

PNABZ-938

92878

**VACCINE PROCUREMENT
AND FINANCE
IN MOLDOVA**

July 15-August 2, 1996

Dian Woodle

BASICS Technical Directive: 000 MD 01 036
USAID Contract No. HRN-6006-C-00-3031-00

TABLE OF CONTENTS

| | |
|--|----|
| ACRONYMS | v |
| EXECUTIVE SUMMARY | 1 |
| OBJECTIVES | 2 |
| BACKGROUND | 3 |
| TRIP ACTIVITIES | 4 |
| FINDINGS, RESULTS, AND CONCLUSIONS | 6 |
| CURRENT VACCINE FINANCE AND PROCUREMENT SITUATION | 6 |
| PERSONNEL | 8 |
| DOCUMENTS AND MATERIALS | 8 |
| RECOMMENDATIONS | 9 |
| FOLLOW-UP ACTIONS REQUIRED | 10 |
| APPENDICES | |
| Appendix A Scope of Work | |
| Appendix B Contacts List | |
| Appendix C <i>NCSAHE Procurement Reference 1996</i> , Table of Contents and Sections H through R | |
| Appendix D Government of Japan Confirmation Letter (July 19, 1996) | |

ACRONYMS

| | |
|--------|---|
| AQL | Acceptance Quality Level |
| BASICS | Basic Support for Institutionalizing Child Survival |
| BCG | Bacillus Calmette Guerin (vaccine for tuberculosis) |
| EPI | Expanded Programme on Immunization |
| MOH | Ministry of Health |
| NCSAHE | National Centre for Scientific and Applied Hygiene and Epidemiology |
| OPV | Oral Polio Vaccine |
| PATH | Program for Appropriate Technology in Health |
| REACH | Resources for Child Health (project) |
| RFQ | Request for Quotation |
| SES | Sanitary and Epidemiological Station |
| Td | Tetanus/Diphtheria Vaccine |
| UNICEF | United Nations Children's Fund |
| USAID | United States Agency for International Development |
| WHO | World Health Organization |

EXECUTIVE SUMMARY

The Government of Moldova Ministry of Health National Centre for Scientific and Applied Hygiene and Epidemiology (NCSAHE), formerly known as the Republican Sanitary Epidemiological Station (SES), is currently enjoying a period of financial assistance with its immunization program; however, it strongly endorses the general trend toward self-reliance. In order to help meet the challenges associated with self-reliance, several epidemiologists assigned to the Centre have begun to develop skills in vaccine procurement and to organize systems and procedures that will support future procurement activities.

BASICS consultant Dian Woodle provided technical assistance for vaccine procurement to several trainees at NCSAHE during the period July 15 through August 2, 1996. This was the second in a series of visits aimed at establishing a level of procurement capability within NCSAHE sufficient to carry out independent procurement of vaccine and related supplies on a competitive basis directly from international manufacturers.

During the first visit, which took place from April 1 through April 12, 1996, the consultant and NCSAHE designed and carried out surveys to identify appropriate sources for specific vaccines and syringes, developed specifications, and prepared requests for quotation (RFQ).

Between April and July 1996, NCSAHE solicited and received quotes for hepatitis B vaccine, mumps vaccine and various sizes of disposable syringes. During the July technical assistance visit, NCSAHE and the consultant developed an "adjudication" system for NCSAHE vaccine and syringe procurement and used it to evaluate, compare, and rank the offers they had received for hepatitis B vaccine. A winning offer was tentatively identified, subject to clarification of several points, and a letter of award notification, as well as letters of regret to unsuccessful bidders, were drafted.

Next, the consultant and NCSAHE revised, expanded, and customized contract wording in anticipation of final negotiations with the winning bidder. In addition, they reviewed various aspects of applying for and using commercial letters of credit as a payment modality. They also began to work on possible pre-shipment compliance programs, since the letter of credit application would need to include a requirement for proof of satisfactory inspection and testing.

Before the end of the visit, research was conducted on acceptable trans-shipment points for the vaccine and on customs requirements that would apply to vaccine and syringe purchases.

A third visit by Ms. Woodle is tentatively scheduled for October 1996 to begin the conclusion phase of the vaccine procurement training. Emphasis is expected to be on finalizing contracts for hepatitis B and mumps vaccine, making arrangements for letters of credit, and contracting for pre-shipment inspection and possibly pre-shipment compliance testing.

One remaining problem is that access to the funds needed to cover a letter of credit to pay for the hepatitis B vaccine is still uncertain. During the consultant's visit in July, the Government of Japan confirmed its commitment to provide \$500,000 for the immunization program in Moldova and requested a response confirming the essence of the Government of Moldova's request, along with certain details of proposed cold chain equipment. Since the Government of Japan did not mention how their financial assistance would be administered, the consultant suggested wording to NCSAHE that could be used in their response letter to describe a secure funds transfer for the hepatitis B vaccine purchase, using the letter of credit mechanism.

The current participatory exercise in Moldova has already yielded strong positive results in terms of developing self-reliance. Rather than being limited to Russian and other traditional/regional producers, staff at NCSAHE have attracted the interest of vaccine manufacturers worldwide, and a healthy competition for their business has emerged. In addition, NCSAHE staff have acquired a good understanding of their rights and responsibilities as a customer and are well on their way to becoming astute negotiators.

Main Recommendations

- 1) MOH/NCSAHE should plan now for funding hepatitis B vaccine purchases next year.
- 2) MOH/NCSAHE should enlist at least one more full-time officer with appropriate skills to assist with procurement and logistics functions.

Next Steps

- 1) MOH needs to obtain specific agreement from the Government of Japan to pay for the hepatitis B vaccine by collateralizing a letter of credit.
- 2) Once access to the Japanese funds is confirmed, the consultant will return to Chisinau to help NCSAHE open a letter of credit, arrange for pre-shipment inspections and possibly compliance testing, and finalize contracts.

OBJECTIVES

The main objective of Ms. Woodle's July 1996 visit to Chisinau was to continue a program of technical assistance designed to enable independent vaccine procurement by the Ministry of Health National Centre for Scientific and Applied Hygiene and Epidemiology. Specific requirements for this visit were to:

- 1) Help NCSAHE select the most advantageous offer(s) received in response to RFQs issued as a result of the last technical assistance visit;

- 2) Help NCSAHE conclude contract(s) with vaccine manufacturer(s);
- 3) Help NCSAHE open letter(s) of credit to pay for the vaccine;
- 4) Help NCSAHE contract for pre-shipment inspection and possibly testing services (quality check); and,
- 5) Complete NCSAHE's *Procurement Reference* handbook.

A complete scope of work appears in Appendix A.

Due to delays in funding arrangements with the Government of Japan, it was not possible to conclude contracts or open letters of credit during the July technical assistance visit. These activities will be re-scheduled.

BACKGROUND

Before the disintegration of the Soviet Union, the national immunization program in Moldova relied almost entirely on Moscow for vaccine. Orders were placed through the government's procurement agent, Moldovafarm, and vaccine arrived quarterly at the Central Sanitary and Epidemiological Station for distribution. Shortly after independence, Moldovafarm was converted to a semi-autonomous wholesaler of drugs and pharmaceuticals, and it began charging a fee or mark-up of as much as 50 percent of the cost of the goods. This premium, along with other problems, made it impossible for SES to continue its relationship with Moldovafarm, and in 1994 it began purchasing some vaccines and related commodities directly from traditional suppliers in Russia and nearby republics. SES personnel had little or no information about alternative vaccine supply sources, international prices, internationally accepted quality assurance practices, or normal contract terms outside of the former Soviet Union.

Government budgets in Moldova were essentially drained by 1994, and an acute, short-term need for vaccine donations became apparent. SES began receiving much of its primary and special disease control vaccines through humanitarian assistance, most of which was administered via UNICEF mechanisms.

The USAID-funded BASICS project, and its predecessor, REACH (Resources for Child Health), began providing assistance to Moldova's national immunization program in November 1993. In March 1994, the consultant conducted a preliminary assessment of the vaccine supply situation and concluded that there was good potential for vaccine independence within two to three years. Her recommendations at that time were to (1) keep procurement and distribution of vaccines separate from the pharmaceutical pipeline, i.e., Moldovafarm; (2) develop international procurement capability within the SES unit to deal with vaccines and reagents, and (3) begin training SES personnel with a practice procurement based on "international shopping." She also

noted that language skills and a small amount of equipment, such as computers, a fax machine, and a copy machine would be needed to support procurement activities.

Ms. Woodle's April 1996 assignment in Chisinau was based on the second and third recommendations above and closely followed the visit of another USAID-sponsored BASICS consultant, Alan Bass (March 1996). During his visit Mr. Bass assisted NCSAHE in developing a comprehensive forecast of 1996 vaccine and syringe needs for diphtheria control, routine EPI, and booster vaccination. Mr. Bass also helped NCSAHE draft a resource allocation schedule based on anticipated financial commitments of UNICEF, the Government of Japan, and the Government of Moldova.

During Ms. Woodle's April 1996 visit, an intensive participatory exercise in independent vaccine procurement was initiated. Surveys were designed and carried out to identify appropriate sources for specific vaccines and syringes, specifications were developed, and RFQs were prepared.

During the period between technical assistance visits, NCSAHE solicited quotations using materials developed during the April 1996 technical assistance visit and received offers for hepatitis B vaccine, mumps vaccine and various syringes. Ms. Woodle's July 1996 assignment in Chisinau was a continuation of the participatory exercise, building on previous activities and training.

TRIP ACTIVITIES

At the request of USAID and the Ministry of Health of Moldova, BASICS consultant Dian Woodle visited Chisinau, Moldova, from July 15 through August 2, 1996, to continue technical assistance in vaccine procurement for several trainees at the National Centre for Scientific and Applied Hygiene and Epidemiology. In addition to in-house training sessions, Ms. Woodle met with the Deputy Minister of Health, Dr. Mircea Magdei; UNICEF personnel; USAID personnel; and, a representative of the Government who is responsible for customs clearance issues. The BASICS Moldova Country Coordinator attended all meetings and training sessions and acted as interpreter on an as-needed basis. A complete list of contacts appears in Appendix B.

The main activity of Ms. Woodle's July visit was a continuation of hands-on assistance and training for an international procurement of hepatitis B vaccine. This was the second in a series of visits aimed at establishing a level of capability within NCSAHE sufficient to carry out independent procurement of vaccine and related supplies on a competitive basis directly from international manufacturers. A third visit, tentatively scheduled for October 1996, is expected to conclude the exercise.

During the July visit the consultant helped NCSAHE trainees develop an "adjudication" system for evaluating, comparing, and ranking the offers they had received as a result of the RFQs issued after the April 1996 technical assistance visit. Development of the adjudication system required NCSAHE trainees to identify and carefully assess the most important elements of the offers they

had solicited and assign relative values to these elements. For example, out of 100 points, 35 points were assigned to price, 35 points to technical merit, 15 points to contractual compliance, and 15 points to commercial attributes. Except for price, each component was further divided into subcomponents; for example, five of the 35 points for technical merit were assigned to the subcomponent "acceptable packaging." NCSAHE's adjudication worksheet models and the accompanying instructions can be found in Appendix C, *NCSAHE Procurement Reference 1996*, Section J.

Once critical elements and merit rating details were thoroughly considered and agreed upon, the consultant helped the trainees evaluate the offers they had received for hepatitis B vaccine using the new system. As a result of this methodical process, NCSAHE personnel realized there were deficiencies and ambiguities in the information each hepatitis B vaccine manufacturer had provided with its offers. Faxes requesting clarification were sent out. Copies of these inquiries appear in Appendix C, *NCSAHE Procurement Reference 1996*, Section L.

NCSAHE trainees also realized that the total cost of one vaccination would need to be calculated for several variables and each quoted price in order to select the most advantageous offer. Vial size, syringe quality, wastage factors, freight costs, and storage requirements would all need to be considered. In order to facilitate this comparison, NCSAHE and the consultant experimented with various wastage factors, syringe efficiency levels, and vial sizes, using the adjudication models to develop an analysis of dose price versus cost per vaccination for selected vial sizes and wastage multiplier variables. (See Appendix C, *NCSAHE Procurement Reference 1996*, Section J.) Based on the data produced by this exercise, as well as rough estimates of storage space requirements, NCSAHE selected five-dose vials with high quality syringes as their most cost-effective option.

NCSAHE then re-evaluated the offers they had received, awarded merit points and calculated totals for a preliminary relative ranking. A winning offer was tentatively identified, subject to revision based on the clarifications mentioned above.

Although delayed access to funds to pay for the hepatitis B vaccine made it impossible to finalize a contract and open a letter of credit, the consultant and NCSAHE made preparations for these steps. Contract wording was revised, expanded, and customized in anticipation of entering into final negotiations with the selected hepatitis B vaccine manufacturer/supplier. Letter of credit (L/C) terminology and the banking process were clarified, and wording for the L/C application to Banca Sociala in Chisinau was discussed. (See Appendix C, *NCSAHE Procurement Reference 1996*, Section O.)

In preparation for the final stage of the vaccine procurement exercise, the consultant and NCSAHE reviewed pre-shipment compliance programs (quality assurance step in the procurement process), including inspection and laboratory services, protocol for visual inspections, and pass/fail determination tools such as "AQLs" (acceptable quality level). (See Appendix C, *NCSAHE Procurement Reference 1996*, Section P.)

During the last week of the July technical assistance visit, one of the NCSAHE trainees accompanied Dr. Magdei and a small delegation of peers on a trip to Yugoslavia to observe vaccine production and discuss the possibility of future contracts with the vaccine producer, Torlak.

Prior to beginning the competitive procurement training exercise in April 1996, an agreement had been made with Torlak to purchase 128,000 booster doses of OPV vaccine, 464,000 booster doses of BCG vaccine, and some amount of adult Td vaccine (later estimated at 784,000 doses). A pending shipment of vaccine from Torlak to NCSAHE provided an excellent opportunity for the NCSAHE trainee to experiment with a pre-shipment inspection based on the protocol suggested in the participatory exercise.

During the July visit, the consultant and trainees also shared concerns, experiences, and accumulated knowledge about various trans-shipment points. The consultant separately investigated and provided information on trans-shipment capabilities and conditions at Frankfurt, Rhine-Main Airport, including cold stores available at or near the airport, contact information, and weight/volume limitations (3 cu. meters/500 kilograms) for onward carriage by Air Moldova. (See a full report in Appendix C, *NCSAHE Procurement Reference 1996*, Section Q.)

Near the end of the July visit, the consultant met with the Customs Directorate of the Department of Statistics and confirmed that there will be no duty to pay on vaccines or syringes imported into Moldova by NCSAHE. The representative of the Customs Directorate was very helpful, provided a description of how non-humanitarian assistance imports should be handled by NCSAHE, suggested using a "declarant" (customs clearance agent), and provided a list of licensed declarants in Moldova. A full report of the interview appears in Appendix C, *NCSAHE Procurement Reference 1996*, Section Q.

As a final step, all of the important reference materials and documents generated during the July technical assistance visit were added to the procurement reference handbook that will guide future procurement activities by NCSAHE. (See Appendix C, *NCSAHE Procurement Reference 1996*.)

A summary listing of activities and accomplishments is provided in the consultant's briefing notes to Dr. Magdei. (See Appendix C, *NCSAHE Procurement Reference 1996*, Section R.)

FINDINGS, RESULTS, AND CONCLUSIONS

Current Vaccine Finance and Procurement Situation

NCSAHE is currently receiving financial assistance with some of its immunization program requirements and expects this to continue for the next three or four years, principally through UNICEF mechanisms. It is too early to anticipate amounts or the nature of any other funding

assistance that might be offered, but NCSAHE actively embraces a general trend toward self-reliance.

The current participatory procurement exercise in Moldova has already yielded strong positive results in terms of developing self-reliance. Rather than being limited to Russian and regional producers, NCSAHE has attracted the interest of vaccine manufacturers worldwide, and a healthy competition for their business has emerged. In addition, NCSAHE staff have achieved a good understanding of their rights and responsibilities as a purchaser in the international marketplace and are becoming effective negotiators.

Three prospective suppliers of hepatitis B vaccine have recently made visits to Chisinau in an effort to secure NCSAHE business. During a visit witnessed by the consultant, NCSAHE trainees demonstrated skill in recognizing and dealing with professional sales tactics, strengthened their own position with regard to pricing incentives, and carefully avoided revealing inappropriate information. They also applied a creative version of the "good guy/bad guy" tactic. After a detailed discussion with NCSAHE trainees as the "good guys," the sales representative was taken to Dr. Magdei, who made it very clear that he would expect low prices and would not tolerate "additional charges," such as the administrative fees required by UNICEF.

NCSAHE is now ready to conclude a contract for hepatitis B vaccine; however, one problem remains in that access to the funds needed to collateralize a letter of credit is still uncertain.

During the consultant's July visit, the Government of Japan confirmed its commitment to provide \$500,000 for the immunization program in Moldova and requested a response from the Government of Moldova confirming the essence of its request along with certain details of proposed cold chain equipment. A translation of this letter appears in Appendix D. The Government of Japan did not mention how their financial assistance would be administered, although earlier letters from the Government of Moldova mentioned the participatory procurement training and asked that the Government of Japan support it by making \$142,000 available to pay for hepatitis B vaccine purchased by NCSAHE. In order to facilitate a clear understanding, the consultant suggested wording to NCSAHE that could be used in the response letter to describe a secure funds transfer for the hepatitis B vaccine purchase, using a letter of credit mechanism. (See Appendix C, *NCSAHE Procurement Reference 1996*, Section R.)

NCSAHE is also ready to purchase mumps vaccine and syringes, but must wait for an expected allocation of 500,000 lei (US\$110,132) from Government of Moldova budgets to be released. During the visit, there were indications that additional syringes might be provided by UNICEF with "leftover" USAID money, instead of alternate items proposed by NCSAHE. Thus, syringe procurement will not go forward until donor intent is clarified.

Personnel

During the July visit, NCSAHE personnel were stretched very thin by competing priorities, including urgent letters to UNICEF regarding preferences for the disposition of remaining USAID funds, a response letter to the Japanese Government, a delegation to Yugoslavia, and visits from other consultants. Training sessions often had to be delayed and sometimes carried out with one or another of the important players absent. Nevertheless, the visit was productive, and the planned tasks were completed to the extent possible, given the lack of access to funds for collateralizing a letter of credit.

As a result of the distractions and fragmentation mentioned above, the trainees acquired separate "specialties." For example, one trainee had the opportunity to become familiar with pre-shipment compliance programs (see previous section on trip activities), and another, letter of credit transactions. This specialization is an effective short-term strategy when personnel resources are scarce but it is not sustainable in the long-term. Several people in the work unit should be knowledgeable about each step of the procurement process so that absences, re-assignments or resignations do not cripple the operation. NCSAHE's new *Procurement Reference* manual will provide guidance, but it is not a substitute for detailed knowledge.

Documents and Materials

The documents that were developed and most of the materials provided or collected during the July 1996 visit were added to the *NCSAHE Procurement Reference 1996*. These are listed in Part Two of the revised table of contents:

- H. RFQ 101-07A "as sent" (SES document)
- I. Record of Offer Examination
- J. Adjudication Worksheets
 - Financial Models
 - Vaccine Model with instructions
 - Syringe Model
 - Financial Calculations
 - Contractual Model
 - Technical Model
 - Commercial Model
- K. Merit Point Calculation
- L. Letters Requesting Clarification of Offers (as sent)

- M. Draft Provisional Award Letter
Draft Notification Letter to Unsuccessful Bidders

- N. July 1996 Draft Contract
 - Annex I Contracted Goods
 - Annex II Terms & Conditions
 - Annex III Procurement Requirements
 - A Hepatitis B Vaccine
 - B Syringes

- O. Letter of Credit Application and Notes

- P. Pre-Shipment Compliance Program (Quality Assurance)

- Q. Shipping Notes
 - WHO Guidelines on Packaging and Shipping
 - Customs Clearance Notes
 - List of Licensed Declarants

- R. Exit Letter, TA Visit July 15-August 2, 1996
 - Accomplishments and Next Steps (Briefing Notes)
 - Japanese Funding Mechanism
 - Process Timeline

The updated table of contents for the complete manual, along with the material added in July 1996, appears in Appendix C.

