

EMERGENCY PROCUREMENT
Request for Proposal for Supply of Ventilator to GOI Institutes

RFP No.: HLL/SD/RBD/2020-21/TENDER/16 DT:14.05.2020



HLL Lifecare Limited

(A Govt. Of India Enterprise)

CIN : U25193KL1966GOI002621

**HLL Bhavan, Poojappura,
Thiruvananthapuram -695012
Kerala, India**

Tel:+0471 2354949, 2355426, 2350961, 2356352.

Website – www.lifecarehll.com

REQUEST FOR PROPOSAL (RFP)

I. ABOUT HLL

HLL Lifecare Limited (HLL) is a Mini Ratna Schedule B Central Public Sector Enterprise under the Ministry of Health and Family Welfare. HLL Lifecare limited (formerly known as Hindustan Latex Ltd), came into being on March 1, 1966 under the Ministry of Health and Family Welfare, Govt. of India. Over the decades, HLL has grown today into a multi-product, multi-unit organization addressing various public health challenges facing humanity.

II. RFP: This request for Proposal from interested manufacturers / Suppliers is invited for Supply Of Ventilators for Covid 19

III. TECHNICAL SPECIFICATIONS: Attached at Annexure I

IV. QUANTITY

| Sr. No. | | Total tentative Quantity required | UoM |
|---------|------------|--|-----|
| 1 | ventilator | Proposers to offer Quantity they can supply in next 3 months | Nos |

❖ INSTRUCTIONS FOR PROPOSAL SUBMISSION

1.0 All proposals and subsequent Correspondence should be sent to the address given below:

Vice President (Sourcing)
HLL Lifecare Limited
HLL Bhavan, Poojappura,
Thiruvananthapuram -695012
Kerala, India
E-mail: ventilatorhll.covid19@gmail.com
Contact No.0471 2354949

- (i) PROPOSALS CAN BE SUBMITTED THROUGH E-MAIL ON ABOVE MENTIONED MAIL ID.**
- (ii) THOSE WHO HAVE SUBMITTED PROPOSALS EARLIER CAN RESUBMIT THEIR PROPOSALS IN ACCORDANCE WITH THIS RFP.**
- (iii) THIS IS A ROLLING RFP, NO DUE DATE IS GIVEN. PROPOSALS WILL BE EVALUATED ON FIRST COME BASIS ON THE ASPECTS ELABORATED IN THIS RFP. IT IS IMPORTANT THAT PROPOSAL COMPLETE IN ALL RESPECTS IS SUBMITTED.**

2.0 TECHNICAL SPECIFICATION COMPLIANCE:

- (i) Line by Line technical Specification compliance with respect to parameters/ features mentioned in attached Specifications attached at **Annexure I** must be submitted along with the RFP.
- (ii) Rather writing simply YES or NO, the proposer shall write against each parameter/feature the offered ventilator displays/consists.
- (iii) Deviations if any shall be indicated clearly
- (iv) Brochure, Technical data sheet and available certificates shall be submitted.

3.0 TECHNOLOGY:

- (i) Proposer must specify whether ventilator is turbine based or compressor based.
- (ii) If the ventilator is compressor based whether the compressor is in built and if so the price shall be included in the price of ventilator.
- (iii) If Compressor is a separate unit, price of compressor shall be quoted separately.

4.0 QUANTITY AND DELIVERY SCHEDULE: The Deliverable quantity should be mentioned in the Following Format:

| Sl. No. | Sl. No. Delivery Date in India | Quantity Deliverable | Total Quantity Deliverable by May 31 | Total Quantity Deliverable by June 30 | Total Quantity Deliverable by July 31 | Total Quantity Deliverable by August 31 |
|---------|--------------------------------|----------------------|--------------------------------------|---------------------------------------|---------------------------------------|---|
| 1 | May 31, 2020 | | | | | |
| 2 | June 15, 2020 | | | | | |
| 3 | June 30, 2020 | | | | | |
| 4 | July 15, 2020 | | | | | |
| 5 | July 31, 2020 | | | | | |
| 6 | Aug 15, 2020 | | | | | |
| 7 | Aug 31, 2020 | | | | | |

The remaining quantity proposed in further dates to the above timeline may also be mentioned in a similar format.

Proposers can also mention how much quantity they can deliver per fortnight after demonstration and approval of offered model.

