

**PROCUREMENT ASSISTANCE
TO ERITREA
HEALTH AND POPULATION PROJECT
MARCH 12-28, 1997**

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Also, the consultant wishes to acknowledge the timely support provided by Dr Nosa Oroboton, BASICS chief of party, and Mr Samuel Iyasu, BASICS/Eritrea office administrator, throughout the consulting assignment

ACRONYMS

BASICS	Basic Support for Institutionalizing Child Survival
MOH	Ministry of Health
NDQCL	National Drug Quality Control Laboratory
PATH	Program for Appropriate Technology in Health
RFP	Request for Proposal
USAID	United States Agency for International Development
WHO	World Health Organization

EXECUTIVE SUMMARY

Purpose of Trip

BASICS/PATH consultant Todd Dickens visited Asmara, Eritrea, from March 12 to March 28, 1997, at the request of BASICS/HQ. Travel was approved by USAID/Asmara. For this assignment it was agreed the consultant would work with Pharmacor staff, Ministry of Health (MOH) staff, and the BASICS field office in Eritrea to review Pharmacor's requests for bids and pricing for laboratory equipment, glassware, and chemical reagents for the National Drug Quality Control Laboratory (NDQCL). A list of contacts is provided in Appendix A. This review was to ensure Pharmacor followed sound procurement practices in obtaining and evaluating bids for the NDQCL equipment and supplies. The consultant would also provide assistance to Pharmacor in requesting updated bids from suppliers and reviewing with Pharmacor the documentation BASICS required to issue purchase orders, confirm receipt of goods, and issue payment to suppliers.

Summary of Activities

The scope of work for this assignment is provided in Appendix B. A summary of the assigned work items and the activities accomplished under each task during the assignment follows:

1. Review with Pharmacor staff the process and documentation generated in obtaining bids for the drug quality control laboratory equipment, reagents, and glassware.
2. Review with Pharmacor and MOH staff the procedures and process followed for evaluating and selecting the equipment and supplies recommended for purchase.

In initial meetings with Pharmacor from March 12-14, the consultant obtained copies of bid documents, vendor responses, and analysis and selection sheets used by Pharmacor in their June 1996 bid/quote exercises to obtain prices and select vendors for the NDQCL equipment and supplies.

Using these documents, a separate review and evaluation was conducted for the following categories of items requested for the laboratory:

- Chemical reagents
- Glassware
- Laboratory instruments

For each category the consultant reviewed (a) technical specifications, (b) bid documents, (c) selection of suppliers to whom bids were issued, (d) evaluation of bid responses by Pharmacor and MOH, and (e) the selection of vendors for proposed purchase order awards. The results of the evaluation indicate that for each category Pharmacor's

bid/quote exercise was conducted in an open, fair manner that generated acceptable competitive offers. The bid/quote evaluation process conducted by Pharmacor and MOH staff ensured each response was afforded equal consideration and vendor selection was based on the most advantageous offer that factored in both price and technical requirements. Technical input was provided in the specification development, response evaluation, and vendor selection process through the participation of Dr. Besrat Hagos, director of the NDQCL.

Given this satisfactory review, a request for proposal package for updated prices was approved by BASICS/HQ. The formal requests for proposal (RFPs), incorporating applicable BASICS/USAID terms and conditions, were faxed to all chemical, glassware, and instrument vendors between March 20 and 22.

3 Assist Pharmacor and MOH in prioritizing supplies

A review of the lead times quoted by vendors in their June 1996 responses showed a delivery range of 6-10 weeks for chemical reagents and glassware and 6-16 weeks for instruments. Given the need to move the procurement of all items as expeditiously as possible, RFPs were faxed to all vendors within the three-day period of March 20 to 22. Vendors were given a short period (one week) within which to respond. After orders are released by BASICS, Pharmacor will follow up with vendors to try to improve delivery times.

4 Assist Pharmacor in requesting updated bids and clarify to vendors BASICS' role in the NDQCL procurement process

With the support of Pharmacor Procurement Manager Mr. Fessehatsion Markos, RFPs were prepared and released promptly to all suppliers between March 20 and 22. The cover letter issued with all requests clearly explained to vendors that BASICS would be the contracting agency issuing purchase orders and payments, with Pharmacor tracking shipments, clearing customs, and delivering goods to the MOH.

5 Assist Pharmacor to set up an acceptable procurement documentation summary format to support recommendations for purchase orders

Pharmacor will provide BASICS/Eritrea with copies of vendors' updated proposal responses, recommendations, and justification for their equipment and supplies selections. Pharmacor was given a sample documentation package for one of the laboratory instruments to use as a guideline for preparing this documentation.

6 Review Pharmacor's estimated shipping schedule and method for monitoring shipments

Estimated lead times from original June 1996 vendor responses show delivery times ranging from 6-16 weeks after receipt of an order Pharmacor will call vendors after orders are issued to request earliest possible delivery dates This information will be recorded on a purchase order tracking form to allow Pharmacor and BASICS/Eritrea to monitor shipments and expected delivery dates

7 Review Pharmacor's proposed plan for clearing, receiving, and inspecting goods

Pharmacor will follow their standard procedures in clearing goods through customs Within two to three days of notice of arrival at the airport, Pharmacor personnel will clear goods using the required shipping documents and authorizations The goods will be delivered to the NDQCL site, and Pharmacor will coordinate inspection and acceptance of the received goods by appropriate MOH personnel The dates of these activities will be recorded on the purchase order tracking form to allow BASICS/Eritrea to monitor the process

8 Present to Pharmacor the documents required by BASICS as confirmation of receipt and acceptance of goods

A draft receipt form, to be signed by Pharmacor and MOH confirming their receipt and acceptance of the ordered goods, was presented to both Pharmacor and MOH personnel and accepted by them in principle BASICS/HQ approval of the draft form is still pending Pharmacor and the MOH recognize BASICS' need for a document that confirms goods have been inspected and accepted

9 Explain to Pharmacor the invoicing and payment system documents required by BASICS to pay vendor invoices

Documents required by BASICS for vendor payment were clearly explained to Pharmacor and understood by them Pharmacor will present the following original documents to BASICS/Eritrea, which will forward them to BASICS/HQ for vendor payment (a) airway bill or ocean bill of lading, (b) packing list, (c) signed Pharmacor/MOH receipt form, (d) approved vendor invoice, and (e) vendor certifications

During the course of the visit, the consultant and BASICS Chief of Party/Eritrea Dr Nosa Orobaton met separately with Director General of the MOH Department of Pharmaceutical Services Mr Kidane Woldeyesus, and USAID Mission Technical Officer Dr Steve Weirisma to provide a brief overview of the purpose of the visit, the work accomplished, and the tasks remaining to be completed

Summary of Major Items Requiring Further Action

- 1 Pharmacor to receive and evaluate supplier responses and submit copies of responses with justification for selection of equipment and supplies to BASICS/Eritrea
- 2 Pharmacor to submit copies of vendor certifications to BASICS/Eritrea
- 3 BASICS/Eritrea to forward above documents to BASICS/HQ for preparing purchase orders
- 4 BASICS/HQ to issue purchase orders to suppliers and provide Pharmacor and BASICS/Eritrea with copies for monitoring delivery of equipment and supplies
- 5 Pharmacor to provide BASICS/Eritrea with inspection and receipt documents to support final payments to suppliers

PURPOSE OF VISIT

For this trip the consultant worked with Pharmacor staff, MOH staff, and BASICS field office staff to achieve the following objectives

- 1 Review with appropriate Pharmacor staff the process and documentation generated in obtaining bids for the drug quality control laboratory equipment, reagents, and glassware. The purpose of the review is to determine whether Pharmacor's procurement exercise meets USAID/BASICS procurement requirements as they apply to these activities. Identify any areas that do not meet requirements and recommend needed actions.
- 2 Review with appropriate MOH and Pharmacor staff the procedures and process used for evaluating and selecting the equipment and supplies that are being recommended for purchase. The purpose of the review is to determine whether the evaluation and selection process was transparent and justifiable, and included adequate technical input to ensure that equipment and supplies meeting the laboratory's needs were selected. Identify any activity that does not meet requirements and recommend needed actions. Clarify and resolve, as possible, any outstanding issues concerning equipment and supply selection.
- 3 Given the Pharmacor bid and evaluation processes meet BASICS and USAID's requirements, assist Pharmacor and MOH staff in prioritizing equipment and supplies. The prioritization should account for lead times, complexity of installation and training, and availability of space to store and install items appropriately.
- 4 Given an approved bid and evaluation system, assist Pharmacor, as needed, in requesting updated bids from vendors selected through the evaluation process. In updating bids, ensure that requests for installation or training services are included where needed. Re-

negotiate with vendors that require alternative bidding arrangements for contracting with a U S or non-Eritrean organization

- 5 Assist Pharmacor to set up an acceptable procurement documentation summary format to be used to support recommendations to BASICS for awarding contracts to vendors BASICS will issue commitment documents in the form of subcontracts or purchase orders to the vendors directly
- 6 Using shipping data obtained from the original bid process, review Pharmacor's estimated shipping schedule and method for monitoring the movement of all orders Update the information as needed from revised or re-submitted bids
- 7 Review Pharmacor's proposed plan for receiving equipment and supplies, clearing goods through customs, and inspecting goods upon receipt Coordinate with appropriate MOH laboratory personnel if technical input is required for inspection of some items
- 8 Identify and present to Pharmacor the forms and documents that will be required by BASICS as confirmation of receipt, inspection, and acceptance of equipment and supplies Explain to Pharmacor how these documents should be processed
- 9 Explain to Pharmacor the invoicing and payment system required by BASICS for payment of vendors' invoices BASICS, under the commitment documents discussed in No 5, will arrange payment terms directly with the vendors Provide guidance to Pharmacor as to the role of BASICS/Eritrea in the monitoring, tracking, and payment of vendor invoices

BACKGROUND

As a result of a study conducted in 1995 by the Eritrean Ministry of Health, with the assistance of two World Health Organization (WHO) consultants, the Eritrean government decided Eritrea should establish its own NDQCL to analyze and monitor the quality of essential drugs being provided under the Eritrean National List of Drugs

A list of recommended equipment, chemicals, and supplies for the NDQCL had been prepared by a WHO consultant from South Africa, and was forwarded by Dr Kidane Woldeyesus to Pharmacor in early 1996 for pricing However, Pharmacor encountered problems in obtaining accurate prices for the laboratory equipment, as equipment specifications they received did not contain sufficient detail on performance features and accessories to allow vendors to identify and price appropriate instruments

In April 1996, the Eritrean MOH hired Dr Hagos to serve as the director of the NDQCL Dr Hagos' training is in drug quality control, and prior to accepting the position as director of the Eritrean NDQCL, she served as senior lecturer on this subject at the University of Nairobi

Dr Hagos thoroughly reviewed and revised, as necessary, the original equipment, chemical reagents, glassware, and supplies lists for the NDQCL. Specifications were clarified and additional detail provided for the equipment items that would allow vendors to identify and price instruments that would meet the laboratory's needs. This process was completed in June 1996, at which time the MOH instructed Pharmacor to issue requests for bids and quotes to vendors using the revised lists and specifications.

Vendor responses to this exercise were received by Pharmacor in July 1996. These responses were reviewed and evaluated by a committee of Pharmacor and MOH staff, and vendors' selections were made based on their submitting the most advantageous offer, price, and technical requirements considered.

At that time, however, details on how the NDQCL equipment and supplies would be financed and procured had not been settled among USAID, BASICS, and the MOH. As a result, no action was taken on the vendor responses, and they expired in September and October 1996.

Request for funding of the NDQCL equipment and supply procurement was forwarded to BASICS for action by the MOH on September 23, 1996. At the request of the USAID/Eritrea Mission in a letter dated November 1, 1996, BASICS initiated procurement action for the NDQCL equipment and supplies, funded through Delivery Order #17.

Following discussions with the USAID contracting officer, it was decided that BASICS would issue the orders for the equipment and supplies, using Pharmacor as an agent to arrange and monitor the shipment of goods, their receipt, customs clearance, and delivery to the Ministry of Health, and to provide documentation to BASICS as evidence of such to allow BASICS to make vendor payments.

In the interest of expediting the procurement of the NDQCL equipment and supplies, it was decided that Pharmacor's June 1996 bid and quote request exercises should be evaluated by a consultant to determine if the process followed sound procurement practices and generated justifiable recommendations for competitively priced equipment that met the MOH's technical requirements. If this was the case, then the procurement process for the NDQCL equipment and supplies could be shortened by promptly requesting updated bid prices from the vendors previously selected by Pharmacor and the MOH.

TRIP ACTIVITIES

The evaluation of the Pharmacor June 1996 bid and quote exercises by major categories—chemical reagents, glassware, and laboratory equipment—was performed by the consultant during the visit and is presented below.

Evaluation of Pharmacor's Requests for Chemical Reagents Pricing

1 Summary of bid and vendor selection process

On June 3, 1996, Pharmacor issued its restricted bid No PM/K/96 for 313 chemical reagents and solvents to the following prospective bidders

BDH Laboratory Supplies

Carlo Erba

Merck Chemicals

Prolabo

Riedel-de Haen

On July 21, 1996, three bids (BDH Laboratory Supplies, Riedel-de Haen, and Labortechnik, responding as an authorized agent for Merck Chemicals) were opened in the presence of the following Pharmacor and MOH staff

Mr Fessehatsion Markos	Procurement Manager	Pharmacor
Mr Andemichael Abraha	Marketing Manager	Pharmacor
Mr Yemane Z/Mariam	Sales Manager	Pharmacor
Mr Isaac Tekleab	Project Manager	Pharmacor
Dr Besrat Hagos	Director NDQCL	MOH

The bids were reviewed by each of the above personnel for completeness, and all were determined to be responsive to the bid request. Bid responses were then tabulated on a bid analysis form (Appendix C) by bid item number, product description, pharmaceutical grade, and quantity requested, and each bidder's price for that item was recorded in their own currency and converted to Ethiopian Birr to facilitate price comparison.

A technical review committee composed of the Pharmacor and MOH staff identified above reviewed each item to confirm that the vendors' responses met technical requirements, i.e., that the correct chemical compound and the correct pharmaceutical grade were being offered. The price quotes for each item were then reviewed, and a vendor was selected based on offering the best unit value per compound that met technical specifications.