The consultant also provided a revised advance copy of the PATH/BASICS three-volume procurement reference manual *Procurement of Vaccines for Public Sector Programs* and a computer disk containing all documents and worksheets generated during the July 1996 visit.

RECOMMENDATIONS

- 1) MOH/NCSAHE should plan now for funding hepatitis B vaccine purchases next year.
- 2) MOH/NCSAHE should enlist at least one more full-time officer with appropriate skills to assist with procurement and logistics functions.

FOLLOW-UP ACTIONS REQUIRED

- 1) MOH needs to obtain specific agreement from the Government of Japan to pay for hepatitis B vaccine by collateralizing a letter of credit in favor of the manufacturer selected through NCSAHE's competitive process.
- 2) NCSAHE and MOH need to obtain any outstanding clarifications to the offers they have received and make final choice(s) with regard to vial size(s) and manufacturer(s).
- 3) When access to Japanese funds is confirmed, the consultant needs to return to Chisinau to help NCSAHE open a letter of credit, arrange for pre-shipment inspection and possibly compliance testing, and finalize contracts.

APPENDICES

APPENDIX A

APPENDIX A

SCOPE OF WORK FOR DIAN WOODLE, SR. PROCUREMENT OFFICER

MOLDOVA NATIONAL CENTRE FOR SCIENTIFIC AND APPLIED HYGIENE AND
EPIDEMIOLOGY (NCSAHE)

JULY 15 - AUGUST 2, 1996
CHISINAU, MOLDOVA

This is the second of two trips aimed at establishing a level of procurement capability within the NCSAHE in Moldova sufficient to carry out independent procurement of vaccine and related supplies on a competitive basis directly from international manufacturers.

During this visit, the consultant will continue and conclude the participatory exercise which began April 1, 1996. Specific tasks to be undertaken by the consultant and the NCSAHE trainees include:

- selecting the most advantageous offer(s) made in response to RFQs issued by NCSAHE
- expanding and finalizing contractual wording
- concluding contracts
- opening letters of credit
- developing and contracting for pre-shipment compliance inspection and, possibly, testing
- documenting regulatory requirements and facilitating compliance
- documenting customs clearance procedures
- finalizing shipping instructions

The consultant also will develop relevant materials and provide the documents and information needed to complete the *NCSAHE Procurement Reference* handbook.

In addition, the consultant will explore potential resources and funding mechanisms to support procurement of vaccine by the Government of Moldova in the future.

APPENDIX B

APPENDIX B

CONTACTS LIST REPUBLIC OF MOLDOVA JULY 15 - AUGUST 2, 1996

MINISTRY OF HEALTH

Dr. Mircea Magdei, Deputy Minister of Health

National Centre for Scientific and Applied Hygiene and Epidemiology:

Dr. Vasile Sohotsky, Head of General Epidemiology

Dr. Anatol Melnick, Head of Anti-Epidemic Unit

Dr. Oleg Benesh, Epidemiologist

Dr. Kiku, Head of Extremely Infectious Diseases

UNICEF/MOLDOVA

Mr. Stefan Toma, Resident Programme Officer

Ms. Viorica Ghimpu, Logistics Officer

USAID/MOLDOVA

Mr. Paul Morris, Country Program Officer

BASICS/MOLDOVA

Mr. Vladimir Kolteniuk, Country Coordinator

PEACE CORPS/MOLDOVA

Mr. Nelson Chase, Director

ROTARY INTERNATIONAL

Mr. Erich Gerber, Consultant

OTHERS

Mr. Tae Hong Choi, Manager, Frankfurt Office, Cheil Jedang

Mr. Andy Schaut, Supervisor, KPMG Accountants

Mr. Jon Wiersma, KPMG Accountants

15

APPENDIX C

APPENDIX C

NCSAHE PROCUREMENT REFERENCE 1996

TABLE OF CONTENTS AND SECTIONS H THROUGH R

moldova.119

TABLE OF CONTENTS
w/ disk file names

NCSAHE PROCUREMENT REFERENCE - 1996

PART ONE:

- A. Vaccine Supply Survey
 Survey Form (ses doc)
 Cover Letter (ses doc)
 Vaccine Suppliers - Contact List (moldova.107)
 Address List of Vaccine Suppliers Recommended by WHO
- B. Syringe Suppliers - Contact List (syring.02)
- C. Request for Quotation
 Cover Letter and Instructions for Response (moldova.111)
 Terms and Conditions (moldova.111)
 Annex One
 Schedule of Requirements (ses doc)
 Per Vial Price Offer Form (ses doc)
 Annex Two - Procurement Requirements
 Vaccine
 Unique Requirements
 HepB Sections A and B (HepB.101)
 Mumps Sections A and B (Mumps.01)
 BCG Sections A and B (Moldova.115)
 Oral Polio Sections A and B (Moldova.116)
 Common Requirements
 [applicable to all vaccines above]
 Sections C thru F (HepB.101)
 Syringes (syring.01)
- D. CIF Price Offer Form (ses doc)
- E. Draft Contract (Moldova.117)
- F. Miscellaneous
 Bank Booklet on Documentary Credits (Letter of Credit)
 Letter of Credit Application Form
 Documents for Import of Vaccines
 Price History Graphs
- G. Briefing Notes - TA Visit April 1 - 13

PART TWO:

- H. RFQ 101-07A "as sent" (RSES document)
- I. Record of Offer Examination (mold2.wq1)
- J. Adjudication Worksheets
 - Financial Models (mold3.wq1)
 - Vaccine Model w/instructions
 - Syringe Model
 - Financial Calculations (mold3.wq1)
 - Contractual Model (mold4.wq1)
 - Technical Model (mold5.wq1)
 - Commercial Model (mold6.wq1)
- K. Merit Point Calculation (mold7.wq1)*
- L. Letters Requesting Clarification of Offers
 - As sent (ses doc)
- M. Draft Provisional Award Letter (moldova.312)
Draft Notification Letter to Unsuccessful Bidders
(moldova.314)
- N. July, 1996 Draft Contract (moldova.307)
 - Annex I Contracted Goods (moldova.311)
 - Annex II Terms & Conditions (moldova.308)
 - Annex III Procurement Requirements
 - A Hepatitis B Vaccine (moldova.309)
 - B Syringes (moldova.313)
- O. Letter of Credit Application and Notes (moldova.317)
- P. Pre-Shipment Compliance Program (Quality Assurance)
- Q. Shipping Notes (moldova.300)
WHO Guidelines on Packaging and Shipping
Customs Clearance Notes (moldova.316)
List of Licensed Declarants
- R. Exit Letter, TA Visit July 15 - August 2, 1996
Accomplishments and Next Steps (Briefing Notes)
Japanese Funding Mechanism (moldova.306)
Process Timeline (moldova.305)

NCSAHE Procurement Reference 1996

Section H

Request for Quotation 101-07A (RSES document)



Ministerul Sănătății
Republica Moldova

CENTRUL NAȚIONAL ȘTIINȚIFICO-PRACTIC
DE IGIENĂ ȘI EPIDEMIOLOGIE

277028, or. Chisinau, str. Gli. Asacii, 67 a
Tel. 72-96-47, telet. 163178
FAX. 72-97-25

21.06.96 Nr. 040-3/1706

La Nr. _____ din _____

REQUEST FOR QUOTATION #RFQ 101 07A

The Ministry of Health, National Center of Scientific and Applied Hygiene and Epidemiology (NCSAHE) of the Republic of Moldova requires substantial quantities of vaccine and syringes in order to supply its national immunization program. The Ministry of Health and the NCSAHE request your quotation or proposal of price and availability for any or all of the items and quantities shown in Annex One. Detailed Procurement Requirements for the vaccines and syringes known to match your product line appear in Annex Two. NCSAHE will provide its Procurement Requirements for any of the remaining items upon your request.

Sections A and B of the Procurement Requirements for vaccines are unique to the vaccine type required; Sections C through F (pages three through six) are common to all vaccines required by NCSAHE. We are transmitting only one copy of Sections C through F. Please apply these sections to each vaccine Procurement Requirement you receive. The Procurement Requirement for Syringes is a complete document in itself and does not require the application of additional sections.

Contracts are expected to be signed during the second quarter of 1996 with initial deliveries commencing immediately thereafter. Payment terms are negotiable or by irrevocable letter of credit; USD are available. An outline of applicable Terms and Conditions appears in Annex Three.

Instructions for Response:

Please indicate prices for all items you wish to offer by completing the table in Annex One. Your response should also include the following:

1. Payment terms offered, including currency of payment. For the purpose of price comparison, all offers will be converted to US dollars at the rate effective on the day of decision to award;
2. Availability
 - a. items and quantities available for shipment to Moldova by delivery date(s) indicated in Schedule of Requirements (Annex One);
 - b. estimated dates for availability of remaining balance;
3. Information on manufacturer's standard packaging configurations
 - a. number of vials or syringes per package and per shipping container;

- b. technical description of shipping containers for each type of vaccine or size of syringes proposed for shipment to Moldova including: gross weight, dimensions, insulation and type and quantity of refrigerating material;
4. Copy of package inserts normally shipped with vaccine or syringes and copy of customary vial or syringe labeling;
5. Information on product approvals - (vaccine only) please indicate if the product is approved or certified by the World Health Organization or any other international agencies or licensed by the United States Food and Drug Administration (USFDA);
6. Copy of product and facility registration or licensing in country of manufacture - (vaccine only);
7. Copy of recent batch protocol and certificate of analysis pertaining to each of the products offered - (vaccine only)
Note: this does not necessarily need to be from the batch proposed for shipment to Moldova;
8. Business information and customary financial data
 - a. name and address of production facility,
 - b. type of organization,
 - c. affiliations, parent company or subsidiary relationships,
 - d. number of years in business,
 - e. countries to which products are presently exported,
 - f. approximate annual sales in USD
9. Sample of each vaccine or syringe in each size offered, forwarded separately on date of Fax response. Cold chain packing is not required.

Upon receipt of the completed Price Offer in Annex One, NCSAHE will select vial and syringe sizes, indicate options of interest, and request your final CIF price by fax.

Offers shall be made in English and will be translated into Russian/Rumanian upon receipt in Moldova. Alternately, prospective suppliers may provide Russian/Rumanian translations with their offers.

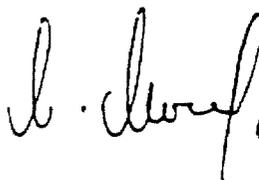
Offers shall be valid for 90 days from date of initial response. Please send your response by DHL or fax to:

Dr. Anatol Melnik and Dr. Oleg Benesh
 c/o Dr. M. Magdei
 National Center of Scientific and Applied Hygiene and Epidemiology
 67A, Gheorghe Asache str.
 2028 Chisinau
 Republic of Moldova
 Fax: 373 2 729725

Telephone inquiries in English may be made through Ms. Viorica Ghimpu at 729600 in the Department of General Epidemiology.

The Ministry of Health and NCSAHE look forward to receiving your offer before June 30, 1996.

Sincerely,
 Dr. M. Magdei
 Deputy Minister of Health
 Republic of Moldova



Annex One
 RFQ # 101 07A

National Scientific Center of
 Applied Hygiene and Epidemiology
 MoH, Chisinau, Republic of Moldova

SCHEDULE OF REQUIREMENTS: Vaccines and syringes

| ml \ dose | HEP B 0.5 | Mumps 0.5 | Mumps + Measles 0.5 | Syringes | | |
|----------------------------------|--------------|--------------|---------------------------|----------|---------|---------|
| | | | | 0.1 ml | 1.0 ml | 2.0ml |
| Quantity in doses* or # syringes | 144,000 | 200,000 | 50,000 | 200,000 | 200,000 | 200,000 |
| Date for delivery | 9-1 | 9-1 | 9-1 | 10-1 | 10-1 | 10-1 |
| No. of shipments | one | one | one | one | one | one |
| Shelf life** | 18 mo | 12 mo | 12 mo | 2 years | 2 years | 2 years |

* from one production lot ** remaining on date of delivery

PRICE OFFER: Vaccines and Syringes
 (ex works)

| Price/vial or syringe | HEP B | | Mumps | Mumps + Measles | Syringes | | |
|-----------------------|--------|-----|-------|--------------------|----------|--------|--------|
| | Plasma | DNA | | | 0.1 ml | 1.0 ml | 2.0 ml |
| 1 dose vial | | | | | | | |
| 2 dose vial | | | | | | | |
| 5 dose vial | | | | | | | |
| 10 dose vial | | | | | | | |
| 20 dose vial | | | | | | | |
| Syringe | | | | | | | |

Please enter unit price for vial or syringe in appropriate box:

Period of validity: _____

Signature: _____ Date _____

For: _____

(name of the company)

June, 1996

PROCUREMENT REQUIREMENTS
MUMPS VACCINE

A. Description of Intended Use:

This vaccine is intended for use in a Public Sector Health Project for immunization of children over one year of age.

The total requirement for this solicitation is 199,800 doses. The Ministry of Health of Moldova provides Mumps Vaccine with its standard EPI schedule and will require approximately 100,000 doses annually beginning in January, 1997.

B. Specific Requirements:

Item: Dried Monovalent Mumps Vaccine with sterile diluent packed separately

Bacterially sterile preparation manufactured from live attenuated mumps virus tested for neurovirulence in monkeys, and for immunogenicity. Intended for subcutaneous injection.

Each dose shall contain that amount of attenuated mumps virus with TCID specified by the manufacturer for pediatric dosage, that, when given as part of a primary immunization series, is capable of inducing protective antibody response in at least 90 percent of mumps susceptible individuals.

The vaccine must be free from all demonstrable viable microbial agents except unavoidable bacteriophage, and found suitable for human immunization. It may contain an appropriate stabilizing agent with antimicrobial properties.

The vaccine shall meet WHO Biological Requirements for Live Mumps Vaccine (Requirements for Biological Substances No. 47).

The vaccine shall be currently registered in the country of manufacture and shall meet all requirements of the licensing Authority of the country of manufacture.

Mumps Vaccine (continued)

Dosage Size: 0.5 ml

Dose
Package: Vials or ampules of 5 or 10 doses with diluent; vials or ampules must protect vaccine from exposure to light

Filling
Volume: Final reconstituted product should contain 1 dose in 0.5 ml +15% overfill

Storage
Temperature: 2 - 8 degrees C; vaccine may be frozen; diluent need not be refrigerated but must not be frozen

Shelf life: _____ months from manufacture (manufacturer to specify); at least 12 months of shelf life must remain at time of shipment

Stability: Stable for a minimum of _____ years at _____ C. to _____ C. (manufacturer to specify thermal stability characteristics)

Mumps.01

PROCUREMENT REQUIREMENTS

HEPATITIS B VACCINE

FOR PEDIATRIC USE

A. Description of Intended Use:

This vaccine is intended for use in a Public Sector Health Project for immunization of infants.

The total requirement for this solicitation is 144,100 pediatric doses. The Ministry of Health of Moldova has included Hepatitis B vaccine in its standard EPI schedule and will require approximately 200,000 pediatric doses annually beginning in January, 1997.

B. Specific Requirements:

Item: Hepatitis B Vaccine
Manufactured from purified inactivated hepatitis B surface antigen (HBsAg) particles obtained from human plasma or vaccine manufactured using recombinant DNA technology. Intended for intramuscular injection.

Each dose shall contain that amount of Hbsag protein with micrograms/ml specified by the manufacturer for pediatric dosage, that when given as part of a primary immunization series (3 doses), is capable of producing specific humeral antibody (anti HBs) at a level of at least 10 milli international units in \geq 90 percent of recipients.

The vaccine must be free from all demonstrable viable microbial agents and found suitable for human immunization. It may contain an appropriate stabilizing agent with antimicrobial properties.

The vaccine shall meet WHO Biological Requirements for Hepatitis B. Vaccines, either for plasma-derived or recombinant DNA vaccine. (Requirements for Biological Substances No. 31, revised 1994; Requirements for Biological Substances No. 45)

The vaccine shall be currently registered in the country of manufacture and shall meet all requirements of the Licensing Authority of the country of manufacture.

Hepatitis B Vaccine (continued)
For Pediatric Use

Dosage Size: 5 micrograms, adjuvant and vehicle

Dose
Package: Two, ten or twenty-dose sterile glass vials
Two pediatric doses equivalent to 1 dose for
older children and adults.

Filling
Volume: Final product should contain 15% overfill

Storage
Temperature: 2 - 8 degrees C. Do not freeze!

Shelf Life: The shelf life of the product provided under
this solicitation will be at least 24 months
from date of manufacture when stored between 2
and 8 degrees C. The supplier will provide
manufacturer's stability test data
substantiating this 24 month shelf life in the
proposed vial.
At the time of delivery to the country of
destination, eighteen months of shelf life
shall remain.

Stability: Stable for a minimum of two years after
production at 2 to 8 degrees C. Manufacturer
to specify additional thermal stability
characteristics.

C. General Requirements:

Labeling: The label on each vial shall conform to the requirements of the country of use and shall appear in English.

Optional - The statement "Not for Sale, For Use Only in Government Approved Immunization Programs" shall appear on each label in the language of the purchasing country.

All labeling shall withstand immersion in water and remain intact.

All labels shall state the name of the vaccine, name of the manufacturer, place of manufacture, lot number, composition, concentration, dose and mode for administration, expiry date, storage temperature and any other marking that is appropriate.

Closures: Vaccine vials shall be fitted with closures that conform to ISO standards 8362-1 and 8362-2.

Printed Materials: Optional - Manufacturer's standard package inserts shall be printed in Russian or Romanian or both.

Optional - Two copies of supplementary information sheets provided by the Purchaser in Russian and/or Rumanian shall be included in each box of 100 vials.

D. Packing:

Inner Boxes: Inner boxes shall contain not more than 100 individual vials and shall be constructed of sturdy white cardboard outfitted with individual segments for protecting and separating each vial;

Cold Chain Monitor Cards:

At least two suitable cold chain monitor cards, as designated by the Purchaser, shall be packed in each transport case of vaccine.

Freeze watch indicators shall be included in each transport case as appropriate to vaccine temperature limits.

Overpacking: Boxes shall be overpacked so that the vaccine remains refrigerated as designated in Section B of "Procurement Requirements" for the subject vaccine.

The overpacking must be suitable for export handling in accordance with WHO EPI Guidelines on International Packaging and Shipping of Vaccines. It must have adequate insulation and sufficient refrigerant to insure that the warmest storage temperature of the vaccine does not rise above that designated in Section B of "Procurement Requirements" for the subject vaccine in continuous outside ambient temperature of +43 degrees C, nor fall below that specified in Section B in continuous outside ambient temperature of -20 degrees C during transit and for a period of at least 24 hours after arrival at the airport of destination.

Additional cushioning shall be provided sufficient to protect the vials from breakage during transit and handling.

**Exterior
Shipping
Cartons:**

Product and printed materials, packaged as described above, shall be packed in weather resistant, triple-wall corrugated fiberboard cartons with a bursting test strength of not less than 1,900 kPa.

