Clarifications Received from Suppliers and Response of SIHPP

Procurement Title: Procurement of Medical, Biomedical, Surgical, and Other Related Equipment (Phase 1) for Various Health Facilities across Sindh, Pakistan

ICB No: RFB No: PK-SIHPP-544131-GO-RFB

Date of Advertisement: September 24, 2026

The deadline for Bid submission is: Date: 05 November 2026 Time: 14:00 PST

Project: Sindh Human Capital Investment:1000 Days Sindh Integrated Health and Population Program (SIHPP)

Client: Sindh Integrated Health and Population Project, Health Department Sindh

S. No	Supplier Submitted Clarifications	SIHPP response to clarifications
1	Technical Part Sub Heading I, Qualifications, b specific experience Lot 2 Medical Equipment Clause states that the bidder shall have successfully completed: at least One (1) contract within the last five (5) years prior to the bid submission deadline, with a minimum value of Pakistani Rupees Eight Hundred Million (PKR 800,000,000) or equivalent in a freely convertible currency or 2 (two) contracts each with a value of Pakistani Rupees Four Hundred Million (PKR 400,000,000). We kindly request the Procuring Agency that the clause way be revised to as below: .. At least One (l) contract within the last five (5) years prior to the bid submission deadline, with a minimum value of Pakistani Rupees Eight Hundred Million (PKR 800,000,000) or 2 (two) contracts with a combined/accumulative value of at least PKR 800,000,000.	With reference to your request in revision of the specific experience criteria, it is clarified that the said criteria cannot be changed or amended. The experience requirements have been developed in accordance with the procurement, project, and technical requirements and have been finalized by the committee and in consultation with the Donor. Therefore, the prescribed specific experience criteria shall remain unchanged, and all national and international bidders are required to comply with the requirements as stipulated in the bidding documents.

2	In Section II — Bid Data Sheet (BDS) ITB 14.8 (a)(iii), (b)(ii) and (c)(v) it is reported: Final Destination will be Selected Sindh Government, Health Facilities for Procurement of Medical, Biomedical, Surgical, and Other Related Equipment (Phase 1) for Various Health Facilities across Sindh, Pakistan located in various districts of Sindh, Pakistan, as detailed in Annex-A. The Supplier Shall be responsible for inland transportation, delivery to site, unloading, installation, testing, and commissioning of the Goods at these final destinations. But in ITB 14.8 fb) (i) it is reported: Place of Destination. The Place of Destination shall be Karachi Port / Karachi Airport, Pakistan. Under CIP (incoterms 2020), the Supplier shall arrange and pay for carriage and insurance up to this point. Pease clarify where the goods must be delivered to calculate correctly the cost of transport (till Karachi Port/airport or till each final destination reported in the Annex A)	Please note that the final destination of all the equipment shall be the selected Sindh Government Health Facilities located across various districts of Sindh, Pakistan, as detailed in Annex-A. As specified in the Bidding Documents, the Supplier shall be responsible for inland transportation, delivery to site, unloading, installation, testing, and commissioning of the Goods at these final destinations. Accordingly, in response to your clarification query, you are requested to calculate and include the relevant costs accordingly, considering that all equipment will be delivered to the Health Facilities located in various districts of Sindh, Pakistan, as specified in Annex-A.
3	Query from International supplier: I would like to ask for further clarification as I am having difficulty interpreting Annex A regarding the distribution. On page 2029, there is a 'List of Health Facilities where the goods will be delivered across Sindh, Pakistan (The goods and their respective health facility locations will be shared well in advance of the delivery date)' containing three tables. I assume there are 75 final destinations for Lot 01, 42 final destinations for Lot 02 and 9 final destinations for Lot 03. Please could you confirm or clarify this? On page 212 there is another table entitled 'Facilities under PPHI where equipment will be delivered', which we are unable to understand.	With reference to your query regarding the distribution of goods, it is clarified that the required quantities of goods shall be delivered to the respective locations identified in the bidding documents (Pages 209–214). The delivery locations are spread across Sindh Province, Pakistan, which covers an approximate area of 140,914 square kilometers and extends approximately 579 km from north to south and 442 km from east to west. Accordingly, bidders are advised to assess the geographical spread of the delivery locations and factor all associated transportation, logistics, unloading, and other delivery-related costs into their bids. Secondly, your interpretation regarding the number of final destinations for Lot 01 (75 locations), Lot 02 (42 locations), and Lot 03 (9 locations) is not correct. The quantities of items under each lot may be distributed among the designated locations according to the actual requirements of the respective health facilities. The final

