



DHS/NHM/HS/59/2023-2024 (XII)

17.08.2023

Evaluation of the Financial Report

**For Proposals "Selection of Suitable Partner for Re-designing, Constructing and Equipping
5 Health Facilities into Fully Functional FRUs in Meghalaya"**

The committee evaluated the financial proposals in accordance with the criteria / sub-criteria mentioned in the RFP and as per the QCBS norms. As per the comparative statement of the combined evaluation (both financial and technical), the committee noted that M/s Sandor Medicaids Pvt. Ltd., 8-2-326/5, Road No. 3, Banjara Hills, Hyderabad – 500034, **is the highest scorer (Rank-1) for this assignment.** The total cost comes to **INR. 9,61,63,093.50** (Rupees Nine Crore Sixty-One Lakh Sixty-Three Thousand Ninety-Three and Paise Fifty only) for "**Selection of a Suitable Partner for Re-designing, Constructing, and Equipping 5 Health Facilities into Fully Functional FRUs in Meghalaya**". Financial Opening Minutes are attached at **Annexure-A**.

A meeting of the Committee was held to evaluate the financial proposal for "**Selection of a Suitable Partner for Re-designing, Constructing, and Equipping 5 Health Facilities into Fully Functional FRUs in Meghalaya**" and the following were observed:

1. There were no issues faced during the evaluation as the prices were quoted in Indian Rupees (INR).
2. The cost for Civil Works was taken as quoted, but Equipment cost was taken into consideration as per Unit Cost ONLY as per the BoQ submitted.
3. There are no tax related problems. Taxes are not taken into account in the financial evaluation.
4. The QCBS (Technical, financial and final scores Detail scoring is attached at ANNEXURE-B)



Financial Evaluation

for “Selection of Suitable Partner for Re-designing, Constructing and Equipping 5 Health Facilities into fully functioning FRUs in Meghalaya”

<p>1. Public opening of financial proposals a. Names and proposal prices (mark Consultants that attended public opening)</p>	<p>1. M/s Sandor Medicaids Pvt Ltd, 8-2-326/5, Road No. 3, Banjara Hills, Hyderabad – 500034. 2. Areng Medical Supplier, Lower Chandmari, West Garo Hills, Tura – 794001, Meghalaya</p>
<p>2. Evaluation committee: members' names and titles</p>	<p>1. Dr H.C. Lyndem, DHS(MI) 2. Dr L M. Umlong, Joint Director, DHS MI. 3. Shri Malcolm Kharshiing, State Finance Manager, NHM 4. Dr Ranjeeta Momin, SCO, SBC, NHM 5. Shri. Kmenbhalang Khongwir, Team Leader, MHSSP 6. Shir. Kyrshan S Dhar, State Health Coordinator-Infrastructure, NHM & MHSSP 7. Shri Artreki Tariang, HEM, MHSSP 8. Smt. Mamta Rai, Procurement Consultant, MHSSP</p>
<p>3. Methodology (formula) for evaluation of cost</p>	<p>For financial evaluation, Bidders quoting the lowest Financial Bid (“FM”) will be given a Financial Score (SF) of 100 points. The Financial Score of other Bids will be computed as follows: SF = 100 x Fm/F; (F = amount of Financial Bids of the Bidder)</p> <p>Bids will finally be ranked according to their combined technical (ST) and financial (SF) scores as follows: S = ST X TW + SF x FW Where S is the combined score, and TW and FW are weights assigned to Technical Bids and Financial Bids that shall be 80% and 20% respectively</p>

Mission Director

The document is digitally approved. Hence signature is not needed.