This was a thorough, time-consuming process that was completed over the course of several weeks. The net result of this evaluation and selection exercise for the 313 compounds requested is as follows:

- 280 items - Pharmacor selected the lowest bid that met technical requirements
- 16 items - only one quote received
- 17 items - requirement canceled

2 Evaluation of bid and selection process

An evaluation of the major components of the chemical reagent bid exercise and vendor selection process follows

- a *Technical specifications* Appropriate technical expertise was provided in preparing specifications as the list of chemical compounds and solvents was prepared by the director of the Eritrean NDQCL. Generic terminology was used in describing chemical compounds, which allowed open competition among vendors. Proprietary names that could have restricted competition were not used. Pharmaceutical grade requirements for each compound and quantity requested were clearly identified.
- b *Bid documents* The bid documents were complete and sufficient to allow vendors to respond to the request without any undue restrictions. The documents included general instructions to bidders with information on the documents the bidder must submit, how prices should be quoted (e.g., FOB, CIF), when bids should be received, and rules governing withdrawal of bids and errors in bids. The bid document also included Pharmacor's general conditions, such as warranty, packing requirements, default, and arbitration rules. The same bid document package was provided to each vendor to ensure no vendor received preferential information.
- c *Selection of suppliers* All vendors requested to bid on the chemical compounds are large, established companies with a history of providing reliable, quality products. All vendors submitting responses are registered and licensed to operate their business in countries that fall within the USAID 935 geographic source code authorized for this project.
- d *Evaluation of bid responses* The evaluation of bid responses by the technical committee of five Pharmacor and MOH staff was thorough, and the process was transparent, as documented through the preparation and review of the bid analysis sheets comparing vendor prices for each of the 313 compounds. The evaluation received the required technical input through the participation of Dr. Hagos throughout the entire review process.
- e *Selection of vendors* The criteria used to select a vendor's product were simple and straightforward. Products must meet technical requirements and offer best value. No restrictive criteria were applied that would have unduly penalized or limited a vendor's response. Appropriate technical input in the selection process was provided by Dr. Hagos.

Conclusion

From this evaluation it appears that Pharmacor used sound procurement practices in obtaining and evaluating bids for the chemical reagents. The bid exercise was conducted in an open, fair manner that was designed to encourage maximum reasonable competition given the estimated value of the procurement. The bid evaluation process ensured each bid response was given equal consideration and vendor selection was based on the most advantageous offer that factored in both price and technical requirements. Strong technical input and support throughout the process ensured that items selected met the needs of the laboratory.

Based on the ability of the exercise to generate adequate competitive offers, the transparent evaluation process that was followed, and the selection criteria used, the prices obtained from the selected vendors can be considered fair and reasonable.

Evaluation of Pharmacor's Request for Glassware and Supplies Pricing

1 Summary of quote and vendor selection process

Due to the lower anticipated value of this procurement, a restricted bid request was not issued, and on June 18, 1996, Pharmacor issued requests for quote for 146 glassware and laboratory supplies to the following vendors:

BDH Laboratory Supplies
Glasswarefabrik
Hirschman
Malientel
Schott Glasswerke

Offers were received from three vendors by July 22, 1996. As was done for the chemical reagents, the vendor responses were tabulated on an analysis form (Appendix D) by item number, quantity, and product description, and each vendor's quoted price for that item was recorded in their own currency and converted to Ethiopian Birr to facilitate price comparison.

The same technical review committee that evaluated the chemical reagents bids (Mr Markos, Dr Hagos, Mr Abraha, Mr Yemane Z/Mariam, and Mr Tekleab) reviewed each item quoted by the glassware vendors to confirm that the vendors' responses met technical requirements, i.e., the correct items in the correct size with the requested features were being offered. The price quotes for each item were then reviewed, and a vendor was selected based on offering the best value per item that met technical specifications.

This process also took considerable time, and the net result of this evaluation and selection exercise for the 146 glassware and supply items requested is as follows

- 113 items - Pharmacor selected the lowest bid that met technical requirements
- 31 items - only one quote received
- 2 items - requirement canceled

2 Evaluation of quote and selection process

An evaluation of the major components of the glassware and supplies quote exercise and vendor selection process follows

- a *Technical specifications* As with the chemical reagents, appropriate technical expertise was provided in preparing specifications as the list of glassware and supplies was prepared by the director of the Eritrean NDQCL. Glassware and supplies were described generically, which allowed open competition among vendors. Proprietary names that could have restricted competition were not used. Size and vessel capacity requirements and any additional features needed were clearly identified for each item requested.
- b *Quote documents* Pharmacor's request for quote included a cover letter with instructions on how prices should be quoted (e.g., FOB, CIF), a price schedule format to be used by vendors, and information on when the offers should be received. While requests for quote documents are traditionally less formal than documents required for requests for bid, it is good practice to include information on the terms and conditions Pharmacor would impose if a purchase order were issued. This information was not included in the request for quote package. While it did not impact the vendor responses, it is recommended that adequate information (Pharmacor's standard purchase order terms and conditions) be included in future written requests for quote when the anticipated order value is expected to exceed \$1,000.

The same request for quote package was provided to each vendor to ensure no vendor received preferential information.

- c *Selection of suppliers* The list of items requested by the MOH was predominantly glassware with some standard laboratory supplies included. Two of the three vendors responding (Glasswarefabrik and Schott Glaswerke) supply glassware only and not common laboratory supplies. This explains the high number of items (31) that only received a single quote.

This problem could have been prevented by either removing the common laboratory supplies from the list and adding them to the list of equipment items.

issued for bids, as several of the vendors responding to the equipment request for bids do carry laboratory supplies. Another option would have been to identify and include more vendors that carry both glassware and lab supplies in the original request for quote release.

A review of the 31 single quote items indicates that 27 of these items have a unit value below \$100 and two items have a unit value below \$250. These items include such common laboratory supplies as spatulas, funnel holders, filter paper, forceps, etc. The prices quoted for these items, when compared to similar products offered by Fisher Scientific, are considered reasonable.

For the two single quote items with values over \$250, it is recommended to add their specifications to the list of equipment items for which updated quotes are being requested. This should ensure that a second quote is obtained for comparison purposes.

The vendors requested to quote are established companies with international experience in providing high quality products. All vendors being considered for orders are registered and licensed to operate their business in countries that fall within the USAID 935 geographic source code authorized for this project.

d *Evaluation of quote responses* The evaluation of quote responses for glassware and lab supplies followed the same process used for the chemical reagent bid evaluation. The process was thorough and documented through the preparation and review of the quote analysis sheets by the technical review committee. The evaluation received the required technical input through Dr. Hagos' participation throughout the entire review process.

e *Selection of vendors* The same criteria used to select vendors for the chemical compounds were used by the technical review committee for selecting glassware vendors. Products must meet technical requirements and offer best value. No restrictive criteria were applied that would have unduly penalized or limited a vendor's response. Appropriate technical input in the selection process was provided by Dr. Hagos.

Conclusion

The quote exercise was conducted in an open, fair manner that was designed to encourage competition. Adequate competition was obtained for the majority of items, however, further competition could have been engendered by identifying more suppliers able to offer both the glassware and lab supplies being requested. Also, the request for quote documents could have been strengthened with the addition of Pharmacor's standard terms and conditions.

The quote evaluation process ensured each bid response was given equal consideration and vendor selection was based on the most advantageous offer that factored in both price and technical requirements. The technical input of Dr. Hagos throughout the evaluation process ensured that items selected met the needs of laboratory.

Based on the ability of the exercise to generate competitive offers for the majority of items requested, the transparent evaluation process that was followed, and the selection criteria used, product prices from the selected vendors where at least two quotes were obtained can be considered fair and reasonable.

The prices for the single quote items below \$250 in unit value have been compared to catalog prices for similar items and can also be considered fair and reasonable. For the two items above \$250 in unit value for which only one quote was obtained, it is recommended that a second quote be requested for comparison purposes.

Evaluation of Pharmacor's Request for Laboratory Equipment Pricing

1 Summary of bid and vendor selection process

On June 3, 1996, Pharmacor issued its bid No. PM/D/96 for 40 laboratory instruments and accessories to the following 11 prospective bidders:

Beckman Instruments
BDH Laboratory Supplies
Cope
Edouard Defrance SPRL
Erweka
Fisher Scientific
Forma Scientific Instruments
Hatch
Perkin Elmer
Pharma Test
VWR

On July 10, 1996, nine received bids (Beckman Instruments, BDH Laboratory Supplies, Cope, Edouard Defrance SPRL, Erweka, Fisher Scientific, Forma Scientific, Perkin Elmer, and Pharma Test) were opened in the presence of the following Pharmacor and MOH staff:

Mr. Fessehatsion Markos	Procurement Manager	Pharmacor
Mr. Andemichael Abraha	Marketing Manager	Pharmacor
Mr. Yemane Z/Mariam	Sales Manager	Pharmacor
Mr. Isaac Tekleab	Project Manager	Pharmacor
Dr. Besrat Hagos	Director NDQCL	MOH

The bids were reviewed by each of the above personnel for completeness, and all were determined to be responsive to the bid request

Bid responses were then tabulated on a bid analysis form (copy of the analysis form for equipment item 2, analytical balance, is attached as Appendix E) by bid item number, quantity requested, product description, and product specifications. Each bidder's offer was recorded by instrument description, model number (when appropriate), accessories, and spare parts. Prices for instruments and accessories were recorded in the vendor's currency and converted to Ethiopian Birr to facilitate price comparison.

The technical review committee members for the previous two exercises reviewed each item to confirm that the vendors' responses met technical requirements, i.e., the correct instrument was offered with the correct capacities, functions, and requested accessories. The price quotes for each item were then reviewed, and a vendor was selected based on offering the best value and meeting technical specifications. The net result of this evaluation and selection exercise for the 40 laboratory instruments and accessories requested is as follows:

- 35 items - Pharmacor selected the lowest bid that met technical requirements
- 1 item - selected based on technical preference
- 1 item - only one quote received
- 3 items - requirement canceled

2 Evaluation of bid and selection process

An evaluation of the major components of the pricing exercise and vendor selection process follows:

- a *Technical specifications* Appropriate technical expertise was provided in developing specifications as the list of laboratory instruments and accessories was prepared by the director of the Eritrean NDQCL, Dr. Hagos. Instrument specifications (capacity, accuracy level, range, etc.) and features (digital display, inert gas connection, automatic flame failure cut-out, etc.) were provided to ensure that vendors quoted appropriate items. Additional references to a vendor's models were also provided to assist vendors in identifying and quoting suitable instruments. In the one instance where adequate specifications were not provided (automatic minitration system), the reference provided was sufficient to obtain responsive, competitive quotes from two suppliers.
- b *Bid documents* Like the chemical compound request for bid documents, the bid documents for laboratory instruments were complete enough and sufficient to allow vendors to respond to the request without any undue restrictions. The documents included general instructions to bidders, with information on the

documents the bidder should submit, how to quote prices (e.g., FOB, CIF) when bids should be received, and rules governing withdrawal of bids and errors in bids. Also included were Pharmacor's general conditions, such as warranty, packing requirements, default, and arbitration rules. The same bid document package was provided to each vendor to ensure no vendor received preferential information.

- c *Selection of suppliers* All vendors requested to submit bids for the laboratory instruments are large companies with international experience in providing reliable, quality products. All responding vendors are registered and licensed to operate their business in countries that fall within the 935 geographic source code authorized for this project.
- d *Evaluation of bid responses* The evaluation of bid responses was thorough, and the process was transparent as documented through the preparation and review of the bid analysis sheets by the technical review committee. Different models of instruments proposed by vendors for the same purpose were evaluated to ensure the instrument was equipped with the necessary features and functions to meet the NDQCL requirements. On several occasions the committee contacted vendors to either clarify their bid response or obtain additional information needed to complete the evaluation and make an informed decision. Technical input throughout the entire evaluation process was provided through the participation of Dr. Hagos.
- e *Selection of vendors* The criteria used to select vendors for the laboratory instruments was the same as that used for the previous exercises. Products selected must meet technical requirements and offer best value. The selection of one item, the pH meter, also took into consideration the prior experience of the director of the NDQCL with the product's performance. While being the second lowest bid, the proven durability and ease of use of the selected pH instrument justified its selection as the most advantageous offer.

For the one item (fume hood) for which only one quote was received, it is recommended that a second quote be requested for comparison purposes. Appropriate technical input in the instrument selection process was provided by Dr. Hagos.

Conclusion

From this evaluation it appears that Pharmacor used sound procurement practices in obtaining and evaluating bids for the laboratory instruments. The bid exercise was conducted in an open, fair manner that was designed to encourage maximum reasonable competition. The bid evaluation process ensured each bid response was given equal consideration and vendor selection

was based on the most advantageous offer that factored in both price and technical requirements. Strong technical input and support throughout the process ensured that items selected met the needs of laboratory.

Based on the ability of the exercise to generate adequate competitive offers, the transparent and documented evaluation process followed, and the selection criteria used, the prices obtained from the selected vendors can be considered fair and reasonable.

Compliance with USAID/BASICS Procurement Requirements

Since the MOH had requested Pharmacor obtain bids and quotes in June 1996, Pharmacor followed its own procurement procedures and did not incorporate any USAID terms and conditions that would have been required had Pharmacor been approved and authorized at that time to conduct USAID-financed host country contracting.

Under approved host country contracting for small value procurement (>\$100,000), USAID will allow the contracting agency to follow its existing procurement procedures as long as such procedures are fair and transparent and designed to generate an adequate number of competitive proposals to ensure fair and reasonable prices can be obtained and documented. The contracting agency must also be able to ensure compliance with USAID's minimum essential requirements for USAID-financed commodity procurements, such as eligibility of supplies, commodities, transportation, marking, payments, disputes, and taxes.

Based on the above evaluation of the specific bid exercises reviewed, it appears that Pharmacor's standard procurement procedures are relatively sound and capable of producing an adequate number of competitive proposals that result in fair pricing for procured goods. With minimum assistance, Pharmacor staff would be able to incorporate the required USAID terms and conditions into its existing contract terms and could be considered for use as a contracting agency under USAID host country contracting requirements.