	Furthermore, there is no indication anywhere as to how the products in each batch will be divided (in terms of quantity) amongst the individual final destinations. Please could you clarify this?	distribution of quantities and delivery locations shall be confirmed during the pre-bid/contract award coordination meeting, as applicable. Accordingly, a delivery period of four (04) months has been stipulated to facilitate the delivery of goods to the respective locations across the province. Thirdly, regarding the table on Page 212 titled *"Facilities under PPHI where equipment will be delivered,"* it is clarified that the table identifies the relevant health facilities under the PPHI network and should be read in conjunction with the delivery locations specified on Pages 209–211. It is for our understanding that we have put these HFs name such as GDs, RHCs, BHUs, THQs, and facilities under PPHI. We trust that the above clarifications adequately address your queries. All bidders are advised to prepare their bids in accordance with the requirements and conditions stipulated in the bidding documents, as clarified above.
4	The bidding documents do not specify any particular requirement regarding the country of origin of the equipment. Kindly confirm whether equipment manufactured in USA, Europe, or Japan only will be acceptable, or whether products from other countries of origin like China and local are also eligible for participation, subject to compliance with the required technical specifications and quality standards.	Bidding Documents do not prescribe any specific country or region of origin for the equipment. Accordingly, equipment manufactured in any eligible country, may be offered, subject to compliance with all applicable requirements of the Bidding Documents, including the specified technical specifications, quality standards, certifications requirements and other conditions of the RFB. Bidders are therefore requested to prepare and submit their bids in accordance with the requirements stipulated in the Bidding Documents.

5	**Payment Mechanism for Foreign-Currency Components** Under SCC Clause 16.1, payments for goods supplied from abroad are structured as 10% advance, 60% upon supply and acceptance of goods at site, and the remaining 30% following installation, commissioning and training, subject to the stipulated contractual conditions. Considering the foreign-currency commitments associated with imported equipment, kindly clarify whether an irrevocable Letter of Credit or any other secured foreign-currency payment mechanism is envisaged under this procurement, or whether payments will be made exclusively in accordance with the mechanism specified in SCC Clause 16.1.	All Payments will be made exclusively in accordance with the mechanism specified in SCC Clause 16.1.
6	**Allocation of Customs Duties, Taxes and Import-Related Charges** Kindly clarify the contractual allocation of responsibility for customs duties, import taxes, sales tax and other applicable import-related charges on equipment supplied from abroad, including whether these costs are to be borne by the Purchaser or the Supplier and how they are to be treated in the bid price. We would appreciate confirmation of the applicable provisions in the bidding document.	All the tax related cost such as customs duties, import taxes, sales tax, e. stamping and other applicable import-related charge etc., will be borne by the supplier and it should be priced at relevant column as mentioned at Price Schedule (Section VI bidding documents pages 83-86).
7	**Payment Against Partial Deliveries** Where a contract involves multiple equipment items or deliveries to different health facilities, kindly clarify whether partial deliveries within the approved delivery schedule may be accepted and whether the 60% payment applicable upon delivery and acceptance may be processed proportionately against each accepted consignment, subject to the relevant contractual and inspection requirements.	All the payments will be made as per the bid document contract clauses GCC/SCC 16.1. As per bid document there is no any provision of partial payments.
8	**Payment to the Awarded Supplier** Kindly confirm whether payments against the foreign-currency component will be made to the awarded Supplier in the currency or currencies specified in its accepted bid, in accordance with the Contract. If direct payment to an overseas manufacturer or authorised subcontractor, or any alternative payment arrangement, is permissible, please indicate the applicable contractual basis and procedure.	All the Payments will be made only to the awarded Supplier in the currency or currencies specified in its accepted bid price. No any payment will be made to an overseas manufacturer or authorized subcontractor, or any alternative payment arrangement, is permissible.