ANNEXURE-B

QCBS (Technical, financial and final scores)

COMBINED TECHNICAL & FINANCIAL EVALUATION									
SL. NO.	Consultant Name	Technical Score (Out of 100)	Technical score with 80% weightage	Financial Quote	Financial Scores (out of 100)	Financial scores with 20% weightage	Final Scores (out of 100)	Rank	Remark
1.	M/s Sandor Medicaids Pvt Ltd, 8-2-326/5, Road No. 3, Banjara Hills, Hyderabad – 500034	71.00	57.00	9,61,63,093.50	100.00	20.00	77.00	R1	As Annexed - I
2.	Areng Medical Supplier, Lower Chandmari, West Garo Hills, Tura – 794001, Meghalaya	74.00	59.20	14,10,90,799.12	68.15	14.00	73.20	R2	As Annexed - II

Recommendation: Procurement Committee proposes the proposal of M/s Sandor Medicaids Pvt Ltd 8-2-326/5, Road No.3, Banjara Hills, Hyderabad-500034, India as the **Most Advantageous Proposal** and recommends awarding the contract as below:

FACILITY NAME	RESUBELPARA CHC (25)	BHOIRYMBONG CHC (32)	RANIKOR CHC	MAWPHLANG CHC	PYNURSLA CHC	TOTAL
	₹	₹	₹	₹	₹	₹
Civil Work	81,26,996.00	73,98,066.00	83,87,102.00	80,52,139.00	82,62,742.00	4,02,27,045.00
Equipment	92,83,234.50	1,15,27,123.50	1,17,08,563.50	1,17,08,563.50	1,17,08,563.50	5,59,36,049.00
TOTAL	1,74,10,230.50	1,89,25,189.50	2,00,95,665.50	1,97,60,702.50	1,99,71,305.50	9,61,63,094.00

The quote was determined as per the unit cost provided for each of the Medical Equipment in the BoQ

**Dr. H. C Lyndem, DHS
(MI)**

**Dr.L M Umlong, Joint
Director,DHS (MI)**

**Dr.R Momin,SBO,SBC,
NHM**

**Shri K Khongwir,
Team Leader,MHSSP**

**Shri K Dhar,
State Health
Coordinator-**

**Shri M. Kharshiing,
State Finance
Manager,**

**Smt M. Rai,
Project Consultant,
MHSSP**

Approved by
**Ramkumar S, IAS,
MD, NHM**

ANNEXURE – I

Analysis of the BoQ for Medical Equipment made for M/s Sandor Medicaids Pvt Ltd, 8-2-326/5, Road No. 3, Banjara Hills, Hyderabad – 500034

SANDOR	RESUBELPARA (25)	BHOIRYMBONG (32)	RANIKOR	MAWPHLANG	PYNURSLA
Civil Works	₹81,26,996.00	₹73,98,066.00	₹83,87,102.00	₹80,52,139.00	₹82,62,742.00
Equipment	₹92,83,234.50	₹1,15,27,123.50	₹1,17,08,563.50	₹1,17,08,563.50	₹1,17,08,563.50
TOTAL	₹1,74,10,230.50	₹1,89,25,189.50	₹2,00,95,665.50	₹1,97,60,702.50	₹1,99,71,305.50

1. Sandor quoted **₹1,17,08,563.50 (taken per unit cost for each item)** for all 34 list of **Medical Equipment**. The committee found the quality of all proposed equipment acceptable. As per their assessment, all 34 Equipment are required for Three Facilities, ie, Ranikor, Mawphlang and Pynursla whereas only 25 and 32 are required for Resublepara and Bhoirymbong respectively.
2. The quantity proposed by them has not been taken into consideration because the same may vary as per actuals during installation phase and as required.

ANNEXURE – II

Analysis of the BoQ for Medical Equipment made for Arengh Medical Supplier, Lower Chandmari, West Garo Hills, Tura – 794001, Meghalaya

ARENGH	RESUBELPARA (25)	BHOIRYMBONG (32)	RANIKOR	MAWPHLANG	PYNURSLA
Civil Works	₹12,03,047.04	₹72,54,726.50	₹1,66,16,996.93	₹79,40,173.50	₹84,88,094.55
Equipment	₹1,59,57,415.62	₹2,08,25,397.96	₹2,09,34,982.34	₹2,09,34,982.34	₹2,09,34,982.34
TOTAL	₹1,71,60,462.66	₹2,80,80,124.46	₹3,75,51,979.27	₹2,88,75,155.84	₹2,94,23,076.89

Arengh quoted **₹2,09,34,982.34 (taken per unit cost for each item)** for all 34 list of **Medical Equipment**. The committee found the quality of all proposed equipment acceptable. As per their assessment, all 34 Equipment are required for all Five Facilities. However, in order to normalise the comparison between the quotes submitted by them and Sandor, unit cost for only 25 and 32 Medical Equipment for Resubelpara and Bhoirymbong was taken into consideration.