This information is for future consideration, since as currently proposed and planned, BASICS/HQ will be the contracting agency for the immediate procurement of the NDQCL equipment and supplies.

Needless to say, Pharmacor does not have the same level of certification requirements (small business status, nationality source and origin, organizational conflict of interest, etc.) and documentation requirements (contracting officer approval of non-expendable goods, etc.) that BASICS follows and does not comply with those requirements. Since BASICS will be the contracting agency for the equipment and supplies, and Pharmacor will handle customs clearance, delivery, and acceptance of goods, Pharmacor's compliance with these requirements is not critical to the process in this exercise.

Issue of Updated Requests for Quote

While the consultant's review of the bid process indicates that Pharmacor generated adequate competition for the NDQCL requirements, and the prices obtained from vendors can be considered fair and reasonable, the prices were received in July 1996, and all quotes had since expired. Therefore, it was necessary for Pharmacor to issue requests for quotes to all vendors for updated prices for the items selected by Pharmacor through their bid analysis. The updated requests, however, needed to contain the appropriate terms and conditions and certification requirements required for BASICS purchase orders, since BASICS/HQ will be issuing the orders to purchase the NDQCL equipment and supplies.

The consultant prepared a draft request for quote for updated prices to be signed and released by Pharmacor. The quote package contained the following documents:

- Request for quote cover letter
- Attachment A, Standard Instructions
- Attachment B, Required Certification
- Attachment C, Equipment/Supplies list
- Attachment D, Purchase Order Terms and Conditions

The request for quote package was submitted to BASICS/HQ for review and approved for release. From March 20 to 22, the request for quote letters were prepared by the consultant, signed by Mr. Markos, Pharmacor procurement manager, and faxed to the following suppliers:

Chemical reagents	Riedel-de Haen, BDH Laboratory Supplies, Sigma Chemie
Glassware supplies	BDH Laboratory Supplies, Schott Glasswerke, Glaswarenfabrik
Lab equipment	Beckman Instruments, BDH Laboratory Supplies, A. J. Cope, Edouard Defrance, Fisher Scientific, Pharma Test

Suppliers were requested to submit their responses to Pharmacor by March 31. A copy of a request for quote package for laboratory equipment is provided as Appendix F.

Review of Documentation Requirements for Purchase Orders

The consultant met with the Pharmacor procurement manager on March 18 to review the overall proposed activities for implementing the procurement of the NDQCL equipment and supplies. An outline of the proposed procurement, identifying the action to be taken, responsible party, and documents needed, was presented and discussed with Pharmacor. A copy of this general outline is provided as Appendix G.

The consultant also reviewed with Pharmacor the specific requirements and documents BASICS/HQ would need before they could process and release orders for equipment. These included copies of (1) Pharmacor's original 1996 request for bid and quote documents, (2) the

supplier's 1996 responses, (3) Pharmacor's evaluation of 1996 responses, (4) Pharmacor's March 1997 request for updated quotes and supplier responses, (5) completed supplier certification forms, and (6) Pharmacor's identification, recommendation and justification for equipment and supply items selected. A list of the documents required, which also indicates the status of their receipt as of March 27, is attached as Appendix H.

Review of Requirements for Monitoring and Receiving Shipments

The consultant also discussed with Pharmacor the activities that need to be performed after BASICS/HQ releases orders to suppliers. A draft outlining in chronological order the anticipated shipment tracking, customs clearance, delivery, and payment responsibilities for each party was discussed with Pharmacor and BASICS/Eritrea on March 27 and is contained in Appendix I.

Basically, it is foreseen that Pharmacor and BASICS/Eritrea will need to coordinate their exchange of information regarding orders and shipments so that equipment and supplies shipments can be properly monitored, cleared, and delivered to the NDQCL in a timely manner. Due to the volume and nature of the items being ordered, it is anticipated that the majority of goods will be shipped by air to Asmara. Pharmacor will follow its standard procedures in clearing goods through customs. Within two to three days after receiving notification that a shipment has arrived at the Asmara airport, Pharmacor personnel will travel to the airport and clear the goods using the required shipping documents and government authorizations. After clearance has been completed, Pharmacor will deliver the equipment and supplies to the NDQCL and arrange for a Ministry of Health representative to inspect and accept the goods. A draft of an equipment receipt and acceptance form was prepared by the consultant and submitted to BASICS/HQ and Pharmacor for review and approval. A copy of the draft form is attached as Appendix J. Approval of this form or a revised receipt and acceptance form by BASICS/HQ is pending final agreement to the memorandum of understanding between BASICS/HQ and Pharmacor which outlines the tasks and responsibilities for both parties regarding the NDQCL procurement.

On March 24 the consultant accompanied Dr. Hagos to inspect the site for the NDQCL. The laboratory will be housed in a refurbished warehouse in Asmara. The facility had been newly painted, and the utility connections for instruments were in place. The layout provided adequate working space for personnel operating the instruments, and there was sufficient storage for chemicals. The laboratory doorways were adequately secured to prevent entry by unauthorized personnel. In summary, the facility appeared well laid out and ready for equipment installation.

RESULTS AND CONCLUSIONS

The review of Pharmacor's requests for bids for the NDQCL equipment and supplies indicates that Pharmacor employed sound procurement practices to obtain adequate competitive offers, followed a fair and open evaluation process, and used acceptable evaluation criteria, with

appropriate technical input, in selecting vendors. Based on this, the Pharmacor June 1996 pricing exercise and vendor selection results were used as the basis for preparing and issuing updated requests for quote for the NDQCL equipment and supplies to be ordered by BASICS/HQ. Updated requests for quote were issued to suppliers between March 20 and 22, with responses requested by March 31.

Documentation requirements for BASICS/HQ to release purchase orders and make final payments to suppliers, as well as requirements for monitoring and accepting delivery of equipment, were reviewed with Pharmacor.

Since Pharmacor's procurement procedures appear relatively sound and capable of producing an adequate number of competitive proposals that result in fair pricing for goods, Pharmacor, with minimal assistance, would be able to incorporate required USAID terms and conditions into their contract terms and could be considered for use as a contracting agency under USAID host country contracting requirements.

The major tasks remaining to be performed to complete the procurement of the NDQCL equipment and supplies are as follows:

- 1 Pharmacor will receive and evaluate supplier responses to the updated requests for quote issued March 20-22, 1997, and will submit to BASICS/Eritrea copies of the responses with justification for the equipment and supplies selected by Pharmacor.
- 2 Pharmacor will submit copies of completed vendor certifications to BASICS/Eritrea.
- 3 BASICS/Eritrea will forward the above documents to BASICS/HQ for preparing purchase orders.
- 4 BASICS/HQ will issue purchase orders to suppliers and provide Pharmacor and BASICS/Eritrea with copies for monitoring the delivery of equipment and supplies.
- 5 Pharmacor will provide BASICS/Eritrea with inspection and receipt documents for equipment and supplies to support BASICS/HQ final payments to suppliers.

POST-TRIP PROJECT ACTIVITIES

At the conclusion of the consultant's trip to Asmara, it had been proposed that Pharmacor provide BASICS/HQ with the documents (identified in Appendix H) needed for preparing and releasing purchase orders for the NDQCL equipment and supplies. These documents included the suppliers' responses and certifications and a purchasing summary prepared by Pharmacor for each order that would document the prices obtained and establish the price for the goods being purchased as fair and reasonable.

Shortly following the completion of the consultant's trip to Asmara, BASICS/HQ requested the consultant's assistance in preparing and assembling the documentation needed to support the release of purchase orders for the NDQCL equipment and supplies. This decision was based on the need to procure the equipment and supplies as expeditiously as possible, and the need to use BASICS/HQ standard procurement support documents (purchase order requisition, memorandum of negotiation). While Pharmacor was considered capable of preparing the necessary documentation with some assistance from BASICS/Eritrea, it was anticipated that this arrangement might delay procurement, given the limited manpower and the workload of Pharmacor procurement staff and the additional time that would be required for communication, discussion, and clarification of requirements between BASICS/HQ and Pharmacor.

A checklist of the items required for the BASICS/HQ procurement documentation package is attached as Appendix K. During meetings with Pharmacor, the consultant obtained copies of the following items on the checklist:

- Original Pharmacor 1996 request for bid/quote
- Vendor's 1996 bid/quote response
- Pharmacor's 1996 bid/quote analysis
- Pharmacor's March 1997 request for updated proposals
- List of firms solicited by Pharmacor

Pharmacor would receive and forward to BASICS/HQ and the consultant the following documents on the checklist:

- Certification packet
- Vendor's response to March 1997 request for updated quotes

The consultant would prepare the following items, assemble the package and forward it to BASICS/HQ for contracting officer approval, as necessary, and purchase order release:

- Proposal review documents
- Memorandum of negotiation
- Deliverables/payment schedule
- Non-US procurement justification
- Purchase order requisition (POR)

This process began in April 1997, and the last procurement documentation package, the order to BDH Laboratory Supplies for a fume hood, was completed in July 1997. Both Todd Shenk and Margarita Lobo of BASICS/HQ provided valuable assistance coordinating the release of the purchase orders to suppliers. Samuel Iyasu of BASICS/Eritrea was helpful in finalizing the deliverable lists for the chemical and glassware orders. A copy of the documentation package faxed to BASICS/HQ for the Defrance equipment order is attached as Appendix L.

APPENDIXES

**APPENDIX A
LIST OF CONTACTS
ERITREA, MARCH 1997**

APPENDIX A
List of Contacts
Eritrea, March 1997

USAID/Asmara

Dr Steve Weirsmma Technical Officer

Ministry of Health

Dr Kidane Woldeyesus Head, Pharmacy Department
Dr Besrat Hagos Director, National Drug Quality Control Laboratory

Pharmacor

Mr Misghinna Tekleab General Manager
Mr Fessehatsion Markos Procurement Manager

BASICS/Asmara

Dr Nosa Orabaton Chief of Party
Mr Samuel Iyasu Office Administrator

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**APPENDIX B
PATH SCOPE OF WORK**

APPENDIX B

ERITREA PATH Scope of Work

At the request of USAID/Asmara, BASICS will assist the Eritrean Ministry of Health to design and set up a Drug Quality Control Laboratory (DQCL) in Asmara. Following a visit to Eritrea, Todd Dickens of PATH recommended that Pharmacor, a parastatal supplier of pharmaceuticals and medical equipment to the MOH, would be an appropriate partner in the procurement process. At the request of the MOH, Pharmacor obtained lists of the laboratory equipment and accessories, reagents and solvents, glassware, table tops, and furniture to be procured for the DQCL and quotes for those items. At the request of BASICS, PATH then carried out a technical and cost review of the quotations obtained by Pharmacor.

With approval from the Regional Contracting Officer for USAID, BASICS will work with Pharmacor to procure the requested supplies and will contract PATH to provide technical assistance to Pharmacor to ensure adherence to BASICS and USAID procurement regulations.

Scope

Specifically, PATH will provide the following technical assistance:

1. Review with appropriate Pharmacor staff the process and documentation generated in obtaining bids for the drug quality control laboratory equipment, reagents and glassware. The purpose of the review is to determine whether Pharmacor's procurement exercise meets USAID/BASICS procurement requirements as they apply to these activities. Identify any areas that do not meet requirements and recommend needed actions.
2. Review with appropriate MOH and Pharmacor staff the procedures and process used for evaluating and selecting the equipment and supplies that are being recommended for purchase. The purpose of the review is to determine whether the evaluation and selection process was transparent and justifiable and included adequate technical input to ensure that equipment and supplies meeting the laboratory's needs were selected. Identify any activity that does not meet requirements and recommend needed actions. Clarify and resolve as possible any outstanding issues concerning equipment and supply selection.
3. Given the Pharmacor bid and evaluation processes meet BASICS and USAID's requirements, assist Pharmacor and MOH staff in prioritizing equipment and supplies. The prioritization should account for lead times, complexity of installation and training, and availability of space to store/install items appropriately.
4. Given an approved bid and evaluation system, assist Pharmacor, as needed, in requesting updated bids from vendors selected through the evaluation process. In updating bids, ensure that requests for installation or training services are included where needed. Re-negotiate with vendors that require alternative bidding arrangements for contracting with a U.S. or non-Eritrean organization.

