

Request for Expression of Interest

Title	REOI for Wholesaler - Distributors of medical devices		
Reference Number	2019 EOI BP 003		
Published Date	24/06/2019		
Closing Date	15/07/2019	at:	23h59 GMT+2
Contact Address for EOI response	LTAProcurement@who.int		

1. Description of Requirements

The World Health Organization procures medical devices on a regular basis. The range of required products to improve the health and safety for the patients and health workers is extensive and reach a total sum of USD 6'355,000 according to WHO average annual spent on medical devices. Approximately, 1200 Purchase Orders (PO) are delivered to 120 countries, especially in the context of WHO graded emergencies.

The following list includes but is not limiting, the necessary medical devices according to the annual expenditure:

General grouping	Medical device category	Annual spent (USD)
CAPITAL BIOMEDICAL EQUIPMENT	Blood bank refrigerator	89,426
	Crash cart	61,434
	Defibrillator	428,847
	ECG, accessories and consumables	307,556
	Oxygen concentrator and supplies	216,740
	Sterilizer, steam, 90 L, electrical, with accessories	847,691
SMALL BIOMEDICAL EQUIPMENT	ARI Timer	40,527
	Bed, patient (adult, neonate)	689,103
	Cholesterol-meter, portable	4,152
	Diagnostic set with Otoscope and Ophthalmoscope	48,746
	Glucometer, portable	571,355
	Infusion stand	30,589
	Laryngoscope	59,167
	Peakflow-meter & Spirometer	280,483
	Pulse-oximeter and capnometer, portable	220,982
	Stretcher and accessories	98,727
	Table, examination	123,983
	Table, gynaecology	136,929
	Table, spica	27,375
	Table, surgery	321,927
	Wheelchair and crutches	39,939

CONSUMABLES AND OTHER SUPPLIES	Bandages (e.g. Padding for PoP; tubular elastic net; paraffin gauzes)	234,900
	Bedpans & Urinals	6,658
	Disinfection substances (e.g. ethanol 70%, iodine povidone, chlorhexidine digluconate)	98,245
	IV Infusion supplies (e.g. safety cannula, central line kit, stopper for IV sets, 3-way stopcock)	509,078
	Lancets	61,437
	Mechanical-ventilation/oxygen supplies (e.g. nasal prongs, oxygen masks, catheter for airway exchange, medical grade)	28,596
	Oxygen masks and nasopharyngeal airways	11,022
	Oxygen regulator and flowmeter	7,027
	Syringes and Needles, with reuse prevention feature (RUP)	663,751
	Tape, measure, mid-upper arm circumference (MUAC)	789
	Tubes & Catheters (e.g. for suction, drainage or feeding)	88,033

The purpose of this Request for Expressions of Interest (EOI) is to expand the list of WHO's potential suppliers (mostly wholesale distributors) that can:

- Supply medical devices in compliance to required safety and quality specifications.
- Demonstrate a highly efficient logistic capacity to respond to health emergencies and outbreaks.
- Manage a stockpile of items for outbreak preparedness.
- Prove to have a certified risk management system in place.

Following the evaluation of EOI, potential suppliers (mostly wholesale distributors) of interest to WHO may be invited to participate in formal solicitations to bid.

More information about WHO's procurement can be found on WHO Procurement Web Page <http://www.who.int/about/finances-accountability/procurement/en/>.

2. Mandatory Minimum Criteria for Vendors

Companies can only participate in this Request for EOI:

- After completing their basic registration (free of charge) at the United Nations Global Marketplace (www.ungm.org).
- If established for 3 or more years.
- If in a position to offer products from all three groups above
- If not appearing on the Consolidated United Nations Security Council Sanctions List (CUNSCSL), World Bank's Listing of Ineligible Firms & Individuals, and lists of sanctioned/suspended vendors maintained by UN organizations.

3. Expression of Interest Instructions

Vendors fulfilling the above requirements and willing to express their interest should submit to the Contact Address (stated above) no later than the Closing Date (stated above):

1. **A Cover Letter** in response to point 1, describing concisely the vendor's field of expertise and relevant experience according to the requirements.
2. The **Vendor Information Form**, (Annex A), **exhaustively filled**.
3. **The Self-Declaration Form**, (Annex B).
4. **Vendor information table**, (Annex C)

Submitted EOI should not contain pricing information.

Any information considered by interested entities as confidential must be clearly marked "Confidential".

Incomplete EOI or submitted after the Closing Date will, in principle, be disregarded, unless WHO decides otherwise, to its sole discretion.

4. Disclaimer

This Request for Expression of Interest is not a solicitation and replying to it does not guarantee that a vendor will be invited to any solicitation by WHO. No further details of the planned solicitation will be made available to vendors prior to the issuance of solicitation documents. In the event of a solicitation for the subject matter described herein, any Request for Proposal, Invitation to Bid, subsequent purchase order or contract will be issued in accordance with WHO's rules and procedures.

Any and all costs and expenses incurred in relation to, or ensuing from, the submission of an Expression of Interest will exclusively be borne by the applicant. The application and selection process set forth in this document will not be subject to claims for financial compensation of any kind whatsoever.

WHO is acting in good faith by issuing this Request for Expression of Interest, however, this Request for Expression of Interest does not entail any commitment on the part of WHO, either financial or otherwise. WHO reserves the right to send solicitation documents to vendors identified by WHO through means other than this Request for Expression of Interest; reject any or all Expression(s) of Interest, without incurring any obligation to inform the affected applicant(s) of that decision or the grounds thereof; and/or change or cancel the procurement process at any time, including during the Request for Expression of Interest or formal solicitation processes.