Annexure – A

Minutes for the Financial Opening for “Selection of Suitable Partner for Re designing, Constructing and Equipping 5 Health Facilities into fully functioning FRUs in Meghalaya”

Important Dates:

Sl. No	RFP Details	Date	Remarks
1	Advertised	9th June, 2023	The RFP was advertised in Local, Garo and English Newspaper and one National Newspaper
2	Extended Submission Date	15th July, 2023 by 2:00 PM	
3	Opening of Technical Proposal	15th July, 2023 at 2:30 PM	
4	Presentation	25-07-2023	9.30 Am to 10.00 Am
5	Financial Bid Opening	3-08-2023	4.00 PM

Attendance from State

1. Dr Dr H.C. Lyndem, DHS(MI)
2. Dr L. M. Umlong, Joint Director, DHS MI.
3. Shri Malcolm Kharshiing, State Finance Manager, NHM
4. Dr Ranjeeta Momin, SCO, SBC, NHM
5. Shri. Kmenbhalang Khongwir, Team Leader, MHSSP
6. Shir. Kyrshan S Dhar, State Health Coordinator- Infrastructure, NHM & MHSSP
7. Shri Artreki Tariang, HEM, MHSSP
8. Smt. Mamta Rai, Procurement Consultant, MHSSP

Representatives from both the technically qualified firms, ie, M/s Sandor Medicoids Pvt Ltd and Areng Medical Supplier also attended via Zoom

The Financial Proposals of the Two technically qualified firms for “*Selection of Suitable Partner for Re designing, Constructing and Equipping 5 Health Facilities into fully functioning FRUs in Meghalaya*” were opened in the presence of the above mentioned State members and Consultants.

1. The names of the Consultants which were short-listed for their financial proposals to be opened are as follows:

Sl. No	Name of Firm/ Joint Venture/Consultant + Sub-consultant
1	M/s Sandor Medicoids Pvt Ltd, 8-2-326/5, Road No. 3, Banjara Hills, Hyderabad – 500034
2	Areng Medical Supplier, Lower Chandmari, West Garo Hills, Tura – 794001, Meghalaya

2. The Financial Proposals of both the Firms were in sealed envelopes during the opening and were carefully opened in the presence of the members present. All the proposals were submitted as per the format provided in the RFP.
3. The Procurement Officer announced the amount quoted for each of the Health Facilities by both the firms as provided below:

FINANCIAL BID

As announced during the Opening of Financial Bids on 3rd August, 2023

FIRM	COMPONENT	RESUBELPARA	MAWPHLANG	RANIKOR	BHOIRYMBONG	PYNURSLA	TOTAL
M/s Sandor Medicaids Pvt Ltd	1. Civil	₹81,26,996.00	₹80,52,139.00	₹83,87,102.00	₹73,98,066.00	₹82,62,742.00	₹9,98,70,126.00
	2. Equipment	₹96,98,049.00	₹1,25,76,978.00	₹1,25,76,978.00	₹1,22,14,098.00	₹1,25,76,978.00	
Areng Medical Supplier	1. Civil	₹12,03,047.04	₹79,40,173.50	₹1,66,16,996.93	₹72,54,726.50	₹84,88,094.55	₹14,61,77,950.20
	2. Equipment	₹2,09,34,982.34	₹2,09,34,982.34	₹2,09,34,982.34	₹2,09,34,982.34	₹2,09,34,982.34	

COMPONENT WISE BREAK UP FOR EACH HEALTH FACILITY AS PER THE BOQ SUBMITTED BY BOTH THE FIRMS

(A)M/s Sandor Medicaids Pvt Ltd

COMPONENT	RESUBELPARA (25)	BHOIRYMBONG (32)	RANIKOR	MAWPHLANG	PYNURSLA
Civil Works	₹81,26,996.00	₹73,98,066.00	₹83,87,102.00	₹80,52,139.00	₹82,62,742.00
Equipment	₹92,83,234.50	₹1,15,27,123.50	₹1,17,08,563.50	₹1,17,08,563.50	₹1,17,08,563.50
TOTAL	₹1,74,10,230.50	₹1,89,25,189.50	₹2,00,95,665.50	₹1,97,60,702.50	₹1,99,71,305.50

- 25 and 32 numbers of Medical Equipment are proposed by Sandor for Resubelpara and Bhoirymbong respectively
- The above analysis for Equipment is made on the basis of UNIT COST Per Item Only.