- 5 Assist Pharmacor to set up an acceptable procurement documentation summary format to be used to support recommendations to BASICS for awarding contracts to vendors BASICS will issue commitment documents in the form of subcontracts or purchase orders to the vendors directly
- 6 Using shipping data obtained from the original bid process, review Pharmacor's estimated shipping schedule and method for monitoring the movement of all orders Update the information as needed from revised or re-submitted bids
- 7 Review Pharmacor's proposed plan for receiving equipment and supplies, clearing goods through customs, and inspecting goods upon receipt Coordinate with appropriate MOH laboratory personnel if technical input is required for inspection of some items
- 8 Identify and present to Pharmacor the forms/documents that will be required by BASICS as confirmation of receipt, inspection, and acceptance of equipment and supplies Explain to Pharmacor how these documents should be processed
- 9 Explain to Pharmacor the invoicing and payment system required by BASICS for payment of vendors invoices BASICS, under the commitment documents discussed in No 5, will arrange payment terms directly with the vendors Provide guidance to Pharmacor as to the role of BASICS/Eritrea in the monitoring, tracking and payment of vendor invoices
- 10 Ensure complete close-out documentation of all commitment documents and provide support documentation to BASICS/Eritrea
- 11 Be available to Pharmacor and BASICS on an ongoing basis to provide technical assistance as needed for specific questions or issues that may arise during any point of the procurement process from order placement to final payment

Anticipated Travel

In order to perform the technical assistance outlined in the Scope above, it is anticipated that Todd Dickens will travel at least two times during the procurement and delivery of the Drug Quality Control Laboratory equipment and supplies The first trip will be to complete items 1-9 in the Scope The second trip will be scheduled to assist Pharmacor in the close-out of the procurement documents as described in item 10

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APPENDIX C
PHARMACOR CHEMICAL BID ANALYSIS SHEETS

BID ANALYSIS

Item Nr	DESCRIPTION	GRADE	QUANTITY	B D H		R D H		LABORTECHNIK	
				GBP	BIRR	DM	BIRR	DM	BIRR
1	Acetic Acid, Glacial	AR	5L	17 77 ✓	197 51 ✓	68 00	327 78	41 30 ✓	199 08
2 ✕	Acetic Acid, Glacial, anhydrous	AR	2 5L	17 77	197 51	68 00	327 78	79 75 ✓	384 41
3	Acetic Anhydride	AR	1L <i>500up</i>	6 82	75 80 ✓	33 60 ✓	161 96	42 70	205 82
4	Acetone	AR	5L <i>2.5</i>	13 20	146 71 ✓	51 60 ✓	248 72	28 75	138 58
5	Acetonitrile	AR	1L	29 10	323 44 ✓	39 80 ✓	191 85	50 00	241 01
6	Alizarine fluorne Blue	GPR	25gm					550 00	2 651 13
7	Alizarine Red S	GPR	25gm	8 62	95 81 ✓	52 40	252.58	55 75	268 73
8	Alum	AR	250gm	9 00	100 03 ✓	15 00	72 30	42 70	205 82
9	Aluminum Chloride	GPR	500gm	7 50	83 36	17 00	81 94 ✓	22 40	107 97
10	Aluminum Chloride Hexahydrate	GPR	250gm	8 70	96 70 ✓	22 20	107 01	51 00	245 83
11	Aluminum Hydroxide Gel	AR	500gm	15 00 <i>MS</i>	166 72			65 00	313 32
12	Aluminum Sulphate	AR	500gm	21 30	236 74	29 40 ✓	141 72 ✓	37 00	178 35
13	Amaranth S	GPR	MP			34 00 ✓	163 89	63 00	303 68
14	4-Aminophenol	GPR	250gm			15 80 ✓	76 16	20 50	98 82
15	Ammonia	AR	5L	10 50	116 70 ✓	67 00	322.96	22 30	107 49
16	Ammonium Acetate	AR	250gm	8 62	95 81 ✓			36 00	173 53
17	Ammonium Bismuth Citrate	GPR	100gm	40 05	445 14	42 80	206 31 ✓	323 00	1 556 94
18	Ammonium Carbonate	AR	500gm	7 95	88 36 ✓	125 60	605 42	85 50	412 13
19	Ammonium Cerium (IV) Nitrate		500gm	61 50	683 55 ✓	45 32	218 45	75 75	365 13

Item Nr	DESCRIPTION	GRADE	QUANTITY	B D H		B D H		LABORTECHNIK	
				GBP	BIRR	DM	BIRR	DM	BIRR
40	Barium Chloride	AR	500gm	7 50 ✓	83 36 ✓	20 20	97 37	25 40	122 43
41	Barium Hydroxide	AR		11 17	124 15 ✓	37 00	178 35	46 60	224 62
42	Barium Sulphate Precipitated Grade	GPR	kg	6 67	74 13	14 80	71 34 ✓	66 25	319 34
43	Benzaldehyde	AR	100ml	6 67	74 13	23 20	111 83 ✓	17 40	83 87 <i>100 ml</i>
44	Benzalkonium chloride solution	B P	1 Litre			50 20	241 98	51 00	245 83
45	Benzoic Acid	AR	100gm	10 95	121 71	17 00	81 94	13 80	66 52
46	Benzyl Alcohol	GPR	100ml 500ml	6 30	70 02 ✓	44 00	212 09	80 50	388 03
47	Bismuth Oxycarbonate	GPR	10gm			21 80	105 08 ✓	45 00	216 91
48	Bismuth Oxynitrate	GPR	500gm <i>250 + 2</i>			30 00	144 61 ✓	199 50	961 91
49	Boric Acid	AR	250gm <i>500</i>	6 07	67 47 ✓	18 80	90 62	16 50	79 53
50	Brilliant Black BN	GPR	MP					34 10	164 37
51	Brilliant Green	GPR	25gm <i>100gm</i>	12 15	135 04	30 60	147 50 ✓	42 50	204 86
52	Bromine	AR	500ml	29 02	322 55 ✓			99 00	477 20
53	Bromobenzene	GPR	2 5L			138 60	668 09 ✓	82 25	396 47
54	Butan-1-01	AR	500ml	6 67 ✓	74 13	41 00	197 63	51 50	248 24
55	Butan - 1-01	AR	500ml	6 67	74 13	27 40	132 07 ✓	51 50	248 24
56	Butan-2-One Chromatographic reagent Grade		500ml	4 80	53 35 ✓	30 60	147 50 ✓	34 40	165 82
57	Buty 1 acetate	AR	250ml <i>500ml</i>	19 12	219 51	19 20	92 55	44 50	214 50
58	Buty rated hydroxyanisole	GPR	25g <i>100g</i>	10 20	113 37 ✓	40 80	196 67	228 75	1,102 63
59	Buty rated hydroxytoluene	GPR	25g <i>400gm</i>	10 72	119 15 ✓	29 40	141 72	17 40	83 87
60	Codmum Acetate	AR	500gm	34 95	388 46 ✓	76 40	368 27	142 50	686 88

28

Item Nr	DESCRIPTION	GRADE	QUANTITY	B D H		B-D H		LABORTECHNIK	
				GBP	BIRR	DM	BIRR	DM	BIRR
81	Cobalt (II) chloride	AR	25gm	24.37 100 gm ✓	270.86	107.80 100 gm	519.62	135.00 100 gm	650.73
83	Cobalt Nitrate	AR	25gm	19.50 100 gm ✓	216.74	59.40 100 gm	286.32	77.50 50 gm	373.57
84	Copper (II) Acetate	AR	25gm	42.37 500 gm ✓	470.93	23.20 100 gm	111.83	44.00 250 gm	212.09
85	Copper Carbonate	GPR	25gm	10.80 500 gm ✓	120.04	37.60 250 gm	181.24	149.50 kg	720.63
86	Copper (I) Chloride	AR	25gm	21.67 500 gm ✓	240.85	17.40 100 gm ✓	83.87	58.75 250 gm	283.19
87	Copper (II) Chloride	AR	25gm	4.80 100 gm ✓	53.35	15.60 100 gm	75.20	39.00 250 gm	187.99
88	Copper (II) Oxide	AR	25gm	33.75 500 gm ✓	375.12	31.60 100 gm	152.32	87.50 250 gm	421.77
89	Copper (II) Sulphate	AR	25gm	5.32 250 gm ✓	59.13	11.80 100 gm	56.88	21.50 250 gm	103.64
90	Copper (II) Sulphate, Anhydrous	GPR	250gm	10.95 250 gm ✓	121.71	23.40 100 gm	112.79	41.30 kg	199.08
91	Cyclohexane	AR	2.5L	23.10 2.5 Lt ✓	256.75	86.40 2.5 Lt	416.47	108.75 2.5 Lt	524.20
92	Cyclohexane UV, Spectrophotometric grade		500ml	41.70 2.5 Lt ✓	463.48	69.20 Lt	333.56	51.25 500ml	247.04
93	2,7-Dichlorofluorescein, Adsorption indicator grade		1gm	18.37 10 gm ✓	204.18			72.50 5 gm	349.47
94	Dichloromethane	AR	250ml	5.47 500ml ✓	60.80	26.80 Lt	129.18	17.00 250ml	81.94
95	2,6-Dichlorophenol indophenol Sodium	AR	25g	11.40 5 gm ✓	126.71	150.80 2.5 gm	726.89	192.25 2.5 gm	926.69
96	Dichloroquinonechloroimine	GPR	25gm			44.60 10 gm	214.98	47.50 10 gm	227.96
97	Diethylamine	AR	500ml	7.57 500ml ✓	84.14	17.40 500ml	83.87	17.40 500ml	83.87
98	Diethylene Glycol	AR	500ml	14.92 2.5 Lt ✓	165.83	37.00 2.5 Lt	178.35	20.00 Lt	96.40
99	Dimethyl Sulphone	GPR	25gm			37.80 250 gm ✓	278.61	15.60 5 gm	75.20
100	Dimethyl Sulphoxide	AR	100ml	5.32 100ml ✓	59.13	62.20 Lt	299.82	69.00 Lt	332.60
101	Dimethyl acetamide	GPR	100ml	33.45 2.5 Lt ✓	371.78	53.00 2.5 Lt	255.47	32.20 Lt	155.21
102	4-Dimethyl aminobenzaldehyde	AR	25gm	24.00 100 gm ✓	266.75	17.40 250 gm	83.87	23.50 25 gm	113.28

Item Nr	DESCRIPTION	GRADE	QUANTITY	B D H		D H		LABORTECHNIK	
				GBP	BIRR	DM	BIRR	DM	BIRR
123	D-Fructose	GPR	100gm	9 15 500 gm ✓	101 70	11 00 100 gm ✓	53 02	22 80 250 gm ✓	109 90
124	Furfuraldehyde	AR	100ml	10 80 500 ml ✓	120 04	51 60 100 ml ✓	248 72	64 50 100 ml ✓	310 91
125	D-Galactose	GPR	100gm	14 92 100 gm ✓	165 83	34 40 100 gm ✓	262 22	70 00 100 gm ✓	337 42
126	Gelatin	BP	100gm	11 40 500 gm ✓	126 71	16 80 250 gm ✓	80 98	24 20 100 gm ✓	116 65
127	D-Glucose	AR	250gm	6 07 500 gm ✓	67 47	11 00 250 gm ✓	53 02	13 20 250 gm ✓	63 63
128	Glycerol	AR	1L	18 37 Lt ✓	204 18	66 80 Lt ✓	321 99	88 00 Lt ✓	424 18
129	Glycine	AR	100gm	5 10 100 gm ✓	56 68	11 60 100 gm ✓	55 91	17 90 100 gm ✓	86 28
130	Green S C1 44090 Commercial Grade		MP					33 70 10 gm ✓	162.44
131	Hexamine	AR	100gm	7 95 500 gm ✓	88 36	10 20 100 gm ✓	49 17	81 75 25 ml ✓	394 06
132	n-Hexane	GPR	1L	11 77 500 ml ✓	130 82	36 80 Lt ✓	177 39	46 40 Lt ✓	223 66
133	Hydroiodic Acid	AR	250ml	57 22 250 ml ✓	635 98	107 00 250 ml ✓	515 77	55 00 250 ml ✓	265 11
134	Hydrobromic Acid	AR	250ml	43 72 2.5 Lt. ✓	483 93	29 20 250 ml ✓	140 75	60 50 500 ml ✓	291 62
135	Hydrochloric Acid	AR	5L	9 13 2.5 Lt. ✓	101 70	28 80 2.5 Lt. ✓	138 82	36 30 2.5 Lt. ✓	174 97
136	Hydrogen Peroxide 200 v	GPR	2.5L	6 75 500 ml ✓	75 02	19 40 Lt ✓	93 51	48 80 2.5 Lt. ✓	235 23
137	Hydroxyl ammonium chloride	AR	250gm	22 27 500 gm ✓	247 52	25 40 100 gm ✓	122 43	97 75 250 gm ✓	471 18
138	Imidasol, Purified Grade of Commerce	-	100gm	34 43 500 gm ✓	605 19	32 40 250 gm ✓	156 18	26 70 50 gm ✓	128 70
139	Indigo Carmine C1 73015	AR	25g	9 22 25 gm ✓	102 48	21 60 25 gm ✓	104 12	26 00 25 gm ✓	125 33
140	Indophenol Blue C149700	GPR	MP					73 00 gm ✓	351 88
141	Iodine	AR	250gm	38 62 500 gm ✓	429 25	96 00 250 gm ✓	462 74	53 50 100 gm ✓	257 88
142	Iodine Bromide	GPR	100gm	17 47 100 gm ✓	194 17	41 80 Kg ✓	201 49	52 25 100 gm ✓	251 86
143	Iron (III) Chloride	GPR	50gm	6 90 500 gm ✓	76 69	26 20 Kg ✓	126 29	19 00 500 gm ✓	91 58

Item Nr	DESCRIPTION	GRADE	QUANTITY	B D H		D H		LABORTECHNIK	
				GBP	BIRR	DM	BIRR	DM	BIRR
164	Manganese (IV) Oxide, Precipitated	-	25gm	22.87 500 gm ✓	254 19	26.20 Kg	126 29	17.40 100 gm	83 87
165	Manganese (II) Sulphate	AR	25gm	13.65 500 gm ✓	115 71	28.80 500 gm	138 82	18.50 100 gm	89 17
166	Mercaptoacetic Acid	GPR	100ml	5.70 100 ml	63 35	18.40 250 ml	88 69	33.10 100 ml	159 55
167	Mercury (II) Acetate	GPR	25gm	43.72 500 gm	485 93	52.80 100 gm	254 51	36.60 50 gm	176 42
168	Mercury (II) Chloride	AR	25gm	4.42 2.5 gm	49 13	45.80 100 gm	220 77	33.50 50 gm	161 48
169	Mercury (II) Iodide	GPR	25gm	10.57 100 gm	117 48			37.40 50 gm	180 28
170	Mercury (II) Nitrate	AR	25gm	11.17 100 gm ✓	124 15			30.20 50 gm	145 57
171	Mercury (II) Oxide	GPR	25gm	10.12 100 gm ✓	112.48	45.20 100 gm	217 88	40.10 50 gm	193 29
172	Mercury (II) Sulphate	GPR	25gm	14.40 100 gm ✓	160 05	100.20 250 gm	482 99	44.30 50 gm	213 54
173	Methanol	AR	10 L	11.25 2.5 Lt.	125 04	28.20 2.5 Lt.	135 93	178.00 10 Lt	858 00
174	Methanol, anhydrous	Ar	1L	10.05 Lt	111 70	31.40 Lt	151 36	39.60 Lt.	190 88
175	X-Methoxyphenylacetic acid	GPR	MP			48.00 100 gm	231 37	34.80 100 gm	167 74
176	Methyl Laurate, Purified reagent Grade	-	100ml			212.40 50 ml	1 023 82	133.50 5 ml	643 50
177	Methyl Myristate	GPR	100ml					62.00 250 ml	298 86
178	Methyl Palmitate	GPR	100gm			15.60 100 gm ✓	75 20	133.50 5 ml	643 50
179	Methyl Stearate	GPR	100gm			12.00 100 gm ✓	57 84	133.50 5 ml	643 50
180	Methyl Thymol Blue	GPR	MP	28.35 5 gm ✓	315 10	108.40 5 gm	522 51	44.00 gm	212 09
181	Methylene Blue	GPR	25gm	10.50 100 gm	116 70	19.40 2.5 gm	93 51	18.70 2.5 gm	90 14
182	2- Methyl -5- nitroimidazole	GPR	25gm					39.30 100 gm	198 44
183	Molybdenum (VI) Oxide	AR	10gm	17.02 100 gm ✓	189 17	45.60 100 gm	219 80	57.25 100 gm	275 96
184	Mordant Black II CI 14645	GPR	25gm	6.00 2.5 gm ✓	66 69	24.40 2.5 gm	117 61	31.70 100 gm	152 80