5.0 BILL OF MATERIAL (BOM) :

- (i) All Proposers are requested to submit the BOM required for Ventilator with bifurcation into domestic BOM and Imported BOM along with their supplier details.
- (ii) Proposers shall also clearly state the arrangement they have for imported components along with supplier details with country of import and whether delivery schedule given above for Ventilators is depended on availability of Imported Components.

6.0 INSTALLATION AND COMMISSIONING:

(i) **Proposer/** Supplier shall be responsible for installation and Commissioning of Ventilators at Consignee site.

(ii) Proposal / Supplier shall have installation and commissioning arrangement anywhere in India directly or through service provider and **shall confirm the same in their proposal.**

7.0 WARRANTY:

(i) **Warranty Period:** Minimum one year comprehensive warranty shall be offered. Scope and exclusion of warranty shall be mentioned.

(ii) **Comprehensive Maintenance Cost (CMC):** Post Warranty CMC cost shall be mentioned in the offer for the Consignee/ User to enter into separate contract for CMC , **POST WARRANTY , AT THEIR OPTION.**

(iii) **Spares Supply:** The Supplier shall be responsible for providing AMC/ CMC/ Spares/ maintenance support for the life of ventilator, as per requirement of Consignee/ end user.

(iv) Supplier/ Proposer shall have arrangement for spare and service support during warranty and post warranty anywhere in India directly or through service provider and shall confirm the same

8.0 CONSUMABLES SUPPLY:

(i) Proposer shall mention the quantity of consumables being supplied with Ventilator free of Cost.

(ii) Supplier shall be responsible for providing accessories and consumables support for running ventilator on 24x 7 basis and shall keep arrangement in such a way that it is immediately supplied to consignee/ end user immediately on demand.

9. PRICE DETAILS/ QUOTE:

The Price should be quoted as per format attached at **Annexure II**

- i. Price Shall be quoted in INR on **For Consignee Basis**. Ventilators may be required to be delivered anywhere in India. However, efforts will be made to give allocation in same and nearby states but Proposers / supplier cannot insist for same. Applicable GST shall be mentioned.
- ii. Price quoted shall be inclusive of one year comprehensive warranty.
- iii. Post Warranty CMC cost shall be mentioned.

10. PAYMENT TERMS

- i. Preferred Payment Terms is 75 % against Delivery at Consignee Site against “Consignee Receipt Certificate (CRC)” and 25 % against successful Installation and Commissioning against “ Final Acceptance Certificate (FAC)”. The payments shall be released to the supplier within 5 days of submission of respective documents which shall be mentioned in Purchase Order.
- ii. The amount shall be paid by HLL in Indian Rupees.
- iii. The proposal can quote his offer the payment terms.

11. METHODOLOGY FOR PROPOSAL EVALUATION AND CONSIDERATION

- i. This RFP is rolling in nature , hence no due date is given
- ii. Proposals received will be evaluated on specifications compliance with respect to requirement/ permitted deviations by a Technical committee.
- iii. Proposer will be liable to demonstrate offered model before Technical Committee in Delhi, if so desired by the Technical Committee.
- iv. If the Technical Committee is satisfied with demo, the proposer may be directed to deliver the ventilator to some hospital for clinical trial.
- v. Proposer will have to obtain IEC certificate for the finally approved model as mentioned in attached specifications.
- vi. Price reasonability will be checked.
- vii. Since ventilators are required urgently, delivery will also be one of the major criteria in deciding the order placement in addition to Technical Suitability and Price.
- viii. Orders will be placed after approval from **Empowered Group - 3, constituted under the Disaster Management Act, 2005 vide MHA Order No. 40-3/2020-DM-I(A) dated 29th March, 2020 for “ Ensuring Availability of Essential Medical Equipment such as PPE, Masks, Gloves, and Ventilators; Production, Procurement, Import and Distribution”**
- ix. Proposal will be evaluated as and when received and order placement will depend on the above mentioned aspects.
- x. If the order for required numbers are placed, balance un complete proposals or proposals still under evaluation will not be considered and decision of HLL , based on directions of Empowered Group will be final in this regard

12. OTHER TERMS AND CONDITIONS

i. Details in Annexure III should be filled and submitted along with proposal

ii. Taxes and Duties

The Proposers shall bear and pay all taxes, duties, levies, GST and charges assessed on the Proposers by all municipal, state, or national government authorities, loading & unloading charges etc in connection with the Goods and Services supplied under the Contract. Income Tax and Other Taxes as applicable at the time of execution of job or any other government-imposed liabilities would be deducted from each bill submitted by the Proposers.

iii. HLL's Right to Accept or reject any or all Proposals

HLL reserves the right to accept or reject any bid or to annul the bidding process and reject all bids at any time prior to placement of purchase order, without assigning any reason thereof. The purchaser does not bind itself to accept the lowest or any bid and reserves the right to reject any or all bids at any point of time prior to the issuance of the Purchase order without reason whatsoever.

