor/Room number: 2nd floor, room 235
City: Bucharest
Postal Code: 010024
Country: Romania

The deadline for bid submission is:

Date: **February 20th, 2018**

Time: **12:00 hours local time**

Bidders **shall not** have the option of submitting their bids electronically.”

Instead of:

“For **bid submission purposes** only, the Purchaser’s address is:

Attention: Mr. Sorin Zaharcu, PMU Interim Director
Ministry of Health - Project Management Unit
Street Address: 1-3, Cristian Popișteanu Ent., Sector 1
Floor/Room number: 2nd floor, room 235
City: Bucharest
Postal Code: 010024
Country: Romania

The deadline for bid submission is:

Date: **February 12th, 2018**

Time: **12:00 hours local time**

Bidders **shall not** have the option of submitting their bids electronically.”

Article 14:

Section II. Bid Data Sheet (BDS) - ITB 25.1.



Shall read:

“The bid opening shall take place at:
Ministry of Health - Project Management Unit
Address: 1-3, Cristian Popișteanu St., 2nd floor, room 225A (Conference room), Sector 1
City: Bucharest
ZIP Code: 010024
Country: Romania
Date: **February 20th, 2018**
Time: **12:00 hours local time**”

Instead of:

“The bid opening shall take place at:
Ministry of Health - Project Management Unit
Address: 1-3, Cristian Popișteanu St., 2nd floor, room 225A (Conference room), Sector 1
City: Bucharest
ZIP Code: 010024
Country: Romania
Date: **February 12th, 2018**
Time: **12:00 hours local time**”

Article 3:

Invitation for Bids – para. 6.

Shall read:

“Bids must be delivered to the address below at or before: **12:00 hour’s local time on February 20th, 2018**. Electronic bidding will not be permitted. Late bids will be rejected. Bids will be publicly opened in the presence of the bidders’ designated representatives and anyone who choose to attend at the address (2) below at **12:00 hour’s local time on February 20th, 2018**”

Instead of:

“Bids must be delivered to the address below at or before: **12:00 hour’s local time on February 12th, 2018**. Electronic bidding will not be permitted. Late bids will be rejected. Bids will be publicly opened in the presence of the bidders’ designated representatives and anyone who choose to attend at the address (2) below at **12:00 hour’s local time on February 12th, 2018**”

The present amendment includes all the technical aspects discussed during the pre-bid meeting that took place on January 12th, 2018, 14:00 hour’s local time.

All other parts, clauses and provisions of the original Bidding Documents and of the Amendment no. 1 dated January 30th, 2018 that are not amended as per the articles above shall remain valid and unchanged.

-----**END OF DOCUMENT**-----



CLARIFICATIONS NO. 1 – Bidding Documents ICB No. MCH 19.4 “Procurement of birthing beds for maternities” – dated December 19th, 2017.

Questions regarding provisions of the bidding documents (Part I Bidding Procedures and Part. 3 Contract).

1. Q. Regarding Section III - Qualification requirements (ITB 36) – you request: During the past 5 years the Bidder must have successfully completed 1-3 contracts, cumulatively amounting to at least the value of the bid price offered, and involving supply and installation of medical equipment similar to that offered in the bid (birthing beds, ICU/complex beds)”

Being the fact that the bidder may not be exclusive or single distributor of a manufacturer division of products, this requirement is too restrictive taking into consideration that the bidder may meet this requirement by presenting several contracts for similar products (Eg: Medical furniture). We consider that providing proof of several contracts to various different clients/beneficiaries on different medical furniture, shows that the bidder can work with more than one client/beneficiary especially that this bid has a list of 15 final beneficiaries and can comply on the complexity of this contract.

Do you accept that the bidder to meet the requirement by presenting more than 3 contracts for medical furniture (beds, tables, stretchers, bedside cabinets, etc.) equal to value of it's bid?

A: Please see article no. 1 of Amendment no. 2 to the bidding documents.

2. Q. Regarding Section II – Bid data sheet – ITB 20.2

It is requested that the written confirmation of authorization to sign on behalf of the Bidder shall consist of:

- notarized Power of Attorney signed by the firm's Board of Directors or notarized shareholders' general meeting decision or notarized Power of Attorney signed by the firm's Administrator
- notarized copy of the firm statute

In case of a local bidder or Joint Venture, we kindly ask to accept as sufficient the original of power of attorney or shareholders general meeting decision, accompanied by the legalized copy of firm statute or Register of Commerce providing the name of the company administrator / legal representative.

A: Please see article no. 2 of Amendment no. 2 to the bidding documents.

3. Q. Page 36-37 (pdf) / Qualification requirements (ITB 36) – a) During the past 5 years the Bidder must have successfully completed 1-3 contracts, cumulatively amounting to at least the value of the bid price offered, and involving supply and installation of medical equipment similar to that offered in the bid (birthing beds, ICU/complex beds) and provision of – either directly or through an authorized local agent – after sales services for medical equipment for which this Invitation for Bids is issued and covered by the Bid.

