

TRA VINH PEOPLE'S COMMITTEE  
DEPARTMENT OF HEALTH

THE SOCIALIST REPUBLIC OF VIETNAM  
Independence – Freedom – Happiness

Tra Vinh, date month year 2019

## Invitation for Bids (IFB)

**Issuing date of the IFB:**

**Name of Country:** Viet Nam

**Name of Project:** Medical Equipment Supply to the Regional General Hospital of Tieu Can, Tra Vinh Province Project

**Brief Description of Goods:** Supply Medical Equipment, Installation, Training and Maintenance service

**Loan/Credit No.** VNM-49

1. The Government of The Socialist Republic of Vietnam has received a Loan from the Export-Import Bank of Korea from the resources of the Economic Development Cooperation Fund (EDCF) of the Republic of Korea in the amount of USD 3,000,000 (US dollars Three Million) towards the cost of Medical Equipment Supply for Regional General Hospital of Tieu Can, Tra Vinh Province and intends to apply a portion of the proceeds of this loan to payments under the contract for “*Medical Equipment Supply for Regional General Hospital of Tieu Can, Tra Vinh Province Project*”.
2. The Project Executing Agency for the Project “*Medical Equipment Supply for Regional General Hospital of Tieu Can, Tra Vinh Province*”, now invites sealed bids for opening bidding Procurement from eligible bidders for Supply Medical Equipment, Installation, Training and Maintenance service.
3. Bidding will be conducted through Competitive Bidding (CB)- 1 stage, 2 envelopes procedures specified in the Guideline for Procurement under EDCF Loans, and is open to all eligible bidders that meet the following minimum qualification criteria.
  - a. Eligible Bidders are:
    - Nationals of the Republic of Korea (including juridical persons incorporated in the Republic of Korea in accordance with its laws; hereinafter the same shall apply)
    - Foreign corporations in which nationals of the Republic of Korea hold more than 50% of shares as well as foreign subsidiaries of a foreign corporation of which nationals of the Republic of Korea reserve the management rights and are vested with the business performance
    - Consortiums built by nationals of the Republic of Korea with the corporations set up in accordance with the laws and regulations of the Borrower's country in which nationals of the Republic of Korea hold more than 50% of shares or have the de facto decision-making rights

- b. Nationals of the Republic of Korea as stipulated in a. shall be small and medium enterprises as defined by Article 2 of the Framework Act on Small and Medium Enterprises.
- c. Nationals of the Republic of Korea shall be firms obligated to undergo an external audit according to the Act on External Audit of Stock Companies or firms with assets larger than 5 billion Korean Won and possessing the certificate stated in the below box (Export-Import Bank of Korea's Hidden Champion initiative (appendix 3), should not be entitled to any of the following:
- Firms that experienced overdue payments for over 14 days within the past 6 months;
  - Firms that experienced first stage bankruptcy or Corporate Re-organisation Proceeding within the past 6 months;
  - Firms with records of subrogation, overdue payments, financial disorder according to the credit information management protocol;
  - Firms with losses for the past 3 consecutive years; and
  - Firms with negative cash flow for the past 3 years.

*<Appendix 3 of Export-Import Bank of Korea's Hidden Champion initiative>*  
 Venture Businesses, MAIN Biz, Inno-Biz, World Class, Promising Exporting Companies, Specialized Enterprises for Components and Materials, Environmentally Friendly Companies, Green Certification, New Excellent Technology, New Excellent Product, Authorized Economic Operation, KOSDAQ Hidden Champion and Pre-Hidden Champion selected by KRX, selected companies for World Champ Program support by KOTRA, selected companies for Global Strong and Small Enterprises support by SMBA, selected companies for Global Highway Program support by SMBA and selected companies for Global Expert Candidate by MOTIE.

- d. Bidder's last three [3] years (2016, 2017 and 2018) average net worth calculated as the difference between total assets and total liabilities should be positive, respectively. (Each partner in the JVA must meet the requirement).
- e. Years of existence: Bidders have been operating at least three (03) years continuously before the Bid commencement (certificates of operating for the required time or equivalent certificates);
- f. All pending litigations shall be treated as resolved against the bidder and so shall in total not represent more than fifty percent (50%) of the bidder's net worth (Each partner in the JVA must meet the requirement);
- g. The average annual turnover shown on audit report or certificate of standard financial statements issued by National Tax Service (NTS) of the Bidder of the last three (03) years (2016, 2017, 2018) shall be greater than or equal to USD 6.0 million or equivalent (notarized copies of Audited financial reports or certificate of standard financial statements issued by National Tax Service (NTS) included. For JVC, Consortium, the average annual turnover shown on audit report or certificate of standard financial statements issued by NTS

of the JVC, Consortium of the last three (03) years (2016,2017,2018) shall be greater than or equal to USD 6.0 million or equivalent, of which, the leader will account for at least 60% of the total average annual turnover of the JVC, Consortium and the member will account for at least 30% of the required average annual turn-over of the JVC, Consortium;

h. The Bidders have a certificate or letter of commitment from reputed banks acceptable by the Purchaser to the effect that the bidders have unused financial resources or unused credit line of at least thirty percents (30%) of the quoted bid price for smooth execution of the Project. For JVC, Consortium, this proportion is thirty percents (30%) of the total quoted bid price corresponding with the proportionate jobs of each member of the JVC, Consortium; This unused financial resource or unused credit line must be valid till the completion of the Project.