Canvassing of any kind will be a disqualification and the purchaser may decide to cancel the Proposers from its empanelment.

iv. Purchaser's right to vary quantities at time of award

The Purchaser reserves the right at the time of award of contract to increase or decrease the quantity of goods and services originally specified in the bid document without any change in unit price or other terms and conditions

v. Recall

The products/goods must be recalled by the manufacturer/ Proposers/ supplier at the manufacturers/ Proposers/ suppliers cost if rejected by HLL/ purchaser or end user because of the problems with product quality. The supplier/ Proposers/ manufacturer will be obliged to replace the product in question at its own cost with a new machine of acceptable quality.

vi. Settlement of Disputes

Arbitration shall not be a means of settlement of any dispute or claim arising out of the contract relating to the work. Any disputes or difference arising between the parties with respect to the performance of any part of this agreement or anything connected therewith, etc shall as far as possible be mutually settled by the process of dialog and negotiation. Any disputes or differences or questions or claims arising under or relating to a concerning or touching this agreement shall be referred for arbitration in accordance with the provisions of the Arbitration and Conciliation Act 1996.

The arbitration proceedings shall be held at Thiruvananthapuram. The award passed by the arbitrator shall be final and binding on the parties hereto. The conduct of such arbitration shall be in English. Subject to arbitration, the Courts at Thiruvananthapuram alone shall have jurisdiction in respect of settlement of any matter arising out or in connection with the contract.

vii. Major Responsibilities of Supplier

- a. The suppliers have to supply the goods as per the delivery schedules and quantity mentioned in the Purchase order. Supplies made shall be in strict conformance with the stipulations of the specification mentioned below and the respective Purchase orders.
- b. The Supplier shall comply with all laws in force in India. The laws will include all national, provincial, municipal, or other laws that affect the performance of the Contract and are binding upon the Proposers. The Proposers shall indemnify and hold harmless HLL from and against any and all liabilities, damages, claims, fines, penalties, and expenses of whatever nature arising or resulting from the violation of such laws by the Proposers or its personnel except that caused by HLL.
- c. Any product related legal issues shall be handled and connected expenses therewith shall be borne by the supplier only.
- d. Any product related cases shall be handled and connected expenses therewith shall

be borne by the supplier only

- e. The final quantities mentioned above may vary as per the final requirement and the order may be placed in single or multiple lots during the bid validity period.

viii. Termination

HLL reserve right to terminate/ cancel the Purchase order at any time for any reason without any liability on HLL.

ix. PACKING

The Supplier shall provide such packing of the Goods as is required to prevent their damage or deterioration during transit to their final destination as indicated in the Contract. The packing shall be sufficient to withstand, without limitation, rough handling during transit and exposure to extreme temperatures, salt and precipitation during transit and open storage. Packing case size and weights shall take into consideration, where appropriate, the remoteness of the Goods final destination and the absence of heavy handling facilities at all points in transit. Packing shall adhere to conditions stipulated in Technical specification.

The packing, marking and documentation within and outside the packages shall comply strictly with such special requirements as shall be provided for in the Purchase Order

ANNEXURE I

ICU Ventilator – Technical Specification

| SN | Parameter | Essential | Desirable | Acceptable deviations in Essential Features |
|----|---|-----------|-----------|--|
| I | Essential Technical Features (ETF) | | | |
| a | The machine should be turbine / compressor based because the installation sites might not have central Oxygen Lines. | Yes | | |
| b | The machine should have Invasive, Non-Invasive and CPAP features to make them versatile | Yes | | Pressure support ventilation mode available can be used in place of CPAP & BPAP |
| c | 200-600 mL tidal volume, Lung Mechanics Display | Yes | | |
| d | Monitoring of, plateau Pressure, PEEP, PS, oxygen Concentration, Lung mechanics /inverse ratio(I:E) | Yes | | |
| e | Pressure & Volume control , PSV | Yes | | |
| f | Continuous working capability for 4-5 days | Yes | | |
| g | FiO2 manipulation b/w 21-100 % is essential | Yes | | |
| h | PEEP upto 30 | Yes | | |
| i | FiO2 delivery should be independent of the flow rate PEEP and the minute volume. FiO2 delivery to the patient can't be made dependant on other factors. Every patient has a different lungs dynamics and can't be delivered gases at the same settings. | Yes | | |
| II | Technical Specifications | | | |
| 1 | The ventilator should be microprocessor based with active exhalation valve. | Yes | | |
| 2 | The ventilator should be turbine based/ run on compressor. The compressor (if available) should be stand alone and from the same manufacturer with price quoted separately | Yes | | Compressor of different make also accepted. However, supplier should take responsibility of the functioning of the both compressor & ventilator |
| 3 | Suitable for use in ICU for Adult, Pediatric patients | Yes | | |
| 4 | Should undergo automatic calibration system on start-up. | Yes | | Self-declaration acceptable |