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9	**Clarification of Technical and Financial Evaluation Weights** BDS ITB Clause 32.4 describes the technical evaluation as carrying 30% of the combined evaluation score, with the remaining 70% allocated to financial evaluation. However, BDS ITB Clause 40.1 specifies a cost weight of 30%. Kindly confirm the applicable technical and financial weighting and the final combined evaluation formula that will govern the evaluation and award process.	It is clarified that the technical evaluation will carry a weight of 30% and the financial evaluation will carry a weight of 70% of the total combined evaluation score. The detailed weighting criteria and the formula for calculating the final combined evaluation score are provided on pages 57–59 of the bidding documents.
10	Kindly confirm whether a pre-bid meeting has been scheduled for this procurement. If so, please advise the date, time, venue or online participation details, as applicable. If the schedule has not yet been announced, we would appreciate confirmation of whether a meeting is planned, to facilitate clarification of technical and contractual matters for all prospective bidders	A pre-bid meeting is not scheduled for this procurement. However, all prospective bidders may submit their requests for clarification within the deadline specified in the bidding documents. Furthermore, all clarifications/queries received from prospective bidders, along with the corresponding responses, will be shared with all suppliers who have downloaded the bidding documents to ensure transparency and equal access to information.
11	we noted that the mammography system has been placed under Lot 3 alongside critical medical equipment, despite being a specialized radiology imaging system. We believe that grouping equipment according to its clinical application and technical category would provide a more organized and consistent structure for the procurement process. In view of the above, we kindly request that all radiology and medical imaging equipment be consolidated under a dedicated lot rather than being distributed across different lots without a clear classification based on equipment type. This approach would facilitate a more systematic evaluation of technical bids, encourage participation from specialized suppliers, and help ensure a fair and transparent procurement process. We would appreciate your kind consideration of this request and would be grateful if the relevant classification could be reviewed accordingly	It is clarified that the lots have been formulated in accordance with the overall procurement requirements, technical considerations, and the approved procurement strategy. The placement of the mammography system under Lot 3 forms part of the overall lot structure of the procurement. The existing lot-wise arrangement shall remain unchanged, as the procurement has been structured to meet the Project's requirements. Accordingly, no revision to the lot structure is envisaged in response to this query. All bidders are requested to submit their bids in accordance with the requirements and conditions specified in the bidding documents.