List of annexes:

Annex A - **Vendor Information Form**

Annex B - **Vendor's Self-Declaration Form**

Annex C – Vendor Information table

Annex A – Vendor Information Form

To be returned by **15.07.2019 23h59 GMT+2** to **LTAProcurement@who.int**

NOTICE:

• Companies can only participate in solicitations of WHO after completing their basic registration (free of charge) at the United Nations Global Marketplace (www.ungm.org).

• As you express interest in the planned solicitation by submitting this response form, please verify that your company is registered under its full legal name on the United Nations Global Marketplace (www.ungm.org) and that your application has been submitted to WHO.

Company Information to be provided by the Vendor expressing interest				
UNGM Vendor ID Number:				
Legal Company Name: (Not trade name or DBA name)				
Company Contact:				
Address:				
City:		State:		
Zip:		Country:		
Telephone Number:		Fax Number:		
Email Address:		Company Website:		
<u>Corporate information</u>				
Company mission statement				
Service commitment to customers and measurements used				
Ability to supply worldwide (If not, indicate geographical coverage)				
Last three years Turnover (USD)				
Last three years Export Turnover (USD)				
Organization structure (include description of those parts of your organization that would be involved in the performance of the work)				
<u>Experience and References</u>				
Relevant experience (how could your expertise contribute to WHO's needs for this EOI) – <i>Please attach reference and contact details</i>				
Number and value of contracts/LTA signed with UN organizations in the past 3 years				
Number and value of contracts signed with other organizations in the past 3 years				
<u>Staffing information</u>				
Total				
Export				
Dedicated to WHO service				
<u>Marketing information</u>				
Website (<i>provide link</i>)				
Online catalogue (<i>provide link</i>)				
Online ordering tool (<i>provide link</i>)				
EDI with customers (<i>describe</i>)				
<u>Logistic Information</u>				
Storage Capacity				
Location of your warehouse(s)				
Staffing of warehouse(s)				
Average Lead Time to Goods ready for Pick up				
Emergency Lead Time to Goods ready for Pick up				
<u>Quality and Sourcing</u>				

Categories of medical devices that can be offered	
Certified Quality Management System (e.g. ISO 9001 and/or ISO 13485)	
Certified Risk Management System (e.g. ISO 31000)	
Certified Quality Management System for manufacturers of medical devices proposed (e.g. ISO 13485)	
Certified Risk Management System for manufacturers of medical devices proposed (e.g. ISO 14971)	
Existence of Social and Environmental responsibility systems are available from manufacturers your company works with <i>(Yes/No)</i>	
FDA and/or CE certificate for medical devices proposed <i>(Yes/No)</i>	
Certificate of Analysis and/or other Technical Tests are available from manufacturers your company works with <i>(Yes/No)</i>	

Entity Name:
Mailing Address:
Name and Title of duly authorized representative:
Date:
Signature:	

Annex B - Vendor's Self Declaration Form

To be returned by **15.07.2019 23h59 GMT+2** to **LTAProcurement@who.int**

<Full legal name of Vendor> (the "Vendor") hereby declares to the World Health Organization (WHO) that:

- a. it is not bankrupt or being wound up, having its affairs administered by the courts, has not entered into an arrangement with creditors, has not suspended business activities, is not the subject of proceedings concerning the foregoing matters, and is not in any analogous situation arising from a similar procedure provided for in national legislation or regulations;
- b. it is solvent and in a position to continue doing business for the period stipulated in the contract after contract signature, if awarded a contract by WHO;
- c. it or persons having powers of representation, decision making or control over the Company have not been convicted of an offence concerning their professional conduct by a final judgment;
- d. it or persons having powers of representation, decision making or control over the Company have not been the subject of a final judgment or of a final administrative decision for fraud, corruption, involvement in a criminal organization, money laundering, terrorist-related offences, child labour, human trafficking or any other illegal activity;
- e. it is in compliance with all its obligations relating to the payment of social security contributions and the payment of taxes in accordance with the national legislation or regulations of the country in which the Company is established;
- f. it is not subject to an administrative penalty for misrepresenting any information required as a condition of participation in a procurement procedure or failing to supply such information;
- g. it has declared to WHO any circumstances that could give rise to a conflict of interest or potential conflict of interest in relation to the current procurement action;
- h. it has not granted and will not grant, has not sought and will not seek, has not attempted and will not attempt to obtain, and has not accepted and will not accept any direct or indirect benefit (financial or otherwise) arising from a procurement contract or the award thereof;
- i. It adheres to the UN Supplier Code of Conduct;
- j. it has zero tolerance for sexual exploitation and abuse and has appropriate procedures in place to prevent and respond to sexual exploitation and abuse.

The Vendor understands that a false statement or failure to disclose any relevant information which may impact upon WHO's decision to award a contract may result in the disqualification of the Vendor from the bidding exercise and/or the withdrawal of any proposal of a contract with WHO. Furthermore, in case a contract has already been awarded, WHO shall be entitled to rescind the contract with immediate effect, in addition to any other remedies which WHO may have by contract or by law.

Entity Name:
Mailing Address:
Name and Title of duly authorized representative:
Date:
Signature:	