



REPORT ON THE
PROCUREMENT OF C-Arm
(with provisional financial data)

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INTRODUCTION

Through the Cost Sharing Agreement, signed between Orange Moldova Foundation and UNDP Moldova, Orange Moldova Foundation agreed to contribute funds for supporting the Corporate Social Responsibility (CRS) initiative of the Public Private Partnership Development Project, through the procurement of a Mobile Fluoroscopic C-Arm System for the Institute of Neurology and Neurosurgery from Chisinau. As background for the signed Cost Sharing Agreement was the Memorandum of Understanding, concluded among UNDP Moldova, Orange Moldova SA and Orange Moldova Foundation, Ministry of Economy and Ministry of Health of the Republic of Moldova and UNFPA, in order to facilitate the development of social projects by the private companies.

The purpose of respective initiative was to improve health care and social services for the poor, granting access of people to modern, mini-invasive surgical treatment of spine diseases.

The Institute of Neurology and Neurosurgery is a leading institution in the Republic of Moldova specialized in diagnostic, treatment and prophylaxis of neurological system diseases. In 2009, a modern Computerized Topographer was installed at the Institute, thus significantly increasing its diagnostic capacity and quality, optimizing the flow of patients, increasing the quality of interventions and improving the informative of post-operative investigations at the Institute. The C-arm was procured to complement the functions of the Topographer.

The activity was implemented by UNDP, through above mentioned project, the procurement and transfer of C-Arm to the beneficiary being assured according to UNDP rules and regulations.

TECHNICAL SPECIFICATIONS

The technical specifications for the equipment have been elaborated in 2010 by an international consultant hired on competitive basis by UNDP – Mr. Simon Stinchcombe, Consultant Radiologist at the Sherwood Forest Hospitals NHS Foundation Trust in Great Britain. The specifications have been revised in 2011 by a local technical consultant, Mr. Alexandru Spinu, Head of Evaluation and Autorization of Medical Devices Department at the Republican Center of Medical Diagnostics, in order to ensure that the specifications fully meet the needs of the Institute of Neurology and Neurosurgery.

PROCUREMENT PROCESS

Due to the fact that it was clearly defined what kind of goods are requested (precise technical specifications were in place), it was decided to launch an open competition based on the Invitation to Bid (ITB) procurement method.

The initial ITB competition was launched in 2011, announcement being advertised on local and corporate UNDP websites (<http://www.undp.md/tenders/details/456/>, http://procurement-notices.undp.org/view_notice.cfm?notice_id=7875) and UN Global Marketplace website (<http://www.ungm.org/Notices/Item.aspx?Id=17488>) from 26 October to 25 November 2011. Pre-bidding conference was organized on 3 November 2011, at 14:00, in the UH House Conference Room, with representatives of 5 local companies participating. The minutes of the meeting, as well as answers to the incoming questions from potential bidders were published on the local



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UNDP web site. By the application deadline on 25 November 2011, 3 offers have been submitted on behalf of 3 local companies: Echipamed Plus SRL, S&T Mold SRL, and Intermed SRL.

The evaluation process was done by the assigned members of the evaluation committee, in accordance with the evaluation criteria, requirements and conditions stipulated in the solicitation documents. Before finalizing the evaluation, requests for clarifications have been sent to all companies, which have promptly replied and provided the requested information. It confirmed full compliance of 2 offers with ITB requirements, and partial compliance of offer submitted by S&T Mold SRL. To clarify whether the offer submitted by S&T Mold SRL (Philips BV Pulsera with 3DRX) is compliant with ITB requirements regarding suitability for 3D reconstruction on all areas of the spinal column, additional requests for clarification have been sent directly to the manufacturer – Philips Healthcare. Even if Philips confirmed that due to the very demanding positioning and size of the large patients in lumbar spine procedures the 3D reconstruction is not suitable for all applications, they insisted that the published tender specifications did not make differentiation between 2D and 3D acquisition of images on various parts of the spine and considered BV Pulsera 3DRX system fully compliant with formal tender requirements. Based on this, it was decided to contact UNDP Procurement Support Office from Copenhagen for assistance, who advised us to re-advertise the competition with clearer specifications, in particular specifying the exact needs for the spine area applications.

Based on the recommendations from UNDP Procurement Support Office, the specifications were slightly amended to exclude any misinterpretations (without undermining the system performance indicators) and the competition was re-advertised, allowing companies participating in the initial competition (ITB12/00456) to re-confirm the validity of their initially submitted bids by extending the validity of the bids accordingly.

Thus, the ITB was re-advertised on 2 february, 2012, and disseminated via the following channels: UNDP Moldova website: <http://www.undp.md/tenders/details/496/>; UNDP corporate website: http://procurement-notices.undp.org/view_notice.cfm?notice_id=8318; and UNGM website: <http://www.ungm.org/Notices/Item.aspx?id=18697>. Also, notification letters have been sent by e-mail to a list of global suppliers of medical equipment, as well as to the local companies – distributors of medical equipment. By the application deadline on 23 February 2012, 3 local companies and 1 company from China submitted their offers, as follows: Echipamed Plus SRL, S&T Mold SRL, and Intermed SRL from Moldova, and Perlong Group from China.

The evaluation of bids has been done by the evaluation committee composed of 4 members and 1 observer, in 2 stages: Technical Evaluation – Determination of compliance of the bids with the Solicitation Documents and Price comparison and award considerations – financial analysis of the qualified bidders for 3 options of the offered price.