Item Nr	DESCRIPTION	GRADE	QUANTITY	B D H		M D H		LABORTECHNIK	
				GBP	BIRR	DM	BIRR	DM	BIRR
205	Potassium Bromide	AR	250gm	10 05	111 70	14 80	71 34	58 75	283 19
206	Potassium Carbonate	AR	250gm	7 57	84 14	23 00	110 87	15 40	74 23
207	Potassium Carbonate, Anhydrous	AR	250gm	500 gm	84 14	500 gm	110 87	100 gm	140 27
208	Potassium Chlorate	AR	25gm	7 57	110 03	23 00	81 94	29 10	103 64
209	Potassium Chloride	AR	250gm	9 90	49 13	17 00	98 33	21 50	125 33
210	Potassium Chromate	AR	250gm	4 42	96 70	20 40	162 92	26 00	204 38
211	Potassium Cyanide	AR	25gm	2 50 gm	127 48	500 gm	120 51	2 50 gm	151 84
212	Potassium Dichromate	AR	250gm	11 47	190 06	100 gm	180 28	31 50	419 36
213	Potassium Dihydrogen Ortho Phosphate	AR	2kg	17 10	95 81	37 40	215 93	87 00	271 14
214	Potassium Hexacyanoferrate (II)	AR	25gm	500 gm	89 14	44 80	107 01	500 gm	81 94
215	Potassium Hexacyanoferrate (III)	AR	25gm	8 02	183 84	Kg	123 40	Kg	86 76
216	Potassium Hydrogen Carbonate	AR	500gm	8 02	89 14	22 20	135 93	100 gm	171 12
217	Potassium Hydrogen Phthalate	AR	250gm	500 gm	51 68	25 60	205 34	100 gm	257 88
218	Potassium Hydroxide	AR	2kg	4 63	89 14	42 60	121 47	53 50	353 08
219	Potassium Iodate	AR	250gm	10 00 gm	95 81	8 02	314 28	73 25	177 39
220	Potassium Iodide	AR	500gm	8 62	332 55	Kg	575 54	Kg	720 63
221	Potassium Nitrate	AR	500gm	100 gm	67 47	25 20	81 94	100 gm	103 64
222	Potassium Perchlorate	AR	250gm	6 07	214 18	28 20	277 16	33 50	277 16
223	Potassium Permanganate	AR	500gm	19 27	112 48	500 gm	151 36	500 gm	485 64
224	Potassium Sodium (+) - Tartarate	AR	25gm	10 12	119 15	31 40	101 23	100 75	233 78
225	Potassium Sulphate	AR	250gm	10 72	82 47	21 00	55 91	48 50	123 88
				500 gm		2 50 gm		500 gm	
				7 42		11 60		25 70	
				500 gm		100 gm		500 gm	

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Item Nr	DESCRIPTION	GRADE	QUANTITY	B D H		D H		LABORTECHNIK	
				GBP	BIRR	DM	BIRR	DM	BIRR
238	Sodium Chloride	AR	2kg	5 70 Kg ✓	63 35	16 20 Kg	78 09	21 70 Kg	104 60
239	Sodium Carbonate, Anhydrous	AR	500gm	6 00 500 gm ✓	66 69	16 80 500 gm	80 98	21 20 500 gm	102 19
240	Sodium Dihydrogen Orthophosphate	AR	2kg	9 22 500 gm ✓	102 48	42 40 Kg	204 38	48 80 Kg	235 23
241	Sodium Dodecyl Sulphate, Purified	-	250gm	12 60 100 gm ✓	140 04	38 40 Kg ✓	185 10	58 25 Kg	280 78
242	Sodium Fluoride	AR	25gm	19 27 500 gm ✓	214 18	26 20 250 gm	126 29	33 10 250 gm	159 55
243	Sodium Hydrogen Carbonate	AR	2kg	7 27 Kg ✓	80 80	21 20 Kg	102 19	26 80 Kg	129 18
244	Sodium Hydroxide	AR	3kg	7 50 Kg ✓	83 36	24 40 Kg	117 61	119 50 Kg	576 02
245	Sodium Iodide	AR	250gm	9 30 100 gm ✓	103 37			91 25 250 gm	439 85
246	Sodium Mdybdate	AR	MP	9 15 100 gm ✓	101 70	72 80 250 gm	350 91	45 60 100 gm	219 80
247	Sodium Nitrite	AR	500gm	7 95 500 gm ✓	88 36	22 60 500 gm	109 94	28 60 500 gm	137 86
248	Sodium Nitroprusside	AR	25gm	15 67 100 gm ✓	174 17	40 00 50 gm	192 81	43 70 25 gm	210 64
249	Sodium Selenite	GPR	25gm	15 15 100 gm ✓	168 39	18 00 25 gm	86 76	22 80 25 gm	109 90
250	Sodium Sulphate	AR	500gm	6 00 500 gm ✓	66 69	19 00 Kg ✓	91 58	24 10 Kg	116 17
251	Sodium Sulphate, anhydrous	AR	500gm	6 00 500 gm ✓	66 69			33 70 500 gm	162 44
252	Sodium (+) - Tartarate	AR	500gm	10 72 500 gm ✓	119 15	37 80 250 gm	182 21	47 50 250 gm	228 96
253	Sodium Tetraborate	AR	500gm	6 37 500 gm ✓	70 80	17 20 500 gm	82 91	36 80 250 gm	177 39

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Item Nr	DESCRIPTION	GRADE	QUANTITY	B D H		D H		LABORTECHNIK	
				GBP	BIRR	DM	BIRR	DM	BIRR
275	Zinc Oxide	AR	100gm	7.95 500 gm ✓	88 36	26 80 500 gm	129 18	33 70 500 gm	162 44
276	Zinc Sulphate	AR	100gm	7 65 500 gm ✓	85 03	20 40 500 gm	98 33	14 60 100 gm	70 38
277	Benzethonium Chloride VS, 0,004M of Commerce		250ml	11 17 2.5 Lt ✓	124 15			23.80 Lt	114 72
278	Karl Fischer Reagent VS 'Medified' reagent Grade Containing a water equivalent of about 5mg per ml	-	3L	46 12 2.5 Lt ✓	512 61	102 40 Lt.	493 59	116 25 Lt	560 33
279	Bromocresol Green	AR	10gm	11 77 5 gm ✓	130 82	36 60 5 gm	176 42	89 50 5 gm	431 41
280	Bromocresol Purple	AR	10gm	19 35 2.5 gm ✓	215 07	23 40 5 gm	112 79	29 40 5 gm	141 72
281	Bromphenol Blue	AR	10gm	4 87 5 gm ✓	54 13	5 gm		31.00 5 gm	149 43
282	Bromothymol Blue	AR	10gm	19 05 2.5 gm ✓	211 73	36 40 10 gm	175 45	36 00 5 gm	173 53
283	Congo Red CI 22120	AR	MP	9 52 2.5 gm ✓	105 81	93 80 100 gm	452 14	39 00 2.5 gm	187 99
284	Cresol Red	AR	MP			34 60 10 gm ✓	166 78	38 70 5 gm	186 54
285	Crystal Violet	AR	25GM	5 92 2.5 gm ✓	65 80	24 40 2.5 gm	117 61	31 00 2.5 gm	149 43
286	Dimethyl yellow	AR	10gm			39 20 2.5 gm ✓	188 95	38.70 10 gm	186 54
287	Magneson	AR	10gm	5 92 2.5 gm ✓	65 80	41 40 100 gm	199 56	27.50 10 gm	132.56
288	Methyl Orange CI 13025	AR	10gm	5 25 2.5 gm ✓	58 35	47 80 100 gm	230 41	37 10 2.5 gm	178 83
289	Methyl Red CI 13020	AR	10gm	5 62 10 gm ✓	62 46	24 40 2.5 gm	117 61	31.00 2.5 gm	149 43
290	Oracet Blue B	AR	10gm					33 70 5 gm ✓	162 44
291	Phenolphthalein	AR	25gm	8 17 100 gm ✓	90 81	31 80 100 gm	153 28	29 40 2.5 gm	141 72
292	Quinaldine Red	AR	10gm			19 60 10 gm ✓	94 48	58.75 5 gm	283 19
293	Resazurin	AR	25gm	8 25 100 gm ✓	91 70			283 80 2.5 gm	1 367 99
294	Thymol Blue	AR	10gm	5 25 5 gm ✓	58 35	24 40 5 gm	117 61	31 00 5 gm	149 43

APPENDIX D
PHARMACOR GLASSWARE QUOTE ANALYSIS SHEETS

GLASS WARE

Item Nr	Quantity	DESCRIPTION	GLASWARENFABRIK,		B D H		SCHOTT GLASWERKE	
			DMA 820245 B.L.T		S.M. 11464 B.L.T		DMA 820245 B.L.T	
1	2	Pipette Automatic, 10ml	18 00	375.98	3031	336.88	158 05	761 84
2	2	" " 25ml	78 00	375.98	3325	369.56	105 37	507 91
3	2	" " 50ml	78 00	375.98	31.80	387.46	105.37	507.91
4	10	Pipette bulb, class A 1ml	3 08	14.85 ✓	6 66/10	74.02 ✓	3 30	15 91
6	10	" " " 2ml	3 05	14.85 ✓	6 66/10	74.02 ✓	3 30	15 91
7	10	" " " 3ml	3 32	16 00 ✓	7 11/10	79.03 ✓	-	-
8	10	" " " 4ml	3 92	18 90 ✓	7 11/10	79.03 ✓	-	-
9	10	" " " 5ml	3 67	17 69 ✓	7 11	79.03 ✓	3 40	16 68
10	20	10ml	4 09	19 71 ✓	7 46	82.92 ✓	4 19	20 20
11	10	20ml	5 25	25 31 ✓	9 17	101.92 ✓	5 24	25 26
12	10	25ml	5 32	25 04 ✓	9 81	109.03 ✓	5 45	26.27
13	5	50ml	6 86	33.07 ✓	9 99	111.04 ✓	6.92	33.36
14	5	100ml	9.45	45.55 ✓	10.24	113.81 ✓	70.06	48.49
15	10	Pipette graduated Class A, 1ml	3 15	15 18 ✓	7 14	79.36 ✓	3.28	15 81
16	10	" " 2ml	3 15	15 18 ✓	7 14	79.36 ✓	3.28	15 81
17	10	" " 5ml	3.39	16 34 ✓	7 14	79.36 ✓	3.88	18 40
18	10	" " 10ml	3 57	17.21 ✓	7 46	82.91 ✓	3.88	18 70
19	10	" " 25ml	7.42	35.77 ✓	10.12	112.48 ✓	7.96	38.37
20	200	Pipette, Pasteur, glass	32 60	181.24	9 50	705.59 ✓	-	-
21	2	Pipette Weighing	-	-	32.66	418.88 ✓	-	-
22	6	Pipette filler	5.95	28.68	7.44	16.00 ✓	-	-
23	1	Pipette clean sing set	-	-	133.70	1486.03 ✓	-	-
24	2	Safety Pipettes	14.84	71.53	192.40	2194.03 ✓	-	-
25	10x50	Vartup P	-	-	46.48	519.94 ✓	-	-
26	1	Vartup S, Starter pack	-	-	36.50	405.91 ✓	-	-
27	1x200	Maxitips	-	-	74.80	387.46 ✓	-	-
28	1x5	Maxitips G	-	-	17.85	198.40 ✓	-	-

tem nr	Quantity	DESCRIPTION	GLASWARENFABRIK		B D H		SCHOTT GLASWERKE	
			DM 4.820245	R.I.V	2 Stg 11.11467	B.I.V	DM 4.820245	B.I.V
53	10	" " " " 500ml						
54	5	" " " " 1 Litre	7.45	35.91	5.64	62.69	DM	6.19 29.84
55	5	Beakers, Plastic 500ml	(600ml) 2.13	70.27	12.41	188.33	119	
56	5	" " 1 Litre	3.11	74.99	5.82	64.69	15	
57	20	Beakers, Glass, 25ml	2.77	70.46	7.72	19.12	31	7.92 9.25
58	20	" " 50ml	2.77	70.46	7.66	78.45	21	7.87 9.01
59	20	" " 100ml	7.83	8.82	7.66	18.45	"	7.86 8.97
60	10	" " 500ml	(600ml) 3.78	75.33	2.70	30.01	22 (600ml)	2.99 14.41
61	10	" " 1 Litre	4.80	23.74	4.28	45.57		4.74 22.8
62	10	" " 2 Litre	8.85	72.66	7.56	84.03		8.28 39.9
63	5	" " 5 Litre	31.68	152.71	22.38	228.75		24.48 118.00
64	10	Measuring Cylinders, Glass 10ml	3.43	16.55	2.00	22.23		3.52 16.97
65	10	" " " 25ml	3.43	76.55	2.00	22.23		3.89 18.75
66	10	" " " 50ml	3.43	76.55	2.72	23.56		3.94 18.95
67	10	" " " 100ml	3.57	77.21	2.39	26.56		4.52 27.79
68	5	" " " 250ml	7.80	37.60	4.59	57.02		8.43 40.65
69	5	" " " 500ml	14.52	69.99	8.49	94.36		13.66 85.84
70	5	" " " 1 Litre	25.67	123.83	12.54	139.38		20.05 96.65
71	5	" " " 2 Litre	49.52	238.70	24.62	273.64		36.85 977.6
72	10	Flaske, Volumetric amber 25ml	15.05	72.54	5.65	62.80		7.490 36.10
73	10	" " " 50ml	16.45	79.29	5.95	66.13		8.720 42.0
74	10	" " " 100ml	18.34	88.40	6.04	87.13		9.770 44.20
75	10	" " " 250ml	23.38	112.70	7.84	87.14		10.750 57.80
76	5	Flasks fitting borosilicate coated 100ml	6.77	29.74	7.89	87.69		8.780 42.30
77	10	" " " 250ml	7.46	35.96	9.72	104.70		10.500 50.60
78	10	" " " 500ml	10.28	49.55	11.87	137.94		13.210 63.60