The overall dimensions of the exterior shipping cartons should be such that the product does not become damaged during transportation and storage.

E. Markings:

All containers and invoices must bear the name of the vaccine, expiry dates of the vaccine and appropriate storage temperature.

Inner Boxes: The inner boxes containing vaccine vials shall be marked with the following information in a clearly legible manner which is acceptable to the Purchaser:

Generic name and trade name of the vaccine
Manufacturer's name and registered address
Manufacturer's national registration number

Lot or batch number
Composition and concentration
Number of vials contained in box
Expiration date
Instructions for storage and handling*
Place of manufacture (Made in _____)

Exterior
Shipping
Cartons:

The following information shall be stenciled or labeled on the exterior shipping cartons on two opposing sides in bold letters at least 30mm high with waterproof ink in a clearly legible manner which is acceptable to the Purchaser:

Generic name and trade name of the vaccine
Lot or batch number
Expiration date (month and year)
Name and address of manufacturer
Manufacturer's national registration number
Destination country license or registration number

Consignee's address in full
Destination airport
Contract number
Number of vials contained in the carton
Gross weight of each carton (in kg)
Carton # ___ of ___

Instructions for storage and handling*
Place of manufacture (Made in _____)

*to be provided by Purchaser

F. Quality Assurance:

Warranty: The Supplier shall guarantee that the products as packed for shipment

- a. comply with all provisions of the subject Procurement Requirement and related documents;
- b. meet internationally recognized standards for safety, efficacy, and quality;
- c. are fit for the purposes expressly made known to the seller by NCSAHE

d. are free from defects in workmanship and materials

Evidence: The Supplier shall provide objective evidence, acceptable to the Purchaser, that the requirements of this document have been met but for which no specific inspection has been mentioned.

The Supplier shall provide a copy of the manufacturing record and procedures to the Purchaser for each lot intended for shipment.

The Supplier shall provide a copy of the batch record and all quality assurance documentation to the Purchaser for each lot being supplied.

The Supplier shall provide a copy of the Certificate of Analysis to the Purchaser for each lot intended for shipment.

The Supplier shall provide to the Purchaser a copy of the approval of each source material, constituent material and component for each lot intended for shipment.

Chemical, physical, and microbiological test data for in-process and finished product testing must be on record for each lot shipped and must be available to Purchaser's representatives when requested.

The Supplier shall retain a sample of twenty (20) vials from each lot shipped for two years beyond the printed expiration date.

Inspection: The Purchaser may inspect and sample, or cause to be sampled, the product at the Supplier's factory and/or warehouse at a mutually agreeable time prior to shipment of the product.

Testing: The Purchaser may cause independent laboratory testing to be performed as deemed necessary to assure that the goods conform to prescribed requirements. Said testing laboratory shall be of the Purchaser's choice and suitably equipped and qualified to conduct quality assurance tests on biological products.

Annex Three
#RFQ101 07A

TERMS AND CONDITIONS

SHIPPING TERMS: CIF Chisinau, Republic of Moldova
TRANSPORT MODE: Vaccine - Air; Syringes - Negotiable
TRANS-SHIPMENT: Vaccines - Frankfurt Rhine Main Airport;
Syringes - Negotiable
PARTIAL SHIPMENTS: By Agreement
FINAL DESTINATION: Chisinau, Republic of Moldova
PAYMENT TERMS: Negotiable, or by Irrevocable Letter of Credit
INSPECTION & TESTING: Pre-Shipment Compliance Program:

The Ministry of Health of Moldova reserves the right for a designated representative to inspect, sample, and test, or cause to be tested, each lot of goods proposed for shipment to Moldova for conformance with contract requirements before said shipment leaves the manufacturing facility.

DOCUMENTS FOR EACH SHIPMENT:

A. Quality Documents (Vaccine Only)

Lot release letter from the government regulatory authority in the country of manufacture.

Evidence of product and facility registration/licensing in the country of manufacture.

Certificate of Analysis for lot(s) being supplied.

Manufacturer's batch/lot information including protocols, test summary sheets and approval and release records signed by the regulatory affairs or quality assurance manager for the manufacturing facility.

THE ABOVE DOCUMENTS SHALL BE PROVIDED THREE WEEKS PRIOR TO SCHEDULED VACCINE SHIPMENT

B. Commercial Documents

Commercial Invoice, Bill of Lading or Air-waybill, Packing list, Certificate of Origin, Insurance Certificate.

PACKING:

Vaccine must be packed in accordance with the Procurement Requirements in Annex Two for each type of vaccine supplied and the WHO EPI Guidelines on the International Packaging and Shipping of Vaccines. Syringes must be packed in accordance with Procurement Requirements in Annex Two.

NCSAHE Procurement Reference 1996

Section I

Record of Offer Examination

NCSAHE - MOLDOVA

RECORD OF OFFER EXAMINATION RFQ# _____

Name of Offering Firm: _____

Date of Response: _____

Offer valid until: _____

Language of Offer Documents: _____

- | | | | | |
|--|-----|-----|-----|----|
| 1. Annex One (Price Offer) Included? Signed? | ___ | yes | ___ | no |
| 2. Payment terms stated? | ___ | yes | ___ | no |
| 3. Availability stated? | ___ | yes | ___ | no |
| 4. Information on manufacturer's standard packaging configuration included? | ___ | yes | ___ | no |
| a) number of vials or syringes per package and per shipping container | ___ | yes | ___ | no |
| b) technical description including gross weight, dimensions, insulation and type of refrigerant | ___ | yes | ___ | no |
| 5. Information on product approvals such as WHO, USFDA included? (vaccine only) | ___ | yes | ___ | no |
| 6. Copy of product and facility registration or licensing in country of manufacture included? (vaccine only) | ___ | yes | ___ | no |
| 7. Copy of recent batch protocol and certificate of analysis for each product offered included? (vaccine only) | ___ | yes | ___ | no |

8. Business info. and financial data included?

- a) name & address of production facility yes no
- b) type of organization yes no
- c) affiliations, parent company,
 subsidiary relationships yes no
- d) number of years in business yes no
- e) countries to which products are
 presently exported yes no
- f) approximate annual sales in USD yes no

9. Sample of each offered vaccine or syringe? yes no

This offer is substantially responsive to RFQ. yes no

This offer is free of computational error. yes no

Comments:

Dat _____

(Signature of Examiner)

mold2.wq1

NCSAHE Procurement Reference 1996

Section J

Adjudication Worksheets

- A. Financial Summary Models
 - Vaccine Model w/instructions
 - Syringe Model
- B. Financial Summary Calculations
- C. Contractual Summary Model
- D. Technical Model
- E. Commercial Model

A. Financial Summary Models

NCSAHE - MOLDOVA

RFQ#: 101 07A
 VACCINE:

CLOSING DATE
 EXAMINATION DATE

ADJUDICATION WORKSHEET (1)
Financial Summary

| | Firm | Firm | Firm | Firm |
|-----------------------------------|-------|-------|-------|-------|
| Budget | | | | |
| Vaccination Reqmt. | | | | |
| Doses/Vial | | | | |
| Estimated Wastage | | | | |
| Net-Doses Per Vial | | | | |
| Vials Reqd. | | | | |
| Doses Reqd. | | | | |
| Quoted Price: | | | | |
| Per Dose [Ex-works] [CIF] | | | | |
| Per Vial [Ex-works] [CIF] | | | | |
| Total [Ex-works] [CIF] | | | | |
| Freight: | | | | |
| Per Dose Frt. Cost | | | | |
| Per Vial Frt. Cost | | | | |
| Total Frt. Cost | | | | |
| | ----- | ----- | ----- | ----- |
| Total CIF Price | | | | |
| Total CIF Price as % of Budget | | | | |
| Offers for Further Consideration* | | | | |
| *less than 150% of budget | | | | |
| Total Value of Incentive** | | | | |
| Per Dose Value of Incentive | | | | |
| Adjusted CIF Price per Dose | | | | |
| Adjusted CIF Price per Vial | | | | |
| | ----- | ----- | ----- | ----- |
| Adjusted Cost Per Vaccination | | | | |
| | ===== | ===== | ===== | ===== |

**Incentive:

NCSAHE - MOLDOVA

Instructions (vaccine only)

CLOSING DATE
EXAMINATION DATE

ADJUDICATION WORKSHEET (1)

Financial Summary

- | | |
|--------------------------------------|--|
| a. Budget | Enter amount |
| b. Vaccination Reqmt. | Enter from forecast - number of vaccinations require |
| c. Vial Size (#doses) | Enter number of doses in vial |
| d. Estimated Wastage | Enter estimated wastage rate |
| e. Net-Doses Per Vial | Divide c.(vial size) by d.(estimated wastage) |
| f. Vials Required | Divide g.(doses reqd.) by c.(vial size) |
| g. Doses Required | Multiply b.(vaccination reqmt.) by d.(est. wastage) |
| Quoted Price: | |
| h. Per Dose [Ex-works] [CIF] | Divide i.(per vial price) by c.(vial size) |
| i. Per Vial [Ex-works] [CIF] | Enter quoted price per vial & circle ex-works or CIF |
| j. Total [Ex-works] [CIF] | Multiply h.(per dose price) by g.(doses required) |
| Freight: | |
| k. Per Dose Frt. Cost | If Quoted Price is CIF, mark NA and skip to p. |
| l. Per Vial Frt. Cost | Divide m.(total frt. cost) by g.(doses required) |
| m. Total Frt. Cost | Divide m.(total frt. cost) by f.(vials required) |
| | Enter estimated or quoted total freight cost |
| n. Total CIF Price | Add j.(total ex-works or CIF) plus m.(total frt cost) |
| o. Total CIF Price as % of Budget | Divide n.(total CIF Price) by budget |
| p. Offers for Further Consideration* | Mark "Yes" if o. is less than 150% of budget, |
| *less than 150% of budget | otherwise, mark "No" |
| q. Total Value of Incentive | Assign unit value and multiply by g.(doses required) |
| r. Per Dose Value of Incentive | Divide q.(total value of incentive) by g.(doses reqd.) |
| s. Adjusted CIF Price per Dose | Subtract q.(total value of incentive) from n.(total CIF price) and divide by g.(doses required) |
| t. Adjusted CIF Price per Vial | Subtract q.(total value of incentive) from n.(total CIF price) and divide by f.(vials required) |
| u. Adjusted Cost Per Vaccination | Multiply s.(adj. CIF price per dose) by d.(wastage) |

NCSAHE - MOLDOVA

RFQ# 101 07A
 SYRINGES

CLOSING DATE
 EXAMINATION DATE

ADJUDICATION WORKSHEET (1)

| Financial Summary | Firm | Firm | Firm | Firm |
|-----------------------------------|-------------|-------------|-------------|-------------|
| Budget: | | | | |
| Quantity Requirement: | | | | |
| Quoted Price: | | | | |
| Per syringe [Ex-works][CIF] | | | | |
| Total [Ex-works][CIF] | | | | |
| Freight: | | | | |
| Per Syringe Frt. Cost | | | | |
| Total Frt. Cost | | | | |
| | ----- | ----- | ----- | ----- |
| Total CIF Price | | | | |
| Total CIF Price as % of Budget | | | | |
| Offers for Further Consideration* | | | | |
| *less than 150% of budget | | | | |
| Total Value of Incentive** | | | | |
| Per Syringe Value of Incentive | | | | |
| | ----- | ----- | ----- | ----- |
| Adjusted CIF Price per Syringe | | | | |
| | ===== | ===== | ===== | ===== |
| **Incentive: | | | | |

B. Financial Summary Calculations

mold3.wq1

NCSAHE - MOLDOVA

RFQ#: 101 07A
 VACCINE: HEP-B (Plasma) W/O SYRINGE

CLOSING DATE
 EXAMINATION DATE
 July 26, 1996 (preliminary)

ADJUDICATION WORKSHEET (1)
Financial Summary

| | | Firm A | Firm B | Firm C |
|--------------------|------------|-----------|-----------|-----------|
| Budget | \$141,362 | | | |
| Vaccination Reqmt. | 144000 | | | |
| Vial Size (#doses) | 2 | | | |
| Estimated Wastage | 1.0 (none) | | | |
| Net-Doses Per Vial | 2 | | | |
| Vials Reqd. | 72000 | | | |
| Doses Reqd. | 144000 | | | |

Quoted Price:

| | | | |
|---------------------------|-----------|-----------|-----------|
| Per Dose [Ex-works] [CIF] | \$0.79 | \$1.25 | \$2.85 |
| Per Vial [Ex-works] [CIF] | \$1.58 | \$2.50 | \$5.70 |
| Total [Ex-works] [CIF] | \$113,760 | \$180,000 | \$410,400 |

Freight:

Per Dose Frt. Cost
 Per Vial Frt. Cost
 Total Frt. Cost

| | | | |
|-----------------|------------------|------------------|------------------|
| Total CIF Price | <u>\$113,760</u> | <u>\$180,000</u> | <u>\$410,400</u> |
|-----------------|------------------|------------------|------------------|

| | | | |
|-----------------------------------|-------|--------|--------|
| Total CIF Price as % of Budget | 80.5% | 127.3% | 290.3% |
| Offers for Further Consideration* | YES | YES | NO |

*less than 150% of budget

| | | | |
|-----------------------------|--|---------|--|
| Total Value of Incentive** | | \$7,205 | |
| Per Dose Value of Incentive | | \$0.05 | |

| | | | |
|-----------------------------|--------|--------|--|
| Adjusted CIF Price per Dose | \$0.79 | \$1.20 | |
| Adjusted CIF Price per Vial | \$1.58 | \$2.40 | |

| | | | |
|-------------------------------|----------------|----------------|---------------|
| Adjusted Cost Per Vaccination | <u>\$0.790</u> | <u>\$1.200</u> | <u> </u> |
| | ===== | ===== | ===== |

**Incentive:

144,100
 syringes

mold3.wq1

NCSAHE - MOLDOVA

RFQ#: 101 07A

CLOSING DATE

VACCINE: HEP-B (Plasma) W/O SYRINGE

EXAMINATION DATE

July 26, 1996 (preliminary)

ADJUDICATION WORKSHEET (1)

Financial Summary

| | | Firm A | Firm B | Firm C | Firm |
|--------------------|-----------|-----------|-----------|-----------|------|
| Budget | \$141,362 | | | | |
| Vaccination Reqmt. | 144000 | | | | |
| Vial Size (#doses) | 10 | | | | |
| Wastage Factor * | 1.25 | | | | |
| Net-Doses Per Vial | 8.00 | | | | |
| Viials Reqd. | 18000 | | | | |
| Doses Reqd. | 180000 | | | | |

Quoted Price:

| | | | |
|---------------------------|-----------|-----------|-----------|
| Per Dose [Ex-works] [CIF] | \$0.62 | \$1.15 | \$2.17 |
| Per Vial [Ex-works] [CIF] | \$6.22 | \$11.50 | \$21.70 |
| Total [Ex-works] [CIF] | \$111,960 | \$207,000 | \$312,480 |

Freight:

| | |
|--------------------|---|
| Per Dose Frt. Cost | |
| Per Vial Frt. Cost | |
| Total Frt. Cost | ? |

| | | | | |
|-----------------|-----------|-----------|-----------|--|
| Total CIF Price | \$111,960 | \$207,000 | \$312,480 | |
|-----------------|-----------|-----------|-----------|--|

| | | | |
|-----------------------------------|-------|--------|--------|
| Total CIF Price as % of Budget | 79.2% | 146.4% | 221.0% |
| Offers for Further Consideration* | YES | YES | NO |

*less than 150% of budget

| | | | |
|-----------------------------|--|---------|--|
| Total Value of Incentive** | | \$7,205 | |
| Per Dose Value of Incentive | | \$0.04 | |

| | | | |
|-----------------------------|--------|---------|--|
| Adjusted CIF Price per Dose | \$0.62 | \$1.11 | |
| Adjusted CIF Price per Vial | \$6.22 | \$11.10 | |

| | | | | |
|-------------------------------|---------|---------|--|--|
| Adjusted Cost Per Vaccination | \$0.778 | \$1.387 | | |
|-------------------------------|---------|---------|--|--|

*equivalent to 20% wastage

**Incentive:

144,100
syringes

NCSAHE - MOLDOV

RFQ#: 101 07A

VACCINE: HEPATITIS B W/SYRINGE

ADJUDICATION WORKSHEET (1)

Financial Summary

| | Firm |
|-----------------------------------|------------------|
| Budget | \$141,362 |
| Vaccination Reqmt. | 144100 |
| Doses/Vial | 5 |
| Estimated Wastage | 1.25 |
| Net-Doses Per Vial | 4.00 |
| Vials Reqd. | 36025 |
| Doses Required | 180125 |
| Quoted Price WITH SYRINGE: | |
| Per Dose [Ex-works] [CIF] | \$0.77 |
| Per Vial [Ex-works] [CIF] | \$3.87 |
| Total [Ex-works] [CIF] | \$139,417 |
| Freight: | |
| Per Dose Frt. Cost | 0 |
| Per Vial Frt. Cost | 0 |
| Total Frt. Cost | |
| Total CIF Price | <u>\$139,417</u> |
| Total CIF Price as % of Budget | 98.6% |
| Offers for Further Consideration* | YES |
| *less than 150% of budget | |
| Total Value of Incentive** | |
| Per Dose Value of Incentive | \$0.00 |
| Adjusted CIF Price per Dose | \$0.77 |
| Adjusted CIF Price per Vial | \$3.87 |
| Adjusted Cost Per Vaccination | <u>\$0.968</u> |
| | ===== |

42

NCSAHE - MOLDOV

RFQ#: 101 07A
 VACCINE: HEPATITIS B W/SYRINGE

ADJUDICATION WORKSHEET (1)

Financial Summary

| | | Firm |
|-----------------------------------|-----------|-----------|
| Budget | \$141,362 | A |
| Vaccination Reqmt. | 144100 | |
| Doses/Vial | 5 | |
| Estimated Wastage | 1.00 | |
| Net-Doses Per Vial | 5.00 | |
| Vials Reqd. | 28820 | |
| Doses Required | 144100 | |
| | | |
| Quoted Price WITH SYRINGE: | | |
| Per Dose [Ex-works] [CIF] | | \$0.77 |
| Per Vial [Ex-works] [CIF] | | \$3.87 |
| Total [Ex-works] [CIF] | | \$111,533 |
| | | |
| Freight: | | |
| Per Dose Frt. Cost | | 0 |
| Per Vial Frt. Cost | | 0 |
| Total Frt. Cost | | 0 |
| | | |
| Total CIF Price | | \$111,533 |
| | | |
| Total CIF Price as % of Budget | | 78.9% |
| Offers for Further Consideration* | | YES |
| *less than 150% of budget | | |
| Total Value of Incentive** | | |
| Per Dose Value of Incentive | | \$0.00 |
| | | |
| Adjusted CIF Price per Dose | | \$0.77 |
| Adjusted CIF Price per Vial | | \$3.87 |
| | | |
| Adjusted Cost Per Vaccination | | \$0.774 |
| | | ===== |

NCSAHE - MOLDOV

RFQ#: 101 07A

VACCINE: HEPATITIS B W/SYRINGE

ADJUDICATION WORKSHEET (1)

Financial Summary

| | | Firm |
|-----------------------------------|-----------|-----------------|
| Budget | \$141,362 | A |
| Vaccination Reqmt. | 144100 | |
| Doses/Vial | 5 | |
| Estimated Wastage | 1.05 | |
| Net-Doses Per Vial | 4.00 | |
| Vials Reqd. | 30261 | |
| Doses Required | 151305 | |
| Quoted Price WITH SYRINGE: | | |
| Per Dose [Ex-works] [CIF] | | \$0.77 |
| Per Vial [Ex-works] [CIF] | | \$3.87 |
| Total [Ex-works] [CIF] | | \$117,110 |
| Freight: | | |
| Per Dose Frt. Cost | | 0 |
| Per Vial Frt. Cost | | 0 |
| Total Frt. Cost | | |
| Total CIF Price | | <hr/> \$117,110 |
| Total CIF Price as % of Budget | | 82.8% |
| Offers for Further Consideration* | | YES |
| *less than 150% of budget | | |
| Total Value of Incentive** | | |
| Per Dose Value of Incentive | | \$0.00 |
| Adjusted CIF Price per Dose | | \$0.77 |
| Adjusted CIF Price per Vial | | \$3.87 |
| Adjusted Cost Per Vaccination | | <hr/> \$0.813 |
| | | ===== |

C. Contractual Summary Model

mol4.wq1

NCSAHE - MOLDOVA

RFQ# 101 07A

CLOSING DATE

PRODUCT:

EXAMINATION DATE

ADJUDICATION WORKSHEET (2)

Contractual Summary

Firm

Firm

Firm

Firm

Payment Terms meet
requirement of RFQ

Delivery Schedule is
acceptable

Offer valid 90 days
from response

All other contractual
clauses agree with RFQ

Comments/Deviations:

45

D. Technical Model

mold5.wq1

NCSAHE - MOLDOVA

RFQ# 101 07A

CLOSING DATE

VACCINE:

EXAMINATION DATE

ADJUDICATION WORKSHEET (3)

Firm

Firm

Firm

Firm

Technical Summary

Product meets physical specifications of RFQ

Product approved or certified by WHO, USFDA, or equivalent

Packaging as described is adequate

Product meets applicable WHO Biological Requirements

Vaccine is currently registered in country of manufacture

Shelf life is at least 24 months from date of manufacture

All other technical provisions meet requirements of RFQ

Type of vaccine:

Plasma derived or RDNA?