Please agree to reformulate as follows:

a) During the past 5 years the Bidder must have successfully completed at least three (3) contracts that cumulated to be equal to the value of the bid price offered, and involving supply and installation of medical equipment similar to that offered in the bid (birthing beds, ICU/complex beds) and provision of – either directly or through an authorized local agent – after sales services for medical equipment for which this Invitation for Bids is issued and covered by the Bid.

A: Please see article no. 1 of Amendment no. 2 to the bidding documents.



Questions regarding provisions of the bidding documents (Part II Schedule of Requirements)

1. Q. Regarding the technical specifications, you request: “Middle part fitted with an approx. 50/20 cm slit for access and manoeuvres in the area of interest and for the discharge of fluids/fetal annexes in a sliding container (drawer) below”.

Do you accept middle part fitted with a 25/20 cm slit?

A: Not accepted. It's too small.

2. Q. Regarding the technical specifications, you request: “Holders for lower limbs with a weight tolerance of up to 50÷60 kg”.

Please specify if the required capacity is cumulated for both legs.

A: The required weight is cumulated for both legs.

3. Q. Regarding the technical specifications – Dimensions, you request: “Adjustable height: 60÷100 (110) cm”.

Please what you refer to when you specify 110 cm.

In order to enlarge the offering capacity, please specify if you accept adjustable height 55-90 cm and /or 50-80 cm.

A: Not accepted. 110 cm is the maximum height.

4. Q. Mattress upholstery: synthetic, high mechanical and chemical resistance, antimicrobial, non-allergenic, stitch-free, fire proof.

Please accept: Mattress upholstery: synthetic, high mechanical and chemical resistance, antimicrobial, non-allergenic, fire proof and zipper on the back side of the mattress.

A: Accepted. The requirement will be changed as follows: “Mattress upholstery: synthetic, high mechanical and chemical resistance, antimicrobial, non-allergenic, stitch-free, fire proof and zipper on the back side of the mattress “. Please see article no. 3 of the Amendment no. 2 to the bidding documents.

5. Q. Charging indicator for optimization of the recharging cycles and increased useful life.

Please accept also without an indicator as we are offering a bed with a long lasting battery time: over 100 minutes.

A: Accepted. The requirement will be deleted. Please see article no. 4 of the Amendment no. 2 to the bidding documents.

6. Q. Pedal controls on both sides of the bed.

Please accept remote controls on both sides of the bed as our product is electric only (non-mechanical).

A: Not accepted. The pedal control allows the use of the bed in any conditions.

7. Q. Page 64 (pdf) / TECHNICAL SPECIFICATIONS - MINIMAL TECHNICAL SPECIFICATIONS - Stainless steel container (drawer) for the discharge of fluids/fetal annexes:

Manufacturer (equipment model) provides a fluid basin made of ABS. This solution is due it's lighter weight easier to handle and found to be equal to stainless steel in terms of infection control and durability.

Our suggestion is to change to “made of a lightweight, durable and easy to clean material”

A: Accepted. The requirement will be changed as follows: “Stainless steel / ABS container (drawer) for the discharge of fluids/fetal annexes with high mechanical and chemical resistance and that can be cleaned and sterilized including at high temperature“. Please see article no. 5 of the Amendment no. 2 to the bidding documents.



8. Q. Page 64 (pdf) / TECHNICAL SPECIFICATIONS - MINIMAL TECHNICAL SPECIFICATIONS - Trendelenburg: Max: 15÷20 degrees:

The maternity bed provided by *Manufacturer (equipment model)* has a maximum Trendelenburg of 8 degrees. There's no clinical requirement to have a Trendelenburg higher than 8 degrees for a labour and delivery situation. On the other hand there's an automatic pelvic tilt to 15 degrees which helps to keep the patient in place during labour, improves positioning and access during birth. Furthermore, user friendly calf supports are provided on the (equipment model) Four bed to accommodate the legs up into the required position.

Our suggestion is to change the Trendelenburg requirement from "15-20 degrees to 8-10 degrees"

A: Accepted. The requirement will be changed as follows: "Trendelenburg: Max: 8÷12 degrees".

Please see article no. 10 of the Amendment no. 2 to the bidding documents.

9. Q. Page 64 (pdf) / TECHNICAL SPECIFICATIONS - MINIMAL TECHNICAL SPECIFICATIONS - Anti-Trendelenburg: Min: 5÷10 degrees:

It is clinically not needed to have an Anti-Trendelenburg functionality on a maternity bed. Therefore, maternity beds (like ours) do not have any Anti-Trendelenburg functionality. Anti-Trendelenburg is typically used in ICU settings to optimize a critically ill patient's sitting position and to tilt the bed to train/strengthen the patient's muscles.

Our suggestion is therefore to take Anti-Trendelenburg out of the minimal technical specifications list.

A: Accepted. The requirement will be changed as follows: "Anti-Trendelenburg: Min: 0÷5 degrees". Please see article no. 11 of the Amendment no. 2 to the bidding documents.