N5 " " 60

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Item Nr	Quantity	DESCRIPTION	GLASWARENFABRIK		B D H		SCHOTT GLASWERKE	
			DM 4.820245	BIT	Sty 1111464	BIT	DM 4.820245	BIT
96	5	Funnel holders polypropylene to accommodate funnels 35 to 100mm			6.27 ✓	69.02		05
97	10	Density bottle, glass, with drilled stopper, 10ml	19 88	95 82	5.71 ✓	63.47		
98	5	Funnel buchner with sintered glass disc and standard ground cone on stem with 50mm disc diameter			30.73 ✓	341.55		05
99	2	Adsorption column chromatography assembly			124.65 ✓	1385.44		05
100	10	Termometers glass celsius scale -10 to + 360°C calibrated for 76mm immersion Length 305mm (approx) diameter 6mm enamelled back			1.76 ✓	19.56	30mm 17.47	84.21
101	20	Stirring rod, glass	100x5mm 30.45	156.42	3.29 ✓	36.57		
102	5	Mortar and pestle Porcelain with spout ext diameter 70mm	MORTAR only 8.85	40.25	3.58	39.79		
103	5	Mortar and pestle, porcelain	MORTAR 8.85	25.98	5.81 ✓	64.58		
104	5	Mortar and pestle Heavy glass with spout ext diameter 100ml	160ml 15.60	75.20	9.59 ✓	106.60		
105	30	Reagent bottles wide mouth clear glass with well ground dust proof glass stopper 500ml	9.53 ✓	45.94	5.44	60.46	DM 16.53	78.72
106	30	Same as above, but 1000ml	14.06 ✓	67.77	8.73	90.36	11.23 60	113.76
107	20	Reagent bottle narrow mouth with interchangeable glass stopper, clear glass 100ml	3.78 ✓	18.22	2.26	25.12	8.02	38.66
108	20	Same as above, but amber	4.28 ✓	20.63	3.47	35.57	12.12	58.42
109	10	Reagent bottles clear glass 1000ml for Acids and Alkali solutions with permanent marking, an assortment	22.56 ✓	108.74				05
110	100	test tubes, glass, medium wall 125 x 16mm	150x 606.80	2925.41	25.81	286.87	30mm 33.79	✓162.88
111	100	test tubes, glass, medium wall 150x19mm	606.80	995.7	32.06	356.34	20x52 41.40	199.56

Item Nr	Quantity	DESCRIPTION
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Item Nr	Quantity	DESCRIPTION	GLASWARENFABRIK		B D H		SCHOTT GLASWERKE
			DN 4.520245	ART	7.5711.1464	B.11	
131	5	Wash bottles, polyethylene, with jet, 250ml					
132	10	Bottles dropping amber glass with PVC teat and polystop dust proof stopper, capacity 50ml	1.49	7.18	0.58	6.45	
133	100	Bottle narrow mouth with aluminium screw cap and rubber liner capacity 4ml	do not stopper include 5.42	26.12	2.47	27.45	
134	5	Bottle aspirator glass with stopper and ground side socket fitted with inter changeable stop cock capacity 2 Litres	82.89	399.55	7.02	78.02	0'
135	5	Bottle aspirator High Density Polyethylene (HDPE) leak proof threads and tap 2mm thickness 5 Litre capacity	35.70	172.08	27.88	307.88	
136	1	Rotary Evaporator assembly with accessories -Speed range r p m - 20 - 190 -Raising distance mm - 90mm electrical lift + 60mm manual -Power - 65 watts -Electric supply - 220/240V 50/60Hz			13.07	145.27	OS
137	10	Stirring bar set Teflon assorted sizes with bar retriever	1.12	5.40	7286.25	14,296.21	
138	1	Laboratory ice crusher			44.73	497.16	
139	1	Dymo labels maker small size with corresponding tape (2 rolls)			376.95	4189.66	cancel
140	1	Dymo labels maker medium with corresponding tape (2 rolls)			19.25	213.96	
141	100	Microscope slides standard	500/ 32.41	156.22	46.38	515.50	
					2.95	32.79	

APPENDIX E
PHARMACOR INSTRUMENT BID ANALYSIS SHEET

ITEM #	QUANTITY	DESCRIPTION	SPECIFICATIONS			
2	2	BALANCE ANALYTICAL	CAPACITY 110gm READABILITY 0.1MG Reproducibility 0.1 WEIGHING PANDIAMETER 90mm FREE HEIGHT ABOVE PAN 240mm BALANCE HOUSING (APPROX) WxDxH 195X400X310			
			U/PRICE FOB		C & F AIR	
1	BDH		F C/Y	BIRR	F/C/Y	BIRR
	-Sartorius - Model BP 210S		GBP 1,514.52	16,920		
	- OHAUS Model AP1105		" 1,695.93	18,920		
2	Fisher Scientific					
	Ohaus Appllos		GBP 3,449.16	38,808.45	GBP 3,656.11	40,807.45
	accessories Density dentermunal kit		" 403.26	4,500.96	" 427.46	4,771.07
	Antitheft kit		" 102.96	1,149.18	" 109.14	1,218.16
				44,147.73	" 44,192.71	46,796.68
3	Cope					
	Ohaus Appllos		GBP 3,417.00/2	38,138.64	GBP , 3,542.00	39,533.82
4	Edouard Defreus					
	Ohaus 110g		BEF 191,760.00/2	43,984.40	BEF 215,565.00	49,444.60

Recomended supplier BDH Country UK

Price FOB 1695.93

Justification For the same model of OHAUS, BDH offer is lowest

BM 

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APPENDIX F
PHARMACOR LABORATORY INSTRUMENT REQUEST FOR QUOTE
MARCH 22, 1997



PHARMECOR ERITREA

PO Box - 200 Asmara ERITREA Tel 291-1-115144, 127701 Fax 291-1-126455

March 22, 1997

TRANSMITTED BY FAX. 44-1202-666-856

BDH Laboratory Supplies
Merck House
Poole, Dorset
BH15 1TD
England

Total pages: 13

Re: Request for Proposal No. 97-09: Laboratory Instruments

Dear Mr. Stell.

Last June, Pharmacor issued bid no. PM/D/96 to vendors for Laboratory instruments and supplies to support the Eritrean National Drug Quality Control Laboratory. Your company's response to this request was appreciated. We regret having to later cancel this solicitation. This cancellation resulted from a delay in the final decision regarding financial support for the National Drug Quality Control Laboratory supplies.

We are pleased to report that the issue of financial support for supplies has been resolved. Funding for the supplies will be provided by the U.S. Agency for International Development, through the BASICS (Basic Support for Institutionalizing Child Survival) project. The BASICS project is administered by the Partnership for Child Health Care and is headquartered in Washington, D.C., with field offices throughout Africa, including Eritrea, to support project implementation.

With the issue of financing resolved, we are now recontacting suppliers to request their lowest possible price for the items identified in Attachment C. Given the appreciation of the British Pound since our original request, a reduction in your previously quoted prices of approximately 15% is expected. Alternatively, your confirmation that the prices quoted in your reference response 12383/E, dated June 26, 1996 are still valid would be appreciated.

For the sophisticated items quoted, please provide separate pricing for training you provide either on site or at your premises.

Under our financing arrangement with USAID, purchase orders and vendor payments for the supplies will be issued by BASICS. Pharmacor will arrange and track shipments, receive and clear goods through customs, and deliver to the NDQCL.

ATTACHMENT A

Standard Instructions

1. Definitions

- (a) Supplier -- The individual or firm providing proposals for the commodities requested under this RFQ.
- (b) Buyer -- The Partnership for Child Health Care, Inc BASICS project (The Partnership).
- (c) USAID -- The U.S Agency for International Development.

2. Quotation deadline: The Supplier's quote must be received no later than March 31 at Pharmacor, Eritrea.

3. Reply to: The Supplier's quotation must be delivered to Mr. Fessehatsion Markos, Pharmacor, P.O. Box 200, Asmara, Eritrea. Quotations may be faxed to 291-1-126455 (Pharmacor) before the deadline specified above. The original hardcopy quotation must be delivered before April 8, 1997.

4. Item numbers. Item numbers used on the attached list are used to track project commodities. The Supplier's quotation must preserve and clearly indicate any item numbers shown on the attached list.

5. Quote terms. The Supplier's quote should price each item on an FOB basis. The Supplier's quote should also provide an estimated airfreight CIF Asmara, Eritrea price for the total volume of goods quoted.

6. Basis of Delivery. Terms of Delivery will be CIF, Asmara, Eritrea.

7. Delivery Schedule. The Supplier's quotation must specify the number of calendar days required for delivery of all items after receipt of an order. We are requiring immediate delivery of goods. Upon receipt of an order, goods are to be delivered to Pharmacor ASAP.

8. Offer Validity. The Supplier's quotation must remain valid for not less than 90 days after the deadline date specified above.

9. Warranty. The Supplier's quotation must clearly specify any warranty and service provisions relating to goods purchased.

10 Supplier Certifications. The Supplier must submit with their quotation the certification forms as specified under Attachment B.

ATTACHMENT B

Required Certification

The following certifications must be submitted by the Supplier with their quotation. These documents are required to enable the BASICS project to meet its reporting obligations to the U.S. Government. A copy of each document is included with this Request for Quote for completion by the Supplier.

- A. Nationality, Source, and Origin Certification
- B. Representations/Certifications of Offerors

REPRESENTATIONS/CERTIFICATIONS OF OFFERORS

The Offeror represents, by checking the applicable box, that

- a) if the offeror is a U S entity (including its territories or possessions), it operates as
() a corporation under the laws of the State of _____, () an individual () a partnership, () a nonprofit organization, or
- b) if the offeror is a foreign entity, it operates as () an individual, () a partnership, () a nonprofit organization, () a corporation registered for business in the country of _____

United States Suppliers: CHECK ALL CATEGORIES THAT APPLY PLEASE (it is important to know if your Firm fits into more than one category)

- A _____ is a small business concern and the ___ all, ___ not all end items to be furnished will be manufactured or produced by a small business concern in the United States, its territories, possessions, Puerto Rico, or the Trusted Territory of the Pacific Islands
- B _____ is a public or private organization for the handicapped
- C _____ is a disadvantaged business concern
- D _____ is a business concern owned and controlled by women
_____ Small _____ Small Disadvantaged _____ Large
- E _____ is a Private Voluntary Organization which is controlled by socially and economically disadvantaged individuals or Women
- F _____ is a Historically Black College of University, as designated by the Secretary of Education (see 34 CFR 608 2)
- G _____ is a College of University having a student body in which more than 40% of the students are Hispanic American
- H _____ none of the Above _____
(Please specify type of business)
- I _____ is located in a Designated Labor Surplus Area

Organization Name

Signature

Date

Name

Title

Under 15 U S C 645(d) any person who knowingly misrepresents a firm's status in order to obtain a contract shall be punished by the imposition of a fine imprisonment or both be subject to administrative remedies and be ineligible for participation in government programs conducted under the Small Business Act.

ATTACHMENT C

page 2 of 2

S/N	PART NR	PRODUCT DESCRIPTION	UNIT	QTY
17B	008/0083/97	Thermometer, spare for refractometer	Ea	1
19A	335/1341/01	DECON ULTRASONIC BATH (B SERIES) without Lid or Basket 4Litre DIM 150x298x195MM	"	1
19B	335/1359/00	Basket for 4 Litre Bath	"	1
32	264/0049/00	Timer, large display, clock, Stopclock, MEMORY with ALARM	"	2
B	308/0050/04	Batteries, DURA CELL, Dry cell Alkalene, 1 5V Pack 2	1 5V	2
33	332/0912/02	Deioniser, Automatic purify control system C/W L Cartridges 225L/HR, CD 1000	225LH	1
B	332/0910/22	Additional cartridges, CD 1000	Ea	2
34	230/0109/01	Draining Rack, wall mounted with 72 push in pigs Supplied complete with mounting kit, Draining Hose and fixing template Dimensions 630x 450MM	"	1
34B	230/0109/10	PEGS, for Draining Rack Diameter 6MM pack of 11	11's	2
39	235/0461/00	BAG scaler cuts and seals polyethene from roll into Bages Vacuum Facility with Led indicators when scaling complete Bench standing 340x122x85MM closed Height For operation on 240V 50HZ Supplied with one roll of polythene sleeve	240V	1
39B	235/0461/50	Polythene Sleeve 290MM width 10M Length	"	6
	332/0235/01	Rotary evaporator Bibby, model RE 100	Ea	1
	332/0235/02	Waterbath for model RE 100	"	
	750/1209/02	Delaxthermohydrograph	"	1

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8. Assignment. This Purchase Order, or any rights or obligations arising thereunder, shall not be assigned by the Supplier to any third party without the expressed written consent of the Partnership/BASICS.
9. Warranty. All goods supplied under this order must be covered by the manufacturer's standard export warranty which shall, as a minimum, protect the Buyer from any loss to due defective workmanship, material and parts for 12 months after initial delivery to port of entry. In the event that the warranty is breached, the Buyer may require, and the Supplier is bound, to remedy all defects and faults, including both workmanship and materials within a reasonable time of notification. In the event of the Supplier's refusal or inability to remedy any such condition, the Buyer may remedy such defects on its own and claim the reasonable cost of such remedial action from the Supplier.
10. Payment. Supplier shall submit an original invoice and two copies to BASICS, 1600 Wilson Blvd. Suite 300, Arlington, Virginia 22209 USA. Attention: Todd Shenk. Appropriate substantiating documentation of shipment: airwaybill, packing list, insurance certification, should be included with invoice. An invoice copy should also be sent to Pharmacor, P.O. Box 200, Asmara, Eritrea. Attention: Mr. Fessehatsion Markos.

The invoice should include the following information:

Contract Number: HRN-6006-C-00-3031-00
Purchase Order Number: TBA
Project Name: The Partnership for Child Health Care, Inc.
/BASICS Project.