| SN | Parameter | Essential | Desirable | Acceptable deviations in Essential Features |
|------|---|--|---|--|
| 5 | It should have in-built programmable ultrasonic nebulizer/ external nebuliser | | Yes | |
| 6 | Screen Size | 6.5 inch or more in size. | 10 inch or more | |
| 7 | Modes available: | PC-CMV, PC-SIMV, PSV, VC-SIMV, VC-CMV, PRVC, ACV, CPAP, BPAP | APRV, Bi-phasic ventilation, Auto-weaning modes | Pressure support ventilation mode available can be used in place of CPAP & BPAP |
| 8 | Ventilator settings | | | |
| 8.1 | Peak Pressure | 60 cmH ₂ O | | |
| 8.2 | Peak Respiratory rate | 60 Breath per minute | | |
| 8.3 | Inspiratory time | At least 0.3 -2.5 seconds | 0.3-5 sec | |
| 8.4 | Tidal Volume | 50 ml to 2000 ml | | 200-600 mL as per ETF acceptable |
| 8.5 | Peak Flow rate | 240 Litres per minute | | 150 LPM (+/-10%) or above acceptable |
| 8.6 | PEEP | 0 cmH ₂ O to 30 cmH ₂ O (increments of 1 cmH ₂ O) | | |
| 8.7 | Pressure Support | 0-40 cm H ₂ O | | 5-40 cm H₂O acceptable |
| 8.8 | Inspiratory pause | Available | expiratory pause sustained exhalation | |
| 8.9 | I:E ratio | 1:4 to 4:1 | | Higher range; acceptable |
| 8.10 | Trigger Flow Sensitivity | 1 Litre per minute to 10 Litre per minute | 0.1 litre-20 litre/ min | Pressure trigger in place of flow trigger also acceptable |
| 8.11 | Programmable/ adjustable SIGH | | Yes | |
| 8.12 | Leak Volume Compensation | Yes | | |
| 8.13 | Volume Accuracy | 2-3 % of the full scale between (10 L/min - 80L/min) | | Self-declaration accepted |
| 9 | Monitored Parameters | | | |
| 9.1 | Respiratory Phase and Type | Yes | | |
| 9.2 | Exhaled Tidal and Minute volume | Yes | | |
| 9.3 | Respiratory Rate | Yes | | |
| 9.4 | Total leak percentage/ Leak volume | Yes | | Leakage in flow rate also acceptable |
| 9.5 | Spontaneous Minute Volume | Yes | | |
| 9.6 | I : E Ratio | Yes | | |

| SN | Parameter | Essential | Desirable | Acceptable deviations in Essential Features |
|------|---|---|-----------|--|
| 9.7 | Peak Inspiratory and End Expiratory Pressure | Yes | | |
| 9.8 | Mean and Plateau Pressure | Yes | | |
| 9.9 | Auto/ Intrinsic PEEP | Yes | | Display of PEEP value is acceptable |
| 9.1 | RSBI | | Yes | |
| 9.11 | Static Compliance and Resistance | | Yes | |
| 9.12 | Low Inflection point (LIP) and upper inflection point (UIP) | | Yes | |
| 9.13 | Maximum Inspiratory Pressure | | Yes | |
| 9.14 | Lung recruitment maneuver& Monitoring. | | Yes | |
| 10 | Should have graphics mode with display of followings scalars: | Yes | | |
| | · Flow vs Time | | | |
| | · Pressure vs time | | | |
| 11 | Should have display of loops : | - | Yes | |
| | · Flow/ Volume | | | |
| | · Pressure/ Volume | | | |
| 12 | Alarms | | | |
| | 12.1 | | | |
| 12.2 | Patient Disconnected | PIP < (Desired Pressure x 0.6) | | |
| 12.3 | High Inspiratory Pressure | PIP < (Desired Pressure x 0.6) | | |
| 12.4 | High PEEP | PEEP > Set PEEP + 2 or 6 Consecutive cycles | | |
| 12.5 | High Respiratory Rate | RR > 70 | | |
| 12.6 | Power Sensor Failure | Power sensor fails to respond | | These are Software & hardware architectural design in the machine pointing to errors. Self-declaration acceptable |
| 12.7 | Read/Write Error | Settings saved in memory could not be read | | |
| 12.8 | Ventilator Temperature Error | The core temperature of ventilator CPU greater than 85 °C | | |
| 12.9 | System Failure (Safe Mode) | Vital components inactive | | |
| 12.1 | Low Tidal Volume | VTi < Set VT * 0.75 for 6 consecutive cycles | | |
| 13 | Alarm History of ≥ 100 alarms. | Yes | | Minimum 16 alarms/event |