(B)Areng Medical Supplier

COMPONENT	RESUBELPARA	BHOIRYMBONG	RANIKOR	MAWPHLANG	PYNURSLA
Civil Works	₹12,03,047.04	₹72,54,726.50	₹1,66,16,996.93	₹79,40,173.50	₹84,88,094.55
Equipment	₹2,09,34,982.34	₹2,09,34,982.34	₹2,09,34,982.34	₹2,09,34,982.34	₹2,09,34,982.34
TOTAL	₹2,21,38,029.38	₹2,81,89,708.84	₹3,75,51,979.27	₹2,88,75,155.84	₹2,94,23,076.89

- All 34 numbers of Medical Equipment are proposed by Areng for all 5 Health Facilities

COMPONENT	RESUBELPARA (25)	BHOIRYMBONG (32)	RANIKOR	MAWPHLANG	PYNURSLA
Civil Works	₹12,03,047.04	₹72,54,726.50	₹1,66,16,996.93	₹79,40,173.50	₹84,88,094.55
Equipment	₹1,59,57,415.62	₹2,08,25,397.96	₹2,09,34,982.34	₹2,09,34,982.34	₹2,09,34,982.34
TOTAL	₹1,71,60,462.66	₹2,80,80,124.46	₹3,75,51,979.27	₹2,88,75,155.84	₹2,94,23,076.89

- The above analysis is also made for Areng taking 25 and 32 list of Medical Equipment for Resubelpara and Bhoirymbong respectively

**** List of Equipment proposed by both the firms are attached**

The BoQ for Civil Works and Medical Equipment was submitted by both the firms

LIST OF EQUIPMENT PROPOSED

FIRM		SANDOR		ARENGH	
SL NO	DESCRIPTION	MODEL NO	UNIT PRICE	MODEL NO	UNIT PRICE
1	ULTRA SOUND MACHINE WITH 3 PROBE	SIEMENS NX-3 ELITE	₹ 39,31,200.00	Mindray Medical India Pvt. Ltd -DC-40	₹ 25,58,976.00
2	OPERATING TABLE	BHARAT SURGICAL-BSHT2008	₹ 3,32,640.00	United Surgical Industries	₹ 5,81,504.00
3	OT LIGHT	BHARAT SURGICAL-ILLUMINE 5+5	₹ 3,58,425.00	United Surgical Industries	₹ 3,17,184.00
4	ANAESTHESIA MACHINE	MINDRAY WATO EX-10	₹ 9,25,344.00	Shenzhen Mindray Scientific Co. Ltd - WATO EX-35	₹ 30,95,188.10
5	SCRUB STATION 2 BAY	LOCAL MADE	₹ 1,01,952.00	United Surgical Industries	₹ 2,11,456.00
6	VACCUM EXTRATION MACHINE	-	₹ 3,58,425.00	Medisil Engineers - Digital LED Model (MVDS-02)	₹ 2,01,600.00
7	BOYLE'S APPARATUS WITH TAG BAR	LOCAL MADE	₹ 1,28,520.00	Allied Medical Limited	₹ 3,25,584.00
8	CARDIAC MONITOR	EMCO- 4870	₹ 2,97,108.00	Shenzhen Mindray Scientific Co. Ltd - Model - ePM12	₹ 20,35,299.84
9	ECG MACHINE	MINDRAY- BENEHEART R12	₹ 1,78,416.00	Shenzhen Mindray Scientific Co. Ltd - BeneHeart R12	₹ 2,51,499.36
10	SYRINGE INFUSION PUMP	EMCO-INFUSOR 960	₹ 43,848.00	Shenzhen Mindray Scientific Co. Ltd - BeneFusion uSP	₹ 56,320.32
11	INFUSION PUMP	MINDRAY-VP-1	₹ 54,432.00	Shenzhen Mindray Scientific Co. Ltd - BeneFusion uVP	₹ 64,477.06
12	NEBULIZER MACHINE	OMRON NEC106	₹ 3,024.00	Amkay Products Pvt. Ltd	₹ 1,650.88
13	CTG MACHINE	CONTEC CMS800G	₹ 1,43,640.00	Analytical Technologies Limited	₹ 10,34,880.00
14	NON INVASIVE BILIRUBIN METER	DRAGER JM05	₹ 6,80,400.00	Analytical Technologies Limited	₹ 2,71,040.00