In addition, the following certification shall be included and signed by an authorized representative of the Supplier:

"The undersigned hereby certifies that the invoice and any attachments have been prepared from the books and records of the Subcontractor in accordance with the terms of this contract, and to the best of my knowledge and belief are correct."

For all invoices properly submitted in accordance with this requirement, payment will be made by The Partnership/BASICS to the Supplier within thirty (30) days after receipt.

11. General Terms & Conditions. The attached General Terms and Conditions (following page) are hereby incorporated into this purchase order.

CLAUSE TITLE	AIDAR CITE	CLAUSE TITLE	AIDAR CITE
AID Definitions Clause -- General Supplement for Use in All AID Contracts (JAN 1990)	752 202 Alt 70	Use of Government Facilities or Personnel (APR 1984)	752 7008
AID Definitions Clause--Supplement for AID Contracts Involving Performance Overseas (DEC 1986)	752 202 Alt 72	Use of Pough Facilities (JUN 1991)	752 7015
Language and Measurement (JUN 1992)	745 210 70	Local Cost Financing with U S Dollars (APR 1984)	752 7017
Government Property AID Reporting Requirements	752 245-70	Health and Accident Coverage for A I D Participant Trainees (OCT 1989)	752 7018
Title to and Care of Property (APR 1984)	752 245-71	Participant Training (OCT 1989)	752 7019
Biographical Data (DEC 1988)	752 7001	Required Visa Form for A I D Participants (APR 1984)	752 7023
Travel and Transportation (JAN 1990)	752 7002	Approvals (APR 1984)	752 7025
Documentation for Payment (APR 1984)	752 7003	Personnel (DEC 1990)	752 7027
Source and Nationality Requirements (APR 1989)	752 7004	Differentials (DEC 1988)	752 7028
Notices (APR 1984)	752 7006	Post Privledges (DEC 1990)	752 7029
Personnel Compensation (AUG 1984)	752 7007	Leave and Holidays (OCT 1989)	752 7031
		International Travel Approval and Notification Requirements (JAN 1990)	752 7032
		Physical Fitness (DEC 1990)	752 7033
		Acknowledgements and Disclaimer (DEC 1991)	752 7034
		Public Notices (Dec 1991)	752 7035

THE FOLLOWING SPECIAL CLAUSES (if any) APPLY

CLAUSE TITLE	FAR CITE	CLAUSE TITLE	FAR CITE
Payments	52 232-01	Contractor Inspection Requirements	52 246-01
Changes-Fixed Price	52 243-01	Termination For Convenience	52 249-02
Allowable Cost and Payment	52 216-07	Default (Fixed-Price Supply and Service)	52 249-08

THESE CLAUSES APPLY TO SUBCONTRACTS THAT EXCEED \$2,500

Discounts Prompt Payment	52 232 08		
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THESE CLAUSES APPLY TO SUBCONTRACTS THAT EXCEED \$10 000

Walsh Healy Act	52 222 20		
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THESE CLAUSES APPLY TO SUBCONTRACTS FOR SERVICES

Inspection of Services	52 246-04	Termination for Convenience Services (Short Form)	52 249-04
Service Contract Act	52 222-41	(replaces 52 249-02)	
Stop Work Order	52 212 13	Option to Extend Services	52 217-08

page 4 of 4

APPENDIX G
PROPOSED GENERAL OUTLINE OF NDQCL PROCUREMENT PROCESS
MARCH 18, 1997

Eritrea Proposed NDQCL procurement
March 18 1997

	1	2	3	4	5	6
Action	<u>Review Pharmacor Request for Bids</u>	<u>Review Pharmacor Evaluation & Selection process</u>	<u>Decision on Pharmacor RFB/Q Exercises</u>	<u>Prepare Appropriate RFQ for updated prices</u>	<u>Issue RFQ to Vendors</u>	<u>Evaluate Vendor Responses</u>
Responsible Party	PATH	PATH	BASICS/DC	BASICS/DC	Pharmacor	Pharmacor
Support Party	Pharmacor/MOH	Pharmacor/MOH	PATH	PATH	BASICS/DC&E PATH	BASICS/DC&E PATH
Documents/Action	1 Copy of RFB/Q 2 Vendor quotes 3 Technical input 4 Adequate competition	1 Copy of analysis documents 2 Technical input 3 Selection criteria	1 Adequate competition 2 Fair & reasonable prices	1 Cover letter 2 Attachments - Instructions - T & C s - Certifications	1 Fax to vendors 2 Copy to BASICS/DC&E Note PIB waiver required for 2 orders	1 Price reasonableness 2 Prepare POR 3 Copy of quote 4 Certifications 5 Pharm recommendation
	7	8	9	10	11	
Action	<u>Issue Orders</u>	<u>Monitor Shipments</u>	<u>Receive & Inspect Goods</u>	<u>Forward Documents for Vendor Payment</u>	<u>Pay Vendors</u>	
Responsible Party	BASICS/DC	Pharmacor	Pharmacor	Pharmacor	BASICS/DC BASICS/E	
Support Party	BASICS/E	BASICS/E	MOH	BASICS/E		
Documents/Action	1 Orders to vendors 2 Copies to BASICS/E who copies Pharm 3 Send USAID emblems w/orders	1 Tracks delivery 2 Advises MOH & BASICS/E of ETA	1 Clear goods through customs 2 Receives & inspects goods 3 Coordinates training as needed 4 Generates receiving reports	1 Docs to BASICS/E - Approved vendor invoice - Shipping documents airwaybill packing list - Receiving report 2 BASICS/E forwards to BASICS/DC	1 Payment to vendors 2 Copy to BASICS/E & Pharmacor	

APPENDIX H
ERITREA NATIONAL DRUG QUALITY CONTROL LABORATORY
PURCHASE ORDER DOCUMENTATION RESPONSIBILITIES
MARCH 27, 1997

APPENDIX H

Eritrea National Drug Quality Control Laboratory Purchase Order Documentation Responsibilities March 27, 1997, Status

- 1 Pharmacor provides BASICS/Eritrea with a copy of June 1996 request for bid and quote documents
 - a) Chemicals RECEIVED (PM/K/96)
 - b) Glassware RECEIVED (RFQ dated 6/18/96)
 - c) Instruments RECEIVED (PM/D/96)

- 2 Pharmacor provides BASICS/Eritrea with a copy of original July 1996 vendor responses
 - a) Chemicals RECEIVED 3/13/97
 - b) Glassware RECEIVED 3/13/97
 - c) Instruments Beckman, Fisher, Pharma Test received 3/24

- 3 Pharmacor provides BASICS/Eritrea with a copy of evaluation and vendor selection sheets for July 1996 evaluation
 - a) Chemicals RECEIVED 3/13/97
 - b) Glassware RECEIVED 3/13/97
 - c) Instruments RECEIVED 3/14/97

- 4 Pharmacor provides BASICS/Eritrea with a copy of March 1997 requests for proposal for updated prices
 - a) Chemicals RECEIVED 3/20/97
 - b) Glassware RECEIVED 3/20/97
 - c) Instruments RECEIVED 3/21/97

- 5 Pharmacor provides BASICS/Eritrea with a copy of vendor responses to March 1997 RFPs
 - a) Chemicals BDH, RDH received
 - b) Glassware BDH, Glasfabrik received
 - c) Instruments Beckman, Pharma Test, BDH received

6 Pharmacor provides BASICS/Eritrea with a copy of completed vendor certification forms (Nationality, Source, Origin, and Business Certification) from each vendor

- a) Chemicals BDH received
- b) Glassware BDH received
- c) Instruments BDH, Pharma Test received

7 Pharmacor provides BASICS/Eritrea with recommendation and justification for vendor selection (See attached sample)

- a) Chemicals
- b) Glassware
- c) Instruments Pharma Test, Beckman received

8 As needed, Pharmacor provides BASICS/Eritrea with a list to attach to each purchase order that identifies

<u>Item no</u>	<u>Product Description</u>	<u>Part Number</u>	<u>Quantity</u>	<u>Price</u>
----------------	----------------------------	--------------------	-----------------	--------------

9 BASICS/Eritrea reviews above documents submitted by Pharmacor to confirm complete and in order

10 BASICS/Eritrea prepares POR and price reasonableness form to include with Pharmacor documents and forwards to BASICS/HQ for order processing

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PURCHASING SUMMARY

Requirement: Laboratory instruments for National Drug Quality Control Laboratory

Items Disintegration Tester, Friability Tester, Dissolution Tester

Summary of Pharmacor July, 1996 evaluation:

Pharmacor evaluated the three responses received for each of the above items for technical merit and price, converting foreign currency into Birr (at the unofficial rate) for comparison purposes. (Copy of original evaluation sheets attached). Pharmacor selected Pharma Test for each of the three items based on their submitting the lowest evaluated offers that met technical requirements. The Pharma Test pro forma invoices A48863, A48864, and A48865 expired September 3, 1996. Pharma Test's March 25 fax extended the validity of these invoices through June 30, 1997.

A comparison of the 1996 responses using March 25, 1997 official exchange rates and Pharma Test's extended pro formas shows Pharma Test as still offering the lowest evaluated offer for each item.

1. Disintegration Tester

<u>Vendors</u>	<u>Unit Price/FOB</u>	<u>Unit Price/FOB Birr</u>
Fisher Scientific United Kingdom	2,599.45 GBP	27,449.67
Pharma Test Germany	6,125.00 DM	24,029.60
Erweka Germany	14,400.00 DM	56,494.08

Award made to: Pharma Test

2 Friability Tester

<u>Vendors</u>	<u>Unit Price/FOB</u>	<u>Unit Price/FOB Birr</u>
Fisher Scientific United Kingdom	1,957 16 GBP	20,667.29
Pharma Test Germany	3,355.00 DM	13,162.34
Erweka Germany	4,909.00 DM	19,258.98

Award made to: Pharma Test

55

2. Dissolution Tester

<u>Vendors</u>	<u>Unit Price/FOB</u>	<u>Unit Price/FOB Birr</u>
Fisher Scientific United Kingdom	7,150.00 GBP	75,502.57
Pharma Test Germany	12,010.00 DM	47,117.63
Erweka Alternative A.	15,180.00 DM	59,554.17
Germany Alternative B.	18,900.00 DM	74,148.48

Award made to: Pharma Test

Basis of Award:

In July, 1996 Pharmacor selected Pharma Test for the above three items based on submitting the lowest evaluated offers that met technical requirements. Pharma Test agreed to extend the validity of their 1996 prices through June 30, 1997.

Price Reasonableness:

The price of 22,757.50 DM (@\$13,655.00) is considered fair and reasonable based on having received adequate competitive offers and Pharma Test having offered the lowest evaluated prices for instruments that met technical requirements, and then extending the validity of their original price through June 30, 1997.

APPENDIX I
ERITREA NATIONAL DRUG QUALITY CONTROL LABORATORY
PROPOSED PURCHASE ORDER TRACKING, CUSTOMS CLEARING,
DELIVERY, AND PAYMENT RESPONSIBILITIES
MARCH 27, 1997

APPENDIX I

ERITREA NATIONAL DRUG QUALITY CONTROL LABORATORY Proposed Purchase Order Tracking, Customs Clearing, Delivery, and Payment Responsibilities in Chronological Order

March 27, 1997

- 1 BASICS/HQ mails original purchase order to vendor, with sufficient USAID emblems for shipping containers
- 2 BASICS/HQ sends copy of order to BASICS/E
- 3 BASICS/E records purchase order number, date issued and ETA Asmara on tracking form
- 4 BASICS/E forwards copy of purchase order to Pharmacor
- 5 Pharmacor records purchase order number, date issued, and ETA Asmara on tracking form
- 6 Pharmacor contacts vendor to request earliest possible delivery date and confirm shipping instructions Pharmacor records any change in ETA on tracking form and notifies BASICS/E of the change
- 7 BASICS/E records any change in ETA Asmara on tracking form
- 8 Pharmacor records date shipment arrives in Asmara on tracking form and notifies BASICS/E
- 9 BASICS/E records shipment arrival date on tracking form
- 10 Pharmacor clears shipment through customs, records date on tracking form and notifies BASICS/E
- 11 BASICS/E records customs clearance date on tracking form
- 12 Pharmacor delivers goods to MOH drug laboratory site and arranges for MOH personnel to inspect and accepts goods
- 13 Pharmacor resolves directly with vendor any receiving problems discovered (e g , missing or damaged items) Pharmacor notifies BASICS/E of problem and copies BASICS/E on any correspondence between Pharmacor and vendor to resolve problem

- 14 Pharmacor and MOH sign and date acceptance receipt Pharmacor records date of MOH acceptance on tracking form and notifies BASICS/E
- 15 Pharmacor delivers the following original documents to BASICS/E
 - a) airway bill or ocean bill of lading
 - b) packing list
 - c) signed Pharmacor and MOH receipt form
 - d) vendor invoice reviewed and approved by Pharmacor
- 16 BASICS/Eritrea reviews above documents to confirm complete and in order and records date received on tracking form
- 17 BASICS/Eritrea forwards document package to BASICS/HQ F&A for vendor payment and records date sent on tracking form
- 18 BASICS/Eritrea delivers USAID decals for instruments, with instructions for attaching labels, to MOH
- 19 BASICS/Eritrea follows up with BASICS/HQ F&A to ensure documents received and vendor payment made in a prompt manner
- 20 BASICS/HQ F&A notifies BASICS/E of amount and date of vendor payment
- 21 BASICS/Eritrea notifies Pharmacor of amount and date of vendor payment

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APPENDIX J
DRAFT
DRUG QUALITY CONTROL LABORATORY
EQUIPMENT AND SUPPLIES RECEIPT
BY PHARMACOR AND ERITREAN MINISTRY OF HEALTH

APPENDIX J

DRAFT

**DRUG QUALITY CONTROL LABORATORY
EQUIPMENT AND SUPPLIES RECEIPT**

by
PHARMACOR

and
ERITREAN MINISTRY OF HEALTH

A PHARMACOR Confirmation

Pharmacor hereby confirms that the items identified on Attachment A and purchased by BASICS for the Eritrean Ministry of Health Drug Quality Control Laboratory, under the United States Agency for International Development funded Eritrean Health and Population Project, have been cleared through customs in Asmara and received in good condition, undamaged, and in conformance with the requirements of the purchase order referenced on Attachment A. On behalf of Pharmacor, I confirm these goods have been delivered to the Eritrean Ministry of Health.

