

Bid Ref.: B25-14
Date: 24/10/2025

Hematology Machine

Invitation to BID

1. Purpose:

The Keserwan Medical Center invites proposals to bid **Based on a Consignment Agreement** for the following:

Scope:

Quantity: 2

The **Consignment Agreement** shall include:

- Provision and installation of 1 (one) Hematology Machine
- Preventive maintenance and technical support
- On-site training for medical and technical staff
- Exclusive supply of consumables and disposables
- Duration: Minimum [5] years full Warranty, renewable upon mutual agreement

As per attached specifications.

Proposal Requirement:

Interested bidders must provide:

- Company profile with similar project references
- Product brochure and technical datasheet of the proposed machine
- List of consumables with reference codes and pricing
- Commitment to place the machine on a consignment basis
- Maintenance and service plan details
- List of hospitals currently using the same device (if applicable)
- Legal and regulatory compliance documents
- Prices should be quoted in **USD / Euro** delivered to KMC inclusive of all expenses (unless otherwise specified in your proposal).
- Prices should be quoted net of any discounts or allowances and exclusive of VAT.
- All proposal documents must be signed by an authorized representative of the supplier, each page must be initiated, and the final page must be signed and dated.
- Quotations related to above bid must be submitted in the following manner:
 - a. **Technical Specs and related brochures + copy of financial proposal but without Prices in a sealed envelope + Soft copy of brochures**
 - b. **Financial Proposal in a separate sealed envelope**
 - c. **Soft Copy of the proposed prices**
 - d. **Failure to segregate technical file from financial file will lead to disqualification of supplier from a bid**

2. Submission Deadline Date and Venue:

Proposals must be submitted on or before: **November 17, 2025 from Monday to Friday: from 8:00 a.m. till 2:00 p.m.**

to the following address: **Keserwan Medical Center
Procurement Department
Ground Floor**

No bids are accepted after the above-mentioned date, in the event that KMC offices are officially closed on the date the proposals are due, the deadline for submission shall be automatically extended until the next business day. All proposals shall be submitted in sealed envelopes carrying:

- a. Supplier's stamp
- b. Bid reference
- c. Company name

N.B:

- This is a non-purchase (consignment-based) arrangement
- Bids submitted by fax or erroneously sent directly to Procurement department will not be considered or even acknowledged.

3. Apology:

In case the requested items are not available, or you do not want to participate in this bid, you are kindly requested to respond by submitting a written apology indicating the reason and the bid reference number or you can send an apology by e-mail.

4. Payment:

Please specify your payment terms.

5. Insufficient Data:

It is the responsibility of the person submitting the proposal to ensure the completeness of the information submitted. Failure to do so may result in the elimination of the proposal from consideration.

6. Costs:

The hospital will not be liable for any costs incurred by Suppliers for developing the proposal, performing presentations or demonstrations, and any other expenses incurred by the Suppliers before the award and contract signature.

7. Disclosure:

Supplier represents and certifies that the offer has not been knowingly disclosed directly or indirectly to any competitor or KMC staff or other supplier before the opening of proposals by KMC. Supplier represent and certifies that the financial terms have been established independently without consultation, communication, or agreement for the purpose of restricting competition or any matter relating to such prices with any competitor or other supplier. Supplier represents and certifies that no attempt has been made to induce any other company or person to submit or not to submit a proposal in response to this RFP for the purpose of restricting competition.

Proposal award policy:

The hospital reserves the right to reject any or all proposals and to award this tender in whole or in part to the supplier or suppliers that, in its opinion, offers the most advantageous combination of cost, quality, service and other factors which in its sole discretion are deemed important to the hospital.

KMC may accept or reject any or all bids and shall not be required to provide justification for any such selection or rejection. KMC may also cancel this invitation to bid at any stage, whether before or after the selection of the successful bidder (but prior to signature of the contract) without having to provide any justification and without incurring any liability whatsoever as a result thereof.

Evaluation Criteria

- Compliance with technical specifications
- Quality, efficiency, and safety features of the machine
- After-sales support and maintenance capabilities
- Consumables pricing and availability
- References and past experience in consignment agreements

8. Validity:

Proposals submitted shall be valid for at least 6 Months from the date of submission. Proposals will be treated as final and binding offers and may not be amended or withdrawn.

Eliane Obeid
Procurement Specialist, KMC

Clara Aynati
Procurement Manager, KMC

Bid Ref.: B25-14
Date: 24/10/2025

Hematology Machine Specifications

1) Throughput / Sample Rate:

80 – 120 samples/hour

2) Differential / Reporting:

5-part WBC differential + additional flags (e.g. IGs, NRBCs)

3) Number of Parameters:

25–30+ reportable

4) Sample Volume:

~20 µL (whole blood mode) or lower

5) Precision / CV:

≤ ~1–2 % (WBC/RBC/HGB);

≤ 4 % (PLT)

6) Linearity / Range:

WBC up to $\sim 100 \times 10^9/L$;

RBC up to $\sim 8 \times 10^{12}/L$;

PLT up to $\sim 1000 \times 10^9/L$

7) Methods:

Impedance + laser scattering / flow cytometry / fluorescence

8) Reagent:

Fewer reagents, reduced waste

9) Connectivity:

Bi-directional LIS / touch displays