Comments/Deviations:

NCSAHE - MOLDOVA

RFQ# 101 07A
SYRINGES

CLOSING DATE .
EXAMINATION DATE

ADJUDICATION WORKSHEET (3)

Firm

Firm

Firm

Firm

Technical Summary

Product meets physical
specifications of RFQ

Packaging as described
is adequate

Shelf life is at least 24 months
from date of manufacture

All other technical provisions
meet requirements of RFQ

Comments/Deviations:

mold6.wq1

NCSAHE - MOLDOVA

RFQ# 101 07A

CLOSING DATE

PRODUCT:

EXAMINATION DATE

ADJUDICATION WORKSHEET (4)

Firm

Firm

Firm

Firm

Commercial Summary

Product Line:

Other products available
of interest to NCSAHE

Other products available
of interest to MOH

Financial Stability:

Gross Annual Sales
Number of Years in Business
Location of Production Facility

Production Capacity:

Number of Products Manufactured
at this Facility
Average Annual Production
of Quoted Product
Overall Production Capacity
for Offered Product
Required Quantity ___% of Capacity

Experience:

Year Production of Quoted
Product Commenced at this
Facility

References:

(attachments)

Comments:

NCSAHE Procurement Reference 1996

Section K

Merit Point Calculation

RFQ 101-07A **MERIT POINT CALCULATION**
 July 25, 1996 (preliminary calc.)

HepB Vaccine, 2 d. vial

Budget:

\$141,362

Financial (35 points)

Firm
A

Firm
B

Firm

Firm

Part A: Total Est. Expenditure

a) Total est. expenditure amounts

113760

180000

b) Lowest total est. expenditure

113760

113760

c) Value as percentage (b divided by a)

100.0%

63.2%

d) Total merit points possible

5

5

e) Merit Points Calculated

5

3.16

=====

=====

=====

=====

Part B: Adjusted Per Dose Costs

a) Adjusted per dose cost amounts

0.79

1.2

b) Lowest adjusted cost

0.79

0.79

c) Value as percentage (b divided by a)

100.0%

65.8%

d) Total merit points possible

30

30

e) Merit Points Calculated

30

19.75

=====

=====

=====

=====

Merit Points Awarded

35

22.91

0

0

=====

=====

=====

=====

50

| Contractual (15 points) | Points Available | Firm A | Firm B | Firm | Firm |
|---|------------------|----------------------|----------------------|--------------------|--------------------|
| | | Points Awarded | Points Awarded | Points Awarded | Points Awarded |
| Payment terms meet requirements of RFQ | 4 | 4 | 4 | | |
| Acceptable delivery schedule | 4 | 4 | 4 | | |
| Offer valid until September 30, 1996 or later | 4 | 3 | 4 | | |
| All other contractual clauses agree with RFQ | 3 | 1 * | 1 ** | | |
| Merit Points Awarded | | ----- 12 ===== | ----- 13 ===== | ----- ===== | ----- ===== |

Comments:

- * CIF point
- ** CIF Frankfurt?

15

| Technical (35 points) | Points Available | Firm | Firm | Firm | Firm |
|---|------------------|----------------------|----------------------|--------------------|--------------------|
| | | Points Awarded | Points Awarded | Points Awarded | Points Awarded |
| Product meets all technical provisions of specification incl. 24 month shelf life | 10 | 7 ** | 4 * | | |
| Product approved or certified by WHO, USFDA, or equivalent | 10 | 10 | 10 | | |
| Product meets applicable WHO Biological Requirements | 10 | 10 | 10 | | |
| Packaging is acceptable; storage volume per dose meets WHO Guideline | 5 | ? | ? | | |
| Merit Points Awarded | | ----- 27 ===== | ----- 24 ===== | ----- ===== | ----- ===== |

Comments:

* Wrong concentration, but add 12 mo. shelf life (36 mo)

** Need to confirm 36 month shelf life

SP

Commercial (15 points)

| | | Firm | Firm | Firm | Firm |
|--|------------------|----------------|----------------|----------------|----------------|
| | Points Available | Points Awarded | Points Awarded | Points Awarded | Points Awarded |
| Product Line includes other items of interest to NCSAHE and/or MOH | 5 | 1 | 3 | | |
| Financial stability is adequate | 3 | 3 | 3 | | |
| Production capacity is adequate | 3 | ? | ? | | |
| Experience in production of quoted product is adequate | 4 | 4 | 4 | | |
| Merit Points Awarded | | 8 | 10 | | |
| | | ===== | ===== | ===== | ===== |

Comments:

59

Bonus Points* (10 points)

| | Points Available | Firm A Points Awarded | Firm B Points Awarded | Firm Points Awarded | Firm Points Awarded |
|---|------------------|--------------------------|--------------------------|------------------------|------------------------|
| Convenient Access to manufacturer | 3 | 2 | 1 | | |
| Same Product Currently used by MOH | 3 | 2 | 0 | | |
| Long-term Cooperation offered In wrlling: visit(s) to forelgn mfg. site workshops & training publications/posters possible free products joint research projects | 4 | 1 | 0 | | |
| Total Bonus Points Awarded: | | 5 | 1 | | |
| | | ===== | ===== | ===== | ===== |

* use in case of equal or near equal offers

Comments:

RFQ 101 07A

SUMMARY - AWARD CALCULATION

Product: HepB Vaccine
2 dose vials
MERIT POINTS

Date:

24 Jul 96
practice

Firm
A

Firm
B

Firm

Firm

Financial

35

35

23

Contractual

15

12

13

Technical

35

27

24

Commercial

15

8

10

TOTAL MERIT POINTS:

100

82

70

RELATIVE RANKING:

1

2

BONUS POINTS

5

1

GRAND TOTAL

87

71

FINAL RELATIVE RANKING:

1

2

mold7.wq1

SS

NCSAHE Procurement Reference 1996

Section L

Letters Requesting Clarification of Offers
(SES Document)



Republica Moldova
Ministerul Sănătății

CENTRUL NAȚIONAL ȘTIINȚIFICO-PRACTIC
DE IGIENĂ ȘI EPIDEMIOLOGIE

277028, or. Chișinău, str. Gh. Asachi, 67 a
Tel. 72-96-47, telet. 163178
FAX. 72-97-25

29.04.96 Nr. 04-264

La Nr. _____ din _____

TO:

Fax:

Subj.: HepatitisB vaccine

Dear

Thank you for your response to our Request for Quotation #101-07A. NSCAHE is in the process of evaluating your offer for plasma derived hepatitis B vaccine and requests your clarification on the following points:

1. What is the per dose **Ex-works** price for plasma derived vaccine in 2 dose vials for infants under one year of age? In ten dose vials?.
2. What is the per dose CIF, Kishinev price for plasma derived vaccine in 2 dose vials for infants under one year of age? In ten dose vials? (Your offer mentions that the prices stated are CIF, but does not specify the applicable CIF point for delivery.)

L:

F.E.P. Tipogr. Centr., c. 1064, t. 5000

transmis:
15³⁵ aut.

59

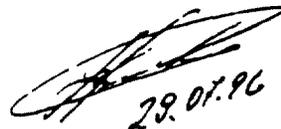
3. Please confirm that 144,000 infant doses of Hepatitis-B vaccine in 2 dose vials could be available for shipment 80 days after receipt of an irrevocable letter of credit. Also, please confirm the same availability for 180,000 doses in 10 dose vials.
4. Please calculate and advise us of the storage volume occupied per infant dose of vaccine in 2 dose vials and in 10 dose vials. Storage volume includes the vaccine vial, the packet containing the vaccine vial and any intermediate parceling of the vaccine package.
5. Please confirm that _____ would be the contracting party for sales of Hepatitis B vaccine to NSCAHE.
6. Please indicate _____ annual production capacity for Hepatitis B vaccine.
7. Please confirm the shelf life of the vaccine you are offering to us is 36 months from the date of manufacture. Part of the _____ Hepatitis B vaccine we purchased through UNICEF in the past indicated a 36 month shelf life and part indicated a 24 month shelf life. Please explain why. Did the immunogenicity of the product change?

Thank you for your attention to these details. We look forward to hearing from you before August 2.

Sincerely,

Director General

Mihai Magdei


22.07.96 



Republica Moldova
Ministerul Sănătății

CENTRUL NAȚIONAL ȘTIINȚIFICO-PRACTIC
DE IGIENA ȘI EPIDEMIOLOGIE

277028, or. Chișinău, str. Gh. Asachi, 67 a
Tel. 72-96-47, telet. 163178
FAX. 72-97-25

29.07.96 Nr. 07-265

La Nr. _____ din _____

E

TO:

Fax:

Subj.: Hepatitis B vaccine and syringes.

Dear :

Thank you for your response to our Request for Quotation #101-07A. We also received your vaccine samples. NSCAHE is in the process of evaluating your offer for plasma derived hepatitis B vaccine dated June 29, 1996 and requests your clarification on the following points:

1. Your product inserts recommend a 5 microgram dosage for infants up to 1 year and 10 micrograms for children between one year and 10 years. NSCAHE requires Hepatitis vaccine for newborn infants. However, your offer to us is for 2 dose vials with 20 micrograms. Please explain why. Is it possible to offer us 2 dose vials with 10 micrograms and, if so, what is the status of WHO certification on this dosage?

L

2. What is the per dose **Ex-works** price for plasma derived vaccine in 2 dose, 10 microgram vials for infants below one year? In ten dose, 50 microgram vials?
3. What is the per dose **CIF, Kishinev** price for plasma derived vaccine in 2 dose 10 microgram vials for infants below one year? In ten dose, 50 microgram vials? (Your offer mentions **CIF, Frankfurt** only).
4. Please confirm that 144,000 **newborn infant** doses of Hepatitis-B vaccine in 2 dose, 10 microgram vials could be available for shipment 90 days after receipt of an irrevocable letter of credit. Also, please confirm the same availability for 180,000 doses in 10 dose, 50 microgram vials.
5. With regard to free syringes delivered by ocean freight, who pays the freight costs and what is the final destination?
6. Please calculate and advise us of the storage volume occupied per infant dose of vaccine in 2 dose vials and in 10 dose vials. Storage volume includes the vaccine vial, the packet containing the vaccine vial and any intermediate parceling of the vaccine package.
7. Please indicate your annual production capacity for Hepatitis B vaccine.

Thank you for your attention to these details. We look forward to hearing from you before August 2.

Sincerely,

Director General

Mihai Magdei

19.07.99
[Handwritten signature]

transmiss.
15⁵⁰ au.

NCSAHE Procurement Reference 1996

Section M

Draft Provisional Award Letter and
Draft Notification Letter to Unsuccessful Bidders

NCSAHE LETTERHEAD

[date]

Attention:

Dear

The Ministry of Health and the National Center of Scientific and Applied Hygiene and Epidemiology (NCSAHE) of the Republic of Moldova are pleased to inform you that your offer of..[date].. to furnish Hepatitis-B vaccine in accordance with our RFQ #101 07A has been conditionally accepted pending agreement on contract details. You will note that we have increased the doses of vaccine to be purchased and have added syringes to our requirement.

Following is a draft contract for your approval. Please review it and contact .. [Dr. Oleg Benesh and Dr. Anatol Melnik ?].. at NCSAHE by ..[date].. to discuss any issues that may need to be resolved. Based on mutual agreement, a final contract will be drafted for signature by authorized parties of each side.

Sincerely,

Dr. M. Magdei
..[title]..

62

NSCAHE LETTERHEAD

[date]

[..name of unsuccessful bidder..]
[..address..]

Attention: [..name of responding party..]

Dear Mr. [..name..]:

Thank you very much for your response to our Request for Quotation #101 07A. We regret to inform you that we have provisionally accepted another offer that meets our needs at a lower evaluated cost. If a contract cannot be concluded in accordance with this evaluation within a reasonable time, we would be happy to reconsider your offer.

Sincerely,

Dr. M. Magdei
..[title]..

moldova.314

63

NCSAHE Procurement Reference 1996

Section N

July 1996 Draft Contract, with 3 Annexes:

- Annex I Contracted Goods
- Annex II Terms and Conditions
- Annex III Procurement Requirements
 - A. Hepatitis B Vaccine
 - B. Syringes

64

July, 1996 Draft

CONTRACT FOR SUPPLY OF VACCINES

CONTRACT NO. _____

**Between Republic of Moldova Ministry of Health
and**

The Seller:

The Buyer: Ministry of Health, Republic of Moldova
Represented by:
The National Center of Scientific and Applied
Hygiene and Epidemiology (NCSAHE)
67A, Gheorghe Asache str.
2028 Chisinau
Republic of Moldova

1. SUBJECT

The Seller undertakes to sell and the Buyer to purchase goods in accordance with the Annex I, Contracted Goods, Annex II, Terms and Conditions, and Annex III (A and B), Procurement Requirements of the present contract.

2. DESCRIPTION OF GOODS

Vaccine and syringes in accordance with Annex I and Annex III (A and B) of the present contract.

3. PRICE

The prices will be in US dollars, CIF Chisinau, Moldova. The prices include the cost of the goods, transportation, packing, marking, and insurance, delivered without payment of customs fees and taxes. The prices are firm and not subject to revision during the whole term of the contract. The total value of the contract is US \$.

4. TERMS OF DELIVERY

4.1 The vaccine and syringes designated in this contract must be delivered to Chisinau (Kishinev), Moldova airport.

4.2 Due to limited cargo handling capacity on scheduled flights between Frankfurt and Chisinau (Kishinev), this order must be delivered in partial shipments not to exceed 3 cubic meters/500 kg. each. A separate airway

bill must accompany each partial shipment.

- 4.3 Seller is obliged to deliver all shipments no more than ninety (90) days after receiving an irrevocable letter of credit, opened by the Buyer and payable to Seller as mentioned in paragraph five (5) below.
- 4.4 Seller must inform the Buyer by fax or e-mail three weeks in advance of each scheduled shipment of goods.

5. AUTHORIZATION FOR SHIPMENT

- 5.1 If the right to inspect or inspect and test is exercised in accordance with paragraph 7.4 below, Seller must obtain a written Authorization for Shipment from Buyer before despatching goods.
- 5.2 Buyer must issue Authorization for Shipment or notify Seller of deficiencies within 3 days of receiving report of findings from inspection agent or within 3 days of receiving test data from authorized laboratory.

6. TERMS OF PAYMENT

- 6.1 The Buyer will open an irrevocable letter of credit, payable to the Seller at the counters of a mutually agreed bank upon presentation of specified documents evidencing compliance with all terms of the credit.
- 6.2 All banking charges, other than those of the issuing and confirming banks, will be for the account of the Beneficiary (Seller)

7. QUALITY

- 7.1 The Seller is responsible for the quality of supplied vaccine and syringes according to the technical standards set by the manufacturer's Certificate of Quality.
- 7.2 The vaccines and syringes supplied to the Government of Moldova must meet internationally recognized standards for safety, efficacy, and quality and must strictly comply with the terms of Annex III (A and B), Procurement Requirements.
- 7.3 For each vaccine lot shipped to the Government of Moldova, quality assurance documentation from the manufacturer and from the National Control Authority of the country of manufacture must be provided in accordance with Annex II, Terms and Conditions, of this Contract.
- 7.4 Buyer reserves the right for a designated representative to inspect, sample, and test, or cause to be tested, each lot of goods proposed for shipment to Moldova for conformance with contract requirements before said

shipment leaves the manufacturing facility

- 7.5 Chemical, physical, and microbiological test data for in-process and finished vaccine testing must be on record for each lot shipped and must be available to Buyer's representatives when requested.
- 7.6 Upon request of the Buyer, Seller shall provide objective evidence, that the quality assurance requirements of this contract have been met but for which no specific inspection has been mentioned.
- 7.7 The Seller shall retain a sample of twenty (20) vials from each lot of vaccine shipped to Moldova for two years beyond the printed expiration date.

8. LABELING

- 8.1 The label on each vial of vaccine and syringe package supplied under this contract must comply with Procurement Requirements set out in Annex III (A and B).

9. PACKAGING

- 9.1 All packaging shall comply with Procurement Requirements set out in Annex III (A and B) of this contract.

10. PACKING and MARKING

- 10.1 Packing and marking of vaccines and syringes must strictly comply with international export package standards and the Procurement Requirements set out in Annex III (A and B). Vaccine must be packed in cartons/containers suitable for export shipment and be in accordance with WHO EPI Guidelines on the International Packaging and Shipping of Vaccines, including all measures needed to maintain required temperatures for a period of at least 24 hours after arrival at the airport of destination.
- 10.2 The Seller must reimburse the Buyer for any loss due to improper packing.

11. SHIPPING MARKS AND DOCUMENTATION

- 11.1 Shipping marks, documentation and notification must be in accordance with Annex II and Annex III (A and B) of this contract.

12. ACCEPTANCE

- 12.1 The goods will be received by The National Center of Scientific and Applied Hygiene and Epidemiology, postal address 67A, Gheorghe Asache str., 2028 Chisinau,

Republic of Moldova; fax #373 2 729725; telephone 3732 72 96 47.

- 12.2 After acceptance of the shipment at the Chisinau (Kishinev) Airport all rights and risks of ownership for the goods are transferred to the Buyer.
- 12.3 For quantitative and damage claims, the Buyer must present to the Seller a written claim drawn up by the Chamber of Commerce of the Buyer's country.
13. DEFECTIVE GOODS
- 13.1 In case of non-conformity to the specifications mentioned above and in the referenced annexes, the Seller must replace the defective goods with new ones at his own expense not more than four (4) weeks after the date of notification by the Buyer.
- 13.2 If the Seller does not replace the defective goods with new ones within four (4) weeks from the date of the claim, the Buyer has the right to cancel the contract. In this case, the Seller must reimburse the Buyer for his payments (if any) and expenses, including all banking fees connected with a letter of credit.
- 13.3 The Seller must pay all transport costs and other expenses connected with the replacement or return of the defective goods to the territory of the Seller's country including transportation costs in the territory of the Buyer's country.