10. Q. Page 64 (pdf) / TECHNICAL SPECIFICATIONS - MINIMAL TECHNICAL SPECIFICATIONS - Rechargeable battery for independent operation during transport: minimum autonomy 60 minutes:

The use of a battery technically cannot be reliably expressed in hours or minutes because this is entirely dependent on the intensity of use during a certain period. By means of the battery, the motors are driven for raising and lowering the bed and the head and foot sections, by using the control panels on the side rails, without having to use mains power.

Our suggestion is therefore to change to "Autonomy of 60 minutes is possible at normal usage of the maternity bed".

A: Accepted. The requirement will be changed as follows: "Rechargeable battery for independent operation during transport: minimum autonomy 60 minutes at normal usage". Please see article no. 6 of the Amendment no. 2 to the bidding documents.

11. Q. Regarding the technical specifications, you request: "Trendelenburg: Max: 15÷20 degrees"

Would you accept Trendelenburg to be fitted within the interval 12÷20 degrees?

A: Please see the answer to question no. 8.

12. Q. Regarding the technical specifications, you request: "Anti - Trendelenburg: Min: 5÷10 degrees"

Would you accept Reverse Trendelenburg to be fitted within the interval 5÷15 degrees?



A: Please see the answer to question no. 9.

13. Q. Regarding the technical specifications, you request: “Allowable weight for the bed and restraining and positioning mechanisms: minimum 170 kg”

170 kg is a large weight for a delivery bed. Could you please rephrase your request to “Allowable weight for the bed and restraining and positioning mechanisms: maximum 170 kg”?

In case you are referring to allowable patient weight, please explain your request, as you have another technical specification that asks for the bed to accommodate pregnant women weighing as much as 160 kg.

A: Accepted. The requirement will be changed as follows: “Allowable weight for the bed and restraining and positioning mechanisms: maximum 170 kg”. Please see article no. 7 of the Amendment no. 2 to the bidding documents.

14. Q. Initial criteria: Splitting bed: distal part fully removable

Requirements: Our solution is more advanced where foot section is fully integrated and its foldable under the sitting section allowing more comfort of doctors, nurses while assisting the delivery.

A: Alternative solution is accepted.

15. Q. Initial criteria: Stainless metal structure with high mechanical and chemical resistance

Requirements: Our structure is powder coated metal with high anticorrosive protection, powder coated metal is standard for majority of delivery beds at the market.

A: Accepted. The requirement will be changed as follows: “Stainless / powder coated metal structure with high mechanical and chemical resistance”. Please see article no. 8 of the Amendment no. 2 to the bidding documents.

16. Q. Initial criteria: Middle part fitted with an approx. 50/20 cm slit for access and manoeuvres in the area of interest and for the discharge of fluids/fetal annexes in a sliding container (drawer) below stainless metal structure with high mechanical and chemical resistance

Requirements: Our solution of middle part fits with an approx. 70/25 cm slit, such wider shape enables better access of doctors, nurses to the mother. Also it offers more versatility for various birthing positions for tall mothers when giving birth.

A: Accepted.

17. Q. Initial criteria: Trendelenburg Max: 15 – 20 degrees

Requirements: Our solution of trendelenburg allows 10 degrees which is sufficient inclination for effective antishock posture. Higher angles causes sliding of patients and have similar clinical effect as 10 degrees and they are very uncomfortable for patients. There is no EU norm or standard saying value of trendelenburg position angle.

A: Please see the answer to question no. 8.

18. Q. Initial criteria: Anti -Trendelenburg Max: 5 – 10 degrees

Requirements: This position could be easily done by lowering foot section as foot support, and folding the back section. As shown on the picture No. 1 attached (*not presented*)

A: Please see the answer to question no. 9.

19. Q. Initial criteria: Removable holders for lower and upper limbs, detachable and/or foldable under the bed

Requirements: Please confirm that lower limbs are considered legs and upper limbs hands.

A: We confirm that lower limbs are considered legs and upper limbs hands.



20. Q. Initial criteria: Pedal controls on both sides of the bed for height adjustment and selection of examination position

Requirements: Our foot pedal is just one but its freely movable along the bed and its connected with cable to the bed.

A: Accepted. The requirement will be changed as follows: "Pedal controls on both sides of the bed or just one but freely movable along the bed (long cable resistant) for height adjustment and selection of examination position". Please see article no. 9 of the Amendment no. 2 to the bidding documents.

21. Q. Initial criteria: Easily detachable headboard, footboard and lateral bed panels for improved access to the patient

Requirements: Our footboard is as shown on the picture No. 2 (*not presented*), its not necessary to have big footboard because its complicated where to store it when its detached. The mother has sufficient protection from head and lateral panels, footboard is not necessary at any birthing position because of our intelligent folding feet section which gives support to lean against it.

A: Accepted. The requirement will be changed as follows: "Easily removable or retractable headboard, foot section and lateral bed panels for improved access to the patient". Please see article no. 12 of the Amendment no. 2 to the bidding documents.

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