12	The current tender groups different types of medical equipment into combined lots without clear department-wise classification. For example, equipment intended for NICU and Radiology serves entirely different clinical requirements and requires specialized technical expertise and after-sales support. We are pioneer in NICU equipment's and deals with the best quality equipment's and due to this we suggest to make the lots department wise. We request that lots be structured department-wise and/or equipment-category-wise, wherever appropriate, to encourage participation from specialized suppliers, ensure reliable after-sales service, and avoid any unintended restriction of competition or preferential advantage to a limited number of firms. So it seems to be locking specs for a certain firm which has both types of equipment.	The lots have been formulated by the Project Management Unit (PMU) based on the project's requirements, the nature and scope of the procurement, and the applicable procurement procedures. The existing lot structure shall remain unchanged. The procurement has been designed to ensure fair competition and participation by eligible suppliers, in accordance with the applicable World Bank Procurement Regulations. All bidders are required to submit their bids in accordance with the specifications and requirements stipulated in the bidding documents.
13	The requirement of one order worth PKR 90 million or two orders worth PKR 45 million each may be suitable for certain large capital equipment projects but could unnecessarily restrict competition for specialized ICU/NICU equipment. We request that multiple successfully completed relevant purchase orders, based on their cumulative value and supported by satisfactory performance records, be accepted. The criteria should also be proportionate to the nature and value of equipment in each lot. In view of the above, we humbly request the committee to review these conditions to promote fair competition, wider participation of qualified suppliers, and the selection of high-quality equipment with reliable after-sales support, ultimately serving the best interests of the institution and its patients.	The past performance criteria specified in the bidding documents have been established to assess bidders' relevant experience, technical capacity, and ability to successfully perform contracts of a comparable nature and value. Accordingly, the requirements shall remain as specified in the bidding documents, and bidders must demonstrate compliance with the prescribed criteria. The evaluation shall be conducted strictly in accordance with the requirements and evaluation criteria set forth in the bidding documents.
14	**ITB Clause 49.1 provides that, where Performance Security is furnished in the form of a bond, it may be issued by a bonding or insurance company acceptable to the Purchaser.** In this regard, kindly clarify whether a performance bond issued by a duly licensed insurance company in Pakistan, for the prescribed amount and in full compliance with the	Regarding Performance Security under ITB Clause 49.1 and GCC Clause 18, it is clarified that, as stipulated under PCC/GCC Clause 18.3 of the bidding document (page 189), the Performance Security shall be submitted in the form of a **Bank Guarantee issued by a bank acceptable to the Purchaser**.

	bidding document's terms and conditions, would be acceptable in lieu of a bank guarantee, subject to the Purchaser's approval. If permissible, we would appreciate confirmation of any specific eligibility, credit-rating, regulatory or other requirements applicable to the issuing insurance company or the form of the bond.	Accordingly, a performance bond issued by an insurance company shall not be accepted as a substitute for the prescribed Bank Guarantee. The bidder is therefore required to furnish the Performance Security strictly in accordance with the provisions, requirements, and conditions specified in the bidding document.
15	The subject tender comprises a **large number of items distributed across three different lots**, with each lot covering equipment belonging to different specialties and having diverse technical requirements. Considering the broad scope and technical diversity of the tender, it is important that the specifications and terms & conditions are sufficiently clear, comprehensive, and reasonably generalized so that all capable and technically qualified suppliers/manufacturers in the market are able to understand the actual requirement and participate effectively in the bidding process.	The lots have been formulated based on the project's requirements, the nature and scope of the procurement, and the applicable procurement procedures. Accordingly, the existing lot structure shall remain unchanged. The procurement has been designed to ensure fair competition and participation by eligible suppliers in accordance with the applicable World Bank Procurement Regulations. Furthermore, the specifications, terms, and conditions are sufficiently clear, comprehensive, and reasonably generalized to enable all capable and technically qualified suppliers/manufacturers to understand the requirements and participate effectively in the bidding process.
16	Procurement of such a substantial quantity and variety of medical and biomedical equipment would require bidders to make significant financial commitments, particularly where equipment is required to be imported from overseas manufacturers after award of the contract. Accordingly, the **payment terms and conditions should also be structured in a manner that provides reasonable financial support to the successful bidder** and enables them to arrange the required equipment without excessive financial burden. Appropriate and commercially feasible payment terms would ultimately encourage greater participation from capable firms and contribute towards successful and timely execution of the procurement.	It is clarified that payments shall be made in accordance with the payment terms and conditions stipulated in the bidding document and the resulting contract. All bidders are advised to carefully review these provisions and make the necessary financial arrangements for the supply of equipment. Furthermore, as you have noted, the bidding document does not require the submission of Bid Security and only required bid securing declaration, while an advance payment of 10% of the Contract Price is available against submission of an acceptable Bank Guarantee, in accordance with the terms and conditions specified in the bidding document.
	There are various aspects of the tender document, including **technical specifications, commercial terms, contractual conditions, and other bidding requirements**, which require clarification and comprehensive discussion before finalization of the bidding process.	The Procuring Agency welcomes written requests for clarification regarding the technical specifications, commercial terms, contractual conditions, and other requirements of the bidding document. All such requests shall be examined in accordance with the applicable procurement procedures.