14. PLACE OF DESTINATION

Chisinau (Kishinev) Airport, Republic of Moldova.

15. FORCE MAJEURE

Each party to this agreement may be excused from fulfilling its obligations under the Contract in the event of force majeure circumstances such as military operations, blockades, prohibitions of export or import, and catastrophic loss from natural disaster, fire, strikes and changes in legislation.

In such cases, the party claiming force majeure must inform the other party in written form within fifteen (15) days after the beginning of the force majeure circumstances and the existence of these circumstances must be confirmed by the Chamber of Commerce of the claiming party. If force majeure circumstances last more than 4 months, each party has a right to refuse to fulfill its obligations under the contract and none of the parties has the right to claim compensation for possible losses from the other party.

16. ARBITRATION

In case disagreements arise in the course of the contract, all disputes will be settled finally in accordance with the Rules of Conciliation and Arbitration of the International Chamber of Commerce.

17. OTHER CONDITIONS

17.1 The present contract falls under the law of the Republic of Moldova.

17.2 All correspondence between the two sides must be sent to the addresses shown below.

17.3 The Seller guarantees having all the patents and other rights pertaining to the products to be supplied.

17.4 The Seller completes all formalities and pays all export taxes in his country.

17.5 The Buyer completes all customs clearance formalities and pays all import taxes in his country.

17.6 All annexes to this contract are integral parts of it.

17.7 All alterations and amendments to this contract are valid only if they are in written form and signed by the authorized representative of the parties.

17.8 Neither of the parties has the right to assign its obligations on the contract to third parties without a written consent of the other party.

17.9 From the moment of signing the contract, all the previous correspondence and negotiations will become invalid.

17.10 The date of delivery will be the date of arrival at Chisinau (Kishinev) Airport.

17.11 In the case of an address change or a change in bank, each side must inform the other within 15 days of the change.

18. BANKS OF THE PARTIES

For the Seller:

For the Buyer:

69

The present contract is written in English language and signed in Chisinau (Kishinev) in two (2) original copies which have equal force.

For and on behalf of
the Seller

For and on behalf of
the Buyer

(signature and stamp)

(signature and stamp)

Date:

Date:

moldova.307

CONTRACT # _____

ANNEX I

CONTRACTED GOODS

Product: Hepatitis-B Vaccine (plasma derived) with 1.0 ml
single use syringes

Use: Immunization of newborn infants

Dosage Size: 0.5 ml/1.5 micrograms, adjuvant and vehicle

Dose Package: Five (infant) doses per sterile glass vial

Quantity: 180125 doses in 36025 vials with 180125 syringes

Price: \$3.87 per vial w/syringe, CIF Chisinau (Kishinev)

Total CIF: \$139,417

moldova.311

CONTRACT # _____

ANNEX II

TERMS AND CONDITIONS

SHIPPING TERMS: CIF Chisinau (Kishinev), Republic of Moldova

TRANSPORT MODE: Air

TRANS-SHIPMENT: Frankfurt Rhine Main Airport only

PARTIAL SHIPMENTS: Required. No shipment shall exceed 3 cubic meters/500 kg.

FINAL DESTINATION: Chisinau (Kishinev), Republic of Moldova

PAYMENT TERMS Irrevocable Letter of Credit

SHELF LIFE: The remaining shelf life of vaccine on the date of delivery must not be less than 18 months.

INSPECTION & TESTING: Pre-Shipment Compliance Program:

The Ministry of Health of Moldova reserves the right for a designated representative to inspect, sample, and test, or cause to be tested, each lot of goods proposed for shipment to Moldova for conformance with contract requirements before said shipment leaves the manufacturing facility.

DOCUMENTS FOR EACH SHIPMENT: A. Quality Documents for Vaccine:

Lot release letter from the government regulatory authority in the country of manufacture.

Evidence of product and facility registration/licensing in the country of manufacture.

Certificate of Analysis for lot(s) being supplied.

Manufacturer's batch/lot information including protocols, approvals of source materials, test summary sheets and approval and release records signed by the regulatory affairs or quality assurance manager for the manufacturing facility.

THE ABOVE DOCUMENTS SHALL BE PROVIDED THREE

WEEKS PRIOR TO SCHEDULED VACCINE SHIPMENT

B. Commercial Documents

Commercial Invoice, Airwaybill, Packing list, Certificate of Origin, Insurance Certificate. In addition, NCSAHE Authorization for Shipment if pre-shipment inspection or inspection and testing is implemented

NOTIFICATION:

The Supplier will keep the National Center of Scientific and Applied Hygiene and Epidemiology (NCSAHE) informed of any circumstances that might affect the delivery schedule.

Supplier shall confirm shipping date to NCSAHE three weeks prior to despatch and provide flight details as early as known.

**PROCUREMENT REQUIREMENTS
HEPATITIS B VACCINE
FOR NEWBORN INFANTS**

A. Description of Intended Use:

This vaccine is intended for use in a public sector health project for immunization of newborn infants.

B. Specific Requirements:

Hepatitis-B Vaccine manufactured from purified inactivated hepatitis B surface antigen (HBsAg) particles obtained from human plasma or vaccine manufactured using recombinant DNA technology. Intended for intramuscular injection.

Each dose shall contain that amount of Hbsag protein with micrograms/ml specified by the manufacturer for newborn dosage, that when given as part of a primary immunization series (3 doses), is capable of producing specific humeral antibody (anti HBs) at a level of at least 10 milli international units in ≥ 90 percent of recipients.

The vaccine must be free from all demonstrable viable microbial agents and found suitable for human immunization. It may contain an appropriate stabilizing agent with antimicrobial properties.

The vaccine shall meet WHO Biological Requirements for Hepatitis B. Vaccines, either for plasma-derived or recombinant DNA vaccine. (Requirements for Biological Substances No. 31, revised 1994; Requirements for Biological Substances No. 45)

The vaccine shall be currently registered in the country of manufacture and shall meet all requirements of the Licensing Authority of the country of manufacture.

Hepatitis B Vaccine (continued)
For Newborn Infants

Dosage Size: 0.5 ml/1.5 micrograms, adjuvant and vehicle

Dose

Package: Five (infant) dose sterile glass vials

Filling

Volume: Final product should contain 15% overfill

Storage

Temperature: 2 - 8 degrees C. Do not freeze!

Shelf Life:

The shelf life of the product provided under this order will be at least 24 months from date of manufacture when stored between 2 and 8 degrees C. The supplier will provide manufacturer's stability test data substantiating this 24 month shelf life in the proposed vial.

At the time of delivery to the country of destination, eighteen months of shelf life shall remain.

Stability:

Stable for a minimum of two years after production at 2 to 8 degrees C. Manufacturer to specify additional thermal stability characteristics.

C. General Requirements:

Labeling: Each vial shall carry the manufacturer's standard label in Russian or Romanian, if available at no extra charge, otherwise the vial label shall be in English.

All labeling shall withstand immersion in water and remain intact.

All labels shall state the name of the vaccine, name of the manufacturer, place of manufacture, lot number, composition, concentration, dose and mode for administration, expiry date, storage temperature and any other marking that is appropriate.

Closures: Vaccine vials shall be fitted with closures that conform to ISO standards 8362-1 and 8362-2.

Printed Materials:

Manufacturer's standard package inserts in Russian or Romanian language if available at no extra charge, otherwise, package insert shall be in English.

D. Packing:

Inner Boxes: Inner boxes shall contain not more than 10 individual vials and shall be constructed of sturdy white cardboard outfitted with individual segments for protecting and separating each vial;

Overpacking: Boxes shall be overpacked so that the vaccine remains refrigerated as designated in Section B of "Procurement Requirements" for the subject vaccine.

The overpacking must be suitable for export handling in accordance with WHO EPI Guidelines on International Packaging and Shipping of Vaccines. It must have adequate insulation and sufficient refrigerant to insure that the warmest storage temperature of the vaccine does not rise above that designated in Section B of "Procurement Requirements" for the subject vaccine in continuous outside ambient temperature of +43 degrees C, nor fall below that specified in Section B in continuous outside ambient temperature of -20 degrees C

during transit and for a period of at least 24 hours after arrival at the airport of destination.

Additional cushioning shall be provided sufficient to protect the vials from breakage during transit and handling.

Cold Chain
Monitor
Cards:

At least two suitable cold chain monitor cards, as approved by the Buyer, shall be packed in each transport case of vaccine.

Freeze watch indicators shall be included in each transport case of Hepatitis-B vaccine.

Exterior
Shipping
Cartons:

Product and printed materials, packaged as described above, shall be packed in weather resistant, triple-wall corrugated fiberboard cartons with a bursting test strength of not less than 1,900 kPa.

The overall dimensions of the exterior shipping cartons should be such that the product does not become damaged during transportation and storage.

E. Markings:

All containers and invoices must bear the name of the vaccine, expiry dates of the vaccine and appropriate storage temperature.

Inner Boxes: The inner boxes containing vaccine vials shall be marked with the following information in a clearly legible manner which is acceptable to the Purchaser:

Generic name and trade name of the vaccine
Manufacturer's name and registered address
Manufacturer's national registration number
Lot or batch number
Composition and concentration
Number of vials contained in box
Expiration date
Instructions for storage and handling
Place of manufacture (Made in _____)

Exterior
Shipping
Cartons:

The following information shall be stenciled or labeled on the exterior shipping cartons on two opposing sides in bold letters at least 30mm high with waterproof ink in a clearly

legible manner which is acceptable to the Buyer:

HUMANITARIAN ASSISTANCE - GOVT. OF JAPAN
Generic name and trade name of the vaccine
Lot or batch number
Expiration date (month and year)
Name and address of manufacturer
Manufacturer's national registration number

Destination airport and routing (via Frankfurt Rhine Main Airport)
Consignee's name and address in full
Consignee contact name and telephone #

Number of vials contained in the carton
Gross weight of each carton (in kg)
Carton # ___ of ___

Instructions for storage and handling
Contract number
Place of manufacture (Made in ___)

F. Quality Assurance Requirements

Warranty: The Supplier must guarantee that the products as packed for shipment

- a. comply with all provisions of the subject Procurement Requirement and related documents;
- b. meet internationally recognized standards for safety, efficacy, and quality;
- c. are fit for the purposes expressly made known to the seller by NCSAHE
- d. are free from defects in workmanship and materials

Inspection: The Buyer may inspect and sample, or cause to be sampled, the product at the Seller's factory and/or warehouse at a mutually agreeable time prior to shipment of the product.

Testing: The Buyer may cause independent laboratory testing to be performed as deemed necessary to assure that the goods conform to prescribed requirements. Said testing laboratory shall be of the Buyer's choice and suitably equipped and qualified to conduct quality assurance tests on biological products.

**PROCUREMENT REQUIREMENTS
SINGLE USE SYRINGES**

**FOR NEWBORN INFANT
HEPATITIS B VACCINATION**

A. Description of Intended Use:

These syringes are intended for use in a public sector health project for immunization of newborn infants with Hepatitis-B vaccine.

B. Specific Requirements:

Single-use syringe exactly in accordance with Exhibit A

Capacity: 1.0 ml.
Graduations: 0.05 increments
Needle: 23 gage x 24 mm
Needle fixing: Fixed
Barrel length: 27.5 mm
Barrel diameter: 6.9 mm
Primary package: Individual paper/plastic pouches

C. General Requirements:

Needle shield: Required
Prevented from re-use: No
Syringe Material: Plastic, Polypropylene, etc.
Needle Material: Stainless steel
Fluid Path: Sterile, non-toxic, non-pyrogenic
Applicable Standards: WHO/UNICEF
Shelf life at time of delivery: 2 years

19

D. Packing:

Over Packing: Sturdy cardboard cartons of 100 syringes with needles

Exterior Shipping Cartons:

Twenty cartons of 100 syringes each shall be packed in weather resistant, triple-wall corrugated fiberboard cartons with a bursting test strength of not less than 1,900 Kpa.

The overall dimensions of the exterior shipping cartons should be such that the product does not become damaged during transportation and storage.

E. Marking

All levels of packing and invoices must bear the name of the product, the manufacturer's name, lot number, expiry date and quantity.

Exterior Shipping Cartons

The following information shall be stenciled or labeled on the exterior shipping cartons on two opposing sides in bold letters at least 30 mm high with waterproof ink in a clearly legible manner which is acceptable to the Buyer:

HUMANITARIAN ASSISTANCE - GOVT. OF JAPAN

Name of the product

Lot or batch number

Expiration date (month and year)

Manufacturer's name and address

Manufacturer's national registration

Destination airport and routing (via Frankfurt Rhine Main Airport)

Consignee's name and address in full

Consignee contact name and telephone #

Number of syringes contained in the carton

Gross weight of each shipping carton

Carton # ___ of ___

Contract number

Place of manufacture (Made in ___)

80

F. Quality Assurance

Warranty: The Supplier shall guarantee that the products as packed for shipment:

- a. comply with all provisions of this Procurement Requirement any related documents
- b. meet internationally recognized standards for safety and quality
- c. are fit for the purposes expressly made known to the Seller by NCSAHE
- d. are free from defects in workmanship and materials

Inspection: The Buyer, or his representative, may inspect and sample the product at the Seller's factory and/or warehouse at a mutually agreeable time prior to shipment of the product.

moldova.313

NCSAHE Procurement Reference 1996

Section O

Letter of Credit Application and Notes

APPLICATION TO OPEN L/C No. ____

Name and address of the order-giving organization

Beneficiary (name and address)

If necessary, please contact _____

Tel. ____ Fax _____

Date _____

Please open

by cable

by airmail

by airmail with preliminary advising by telex

irrevocable, documentary

transferable

confirmed L/C

Advising bank _____

Date and place of L/C expiry

Amount (in numbers and words)

maximum approx.

L/C is implemented (by whom)

Confirming bank _____

payment in installments for the period _____
 negotiation against the documents, indicated below

beneficiary's bill of exchange

Partial shipments Transshipment

allowed

allowed

not allowed

not allowed

with the term (duration) _____
presented to _____

Dispatch/shipment/receipt and transportation
from _____ to _____
for transporting to _____

Description of the goods and terms/conditions of the contract

List of documents (see Annex)

Special instructions

All expenditures/foreign bank's expenditures on the L/C at our expense/at beneficiary's expense
(underline applicable, strike out non-applicable)

Dispatch date _____

Documents should be presented within 21 days from the date when the documents were written out, but within the validity dates of the L/C

Please write off L/C coverage, correspondent's commission and other expenses from our account No. ____ in your bank

Place for seal

Director

Chief Accountant

Y100309AJAVA TL13



ЗАЯВЛЕНИЕ НА АККРЕДИТИВ No

Наименование и адрес организации-приказодателя: СНЗРПЗ

Бенефициар (наименование и адрес):

В случае необходимости просим Вас связаться с:

Имя: М. М. М. М.

тел. _____ факс 119725

Дата: _____

Просим Вас открыть:

- по телеграфу
- воздушной почтой
- воздушной почтой с предварительным авизованием по телексу
- безотзывный документарный
- трансферабельный
- подтвержденный аккредитив

Дата и место истечения срока аккредитива: 24.10.1992 г. Москва

Сумма (цифрами и прописью): 115,750

максимум около

Авизирующий банк: Банка для СССР

Аккредитив исполняется (квм):

- платежа с рассрочкой сроком _____
- акцепта неограниченно

против представления документов, указанных ниже:

- тратт(ы) бенефициара

Подтверждающий банк: Банка для СССР

Частичные отгрузки: разрешены не разрешены

Перегрузка: разрешена не разрешена

(сроком выставленной(ых) на _____)

Отгрузка/отправка/принятие и перевозка: 24.10.1992

для транспортировки в: Москва

Описание товара и условия поставки: 100 кг сахара в трех ящиках

Перечень документов (см. приложение):

Специальные инструкции:

Все расходы /расходы иностранного банка по аккредитиву за наш счет/за счет бенефициара (нужное подчеркнуть, ненужное вычеркнуть):

дата отгрузки: 24.10.1992

Документы должны быть предъявлены в течение 27 дней от даты после выписки полученных документов, но в пределах срока действия аккредитива.

Просим Вас списать покрытие по аккредитиву, комиссию корреспондента и другие расходы с нашего счета у Вас № _____

М.П. _____ Директор

_____ Главный бухгалтер

26-42-10-11111111

LETTER OF CREDIT NOTES

The primary difference between acceptance and negotiation when applying for a letter of credit is WHEN the bank makes payment after receiving acceptable documents.

Acceptance: Under acceptance, the l/c traditionally stipulates a maturity date at which payment should be made (90 days after sight, etc). This favors the applicant, as it gives the applicant time to receive the goods, sell them, and use the proceeds to pay the l/c.

Negotiation: Under negotiation, the l/c is traditionally paid at sight if the documents are in order. (There is usually a few days to week delay for bank processing procedures.) In the past the advising bank would pay the beneficiary if the documents were in order. That has changed and now most advising banks forward documents for payment to the issuing bank or a bank in the advising bank's country that has a formal relationship with the issuing bank.

The use of the terms acceptance and negotiation in the l/c application does not mean that the documents submitted against the l/c can or can not be negotiable (endorsed to another party). Documents can be endorsed and the l/c transferred to another party under both acceptance and negotiation issued l/c's. The l/c should indicate when it is prepared and issued, however, that it is transferrable.

In summary, acceptance indicates there is a stipulated maturity date when payment is made. Negotiation indicates payment is made at sight (upon presentation of documents and allowing for bank processing time).

NCSAHE Procurement Reference 1996

Section P

Pre-Shipment Compliance Program (Quality Assurance)

SAMPLE INSPECTION CRITERIA ORDER

TO: SOCIETE GENERAL DE SURVEILLANCE (SGS)

Date: October 10, 1992

Purchase Order: 92-000

Vendor: XYZ Corporation
123 Main Street
Seoul, Korea

Consignee: PATH Indonesia
Tifa Building Suite 1102
Jakarta, Indonesia

INSPECTION CRITERIA

1. Examine Certificate of Analysis and QC records for shipment of:
50,000 vials (0.5 ml, 0.5 ug/dose) Hepatitis B Vaccine (Hepavax B).

Certificate of Analysis must include:

Commodity Name
Lot Number
Date of Manufacture
Analysis Results

Test results as indicated on Certificate of Analysis must fall within the limits of the following specification:

| | |
|----------------------|--|
| Appearance | Opalescent |
| pH | Value on determination |
| Thimerosal Content | NMT 0.012 W/V% |
| Formaldehyde Content | NMT 0.01 W/V% |
| Aluminum Content | NMT 1.25 mg/ml |
| Filling Volume | 0.7 ml - 0.8 ml |
| Foreign Material | None |
| HBsAg Content | 9-11 ug/ml |
| Sterility | No growth in FTM media (31, 36°C) No growth in SDB media (25°C) |
| Abnormal Toxicity | Freedom from abnormal toxicity |
| Potency | NLT Reference |

QC/QA records must support Certificate of Analysis

2. Examine Labeling

Please provide written report for approval by PATH on labeling prior to release of clean bill of goods including:

Photocopy of labeling found on vials
Confirmation of consistent labeling on all vials
Photocopy of any package inserts
(If photocopies are not possible, a written report of the information is acceptable)

3. Examine Packing and Marking

Please provide written report for approval by PATH on packaging prior to release of clean bill of goods including:

Description of cartons
Description of insulation material, quantity and type
Number of vials per container
Number of Infochem Freezewatch Indicators included and their physical location within the shipping container

Marking shall include:

PATH Indonesia

Letter of Credit Number: LC0001-003

Invoice Number:

Date of Invoice:

Lot Number:

Expiry Date:

PERISHABLE MATERIAL. KEEP REFRIGERATED (2 - 8 DEGREES C)
KEEP FROM FREEZING

Gross Weight:

Box #: of Boxes

AIRPORT OF DESTINATION: JAKARTA, INDONESIA

Telephone consignee upon arrival. Telephone No.:
5200737

4. Examine Documentation

Refer to attached Shipping Instructions and confirm all documents listed are complete except the Air Waybill which is acceptable in draft form.