As a result of Technical Evaluation, from 4 offers submitted, offers from Echipamed Plus SRL and Intermed SRL, both bidding the equipment Ziehm Vario Vision 3D, were technically qualified for the next evaluation stage – financial assessment. The offer of S&T Mold SRL, representing Phillips supplier, was not technically compliant with the specifications because Philips BV Pulsera with 3DRX does not perform 3D acquisition on the whole spinal area as requested in technical specifications. The offer submitted by Perlong Group was disqualified because it was incomplete and did not comply with minimum requirements (delivery terms, warranty period, etc.). As a result of a thorough process of evaluation conducted in accordance with the provisions of the solicitation documents, the Evaluation Committee recommended to award the contract for the delivery, putting into function and 1 (one) year warranty & maintenance of C-Arm Mobile Fluoroscopic System to Intermed SRL in the total amount of EUR 178,720, which was the lowest priced offer amongst technically qualified offers, and submission of case to the Regional Advisory Committee on Procurement (RACP) for the review of the evaluation and subsequent approval of



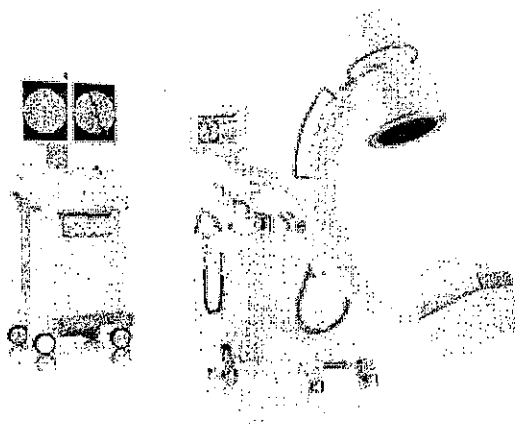
contract award. After a thorough evaluation of the case by RACP, the contract has been approved on 18 May, 2013.

THE WINNING COMPANY AND PROCURED EQUIPMENT

Following the approval of tender results by RACP, the company Intermed SRL was contracted to supply the C-Arm. Contract amount: EUR178,720. Intermed SRL is a Moldavian company, registered in the Registration Chamber of the Ministry of Justice of the in 2002, with its juridical address on 65, Tighina Street, Chisinau. Intermed SRL had been authorized by the manufacturer to bid and supply the equipment in Moldova.

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The procured C-Arm is a mobile x-ray equipment, with large aperture, three dimensional reconstruction application, ensuring compatibility with modern intra operation tool systems and with international imagistic standards. The C-Arm is applied in treatment of chronic pain and mini-invasive surgical treatment of the spine diseases, ensuring the success of the interventions through its ability to localize the precise position of surgical instruments on pathology area.



DELIVERY AND DONATION OF MINIBUS

The C-Arm was delivered by Intermed SRL at the beginning of September, 2012, with the official donation event organized by UNDP and the Orange Foundation in Moldova on October 30, 2012. At the donation event participated the Prime Minister Mr. Vladimir Filat, Minister of Health Mr. Andrei Usatii, Director of Orange Foundation in Moldova Mrs. Liudmila Climoc, UNDP Resident Representative Mrs. Nicola Harrington-Buhay, and Director of the Institute of Neurology and Neurosurgery Mr. Ion Moldovanu.

The transfer of minibus from UNDP to the Republican Rehabilitation Centre for Children was done in accordance with UNDP policies and procedures, as stipulated in the Article VI of the CSA. Thus, the equipment was transferred with all property rights and financial responsibilities to the Institute of Neurology and Neurosurgery.

EXPENDITURE

Table 1

Items	Amount, USD	Comments
Available budget	260,767.88 –	This amount represents the total amount



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	(261,000 - 232.12)	allocated as per the CSA signed on 27.07.2011 and the negative balance from the procurement of special minibus in 2010 (-232.12USD)
C-Arm cost	224,240.9	This amount is the equivalent of EUR178,720 (C-Arm procurement contract amount), calculated in USD at the UN rate for September, 2012 (payment month)
Local consultancy cost	3,600.00	30-day consultancy fee for the support in the procurement of a mobile C-Arm, including the revision of NNI needs, performing of market analysis of the prices offered for available equipment, revision of Technical Specifications, participation in the elaboration of bidding documents, evaluation of technical offers, and assistance to UNDP Moldova Service Centre and Project staff in technical issues regarding the procurement process
Facilities & administration-implementation	15,977	Includes expenditure related to the General Management Support (GMS) services
Miscellaneous expenses	402	This amount includes bank charges and cost recovery
Total*	244,219.9 ✓	
Balance*	16,547.98	

* The financial figures are preliminary, with the final figures to be available at closure of financial year at UNDP – March/April 2013.

The donation of the C-Arm Roentgen mobile device is part of a series of initiatives wherein the UN and businesses promote social responsibility and involvement of private sector in addressing social issues in Moldova.

Elaborated by:
Jana Midoni
Project Associate
UNDP Moldova

Jana Midoni

31.12.2012

31.12.2012 (12,0634)

Finisat 93,66%, 244219.90
+ 232.12

↑ MDL 244452.02
↓ USD 2948,922.50

Sold USD 16547.98
MDL 199624.90

**REPORT ON THE
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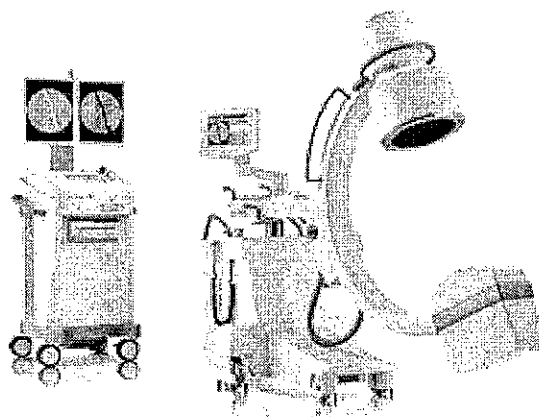
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