FIRM		SANDOR		ARENGH	
SL NO	DESCRIPTION	MODEL NO	UNIT PRICE	MODEL NO	UNIT PRICE
15	BABY WARMER	ZEAL MEDICAL	₹ 98,280.00	Desco Medical India	₹ 59,006.98
16	PHOTOTHERAPY	TECHNOMED	₹ 83,160.00	Desco Medical India	₹ 50,577.41
17	DIATHERMY	BMS	₹ 2,26,800.00	Desco Medical India	₹ 1,12,394.24
18	HPHV	YARCO	₹ 5,57,550.00	Desco Medical India	₹ 12,42,304.00
19	UPS/INVERTER	DELTA 5KVA 60 MINS BACKUP	₹ 3,36,960.00	Elnova Private Limited - ES6000	₹ 97,940.00
20	GENSET	40 KVA KIRLOSKAR	₹ 11,94,750.00	Powerline Industries - 100 KVA	₹ 22,94,864.00
21	BLOOD BANK REFRIGERATOR	300 LITRES REMI BR50	₹ 3,34,530.00	60-80 filled blood bags of 350 ml capacity - Thermofishher Scientific	₹ 17,62,330.00
22	DIELECTRIC TUBE SEALER	REMI WELDON B	₹ 1,81,440.00	Bioline India	₹ 2,04,624.00
23	TABLE TOP CENTRIFUGE	REMI NAYA 2	₹ 60,534.00	Thermofishher Scientific	₹ 5,34,776.00
24	MICROPIPETTES	THERMO	₹ 13,540.50	Thermofishher Scientific	₹ 35,499.12
25	HOT AIR OVEN	REMI RDH080	₹ 1,16,289.00	Thermofishher Scientific	₹ 4,37,544.00
26	INCUBATOR	REMI RH 150	₹ 1,19,475.00	Thermofishher Scientific	₹ 5,15,329.60
27	REAGENT REFRIGERTAOR	REMI SEROCOOL 220 L 2-6	₹ 1,38,591.00	Thermofishher Scientific	₹ 3,64,620.00
28	SPLIT AC	DAIKIN- 1.5 T	₹ 89,856.00	LG Electronic India Pvt. Ltd	₹ 1,41,120.00
29	BLOOD TRANSPORTATION BOX	REMI MBT100	₹ 1,38,591.00	B.Medical Systems India Private Limited	₹ 76,582.00
30	DEEP FREEZER (ICE PACKS)	REMI RDF240	₹ 1,25,847.00	Thermofishher Scientific	₹ 14,34,172.00
31	BMW BINS	LOCAL MADE SET OF 3	₹ 9,558.00	Desco Medical India	₹ 1,189.44
32	BINOCULAR MICROSCOPE	MAGNUS CH20i	₹ 73,278.00	Essar Lab Mate Pvt. Ltd (Optika)	₹ 1,27,322.00
33	OBSTETRIC LABOR TABLE FULLY SS	LIFEMEDCORP	₹ 1,28,520.00	United Surgical Industries	₹ 3,17,184.00

FIRM		SANDOR		ARENGH	
SL NO	DESCRIPTION	MODEL NO	UNIT PRICE	MODEL NO	UNIT PRICE
34	DUAL FUNCTION LABOR ROOM SPOT CUM MINOR OF LIGHT MOBILE	LIFEMEDCORP	₹ 1,43,640.00	United Surgical Industries	₹ 1,18,944.00
TOTAL			₹ 1,17,08,563.50		₹ 2,09,34,982.35