5. Unless otherwise specified in writing, the SGS representative is not authorized to sign the "Authorization for Shipment" form.

Sample Compliance Program: Inspection, Sampling, and Testing EPI Vaccines

Prior to shipment, the Purchaser or its appointed representative has the right to sample and inspect each consignment of injectable contraceptives at the factory or Supplier's warehouse in accordance with ISO 2859 and Technical Specification __ of this contract.

3.1 Packaging, Packing, and Marking

For inspections related to exterior shipping cartons, the Inspection Lot size shall be the number of exterior shipping cartons and the sample unit shall be one exterior shipping carton.

For inspections related to inner boxes, the Inspection Lot size shall be the number of inner boxes and the sample unit shall be one inner box.

- a. One hundred percent (100%) of the exterior shipping cartons will be examined for:
 - i. General physical characteristics and condition
 - ii. Markings per Technical Specification __
- b. A representative sample of the inner boxes will be drawn from the exterior shipping cartons at General Inspection Level II, or, at the discretion of the Purchaser, General Inspection Level III, Single Sampling Plan for Normal Inspection.

- ✓
- c. **The sample will be examined for:**
- i. **General physical characteristics per Technical Specification ____**
 - ii. **Markings per Technical Specification ____**
- d. **All aspects of the samples, including the exterior shipping cartons, inner boxes, and vials or ampoules will be further inspected and any defects classified as follows:**

Critical, AQL 0.0%:

- **The shipping documents do not coincide with the vial or ampoule information**
- **Broken vials or ampoules**
- **Illegible or missing text or markings on the vials or ampoules**
- **Batch/Lot number or expiration date incorrect or missing from vial or ampoule labeling**
- **Product information sheet does not match the product**
- **Package insert or information sheet missing**
- **Shipping carton badly closed or broken**
- **Inner boxes in bad condition, open, dirty, or torn/ broken**
- **Individual boxes missing from the multiple-unit shipping cartons**

- **Batch/Lot number or expiration date incorrect or missing from inner boxes**
- **Foreign matter in inner boxes**

Major, AQL 2.5%:

- **Manufacturer's national drug registration number missing on inner boxes**
- **Vials or ampoules missing from the inner boxes**
- **Manufacturer's name, address, or importing country's drug registration number missing from inner boxes**
- **Package insert or information sheet illegible, dirty, or torn**
- **Labeling missing from inner boxes**
- **Instructions for storage missing from inner boxes**

Minor, AQL 6.5%:

- **Printing on vials or ampoules defective but legible**

3.2 Vaccine

At the discretion of the Purchaser, part of the selected sample may be sent to a qualified independent laboratory to confirm any or all of the manufacturer's test data on the final product.

Certificate of Analysis for production lot(s) represented by test samples shall be made available to inspector and/or Purchaser upon request. Certificate shall state all tests performed, their

specification, and actual test results obtained. In each case, test results shall meet Pharmacopeia limits.

3.3 Resolution of Defects

a. Packaging, Packing, and Marking

Defects in exterior shipping carton marking must be corrected by Supplier prior to shipment.

All goods from corresponding production lots with inspection lot defects in excess of the AQLs listed above must be corrected and re-inspected at Supplier's expense or rejected.

b. Vaccine

Any deviation from Manufacturer's Certificate of Analysis, product specification, or Pharmacopeia limits shall result in rejection of goods from the entire production lot.

EPI VACCINES - TESTS ON FINAL PRODUCT

| | | |
|-------------------|---------------------|-------------------|
| Identity | Sterility | Potency |
| Innocuity | Adjuvant | Preservative |
| pH | Stability | Purity |
| Safety | Virus Concentration | Residual Moisture |
| Bacterial Content | Viability | Appearance |
| Filling Volume | Foreign Material | |

All testing protocols and results shall conform to WHO Requirements for Biological Substances and/or requirements of the National Control Authority of _____.

International Inspection and Sampling Services

The following organizations offer pre-shipment inspection and sampling services:

Bureau Veritas

16 Bis Place Des Refletes

Courbevoie

92077

Paris, La Defence

FRANCE

Fax: 33-42-91-52-94

Societe Generale de Surveillance SA

Consumer Products Department

1, Place des Alps

CH - 1211 Geneva 1

SWITZERLAND

Telephone: 41-22-39-9111

Telex: 422-140-54

Fax: 41-22-31-1666

Lloyd's of London

Agency Department

One Lime Street

London LC3M 7HA

UNITED KINGDOM

Telephone: 071-623-7100

Telex: 987321 LLOYDS G

Fax: 071-327-6777

Partial List of Testing Laboratories

Germany: BCG, DTP, DT and Td, TT, OPV

Robert-Koch-Institut

Nordufer 20, D-133353 Berlin

Tel. +49 30 45 47 4 - Fax +49 30 45 47 30 60

Canada: BCG, DTP, DT and Td, TT, OPV

Dr. Laszlo Palkonyay, Chief, Viral Products Division

Bureau of Biologics, Drugs Directorate, Tunney's Pasture

CAN-Ottawa, Ontario K1A 0L2

Tel. +1 613 957 8064 - Fax +1 613 957 6302

France: BCG, DTP, DT and Td, TT, OPV

Laboratoire National de la Sante

1, rue Lacretelle, F-75015, Paris

Tel. +33 1 48 28 10 17 - Fax +33 1 48 28 98 55

Australia: DTP, DT and Td, TT

Dr. Parissa Poulis, Virology Unit

Molecular Biology Section

Therapeutic Goods Administration Laboratories (TGAL)

P.O. Box 100, Woden, ACT 2606

Tel. +616 239 8530 - Fax +616 239 8531

National Biological Standards Laboratory

Department of Health

Bennett House, GPO Box 570

Canberra, ACT 2601

Tel. +61-62-43-5000 - Fax +61-62-57-7470

Italy: DT and Td, TT, OPV

Professor Antonio Cassone

Istituto Superiore di Sanita

Viale Regina Elena 299

I-00161 Rome

Fax +39 6 446 9938/445 2961

Costs (1996)

Pre-shipment inspection of vaccine consignments typically costs under \$600. However, rates vary and are usually based on the inspector's time and travel distance, so firm quotations should be obtained.

The cost of laboratory testing depends upon the specific tests required and the laboratory's pricing structure. Currently, WHO estimates the cost of tests for vaccine potency at around \$75 per manufacturing lot for viral vaccines and \$300 per manufacturing lot for bacterial vaccines. Quotes should always be obtained.

NCSAHE Procurement Reference 1996

Section Q

Shipping Notes

WHO Guidelines on Packaging and Shipping

Customs Clearance Notes

List of Licensed Declarants

SHIPPING NOTES

Expeditors/Frankfurt confirmed cold storage at +4 centigrade down to -18 centigrade is available at Frankfurt airport. The cold room would be contracted through LUG and would be a bonded warehouse. They did not provide the cubic meters of cold storage capacity at the airport, but from previous work PATH knows sufficient space is available at or near the airport. Expeditors confirmed that re-icing of cold chain shipments is also possible. To arrange storage space Expeditors needs three days advance notice of arrival of shipments.

Air Moldova provides direct service from Frankfurt to Kishinev (KIV) five times per week (Monday, Wednesday, Friday, Saturday, Sunday). The other routing to Kishinev from Frankfurt is Austrian Airlines via Vienna, but Expeditors mentioned the transshipment in Vienna might cause problems.

To arrange uplift on Air Moldova for shipments from 500 to 1,000 kgs (1,100 to 2,200 lbs) or 3 to 6 cu. meters, a 4 day lead time is needed and Expeditors recommends keeping individual shipments to Kishinev as small as possible. Expeditors contacted the agent who handles Air Moldova shipments who said bookings should be arranged not to exceed 300-500 kgs/ 3cbm. Apparently Air Moldova has to keep an eye on the passenger situation for each flight. Passengers usually travel with overweight and oversized baggage like microwave ovens and refrigerators to KIV and this has an impact on the cargo load. The agent recommends keeping the weight and volume of each shipment as low as possible to avoid any delay. Also, all invoices should be made out for each single shipment, and not for the whole consignment.



Expanded Programme on Immunization

**GUIDELINES ON THE INTERNATIONAL PACKAGING
 AND SHIPPING OF VACCINES**
(Revised February 1992)

The following guidelines are jointly endorsed by UNICEF and WHO. They relate specifically to the international shipment of vaccine to countries implementing the Expanded Programme on Immunization. The guidelines may be cited in part or in full in invitations to bid for vaccine supply.

1. Insulated packaging standards

Class A: Freeze-dried measles, yellow fever vaccine and liquid oral poliomyelitis vaccine shall be packed to ensure that the warmest storage temperature of the vaccine does not rise above +8°C in continuous outside ambient temperatures of +43°C, for a period of at least 48 hours. The diluent for freeze-dried measles vaccine need not be subject to the same packaging but should travel with the vaccine consignment whenever feasible. Suitable cold chain monitor cards shall be packed with each 3,000 infant doses of vaccine.

Class B: BCG, adsorbed DPT and Hepatitis-B vaccines shall be packed to assure that the warmest storage temperature of the vaccine does not rise above +3°C in continuous outside ambient temperatures of +43°C, for a period of at least 48 hours. The diluent for BCG vaccine need not be cooled but should travel with the vaccine whenever feasible. Suitable cold chain monitor cards shall be packed with each 3,000 doses of vaccine.

Class C: DT and tetanus vaccine need not be packed in insulated cartons with icepacks for international air transport. Suitable chemical threshold indicators shall be packed with each 3,000 doses of vaccine.

2. Storage volume standards

Vaccine manufacturers shall state the storage volume¹ occupied per infant dose of vaccine in trade literature and in tender documents submitted to the purchaser. Maximum recommended volumes per infant dose are as follows:

| Vaccine | 2 dose | 10 dose | 20 dose |
|----------------------|--------------------------|---------------------------|---------------------------|
| Freeze-dried BCG | | 1.0 cm ³ /dose | 1.0 cm ³ /dose |
| Freeze-dried measles | | 3.0 cm ³ /dose | |
| Hepatitis-B | 6.0cm ³ /dose | 3.0 cm ³ /dose | |
| Oral polio | | 2.5 cm ³ /dose | 1.5 cm ³ /dose |
| Tetanus toxoid | | 3.0 cm ³ /dose | 2.5 cm ³ /dose |
| Yellow fever | | 3.0 cm ³ /dose | |

¹Storage volume includes the vaccine vial, the packet containing the vaccine vial and any intermediate packing of vaccine packets.

This document is not a formal publication of the World Health Organization (WHO), and all rights are reserved by the Organization. The document may, however, be freely reviewed, abstracted, reproduced and translated, in part or in whole but not for sale nor for use in conjunction with commercial purposes.

The views expressed in documents by named authors are solely the responsibility of those authors.

Ce document n'est pas une publication officielle de l'Organisation mondiale de la Santé (OMS) et tous les droits y afférents sont réservés par l'Organisation. S'il peut être commenté, résumé, reproduit ou traduit partiellement ou en totalité, il ne saurait cependant être vendu ou à des fins commerciales.

Les opinions exprimées dans les documents par des auteurs nommés n'engagent que leurs auteurs.

BEST AVAILABLE COPY

3. Labelling and packaging standards

The external surface of vaccine packaging shall be white. A label of the design, see sample below, shall be affixed to each outside face of every vaccine package. Although the labels shown is in English, other languages can be used as follows: *Vaccin Urgent - Vacuna Urgente - Impfstoff Eilt* - *لصاح حرجس فوراً*

Labels on each vaccine vial (or ampoule) shall be fixed with water resistant adhesive. The expiry date shall be printed on each vial or vial label in indelible ink.

4. Standard shipping procedures

Vaccines shall travel by a direct route whenever possible. If trans-shipment is unavoidable, the journey shall be planned, whenever possible, through airports with a temperate climate and cold store facilities. Shipments shall be scheduled to arrive on *Monday, Tuesday, Wednesday or Thursday only*.

Vaccine consignments shall be booked well ahead of the date of departure. At least *one week* before the date of despatch, *telexes or cables* shall be sent to the consignee and to the local WHO or UNICEF office, *stating the following*:

- Number of vials and doses per vial
- Type of vaccine
- Number of cartons
- Gross weight (in kgs.)
- Value of shipment
- Flight number, date and expected time of arrival (ETA) at final destination
- Airwaybill (AWB) number
- Instructions re collection: "Please arrange immediate collection or telex immediately if vaccine does not arrive."

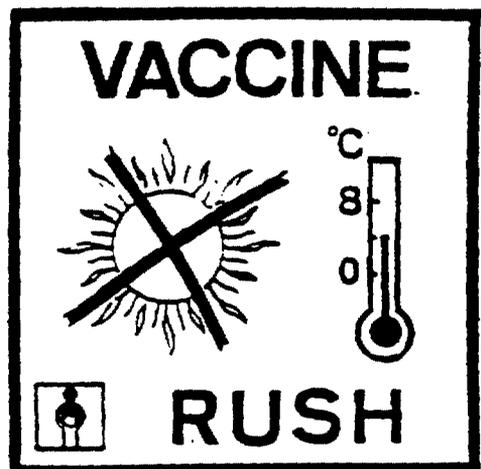
The following information shall be stated on the *airwaybill*:

- Consignee's name, address and telephone number.
- Type of vaccine and quantity
- Instructions to: "Telephone consignee upon arrival (repeat telephone number)"
- Handling information: "Medicines - Vaccine - For human use - Highly perishable - Not to be delayed - Connection by booked flight - Pending reshipment or collection, store at 0°C to -8°C (35°F to 50°F)".

Two copies of the invoice or pro-forma invoice with packing details shall be attached to the airwaybill for customs clearance at destination. At the time of shipping, the following shall be sent to the consignee *by mail*:

- Copy of the airwaybill
- Copy of the invoice with packing details

All invoices shall quote the vaccine batch numbers and the dates of expiry of the lots included in the consignment.



CUSTOMS CLEARANCE NOTES

from

Interview with Anatol Andriev, August 1, 1996
Department of Statistics
Customs Directorate
Government of Moldova

DOCUMENTS FOR CUSTOMS CLEARANCE:

1. License from MOH
2. Approval for transaction from Dept. of External Economic Relations, Ministry of Economics. Includes amount and description of goods.

[Customs pays most attention to above two documents]
3. Letter from government (or government decree) allowing "express processing" of import. Needed for perishable products, including vaccine. (To obtain, send a request letter to Andriev explaining need.)
4. Contract
5. Registration from Registrar's Chamber
6. Tax Inspectorate Certificate; assigned fiscal code
7. Certificate from bank where consignee (NSCAHE) keeps account
8. Certificate from Department of Statistics with statistical code
9. Certificate of Origin for the particular cargo
10. [Air] Waybill and commercial invoice
11. Customs Declaration based on documents above

PROCEDURES FOR CUSTOMS CLEARANCE:

From a legal point of view, any importer can handle its own customs clearance, including filling out the customs declaration, but it is complicated. In practice, a clearing agent known as a "Declarant" is normally used. The Department of Customs Control trains and licenses special commercial companies to do this work. The fee is generally 20 to 25 lei per page. A list of licensed companies is attached.

There is a customs post located in the airport for clearing air shipments. If goods are imported by truck, the customs post at the border generally lets the truck through unhindered as long as the truck has proper documents; customs clearance takes place upon arrival in Kishinev. It is possible to do the inspection and clearance at the border as well but normally this is done only if contraband is suspected.. In

addition to Kishinev, there are customs clearing facilities located in cities or towns close to border crossings.

CUSTOMS DUTIES and HANDLING FEES

The Government of Moldova determines annually which products will be subject to duty and the rate or amount of that duty. This is published officially in the Law on the Budget of the Republic of Moldova. In addition, the government has the right to over-ride duties in any situation.

There are no customs duties on pharmaceuticals or related products or on veterinary products. Specifically, there are no duties on vaccines or syringes for 1996.

There could be difficulties in the case of cold chain equipment. It should be clearly labeled as "medical equipment for storing vaccines" in order to avoid the high duty on household and commercial refrigerators. The key is correct processing and the wording used on the customs declaration.

Anything bearing the label Humanitarian Assistance gets expedited processing and is not subject to duties.

Normal importers pay a 0.25% handling fee for customs clearance, but this does not apply to NCSAHE.

The airport charges no fees unless the goods are not cleared promptly and have to be stored. Bonded storage is available where goods can be left and charges accrue daily. The same is true for rail cargo.

CUSTOMS INSPECTION

The customs inspectors check to make sure the product and its quantity conform with the declaration; they are mainly concerned about contraband or illegal products. Observing and reporting damaged cargo is not within their responsibility, and it is not mentioned in the customs clearance documents.

If the cargo is of a continuous nature, i.e. same product(s) coming from the same address and going to the same address, inspection is often cursory.

REGULATORY

The Directorate of Customs has no responsibility for regulatory compliance of pharmaceuticals (including vaccines) and medical products. If laboratory testing and/or regulatory approval is required beyond that implied by the license document issued by the Ministry of Health (#1 above), it is done separately, after customs clearance.