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17	In this regard, we respectfully request that a **formal pre-bid meeting be arranged at the earliest possible date**, wherein all prospective bidders/stakeholders may present their observations, seek clarifications, and discuss any ambiguities or technical/commercial concerns regarding the tender document. Such an interactive session would provide an opportunity for the procuring agency to incorporate necessary clarifications and amendments, wherever considered appropriate, thereby making the tender document more practical, transparent, and conducive to healthy competition.	It is clarified that no formal pre-bid meeting has been scheduled for this procurement. However, prospective bidders may submit their queries and requests for clarification in writing within the deadline specified in the bidding document.
18	Further, keeping in view the **extensive scope of the tender, the large number of items, diverse technical specifications, significant quantities, and the need for coordination with various international manufacturers/OEMs**, considerable time would be required by the prospective bidders to evaluate the requirements, obtain quotations and technical literature from manufacturers, finalize their offers, arrange the requisite bid securities and other documents, and prepare a comprehensive and compliant bid.	Prospective bidders are advised to make the necessary preparations and arrangements within the prescribed bidding schedule, which provides sufficient time for the preparation and submission of bids. All bidders are requested to ensure that their bids are complete and fully compliant with the requirements, terms, and conditions specified in the bidding document.
19	Therefore, we respectfully request that the **deadline for submission of bids may kindly be extended by at least one month** from the presently prescribed closing date. This additional time would enable all interested and capable bidders to properly evaluate the requirements and submit their most competitive and technically compliant offers.	All bidders are required to submit their bids within the deadline specified in the bidding document. It is noted that the Request for Bids (RFB) was advertised on September 24, 2026, and the deadline for bid submission is November 05, 2026, providing bidders with sufficient time to prepare and submit their bids. Accordingly, the request for an extension of the bid submission deadline cannot be accommodated.
20	We believe that conducting a pre-bid meeting and allowing reasonable additional time for bid preparation would not only facilitate prospective bidders but would also enable the procuring agency to receive **wider participation, more competitive rates, technically suitable offers, and ultimately achieve better value for public funds**.	It is clarified that no pre-bid meeting has been scheduled for this procurement. However, prospective bidders may submit their queries or requests for clarification within the period specified in the bidding document.

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21	1. Clarification on ITB 21.2 — Electronic Copy of the Bid Please *confirm that an* encrypted PDF copy of the entire Technical Bid, together with Word/Excel copies of the financial parts of the Bid, may be submitted via a secure Dropbox link instead of a USB device, while maintaining the required hard-copy submission. This alternative would help avoid potential additional customs clearance procedures associated with the inclusion of a USB device in the shipment, which could otherwise cause further delays in international courier delivery.	It is clarified that the soft copy of the respective proposal shall be enclosed within the respective sealed envelope and submitted through a safe, secure and protected channel.
22	**2. Request for Extension of** Bid Submission **Deadline** We request a two-week extension of the bid submission deadline, considering the time required to finalize the technical and financial proposals and the significant logistical constraints associated with international courier shipments, including unpredictable transit times and potential customs clearance delays. We believe this extension would help ensure the submission of complete, competitive, and fully compliant bids	All bidders are required to submit their bids within the deadline specified in the bidding document. It is noted that the Request for Bids (RFB) was published with a bid preparation period of 42 days, which is considered sufficient for prospective bidders to prepare and submit their bids. Accordingly, the request for an extension of the bid submission deadline cannot be accommodated, and the existing deadline shall remain unchanged.