| SN | Parameter | Essential | Desirable | Acceptable deviations in Essential Features |
|----|--|--|---|--|
| | | | | <i>acceptable</i> |
| 14 | Should have battery backup of atleast 2 hrs for ventilator Battery :60 Watt hour Lithium ion Battery (4hours back up) | Yes | | Battery backup of at least one and half hours (+/- 10%) for the ventilator acceptable |
| 15 | Displayed Trends Values for 48 hours atleast for above parameters. | Yes | | Alarm history of minimum 16 alarm/events acceptable |
| 16 | Should be approved by reputed national/international certifying agency | Yes | | |
| 17 | Company should have local service centre and should provide service 24x7. | Yes | | |
| 18 | Certified for meeting IEC 60601-1-4 Medical electrical equipment - Part 1-4: General requirements for safety - Collateral Standard: Programmable electrical medical systems | Yes (within 30 days of placing order) | | Certified for IEC 60601-1 Medical electrical equipment - Part 1: General requirements for basic safety and essential performance or higher standards (as IEC 60601-1-4 had withdrawn in 2013) |
| 19 | The service provider should have the necessary equipments recommended by the manufacturer to carry out preventive maintenance test as per guidelines provided in the service/maintenance manual. | Yes | | |
| 20 | All equipment should be from the same manufacturer or OEM (original equipment manufacturer) | Yes | | |
| 21 | Must submit user list and performance report within last 5 years from major Central Govt./State Govt./reputed private hospitals | | Yes | |
| 22 | Packing List | 1 Ventilator | Patient tubing: Adult, Paeds: 2/ unit | |
| | | Arm Holder and Humidifier (if not part of equipment, compatible humidifier and arm holder should be available as | NIV mask: 2 for adult and pediatric/ unit | |

| SN | Parameter | Essential | Desirable | Acceptable deviations in Essential Features |
|----|-----------|-------------------------|---|---|
| | | additional accessories) | | |
| | | 1 User Manual | Test lung: 1 (1 for adult and pediatric each) | |
| | | 1 Warranty card | Flow sensor (reusable): 2 | |
| | | 220-volt power cable | | |
| | | 12 Volt power cable | | |
| | | Stand Attachment | | |

Note: Any manufacturer/supplier having ventilators with higher specification may also apply. If any manufacturer/supplier is having ventilators with specifications differing from essential specifications, may also submit their proposals along with detailed technical specifications/catalogues for examination by the technical committee of experts under Director General of Health Services.

ANNEXURE II.
PRICE SCHEDULE

RFP No.: HLL/SD/RBD/2020-21/TENDER/16 DT:14.05.2020 for supply of Ventilator

(1)

| Sr. No. | Item Description | UoM | HSN Code | Basic Price (Rs.) | GST % | Offered Qty | Landed Price Incl. GST (Rs.) per piece / pair |
|---------|------------------|-----|----------|-------------------|-------|-------------|---|
| 01 | Ventilator | Nos | | | | | |

(2) CMC price post warranty to be mentioned.

(3) PAYMENT TERMS

Date:

Signature of the Proposers with Seal:

Place:

ANNEXURE III

Basic details format for Tender no: HLL/SD/RBD/2020-21/TENDER/16 Dt: 14.05.2020

- 1) Name and address of the firm :
- 2) Proprietor/Director(s)details :
- 3) PAN :
- 4) GST Number :
- 5) Bank Details :
- 6) Technical compliance sheets : YES /
NO per Annexure 3attached.
- 7) Rate Sheet as perAnnexure1 : YES /
NO attached.

We hereby agree to submit copies of the documents as per tender may be submitted by e-mail subsequently or by courier.

Name and Details of party with contact number