REGISTRUL DECLARANTILOR AUTORIZATI

Pag. :

17.04.96

| N D/RIVANEI | CODUL DENUMIREA VANEI | CODUL A.E. | DENUMIREA AGENTULUI ECONOMIC | CODUL PERSOANEI | NUMELE PERSOANEI | DATA INREGISTR. | DATA ANULAREI | |
|----------------|-----------------------------|---------------|---------------------------------|---|---------------------|----------------------|------------------|-----------------|
| 1 | 05 | BASARABEASCA | 026 | COOPERATIVA "BIG" | 02601 | BATRACAR IRINA | 15.12.95 | ANULAT 08.02.96 |
| 2 | 05 | BASARABEASCA | 026 | COOPERATIVA "BIG" | 02602 | IANGIOGLO NATALIA | 08.02.96 | |
| 3 | 05 | BASARABEASCA | 027 | S.A. "NECTAR-IUG" | 02701 | SARIOGLO P. | 15.12.95 | |
| 4 | 05 | BASARABEASCA | 028 | S.A. "ROMA" | 02801 | TARAN FEDOR | 15.12.95 | |
| 5 | 05 | BASARABEASCA | 029 | I.I. "IILDIZ-IANGIOGLO" | 02901 | CIFLICI MARINA | 15.12.95 | |
| 6 | 05 | BASARABEASCA | 030 | FABRICA DE FERMENTARE A TUTUMULUI | 03001 | CIVIRGIC ANA | 15.12.95 | |
| 7 | 05 | BASARABEASCA | 031 | S.R.L. "RUBIN" | 03101 | RUSU VIORICA | 15.12.95 | |
| 8 | 05 | BASARABEASCA | 031 | S.R.L. "RUBIN" | 03102 | BARABAN PETRU | 15.12.95 | |
| 9 | 10 | BALTI | 032 | S.A. "MOLDOVAINTRANS" | 03201 | GILCA S. | 15.12.95 | ANULAT 08.02.96 |
| 10 | 10 | BALTI | 032 | S.A. "MOLDOVAINTRANS" | 03202 | PLESCA M. | 15.12.95 | ANULAT 08.02.96 |
| 11 | 10 | BALTI | 032 | S.A. "MOLDOVAINTRANS" | 03203 | ROTARI M. | 15.12.95 | ANULAT 08.02.96 |
| 12 | 10 | BALTI | 032 | S.A. "MOLDOVAINTRANS" | 03204 | NICULINA L. | 15.12.95 | ANULAT 08.02.96 |
| 13 | 10 | BALTI | 033 | FILIALA CAMEREI DE COMERT SI INDUSTRIE | 03301 | SPINU G. | 15.12.95 | |
| 14 | 10 | BALTI | 034 | S.R.L. "Z-WORD" | 03401 | GHERHAN VIRGIL | 15.12.95 | |
| 15 | 10 | BALTI | 034 | S.R.L. "Z-WORD" | 03402 | RESEWIC VLADIMIR | 15.12.95 | |
| 16 | 10 | BALTI | 035 | FILIALA CAMEREI DE COMERT SI INDUSTRIE DIN SOROCA | 03501 | BABII NINA | 15.12.95 | |
| 17 | 10 | BALTI | 035 | FILIALA CAMEREI DE COMERT SI INDUSTRIE DIN SOROCA | 03502 | CERETEV ANDREI | 15.12.95 | |
| 18 | 10 | BALTI | 036 | FIRMA AGRICOLA "ZGURITA" | 03601 | SERBIN ALEXANDRU | 15.12.95 | |
| 19 | 10 | BALTI | 037 | FABRICA DE FERMENTARE A TUTUMULUI | 03701 | TIMBALISTRU LUDRILA | 15.12.95 | |
| 20 | 10 | BALTI | 038 | S.A. "PLAI-FLORESTI" | 03801 | ROTARI VICTOR | 15.12.95 | |
| 21 | 10 | BALTI | 039 | S.R.L. "BUSINESS-CENTRU" | 03901 | RUSU SERGIU | 15.12.95 | |
| 22 | 10 | BALTI | 040 | FABRICA DE VINURI, CONIACURI SI BAUTURI "MOLD WORD" | 04001 | VASILIEVA ASIA | 15.12.95 | |
| 23 | 10 | BALTI | 041 | I.I. "VITANTA-CIOLAC" | 04101 | CIOLAC ZINAIDA | 15.12.95 | |
| 24 | 10 | BALTI | 042 | S.A. "ALFA-MISTRU" | 04201 | VIERU NINA | 27.03.96 | |
| 25 | 10 | BALTI | 043 | S.A. "ROMOLIT" | 04301 | MUNTEAN ALA | 15.12.95 | |
| 26 | 10 | BALTI | 044 | DIRECTIA COMPLEXULUI AGROINDUSTRIAL | 04401 | POPOVICI AVERIAN | 15.12.95 | |
| 27 | 10 | BALTI | 045 | S.A. "FABRICA DE VINURI TELENESTI" | 04501 | GHERASINENCO PAULINA | 15.12.95 | |
| 28 | 10 | BALTI | 046 | COLHOZUL "MISTRU" | 04601 | ZURCO NINA | 15.12.95 | |
| 29 | 10 | BALTI | 046 | COLHOZUL "MISTRU" | 04602 | BUMESCU PARASCOVIA | 15.12.95 | |
| 30 | 10 | BALTI | 080 | S.R.L. "F-FACTOR" | 08001 | GILCA S. | 08.02.96 | |
| 31 | 10 | BALTI | 080 | S.R.L. "F-FACTOR" | 08002 | PLESCA M. | 08.02.96 | |
| 32 | 10 | BALTI | 080 | S.R.L. "F-FACTOR" | 08003 | ROTARI M. | 08.02.96 | |
| 33 | 10 | BALTI | 080 | S.R.L. "F-FACTOR" | 08004 | NICULINA L. | 08.02.96 | |
| 34 | 10 | BALTI | 082 | S.R.L. "AROL" | 08201 | ANDRIEVSKI TAMARA | 08.02.96 | |
| 35 | 10 | BALTI | 087 | F.C.N. "MERIDIAN" | 08701 | COROLI LIUBOV | 27.03.96 | |
| 36 | 15 | BENDER | 047 | S.R.L. "ASTRO-PLUS" | 04701 | GONCIARDVA VALENTINA | 15.12.95 | |
| 37 | 15 | BENDER | 047 | S.R.L. "ASTRO-PLUS" | 04702 | ATANAMIU S. | 15.12.95 | |
| 38 | 15 | BENDER | 047 | S.R.L. "ASTRO-PLUS" | 04703 | COLTA T. | 15.12.95 | |
| 39 | 15 | BENDER | 047 | S.R.L. "ASTRO-PLUS" | 04704 | CUJBA VIORICA | 15.12.95 | |
| 40 | 15 | BENDER | 048 | S.A. "GRANA" | 04801 | CECOI VARVARA | 15.12.95 | |
| 41 | 15 | BENDER | 049 | FIRMA "INTERSERVICE" | 04901 | MEDICOVA LIDIA | 08.02.96 | |
| 42 | 15 | BENDER | 050 | BAZA PETROLIERA | 05001 | TARAN TATIANA | 15.12.95 | |
| 43 | 15 | BENDER | 051 | S.A. "FABRICA DE CONSERVE OLAMESTI" | 05101 | TARAN V. | 15.12.95 | |
| 44 | 15 | BENDER | 052 | S.A. "FAUR" | 05201 | LATAEV P. | 15.12.95 | |
| 45 | 20 | BRICENI | 053 | CARTIERA DE GHIPS DIN CRIVA | 05301 | CORBUMEANU LIDIA | 15.12.95 | |
| 46 | 20 | BRICENI | 054 | FIRMA "INTERSERVICE" | 05401 | ROSEVA VICTOR | 15.12.95 | |
| 47 | 20 | BRICENI | 054 | FIRMA "INTERSERVICE" | 05402 | RUSU L. | 15.12.95 | |
| 48 | 20 | BRICENI | 055 | S.A. "CUPCINI-CRISTAL" | 05501 | NOVAC VIORIC | 15.12.95 | |
| 49 | 20 | BRICENI | 076 | S.A. "FABRICA DE ZAHAR BRICENI" | 07601 | EMILIAN NINA | 15.12.95 | |
| 50 | 20 | BRICENI | 085 | S.A. "FABRICA DE CONSERVE CUPCINI" | 08501 | BABIUC TATIANA | 26.02.96 | |
| 51 | 25 | CAHUL | 056 | FIRMA "INTERSERVICE" | 05601 | PAVEL SVETLANA | 15.12.95 | |
| 52 | 25 | CAHUL | 056 | FIRMA "INTERSERVICE" | 05603 | VACULENCO OLEG | 15.12.95 | |
| 53 | 25 | CAHUL | 056 | FIRMA "INTERSERVICE" | 05604 | BOTMARIUC SILVIA | 15.12.95 | |
| 54 | 25 | CAHUL | 056 | FIRMA "INTERSERVICE" | 05605 | CERVINSCATA VIOLETA | 15.12.95 | |

BEST AVAILABLE COPY

103

| N D/R | CODUL VAHEI | DENUMIREA VAHEI | CODUL A.E. | DENUMIREA AGENTULUI ECONOMIC | CODUL PERSONEI | NUMELE PERSONEI | DATA INREGISTR. | DATA ANULAREI |
|----------|----------------|--------------------|---------------|---|-------------------|----------------------|--------------------|------------------|
| 56 | 25 | CAHUL | 056 | FIRMA "INTERSERVICE" | 05607 | BAIRACTAR IRINA | 08.02.96 | |
| 57 | 25 | CAHUL | 057 | S.A. "TRICOM" | 05701 | HIRON TATIANA | 15.12.95 | |
| 58 | 25 | CAHUL | 058 | S.A. "FABRICA DE CONSERVE CAHUL" | 05801 | TURCAN NATALIA | 15.12.95 | |
| 59 | 25 | CAHUL | 059 | S.A. "VESTA" | 05901 | BUCUR NICOLAI | 15.12.95 | |
| 60 | 25 | CAHUL | 060 | S.R.L. "UNGHEMITRANS" | 06001 | CIOBANU SVETLANA | 15.12.95 | |
| 61 | 25 | CAHUL | 060 | S.R.L. "UNGHEMITRANS" | 06006 | ZAGAICAN IOANA | 15.12.95 | ANULAT 09.12.96 |
| 62 | 30 | CHISINAU | 001 | S.R.L. "DECLAR" | 00101 | CEASTOVA LUBNILA | 15.12.95 | |
| 63 | 30 | CHISINAU | 001 | S.R.L. "DECLAR" | 00102 | COBRINIUC ANA | 15.12.95 | |
| 64 | 30 | CHISINAU | 001 | S.R.L. "DECLAR" | 00103 | BOIARINTEVA LILIA | 15.12.95 | |
| 65 | 30 | CHISINAU | 001 | S.R.L. "DECLAR" | 00104 | TETELEA NINA | 15.12.95 | |
| 66 | 30 | CHISINAU | 001 | S.R.L. "DECLAR" | 00105 | BONDARENCO VALERII | 15.12.95 | |
| 67 | 30 | CHISINAU | 002 | F.S.P. "INFORMBUSINESS-C" | 00201 | ANDRIUCA AURELIA | 15.12.95 | |
| 68 | 30 | CHISINAU | 002 | F.S.P. "INFORMBUSINESS-C" | 00202 | SARBAN VERONICA | 15.12.95 | |
| 69 | 30 | CHISINAU | 002 | F.S.P. "INFORMBUSINESS-C" | 00203 | LEVINSCHI VALENTINA | 15.12.95 | |
| 70 | 30 | CHISINAU | 002 | F.S.P. "INFORMBUSINESS-C" | 00204 | JURAT NINA | 15.12.95 | |
| 71 | 30 | CHISINAU | 002 | F.S.P. "INFORMBUSINESS-C" | 00205 | PRISACARI TANARA | 27.03.96 | |
| 72 | 30 | CHISINAU | 003 | F.P.C. "VALAH" | 00301 | NARIN TATIANA | 15.12.95 | |
| 73 | 30 | CHISINAU | 003 | F.P.C. "VALAH" | 00302 | TILTU NATALIA | 15.12.95 | |
| 74 | 30 | CHISINAU | 003 | F.P.C. "VALAH" | 00303 | DIACOVA VITA | 15.12.95 | |
| 75 | 30 | CHISINAU | 003 | F.P.C. "VALAH" | 00304 | LEPORDA DANIELA | 15.12.95 | |
| 76 | 30 | CHISINAU | 003 | F.P.C. "VALAH" | 00305 | VULPE ALA | 16.04.96 | |
| 77 | 30 | CHISINAU | 004 | COREX | 00401 | MINAILICENCO GALINA | 15.12.95 | |
| 78 | 30 | CHISINAU | 005 | S.R.L. "ICAR-94" | 00501 | GAPON L. | 15.12.95 | |
| 79 | 30 | CHISINAU | 005 | S.R.L. "ICAR-94" | 00502 | BORU GALINA | 15.12.95 | |
| 80 | 30 | CHISINAU | 005 | S.R.L. "ICAR-94" | 00503 | ZVASCENCO K. | 15.12.95 | |
| 81 | 30 | CHISINAU | 006 | S.A. "HELIOS" | 00601 | VOLOSCIUC T. | 15.12.95 | ANULAT 30.12.96 |
| 82 | 30 | CHISINAU | 007 | A.C.P. "IRIDA" | 00701 | COROI VALENTINA | 15.12.95 | |
| 83 | 30 | CHISINAU | 007 | A.C.P. "IRIDA" | 00702 | COROI NATALIA | 15.12.95 | |
| 84 | 30 | CHISINAU | 008 | S.R.L. "GLOBAL-GRUP" | 00801 | OMELICO ALA | 15.12.95 | |
| 85 | 30 | CHISINAU | 008 | S.R.L. "GLOBAL-GRUP" | 00802 | CERCHEZOVA LINDA | 15.12.95 | |
| 86 | 30 | CHISINAU | 008 | S.R.L. "GLOBAL-GRUP" | 00803 | VELICEVA TATIANA | 26.02.96 | |
| 87 | 30 | CHISINAU | 008 | S.R.L. "GLOBAL-GRUP" | 00804 | HEBINA IRINA | 26.02.96 | |
| 88 | 30 | CHISINAU | 009 | AGROFIRMA "VICTORIA" | 00901 | ISAITCUL NATALIA | 15.12.95 | |
| 89 | 30 | CHISINAU | 010 | FABRICA DE FERMENTARE A TUTUMULUI DIN ORNEI | 01001 | PODoleanova ANTONINA | 15.12.95 | |
| 90 | 30 | CHISINAU | 011 | S.A. "GALANTA" | 01101 | ZAFSA NATALIA | 15.12.95 | |
| 91 | 30 | CHISINAU | 012 | A.I.C.-1 DIN IALOVENI | 01201 | SCAREVNEA DUMITRU | 15.12.95 | |
| 92 | 30 | CHISINAU | 013 | FIRMA "CASTAN" | 01301 | TOMA SVETLANA | 15.12.95 | |
| 93 | 30 | CHISINAU | 013 | FIRMA "CASTAN" | 01302 | PLATON OLGA | 15.12.95 | |
| 94 | 30 | CHISINAU | 014 | S.A. "PIELART" | 01401 | POTAFENCO ANA | 15.12.95 | |
| 95 | 30 | CHISINAU | 015 | S.R.L. "PULSAR" | 01501 | CALIN ALIONA | 15.12.95 | |
| 96 | 30 | CHISINAU | 016 | FABRICA DE CONSERVE DIN ORNEI | 01601 | LUNGU MARIANA | 15.12.95 | |
| 97 | 30 | CHISINAU | 017 | S.R.L. "VIRTUS" | 01701 | BOSTAN VALERIU | 15.12.95 | ANULAT 03.12.96 |
| 98 | 30 | CHISINAU | 019 | S.R.L. "BOIMA" | 01901 | GHIREA LILIA | 15.12.95 | |
| 99 | 30 | CHISINAU | 020 | S.A.T.I. "ORNEI-VIN" | 02001 | NICHIFOR NATALIA | 15.12.95 | |
| 100 | 30 | CHISINAU | 021 | FIRMA "HOLDOVAEII" | 02101 | ARDOVAN MARIA | 15.12.95 | |
| 101 | 30 | CHISINAU | 022 | CANERA DE COBER SI INDUSTRIE | 02201 | FINCURT OLGA | 15.12.95 | |
| 102 | 30 | CHISINAU | 023 | I.I. "FEMII-PLANADEALA" | 02301 | COMBRATIEV TATIANA | 15.12.95 | |
| 103 | 30 | CHISINAU | 023 | I.I. "FEMII-PLANADEALA" | 02302 | CORCEVOI ALA | 27.03.96 | |
| 104 | 30 | CHISINAU | 024 | FIRMA "INTERSERVICE" | 02401 | CRASULINA TATIANA | 15.12.95 | |
| 105 | 30 | CHISINAU | 025 | S.A. "KADUGA" | 02501 | BUMBU VERA | 15.12.95 | |
| 106 | 30 | CHISINAU | 028 | "CFR-EXPEDITIA" | 02801 | SUPONITSCHIA I. | 15.12.95 | |
| 107 | 30 | CHISINAU | 028 | "CFR-EXPEDITIA" | 02802 | GRACEOVA LILIA | 15.12.95 | |
| 108 | 30 | CHISINAU | 081 | I.I. "BOSTAN V.I." | 08101 | BOSTAN VALERIU | 08.02.96 | |
| 109 | 30 | CHISINAU | 083 | S.R.L. "HELIOS-INVESTEOR" | 08301 | VOLOSCIUC T. | 08.02.96 | |
| 110 | 30 | CHISINAU | 086 | S.A. "SALCONSTRUCII" | 08601 | SCAREVNEA DUMITRU | 27.03.96 | |
| 111 | 30 | CHISINAU | 089 | S.R.L. "FORTUNA" | 08901 | SEVCENCO TATIANA | 27.03.96 | |

| N D/R | CODUL IVANEI | DENUMIREA VANEI | CODUL A.E. | DENUMIREA AGENTULUI ECONOMIC | CODUL PERSOANEI | NUMELE PERSOANEI | DATA INREGISTR. | DATA ANULAREI |
|----------|-----------------|--------------------|---------------|--|--------------------|---------------------|--------------------|------------------|
| 112 | 30 | CHISINAU | 089 | S.R.L. "MAGNOLIA" | 08901 | SOLOMARI S. | 16.04.96 | |
| 113 | 30 | CHISINAU | 090 | S.R.L. "CROWOLUX" | 09001 | DIMINA I. | 16.04.96 | |
| 114 | 30 | CHISINAU | 090 | S.R.L. "CROWOLUX" | 09002 | SIVCOVA S. | 16.04.96 | |
| 115 | 30 | CHISINAU | 090 | S.R.L. "CROWOLUX" | 09003 | GONCIAROV E. | 16.04.96 | |
| 116 | 30 | CHISINAU | 090 | S.R.L. "CROWOLUX" | 09004 | MIHAILOVA I. | 16.04.96 | |
| 117 | 35 | COSTESTI | 061 | S.A. "FABRICA DE CONSERVE GLODENI" | 06101 | IVANOVA NATALIA | 15.12.95 | |
| 118 | 35 | COSTESTI | 061 | S.A. "FABRICA DE CONSERVE GLODENI" | 06102 | BAITOI VALENTINA | 15.12.95 | |
| 119 | 35 | COSTESTI | 062 | INTREPRINDEREA DE STAT DE APROVIZIONARE GLODENI | 06201 | CUSCIUC VERA | 15.12.95 | |
| 120 | 35 | COSTESTI | 063 | S.A. "GLODENI ZAHAR" | 06301 | TININSCAIA SVETLANA | 15.12.95 | |
| 121 | 35 | COSTESTI | 064 | INTREPRINDEREA DE COLECTARI SI DESFACERI GLODENI | 06401 | SIRCHIZIUC TATIAMA | 15.12.95 | |
| 122 | 35 | COSTESTI | 065 | I.I. "COLIBRI-VIDRASCU" | 06501 | VIDRASCU AMATOL | 15.12.95 | |
| 123 | 35 | COSTESTI | 066 | S.R.L. "DINA" | 06601 | DIACONU ALA | 15.12.95 | |
| 124 | 35 | COSTESTI | 066 | S.R.L. "DINA" | 06602 | COJOCARU PARASCOVIA | 15.12.95 | |
| 125 | 35 | COSTESTI | 067 | UZINA "ARGON" | 06701 | COLIBABA TATIAMA | 15.12.95 | |
| 126 | 40 | GIURGIULESTI | 056 | FIRMA "INTERSERVICE" | 05602 | BRUN MAJEJBA | 15.12.95 | |
| 127 | 40 | GIURGIULESTI | 069 | SUCURSALA GIURGIULESTI A BANCII MOLDINCOMBANC | 06901 | TORNEA SERGIU | 15.12.95 | |
| 128 | 40 | GIURGIULESTI | 069 | SUCURSALA GIURGIULESTI A BANCII MOLDINCOMBANC | 06902 | TORNEA VALENTINA | 15.12.95 | |
| 129 | 40 | GIURGIULESTI | 069 | SUCURSALA GIURGIULESTI A BANCII MOLDINCOMBANC | 06903 | BUCINSCAIA OLGA | 15.12.95 | |
| 130 | 40 | GIURGIULESTI | 070 | COMPANIA "BUDJAC" | 07001 | BULGAR FEODORA | 15.12.95 | |
| 131 | 40 | GIURGIULESTI | 070 | COMPANIA "BUDJAC" | 07002 | TOMAILI PARASCOVIA | 15.12.95 | |
| 132 | 45 | LEUSENI | 060 | S.R.L. "UNGHEMITRANS" | 06002 | PREPELITA SILVIA | 15.12.95 | ANULAT 26.02.96 |
| 133 | 45 | LEUSENI | 060 | S.R.L. "UNGHEMITRANS" | 06003 | GUTIUM PAVEL | 15.12.95 | |
| 134 | 45 | LEUSENI | 060 | S.R.L. "UNGHEMITRANS" | 06005 | ROTARU CONSTANTIN | 15.12.95 | |
| 135 | 45 | LEUSENI | 068 | S.A. "CARPINENI" | 06801 | MAINESCU ELENA | 15.12.95 | |
| 136 | 45 | LEUSENI | 084 | I.I. "S. PREPELITA" | 08401 | PREPELITA SILVIA | 26.02.96 | |
| 137 | 50 | OCNITA | 054 | FIRMA "INTERSERVICE" | 05403 | CHISTRUGA MARIA | 15.12.95 | |
| 138 | 50 | OCNITA | 054 | FIRMA "INTERSERVICE" | 05404 | MUHA AIDA | 15.12.95 | |
| 139 | 50 | OCNITA | 054 | FIRMA "INTERSERVICI" | 05405 | COSTIUC OLEG | 08.02.96 | |
| 140 | 50 | OCNITA | 071 | ASOCIATIA DE STAT DE PRODUCTIE PENTRU COMBUSTIBIL | 07101 | CIRPICINICOVA M. | 15.12.95 | |
| 141 | 50 | OCNITA | 077 | S.A. "FABRICA DE ZAHAR DONDOSENI" | 07701 | MUSUC LIDIA | 15.12.95 | |
| 142 | 55 | RIBNITA | 072 | DIREC. ASISTENTEI SOCIALE SI A PROTECTIEI FAMILIEI | 07201 | MIHAILA EUDOCHIA | 15.12.95 | |
| 143 | 55 | RIBNITA | 072 | DIREC. ASISTENTEI SOCIALE SI A PROTECTIEI FAMILIEI | 07203 | TISEACINAIA NATALIA | 15.12.95 | |
| 144 | 55 | RIBNITA | 073 | FABRICA DE FERMENTARE A TUTUMULUI SOLDANESTI | 07301 | BEBROS LILIA | 15.12.95 | |
| 145 | 55 | RIBNITA | 074 | INTREPRINDEREA DE PRELUCRARE SI REALIZARE RAIONALA | 07401 | CONDREA NATALIA | 15.12.95 | |
| 146 | 55 | RIBNITA | 079 | COMBINATUL DE CIMENT SI ARDEZIE DIN RIBNITA | 07901 | OLEINIC T. | 08.02.96 | |
| 147 | 65 | UNGHENI | 060 | S.R.L. "UNGHEMITRANS" | 06004 | GAIETSCHI MARGARETA | 15.12.95 | |

BEST AVAILABLE COPY

105

NCSAHE Procurement Reference 1996

Section R

Exit Letter

Accomplishments and Next Steps (Briefing Notes)

Japanese Funding Mechanism

Process Timeline

August 7, 1996

Dr. M. Magdei
General Director, NCSAHE
Deputy Minister of Health
Government of Moldova

Dear Dr. Magdei:

I hope your mission in Yugoslavia was successful. I am sorry I was not able to see you before leaving Chisinau.

Although there were many competing priorities demanding the time and energy of your staff, I believe we had a very productive three weeks. I would like to commend Dr. Benesh, Dr. Melnik, and Viorica Ghimpu on their ability to manage so many important activities at one time.

Together, we were able to complete the planned tasks and the NCSAHE staff are ready to conclude a purchase of Hepatitis-B vaccine as soon as funds are available. Offers for mumps vaccine and syringes were set aside during the training exercise due to a lack of time. I am confident that your staff can identify the best offers for these items using the same techniques and procedures we used to analyze and compare the Hepatitis-B vaccine offers. NSCAHE staff should do this right away so that a purchase can take place as soon as funds from the MOH become available.

Confirmation of the remaining \$500,000 in humanitarian aid from the Government of Japan is very good news. I understand that a response confirming your specific needs and preferences is being sent to the Japanese this week. For purposes of the procurement exercise, it is important to get their specific agreement to pay for the Hepatitis B vaccine selected through NCSAHE's competitive process rather than providing Hepatitis-B vaccine to you directly. I suggested to Dr. Benesh that you simply ask for that agreement in your initial response. Then, after they have agreed, explain in more detail how the letter of credit and funds transfer would take place. The attached paper labeled "Japanese Government Funds for Hepatitis-B Vaccine" contains appropriate wording for your consideration.

A brief of the work we accomplished during my visit along with materials developed, next steps, and recommendations is attached for your review.

August 7, 1996
Dr. M. Magdei
page two

I believe that you have good prices for the Hepatitis-B vaccine and a scheme that will result in the most efficient use of the funds available to you this year. I hope that you will begin now to plan funding for next year's supply of infant dose Hepatitis-B vaccine.

Thank you for your kindness and interest in this project.

Sincerely,

Dian Woodle
BASICS Consultant

modova.319

Accomplishments and Next Steps

BRIEFING NOTES

Date: August 2, 1996

For: Dr. M. Magdei, Deputy Minister of Health

From: Dian Woodle, BASICS Consultant

Re: Procurement Technical Assistance Visit
(Continuation of participatory exercise)
July 15, 1996 - August 3, 1996

A. Activities and Accomplishments:

1. Consultant developed an "adjudication" (evaluation and comparison of offers) system specific to NCSAHE vaccine and syringe procurement;
2. NCSAHE assigned values (merit points available) to each component of the offers to be judged: price (35 points), contractual (15 points), technical (35 points), commercial (15 points) and to each sub-component (for example, 5 of the 35 points for technical merit are assigned to the sub-component "packaging is acceptable").
3. Consultant and NCSAHE evaluated and compared Hepatitis-B offers, noted where additional information or clarification was necessary and requested same.
4. Subject to revision based on the clarifications mentioned in #3 above, NCSAHE made a preliminary determination of merit points to be awarded for each offer and calculated totals for a preliminary relative ranking and selection of the winning offer.
5. NCSAHE experimented with various syringes and vial sizes; Consultant and NCSAHE ran a computerized analysis of dose price and cost of vaccination for selected vial size and wastage multiplier variables; NCSAHE tentatively selected 5 dose vial with high quality syringe as most cost effective option.
6. Consultant and NCSAHE revised, expanded and customized contract wording and annexes for presentation to the Hepatitis-B vaccine manufacturer/supplier with the best offer.
7. Consultant confirmed with the Customs Directorate that there will be no duty to pay on imported vaccines or syringes. In addition, the Customs Directorate provided a description of how non-humanitarian assistance imports should be handled by NCSAHE, suggested using a "Declarant" (customs clearance agent), and provided a list of licensed Declarants in Moldova.
8. Consultant and NCSAHE reviewed the Letter of Credit

application form provided by Banca Sociala in Chisinau and discussed "answers" for each blank. Clarified process and terminology.

9. Consultant and NCSAHE reviewed pre-shipment compliance programs (quality assurance step in the procurement process) including inspection and laboratory services, and protocol for visual inspections including "AQL's" (Acceptable Quality Level)
10. Consultant researched trans-shipment at Frankfurt including cold stores available at the airport, contact information, and weight/volume limitations (3 cu. meters/500 kilograms) for onward carriage by Air Moldova.

B. Documents Developed and Materials Provided to Complete "NCSAHE Procurement Reference - 1996":

1. Record of Offer Examination;
2. Adjudication Worksheets and Instructions;
3. Merit Point Calculation Worksheets;
4. Letters asking for clarification of offers;
5. Draft contract with annexes including List of Goods, Terms and Conditions, Hepatitis-B Vaccine Procurement Requirements, and Syringe Procurement Requirements;
6. Draft Letter for Award Notification;
7. Draft Letter to Unsuccessful Bidders;
8. Shipping Notes and References;
9. Letter of Credit Application and Notes;
10. Customs Clearance Notes and References;
11. Pre-shipment Compliance Program including a sample of instructions for an independent inspection agent to follow;
12. Notes on Japanese Financing of Hepatitis-B vaccine including draft communications explaining Letter of Credit proposal.
13. Revised advance copy of PATH/BASICS 3 volume Procurement Reference Manual: "Procurement of Vaccines for Public Sector Programs".
14. Computer disk containing all documents and worksheets generated during the July/August, 1996 visit.

C. Next Steps:

1. MOH: Obtain specific agreement from Japanese government to pay for the Hepatitis-B vaccine selected through NCSAHE's competitive process. Following this agreement, provide description of proposed timeline and funds transfer/letter of credit process.
2. NCSAHE staff: Complete procurement of Hepatitis-B vaccine.
 - a. Notify selected supplier, present draft contract and ask for comments,
 - b. negotiate minor contractual changes if necessary; obtain signatures of both parties.
 - c. Decide on pre-shipment compliance program
 - d. Apply for letter of credit
 - e. Arrange for pre-shipment compliance program
 - f. Finalize shipping instructions
 - g. Arrange for customs clearance
3. NCSAHE staff: "Adjudicate" offers for mumps vaccine and syringes.
4. NCSAHE: Obtain GOM funding for mumps vaccine and syringes and complete the purchase using NCSAHE Procurement Reference - 1996 as a guideline.

D. Recommendations:

1. MOH/NCSAHE: Plan now for funding Hepatitis-B vaccine purchases next year.
2. MOH/NCSAHE: Transfer at least one more full time officer with appropriate skills to the National Immunization Unit to assist with procurement and logistics functions.
3. NCSAHE: Begin to consider formalizing a procurement unit within NCSAHE.

JAPANESE GOVERNMENT FUNDS FOR HEPATITIS-B VACCINE

- A. SUGGESTED PARAGRAPH TO INCLUDE IN RESPONSE TO JAPANESE GOVERNMENT REQUEST OF JULY 19, 1996 TO CONFIRM REQUEST FOR VACCINE, SYRINGES AND COLD CHAIN EQUIPMENT:

The United States Agency for International Development, through BASICS/PATH, is currently providing training and technical assistance for an international procurement exercise aimed at developing Moldova's self reliance in all aspects of vaccine supply. Under the guidance of an international procurement specialist, our officers have solicited quotations directly from vaccine manufacturers and, together with the consultant, are in the process of evaluating the offers. We hope that the Government of Japan can support our efforts by setting aside the \$141,362 earmarked for Hepatitis B vaccine and agreeing to pay the vaccine manufacturer we select through competitive process rather than providing Hepatitis-B vaccine to us directly. The Government of Moldova will also purchase vaccines with it's own funds during the exercise.

- B. SUGGESTED TEXT FOR LETTER TO JAPANESE GOVERNMENT PROPOSING LETTER OF CREDIT AS VEHICLE FOR FUNDS TRANSFER:

We are pleased that the Government of Japan has agreed to support Moldova's current international procurement exercise which is aimed at developing self reliance in all aspects of vaccine supply.

In the Ministry's letter to the Government of Japan dated ---- we proposed that the Japanese Government undertake to pay the Hepatitis-B vaccine manufacturer selected as a result of the NCSAHE's competitive procurement process.

Realizing the need to establish a secure mechanism for financially managing this transaction, we propose that the necessary funds transfer be made by "collateralizing" an irrevocable letter of credit. Under this plan, the NCSAHE would open a letter of credit through a local bank in favor of the selected manufacturer and the Government of Japan would pledge or deposit funds to cover the amount of that credit through an international bank of its choice.

The funds would be held in trust until claimed by the manufacturer upon documentary proof of shipment and his compliance with all terms and conditions. The attached timeline shows additional detail for the proposed process. The offers we have received are valid until September 30, 1996.

Regardless of collateral arrangements, NCSAHE must open an irrevocable letter of credit, payable to the selected manufacturer, in accordance with the payment terms announced in the original Request for Quotations. NCSAHE decided to use this payment method because it provides an opportunity to assure the quality of incoming vaccines by requiring proof of successful pre-shipment inspection, and in some cases, testing

by an independent third party.

Since the use of a letter of credit offers an opportunity to serve three purposes with one tool, we are anxious to hear your views on this proposal.

moldova.306

Process Timeline

GOVERNMENT OF MOLDOVA

PROPOSED PROCUREMENT/FUNDING PROCESS: HEPATITIS-B VACCINE

1996 Revised timeline: 29 Jul 96

May/June MOH, Moldova requests competitive offers

July MOH, Moldova compares offers and selects Supplier

August ?? FUNDING AVAILABLE ??

Aug/Sept MOH, Moldova negotiates contract with Supplier based on terms and conditions stated in original request for quotation

Aug/Sept MOH, Moldova applies to Banca Sociala in Chisinau for Letter of Credit in favor of Supplier

Aug/Sept Banca Sociala in Moldova asks a bank in the US another Western country to act on its behalf (correspondent bank)

Aug/Sept Banca Sociala's correspondent bank asks Japanese government's bank to reserve funds to pay letter of credit; Japanese government agrees, signs appropriate document.

Sept Banca Sociala in Chisinau issues Letter of Credit to Supplier (beneficiary) on behalf of MOH, Moldova (applicant)

Nov/Dec Supplier notifies MOH, Moldova that goods are ready for shipment

Nov/Dec MOH, Moldova arranges independent inspection and testing of goods for quality and conformance to specifications

Nov/Dec MOH, Moldova authorizes shipment based on favorable inspection and testing reports

Nov/Dec Goods shipped

Nov/Dec Supplier requests payment by presenting documents evidencing compliance with terms of letter of credit to correspondent bank

Nov/Dec Correspondent Bank requests transfer of funds reserved for this purpose from Japanese Bank

114

Nov/Dec Correspondent Bank receives Japanese funds and
pays Supplier

Note: Until funds are actually paid out, all bank
interest accrues to Japanese government account
(Sept - Nov/Dec)

boldova.305

APPENDIX D

EMBASSY OF JAPAN
Moscow

Moscow, July 19 1996

To Mr. V.I. Passat
Representative of the Government
of the Republic of Moldova
in the Commission on Assistance
to the Extraordinary and Plenipotentiary
Ambassador of the Republic of Moldova
in the Russian Federation.

Dear Mr. Passat,

The Government of Japan has long allocated total of \$2 mln for humanitarian aid to Moldova. Out of these funds vaccines were shipped in 1995 to the amount of \$500 thous.; currently negotiations are under way between our two countries on supply of medical equipment worth of \$1 mln. It would be good to solve the issue of utilization of the balance \$500 thous.

Moldovan side highly appreciated shipment of vaccines in 1995 as effective assistance and asked to supply additional vaccines. In line with this request the Japanese side decided to provide Moldova with additional vaccines and syringes equal to \$340 thous. as per list, handed by the Deputy Health Minister of the Republic of Moldova Mr. Magdei, who took part in a donors' meeting, devoted to vaccine supply to CIS countries, held in Brussels in the late April of this year, as well as cold chain equipment (equipment for transporting vaccines under low temperature), that Mr. Magdei verbally asked to supply during the meeting.

In connection with the above please confirm the essence of the Deputy Health Minister, Mr. Magdei's request about supplying Moldova with vaccines and syringes to the amount of \$340,000 (annex - the document, handed over by Mr. Magdei at the meeting).

We are also ready to provide the cold chain equipment to the amount of \$160,000. Please present the detailed list of their cold chain equipment, as well as the list of locations where it will be deployed.

Respectfully

(Signature)

Kodzi VATANABE
Representative of the Japanese
Government in the Commission
on Assistance,
Extraordinary and Plenipotentiary
Ambassador of Japan
in the Russian Federation

Embassy of Japan
MOSCOW

Москва, 19 июля 1996 г.

Г-ну В.И. ПАСАТУ
Представителю Правительства
Республики Молдова
в Комиссии по содействию,
Чрезвычайному и Полномочному
Послу Республики Молдова в РФ

Уважаемый г-н Пасат!

Правительством Японии давно выделено всего 2 миллиона долларов для гуманитарной помощи Республике Молдова. Из этих средств в 1995 году была осуществлена поставка вакцин на сумму 500 тысяч долларов, в настоящее время ведутся переговоры между нашими странами о поставках медицинского оборудования на сумму 1 миллион долларов. Хотелось бы решить вопрос об использовании остальных 500 тысяч долларов.

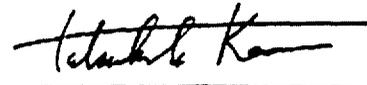
Молдавская сторона высоко оценила поставку вакцин в 1995 г. как эффективную помощь и просила поставить вакцины дополнительно. Учитывая эту просьбу, японская сторона решила предоставить Республике Молдова дополнительно вакцину и шприцы на сумму 340 тысяч долларов по списку, переданному заместителем министра здравоохранения Республики Молдова г-ном Магдей, принимавшим участие в совещании доноров по поставке вакцин в страны СНГ, состоявшемся в Брюсселе в конце апреля с.г., а также оборудование Cold Chain (оборудование для транспортировки

вакцины при низкой температуре), о поставке которого г-н Магдей устно просил на совещании.

В связи с этим прошу подтвердить содержание просьбы заместителя министра здравоохранения г-на Магдей о поставке вакцин и шприцев на сумму 340 тысяч долларов (приложение - документ, переданный г-ном Магдей на вышеуказанном совещании).

Мы также готовы предоставить оборудование Cold Chain на сумму 160 тысяч долларов. Прошу предоставить список конкретного оборудования Cold Chain, а также список мест, где оно будет распределено.

С уважением,



Зс Коззи ВАТАНАБЕ
Представитель
Правительства Японии
в Комиссии по содействию,
Чрезвычайный и Полномочный
Посол Японии в РФ

TABLE B (日本側負担分)

VACCINES AND SYRINGES REQUIRED FOR MOLDOVA IN 1996 FROM JAPAN*

(小児用 B 型肝炎ワクチン) (大人用 DTP ワクチン) (DTP 用注射器) (小児用 B 型肝炎ワクチン用注射器)

| Usage | primary | adult | diphtheria | primary |
|--|---------------------|----------|------------|----------|
| Vaccine/Syringe | HepB | Td | Syringes | Syringes |
| Vial/Syringe Size | 1 | 20 | 2.0 ml | 2.0ml |
| Balance vials or syringes required RND | 144,100 | 50,000 | 1,971,900 | 247,500 |
| Price/vial or syringe US\$ | \$0.90 | \$1.20 | \$0.05 | \$0.05 |
| Cost of vaccine or syringes | \$129,690 | \$60,000 | \$98,595 | \$12,375 |
| Airfreight % | 3% | 10% | 10% | 10% |
| Airfreight/freight Cost | \$3,891 | \$6,000 | \$9,860 | \$1,238 |
| Base cost | \$133,581 | \$66,000 | \$108,455 | \$13,613 |
| Commission on Procurement % | 6% | 6% | 6% | 6% |
| Commission Cost | \$7,781 | \$3,600 | \$5,916 | \$743 |
| TOTAL COST OF ITEM | \$141,362 | \$69,600 | \$114,370 | \$14,355 |
| FUNDING | Government of Japan | | | |
| TOTAL | \$339,687 | | | |

BEST AVAILABLE COPY

1/20