Pharmacor Representative

Date

B Eritrean Ministry of Health Confirmation

Eritrean Ministry of Health hereby confirms that the items identified on Attachment A and purchased by BASICS for the Eritrean Ministry of Health Drug Quality Control Laboratory, under the United States Agency for International Development funded Eritrean Health and Population Project, have been received from Pharmacor. An Eritrean Ministry of Health representative has inspected each item and has found the items to be in good condition, undamaged, and in conformance with the requirements of the purchase order referenced on Attachment A. On behalf of the Eritrean Ministry of Health, I confirm receipt, acceptance, and transfer of title of the goods identified in Attachment A.

Eritrean Ministry of Health Representative

Date

Attachment A

Drug Quality Control Laboratory

Item Receipt List

Purchase Order

Vendor

<u>Item Number</u>	<u>Description</u>	<u>Part Number</u>	<u>Quantity</u>	<u>Pharmacor Receipt</u>	<u>MOH Receipt</u>
--------------------	--------------------	--------------------	-----------------	------------------------------	------------------------

Note Pharmacor and MOH representatives to sign or initial left columns to confirm receipt and acceptance of listed goods

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APPENDIX K
ERITREA NATIONAL DRUG QUALITY CONTROL LABORATORY
PROCUREMENT PACKAGE DOCUMENTATION CHECKLIST

APPENDIX K

**Eritrea National Drug Quality Control Laboratory
Procurement Package Documentation Checklist**

Vendor Edouard Defrance Item Laboratory Instruments

- 1 Original Pharmacor request for bid/quote _____
- 2 Original vendor bid/quote _____
- 3 Pharmacor bid/quote analysis _____
- 4 Pharmacor request for updated proposal _____
- 5 List of firms solicited _____
- 6 Certification Packet
 - a) Nationality, Source, and Origin _____
 - b) Small Business _____
- 7 Written updated vendor proposal _____
- 8 Proposal review documents _____
- 9 Memorandum of negotiation _____
- 10 Deliverables/payment schedule _____
- 11 Non-US procurement justification _____
- 12 POR _____

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APPENDIX L
SAMPLE PROCUREMENT DOCUMENTATION PACKAGE
FOR NDQCL EQUIPMENT ORDER

65

path

4 Nickerson Street, Seattle, Washington 98109 USA

Phone 206-285-3500 Fax 206-285-6619 Internet info@path.org WWW http://www.path.org

FACSIMILE MESSAGE

Date: May 15, 1997

Fax No: 703-312-6900

To: Todd Shenk & Margarita
BASICS/DC

From: T Dickens

Total Pages: 16 (including cover)

Reference: Entrea DQCL equipment Defrance order documentation

Dear Todd & Margarita

Attached please find the following documents for the Defrance order documentation package

- 1 Pharmacor bid/quote analysis (item 3 on the checklist)
- 2 List of firms solicited (item 5 on the checklist)
- 3 Certifications (item 6 on checklist)
- 4 Written updated vendor proposal Defrance May 15, 1997 fax (item 7 on the checklist)
- 5 Memorandum of Negotiation, signed (item 9 on the checklist)
- 6 Deliverables/payment schedule (item 10 on the checklist)
- 7 Non-US procurement justification (item 11 on checklist)
- 8 POR (item 12 on the checklist)

I received from Nosa a copy of Defrance's original quote (item 2 on checklist), which I will fax to you separately. You should have the following items at BASICS/DC to add to the above to make a complete package

- 1 Original Pharmacor request for bid/quote (item 1 on checklist)
- 2 Pharmacor request for updated proposal (item 4 on checklist)

For item 8, Proposal review documents, the checklist would reference item 3 Pharmacor's bid analysis sheet, and item 9 Memorandum of negotiation. Thanks for your assistance in processing this order

Sincerely,


Todd Dickens

66

ITEM #	QUANTITY	DESCRIPTION	SPECIFICATIONS			
15	1	VACUUM OVEN	COMPACT VACCUM OVEN CHAMBER VOLUME 25L MAX TEMP 200°C MAX VACUUM 1X10 ⁻² mbar DIMENSIONS (mm) WORKING CHAMBER (WxHxD) = 300X307X275 EXTERNAL (WxHxD) = 480X510X600 SHELF SIZE, mm 270X250 POWER SUPPLY 220-240V 50/60HZ FITTED WITH AN INERT GAS CONNECTION			
			U/PRICE FOB		C & F AIR	
1	COPE UK		F/C/Y	BIRR	F/C/Y	BIRR
			£ 3,273 00	36,531 39	3,479 00	38,830 65

Recommended Supplier BDH Country UK

Price £ 2705 40

Justification Lowest evaluated price

67 BH 

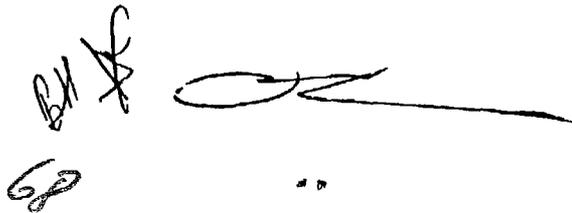


ITEM #	QUANTITY	DESCRIPTION	SPECIFICATIONS		C & F AIR	
19	1	ULTRA SONIC BATH	WITH TIMER SPANNING 1 99 min -TIME+TEMP DISPLAY ON LED CAPACITY 4 5L TANK DIMENSIONS (LxWxD) mm 290x140x150 POWER SUPPLY 220/240V, 50/60Hz, U/PRICE FOB			
3		COPE UK ULTRASONIC BATH FS 100B	F/C/Y £ 680 00	BIRR 7,589 78	F/C/Y £ 752 00	BIRR 8,393 40
		Accessory Mesh Basket SS for UL 230-20	£ 33 60	375 02	£ 53 00	591 56
		Total	£ 713 60	<u>7,964 80</u>	£ 805 00	8,984 96
4		Defrance Yves Belgium UL 200-10 Decon ULTRASONIC Bath FS 100B	BEF 27 360 00	6,275 617		
		Accessory UL257-17 Decon Basket	BEF 1 910 00	438 10		
			BEF 29 270	<u>6,713 72</u>		Qty offered is 1 (One)

Recommended Supplier BDH Country UK

Price £ 674 25

Justification Lowest evaluated price



 BH
 GP

FROM BASICS PROJECT ERITREA

PHONE NO 291 1 126615

May 14 1997 06 26PM PT
P 3/4

14 MAY '97 15 23 DEFRANCE BELGIUM 32 2 4607298

09 03 97 FRI 14 36 FAX 291 1 126433

PHARMECOR ERITREA

291 1 126455

280

BASIC SUPPORT FOR INSTITUTIONALIZING CHILD SURVIVAL

Attachment

NATIONALITY, SOURCE, ORIGIN CERTIFICATION

ACTIVITY CODE: _____ AGREEMENT NUMBER _____

A. NATIONALITY - COMPLETE FOR SUPPLY OF GOODS AND/OR SERVICES

This is to certify that the NATIONALITY of ETS EG DEFRANCE SPRL is.

(1) An individual who is a citizen or legal resident of _____

(2) A corporation or partnership organized under the laws of the country of BELGIUM, or

(3) A controlled foreign corporation of which more than 50% of the total combined voting power of all classes of stock is owned by United States shareholders; or

(4) A joint venture or unincorporated association consisting entirely of individuals, partnerships or corporations of which more than 50% of the total combined voting power of all classes of stock is owned by United States shareholders. The legal status of the principals are as follows:

B. SOURCE/ORIGIN - COMPLETE FOR SUPPLY OF GOODS ONLY

This is to certify that the SOURCE (the country for which a commodity is shipped to the cooperating country of the cooperating country itself if the goods are located therein at the time of purchase) of the goods to be supplied under this order is U.K and GERMANY

This further certifies that the ORIGIN (the country where goods are mined, grown, or produced through manufacturing, processing or substantial and major assembling of components) of the goods to be supplied under this order is U.K and GERMANY

CERTIFIED BY SUPPLIER:

Signature _____

Printed Name: DEFRANCE Joes

Date May 14, 97

APPROVED BY PURCHASER:

Signature _____

Printed Name _____

Date _____

A USAID-financed project administered by the Partnership for Child Health Care, Inc
Partners: Academy for Educational Development (AED) John Snow Inc (JSI) and Management Sciences for Health (MSH)
1600 Wilson Boulevard, Suite 300, Arlington, VA 22209
Phone (703) 312-4800 Fax (703) 312-4900

ETS
ETN

Edouard Defrance

SPRL
BVBA

AGENTS/DISTRIBUTEURS - IMPORT/EXPORT - AGENTEN/VERDELERS

Rue Bruyndonckxstraat 18 - B 1780 Wemmel - Belgium
Tél. (02) 460.33 18 — Fax (02) 460 78.88

a rappeler
te herinneren
to mention

PATH

Att: Mr Todd DICKENS

4 Nickerson Street,

SEATTLE - WASHINGTON 98109 - U.S.A.

Fax 2 page(s)

97 - 1095 DP 19432A
Wemmel, May 15, 1997

Dear Mr Todd Dickens

Many thanks for your fax and your phone call of today Please find herewith the corrected proforma with ref DP 19432A.

Regarding payment may we ask you to make it in US \$ on our account n°

210-0287399 40
GENERALE DE BANQUE
Agence Heyzel
616 Avenue Houba de Strooper
B - 1020 BRUXELLES
Phone 32-2-479 57 24 or 479 52 87
Fax 32-2-478 22 18
Account name Ets Ed DEFRANCE SPRL

The original of this letter is send per DHL

Yours Sincerely


Ets Ed DEFRANCE Sprl
Yves DEFRANCE, Gerant

Date May 15, 1997

(COMPETITIVE)
MEMORANDUM OF NEGOTIATION

Negotiation Summary for the BASICS Project
Subcontract RFP No 97-09
Vendor Edouard Defrance

I INTRODUCTION

This subcontract is to be a Firm Fixed Price agreement for the supply of one vacuum oven and one ultrasonic bath to the Partnership for Child Health Care, Inc /BASICS Project. These items will be used in conjunction with the Eritrean National Drug Quality Control Laboratory.

II BACKGROUND

The BASICS scope of work for Delivery Order HRN-6006-Q-17-3032 entails to assist the Eritrean Ministry of Health to design and set up a Drug Quality Control Laboratory (DQCL) in Asmara, Eritrea.

III COMPETITION PROCEDURES

11 vendors were identified and selected by Pharmacor to participate in the bid based on the vendor's international reputation as an established supplier and Pharmacor's purchasing experience. Pharmacor's request for bid no PM/D/96 for laboratory instruments was issued to 11 vendors on June 3, 1996. Competitive responses for the vacuum oven and ultrasonic bath requirements were received from three or more of the following vendors:

A J Cope & Son
BDH Laboratory Supplies
Edouard Defrance
Fisher Scientific

These responses were evaluated by a proposal evaluation committee consisted of:

Mr Fessehatsion Markos	Procurement Manager	Pharmacor
Mr Andemichael Abraha	Marketing Manager	Pharmacor
Mr Yemane Z/Maria	Sales Manager	Pharmacor
Mr Issac Tekleab	Project Manager	Pharmacor
Dr Besrat Hagos	Director NDQCL	MOH

IV EVALUATION OF PROPOSAL

The proposal evaluation committee reviewed the responses received for each item and evaluated the offers based on:

- a) technical specifications the instruments features, functions, and capabilities to meet NDQCL requirements, and
- b) price price comparisons took into account extra accessories or spare parts offered by vendors

The vendor bid responses were reviewed by the proposal evaluation committee in July, 1996. The prices offered were in the vendor's local currency, so for comparison purposes the quotes were converted to Ethiopian Birr by Pharmacor. Based on their evaluation, the proposal

The total order price of \$6,286 00 (\$5,636 00 instruments, \$650 00 freight and insurance) is considered fair and reasonable based on having received adequate competitive offers and Edouard Defrance having offered the lowest evaluated price for each item that met technical requirements

Based on submitting the lowest evaluated offers that met technical requirements, Pharmacor and the Director of the Eritrean National Drug Quality Control Laboratory, Dr Besrat Hagos, have selected Defrance as the vendor for the vacuum oven and ultrasonic bath requirements

RECOMMENDATION

It is recommended that this contract be awarded to Edouard Defrance in the best interest of the BASICS Project and the U S Agency for International Development The negotiator believes the cost to be fair and reasonable based on the results of this competitive acquisition as described in detail above which has been assessed in a fair and unbiased manner Further, BASICS has determined that Edouard Defrance is qualified and responsible under the terms of FAR 9 104-1 to provide the required assistance within the necessary time period

TOM DUDMAN
Negotiator

5/15/97
Date

Contract Administrator

Date

Deputy Director
Finance and Administration

Date

Non-U.S. Procurement Justification

Requirement Laboratory Instruments for National Drug Quality Control Laboratory

Items Vacuum Oven, Ultrasonic Bath

Vendor Edouard Defrance

The delivery order for the Eritrean Health and Population (EHP) project being implemented by BASICS is supported by Development for Africa funds, with geographic source code 935 applicable for procurement. While procurement of non-U S source/origin goods is authorized under the 935 geographic source code, BASICS' standard procurement policy establishes an order of precedence that prioritizes U S source/origin goods when they will support the project objectives over purchase of non-U S source/origin goods.

Pharmacor received three or more competitive responses for the vacuum oven and ultrasonic bath. One U S subsidiary firm (Fisher Scientific U K) and three 935 geographic source code, non-U S firms (A J Cope & Son, BDH Laboratory Supplies, Edouard Defrance) submitted competitive responses for the requirements.

Edouard Defrance was selected by Pharmacor and the Eritrean Ministry of Health as best meeting the above instrument requirements based on submitting the lowest evaluated offer for each item that met technical requirements. Based on this, awarding the above items to Edouard Defrance is considered as best supporting the project objectives.

Edouard Defrance is licensed under the laws of Belgium and procurement from Edouard Defrance is authorized under the 935 geographic source code applicable to the Eritrean Health Project.