i. The Bidders have at least one (1) similar Contract<sup>1</sup>, of which bidder's contract or subcontract minimum amount is USD 1,5 million as a contractor (supplier) or subcontractor (sub-supplier), in or outside of Bidder's country within the last five (5) years<sup>2</sup> from the deadline of the bid submission day. The total value of all similar Contract carried out during the last 5 years should be equal or more than USD 5 million.

For JVC, Consortium, at least one of the partners in the JVC must meet the above requirement. The similar overseas or domestic medical supply Contract in the JV or Consortium cases must be provided along with the notarized JV or Consortium Contract or Agreement respectively.

j. If the Bidder is nationals of the Republic of Korea as stipulated in a. (first item), the Bidders must have sub-contract or memo with at least one (01) company in Vietnam who is capable of providing maintenance, warranty services for equipments supplied for the project; for other cases, the Bidders must show the capabilities of providing maintenance, warranty services for equipment supplied by relating notarized Contracts or other equivalent documents

k. The Bidder has at least three (03) competent technical staffs who have capability of equipment maintenance with at least three (03) years experiences (the Bidders are required to provide the list of engineers with the CVs attached, notarized copies of relevant degrees or Certificates, effective Contracts and National Health Insurance or equivalent documents). Also, the Bidders must propose at least one (01) Project Manager who shall be satisfied with the following Requirements:

- The Project manager will be in charge of the overall project implementation under the contract. He/she will be the contact point for the Purchaser for the project implementation. He/she has worked at the company of bidder as a permanent staff more than one year from the bid submission deadline date and shall have at least ten (10) years of experience in medical equipment supply projects in or outside of the bidder's country and one (1)

<sup>1</sup> In this Bidding Document, "similar Contract" means the Medical Equipment Supply Contract including supply, installation, training of medical equipment completed and handed over to purchaser.

<sup>2</sup> "Within the last 5 years" means from the time starting signing the Medical supply Contract to the time the supply, installation and training for medical equipment has been successfully completed within the last 5 years.

experience in the similar project in or outside of the bidder's country as a project manager (Included: Certificates issued by the clients or the authorized government organizations to certify the related experience; CV, effective Contract, notarized copies of relevant Degree or Certificate, National Health Insurance or equivalent documents).

4. Interested eligible Bidders may obtain further information from Tra Vinh Department of Health, Tra Vinh Province and inspect the bidding documents at the address below from 08:00 to 17:00 hours Local time from Monday to Friday.
5. A complete set of bidding documents may be purchased by any interested Bidders on the submission of a written application to the address below and upon payment of a nonrefundable fee of USD 500 (Five Hundred US Dollars) from the issuing date of Invitation For Bids. The method of payment will be in cash or banking transfer. The document will be sent by courier at each bidder's expenses for overseas deliveries or collected at the office shown below. For internationally transported bidding documents for Bidders not personally presented to buy bidding documents but having requested to buy, an additional USD 100 fee will be requested to send the documents. The written application for buying bidding documents need to fully comprise of basic information of the Bidders (*Name, head office address, Telephone number and fax number*). The tender held no responsibility for any loss or delay of the bidding document in time of delivery. *For the Bidder that purchase the BD directly, the Bidder must show the certificates or passport, Power of authority (if any) and basic information including Bidder name, Head quarter, Telephone and Fax number.*
6. Sealed Bids must be delivered to the address below at or before [*insert: time and date*]. All bids must be accompanied by a bid security with the value of USD 90,000 issued by a reputable bank in the Republic of Korea (acceptable by the Purchaser) Late bids shall be rejected. Bids will be opened in the presence of the Bidder's representatives who choose to attend at the address below at [*insert: time and date*].
7. The Tra Vinh Department of Health and also the Regional General Hospital of Tieu Can Tra Vinh Province will not be responsible for any costs or expenses incurred by Bidders in connection with the preparation or delivery of Bids.

**Information of the Tender:**

- The Tra Vinh Department of Health
- Address: 16 Nguyen Thai Hoc, Tra Vinh
- Telephone number: 0743862399
- Contacting email address:
- Bank account name:
- Account number:
- Bank name:
- Address:
- SWIFT code: