



The Head Office,  
People's Primary Healthcare Initiative,  
Balochistan.

Admin Section

Ref No. PPHI-B/H.O BLN/2026/01/PPHI- T.H/01

Dated: \_\_\_\_\_

## Technical Proposal

People's Primary Healthcare Initiative (PPHI) - Balochistan

**Bidding Document for Provisioning of Satellite enabled Digital Health Solution for establishment of 150 Telehealth Centers and Integration with Command & Resource Center for PPHI, Balochistan**

**NAME OF BIDDER:** \_\_\_\_\_

**(To be filled-in by the Bidder)**

**Address:** People's Primary Healthcare Initiative (PPHI) - Balochistan  
House # 8-A, Jinnah Town Samungli Road, Quetta-Pakistan.

Phone: 081-2863620

Website: [www.pphib.org](http://www.pphib.org)

## **LETTER OF INVITATION FOR BIDS:**

Sealed proposals are invited under the People's Primary HealthCare Initiative (PPHI) Balochistan procurement rules, by PPHI-B from Eligible Individuals/Firms/Contractors having expertise in Provision of telehealth equipment for establishment of Ten (10) telehealth centers.

<b>REQUIRED BIDDING INFORMATION</b>	<b>DESCRIPTION</b>
DESIGNATION OF PROCUREMENT OFFICER	MANAGER ADMIN
POSTAL ADDRESS OF THE PEOPLES PRIMARY HEALTH CARE INITIATIVE (PPHI-B)	PEOPLES PRIMARY HEALTHCARE INITIATIVE (PPHI)- BALOCHISTAN SAMUNGLI ROAD, QUETTA-PAKISTAN
PHONE NUMBER & FAX NUMBER	081-2863620 & 081-2863623
E-MAIL <a href="mailto:PPHIBLN@GMAIL.COM">PPHIBLN@GMAIL.COM</a> ADDRESS & WEBSITE	<a href="https://www.pphib.org">https://www.pphib.org</a>
METHOD OF PROCUREMENT	SINGLE STAGE - TWO ENVELOPE BIDDING PROCEDURE
ISSUANCE OF BIDDING DOCUMENTS	The tender documents can be downloaded from the PPHI-B website: <a href="http://pphib.org/">http://pphib.org/</a>
PRE BID MEETING	Date: 11 <sup>th</sup> <b>March 2026</b> & Till <b>11:00 A.M.</b>
DEADLINE FOR SUBMISSION OF BIDS	Date: 14 <sup>th</sup> <b>April 2026</b> & Till <b>11:00 A.M.</b> directly submitted to the Head Office, PPHI-Balochistan.
OPENING OF TECHNICAL BIDS	Date: 14 <sup>th</sup> April <b>2026</b> & Time <b>11:30 A.M.</b> at the Head Office of PPHI-Balochistan.
DEMO AND SAMPLE SUBMISSION	After Technical Opening Till: 17 <sup>th</sup> April <b>2026</b> & Time <b>02:00 P.M.</b> at the Head Office of PPHI-Balochistan.
OPENING OF FINANCIAL BIDS	Date: Shall be communicated after technical evaluation.
BIDDING DOCUMENT FEE	AMOUNT: PKR. 2,000/- PAY ORDER IN THE NAME OF <b>PPHI Balochistan</b> WITH TECHNICAL BID IN SEPARATE ENVELOPE
BID SECURITY/EARNEST MONEY	AMOUNT: <b>2 %</b> OF THE QUOTED AMOUNT MANNER OF PAYMENT: <u>CALL DEPOSIT/ PAY ORDER</u> IN FAVOR OF <b>PPHI-B BALOCHISTAN,</b> WITH FINANCIAL BID

**ELIGIBILITY CRITERIA FOR BIDDERS:**

S. No.	Bidders Eligibility Factor	Mandatory Requirement	Document Required
1	Registration with Income Tax and GST	Must be registered with FBR /BRA (NTN & STRN). Must be registered under relevant Tariff Code.	Copy of <b>NTN, GST registration</b> and <b>Tax Inquiry Profile</b> duly verifiable from FBR IRIS / website.
2	Tax Payer status	Tax payer status must be "Active". (Income Tax and General Sales Tax and BRA)	Tax payer must be "Active Tax Filler" with 100% GST Compliance.
3	Relevant Experience	<b>03</b> successfully completed similar assignments for Provision of telehealth equipment worth more than 30 million each or at least 01 assignment of 100 million.	Copy/ies of <b>Work Order/s</b> and relevant completion certificate/s. (To be verified)
4	Financial Capacity (For Firms)	Turn Over of <b>PKR. 100 million</b> (Avg) for the past <b>3 years</b> each (i.e 2023, 2024 and 2025).	Audited <b>Financial Statements</b> OR Annual Tax Return only.
5	Non-Blacklisting & Litigation Status	Must disclose <b>Litigations</b> , if any. Must not be presently <b>black-listed</b> by any Government/ Semi Govt or Private Organization.	Declaration of <b>non-blacklisting</b> and declaration of <b>Litigations</b> on <b>Non-Judicial Stamp</b> paper by the Bidder/Individual.
6	Delivery time compliance	Must agree to serve the Contract within agreed time i.e., Supplies and Commissioning <b>Within 90 days</b> period after award of contract.	Completion time must be <b>clearly specified</b> in the Technical Bid in Number of Days.
7	Agreement with all the terms & conditions	Must unconditionally agree with all the instructions, terms & conditions specified in the bidding documents & contract agreement.	<b>Signature &amp; company seal on every page</b> of the bidding document and declaration by the bidder on the firm's letter pad to agree with all terms and conditions.
8	Submission of Bidding Document Fee	As required by the Peoples Primary Healthcare Initiative (PPHI-B) in the Tender Notice.	AMOUNT: PKR. 2,000/- Tender Fee in separate envelope with technical proposal. AMOUNT: 2 % Security deposit with financial proposal.
9	Warranty & After-Sales	As required by the Peoples Primary Healthcare Initiative Balochistan (PPHI-B) in the Data-sheet	Certificates of Warranty & After-Sales
10	FDA, CE, ISO Certifications where applicable	All certifications must be valid, verifiable, and issued by accredited international bodies. Manufacturers and importers must also provide relevant DRAP licenses as per Pakistan's regulatory requirements	Preference may be given to FDA Approved
11	Special Requirements	The bidder must provide evidence for compliance with special terms	Relevant Documentations

## **SPECIAL TERMS**

<b>S. No.</b>	<b>Bidders Eligibility Factor</b>	<b>Requirement</b>
1	<b>Regulatory compliance</b>	Bidder must demonstrate documented compliance/ registration with PSARB. Licensed to operate in Pakistan.
2	<b>SUPARCO coordination / FROR acknowledgement/Reason for alternate</b>	Bidders must provide a signed statement that SUPARCO's FROR obligations have been considered; indicate whether national satellite assets or commercial capacity will be used (Review duration pending applications and rejected/un-obliged applications will be considered as responsive with alternate operator) As per the requirement the vendor must ensure that they considered the national bandwidth first. Though the registration with PSARB is mandatory as per s.no 1.
3	<b>Security &amp; data sovereignty</b>	Local data residency for patient records; encryption at rest & transit; role-based access; SOC2/ISO27001 (or equivalent) evidence. For SAT uplinks, demonstrate secure VPN/gateway architecture.
4	<b>Operational sustainability</b>	Minimum 24-month OPEX plan: SAT bandwidth SLAs, local maintenance, spare parts, and training schedule.
5	<b>Performance &amp; availability SLAs</b>	Uptime targets (site connectivity, C2 availability), escalation matrix, MTTR (Mean Time to Repair) guarantees for hardware.
6	<b>Local capacity &amp; transfer plan</b>	Bidder must present a local capacity building plan (PPHI technical staff, district focal persons, technical transfer sessions.

### **NOTE:**

- It is mandatory for the bidders to score **"YES"** in all the above-mentioned requirements of eligibility. In-case of single **"NO"** to any requirement, the Bid shall be declared **NON-RESPONSIVE** resulting in **disqualification** from financial bid opening.
- No document shall be added in bidding documents once bid documents are submitted.
- Please avoid to attach documents not required in the above criteria and it would be convenient to tag each eligibility criteria documents.
- Financial Proposals cannot be withdrawn after opening of technical proposals. Such withdrawals will result in forfeiture of bid security.
- Demo/Sample will be returned once accepted prototype is submitted instead.
- 2% bid security based on offered CapEX and 12-month OpEX.

**BIDDER'S INFORMATION:** (To be filled-in by the Bidder)

1. Name of company/Individual: \_\_\_\_\_

2. Complete Postal Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

3. Tel No: \_\_\_\_\_ 4. Email address: \_\_\_\_\_

5. Fax No: \_\_\_\_\_ 6. Mobile No: \_\_\_\_\_

7. Authorized Representative's name & designation:

\_\_\_\_\_

8. Type of Business:

(1) Sole Proprietorship  (2) Partnership

(3) Corporation (Private Ltd.)  (4) Corporation (Public Ltd.)

9. National Tax Number & Date of issuance: \_\_\_\_\_

10. Sales Tax Registration No. \_\_\_\_\_

11. Bid Validity \_\_\_\_\_ (Please specify in no. of days)

12. Total Completion Time \_\_\_\_\_ (Date of completion)

## **DATA-SHEET OF THE ASSIGNMENT / SCOPE OF WORK**

The objective of the below given Data-Sheet / Schedule of Requirements is to provide sufficient information to bidders to understand complete scope of this procurement such that no requirement of the People's Primary Healthcare Initiative (PPHI) Balochistan is left un-mentioned here under.

### **Scope of Work**

We are seeking qualified firms to provide an end-to-end, operator-driven telemedicine solution, including hardware, software, satellite connectivity, and a comprehensive technology transfer.

### **Operational Workflow**

The proposed solution must strictly support an Operator-Driven Model (no patient self-service).

A trained operator at the BHU will register the patient, capture vital signs and digital diagnostics, and initiate the consultation.

The system must be flexible to allow dedicated connectivity (Facility always and continuously connects to a specific doctor) and an On-Demand Call / Virtual Queuing System. Doctors at the Quetta Hub will pull patients from a centralized virtual queue based on availability, optimizing doctors' time and network bandwidth.

The connectivity might be used to for training purpose.

### **Connectivity Infrastructure**

Given the remote nature of the BHUs across Balochistan, reliable connectivity is a core requirement of this project.

- **Satellite Connectivity:** The vendor must propose and provision satellite-based internet connectivity for all 150 BHUs. The vendor shall also add connectivity of the existing 34 telehealth sites to the mix. Min 30 Mbps
- The proposed satellite solution must guarantee sufficient bandwidth and low enough latency to support real-time audio/video consultations and the synchronous transfer of diagnostic data (e.g., live digital stethoscope streams, Ultrasound, examination cams etc.)
- The system will be required to connect additional nearby facilities (BHUs) via line of site Point to Point/Multipoint radios within a radius of 25 Km of the Hub Site. (Per Site Setup Cost Must be provided) 2 to 5 connections per Telehealth Center (BHU) where feasible. Wifi routers included. Hub site 60 to 80 ft ground mounted (guy wire enforced). Sub site 10-15 ft pole (guy wire enforced).
- **Satellite Backup:** for HUB (Suitable bandwidth and configuration (aggregation) must be offered to cater to the needs of the setup > 200Mbps)

Since connectivity is the backbone, it requires proactive (not reactive) monitoring.

- **Uptime Guarantee:** 99.5% monthly uptime (excluding planned maintenance).
- **Telephony:** Dedicated IP Telephones for VOIP calling to the Command Center from all sites. (including phone on both ends). Integration with Hybrid PaBX a C2. (The phones are not for any direct public calling from BHUs)
- **NMS Dashboard:** The vendor must provide PPHI IT in Quetta with access to a **Network Management System (NMS)** dashboard. This dashboard should show the "Heartbeat" (Online/Offline status) of all satellite terminals in real-time.

- General specs for the satellite with establishment and monthly costs.
  - Individual HTS Terminal for each location
  - Integrated Outdoor unit with POE Switch
  - WiFi enabled to connect telehealth system.
  - SAT 0.98M Compatibility for KA Band
  - Temp -20C to +60C ruggedness.

### **Software Licensing & Hosting**

To ensure long-term sustainability and data security, the software architecture must adhere to the following:

- **Perpetual Licensing:** All proposed software, including the EMR, queuing handling suite, and diagnostic integrations, must be provided under a perpetual license. Recurring annual SaaS (Software as a Service) subscription fees for core software modules will not be accepted.
- **On-Premise Hosting:** The EMR/EHR, database, and queuing management suite must be hosted entirely on-premises at the designated PPHI Hub facility in Quetta. The system must operate independently of vendor cloud servers.
- **Updates:** Vendor must ensure support and free updates for 6 years.

### **Software & EMR Requirements**

- Built-in EMR: Comprehensive EMR to log patient demographics, history, and consultation notes.
- Automatic Data Capture: Automatic ingestion of data from connected digital diagnostic devices directly into the EMR.
- Integration Capabilities: Open APIs with the capability to fully integrate with the existing EMR/DHIS II currently utilized by PPHI-Balochistan.
- Branding and customization
- Real time GIS, Analytics and KPI tracking, End to end encryption and feed management for SMDs

### **Central Hub Configuration:**

- The central hub will be configured to Host EMR and media server. (Hardware provided by PPHI)
- The central monitoring and reporting will be setup with views on media walls. (SMD solution will be provided by PPHI)
- IP Telephony with BHUs will be setup and integration with the Hybrid IP PaBX will be provided.
- Disaster recovery strategies.

### **Telehealth Terminal**

- Custom Designed with PPHI-B and GoB Branding.
- General Dimensions approx.: height = 5ft Width 3.5-4ft depth 2.5-3ft
- White antimicrobial surfaces water proof
- PVC +Aluminum combo preferred
- Rugged and Light Weight
- The unit must be equipped with industrial-grade, lockable anti-static casters (wheels) to allow for repositioning within the BHU.
- Proper probe holder and cable management.

## Computing Hardware Architecture

Vendors may propose Windows-based or Android-based architectures, provided they meet strict criteria:

- **Data Entry:** A physical, **wired keyboard** is mandatory.
- **Screen Size:** Primary display  $\geq$  13 inches. (reputable Brand like Samsung or Equal) (In case of Windows AIO touch is acceptable)
  - **Model:** Ruggedized medical Screen
  - **Screen:** 13-16"+ IPS, 1920×1200
  - **Storage/RAM:** 128 GB / 6 GB
  - **Camera:** 5 MP front 720p – 1080p
  - **Connectivity:** Wi-Fi 6, 4G/LTE(optional), Bluetooth 5.0
  - **OS:** Medical-grade
  - **Upgrades.** Available Minimum 5 year
- **Peripheral Management:** For Android solutions, a medical/industrial-grade docking station or USB hub is mandatory to allow simultaneous pass-through charging and the connection of multiple wired devices without port bottlenecks. Same for Windows if USB ports not sufficient.

## Medical Diagnostic Devices (Peripherals)

*Note: Hb/Glucometers are already available at the BHUs. And data will be entered by the operator if demanded by the doctor*

### Mandatory Integrated Devices:

1. Portable Convex Ultrasound Probe (Gyn/Obs min 2.0 MH ~ 4.5 MHz frequency)
2. Multi-Vital Sign Monitor (SpO2, Temperature, NIBP).
3. Digital Stethoscope (Real-time) (Store and Forward optional).
4. Diagnostic Examination Cameras (Skin, Eye, ENT). (Single AIO or Multiple units)
5. Handy Bluetooth/USB ECG 6L
6. Integrated Digital Weight Scales.
7. Thermal Printer for prescription printing

### Additional Features:

1. IP Phone
2. Noise cancelling headphones wired
3. Speaker phone system for video consultations if built in (tablet speakers) not sufficient.

## Training, Technology Transfer, & Handover

PPHI intends to operate this system entirely independently. The vendor must commit to a structured **Technology Transfer and Handover Phase**.

- **Training:** Comprehensive training for BHU operators, Quetta Hub doctors, and PPHI IT personnel on system operations, basic troubleshooting, and server maintenance.
  - **Tier 1 Training (Clinical):** For BHU Operators on peripheral usage (Ultrasound, Stethoscope, medical devices) and EMR USAGE VIA TOUCH and data entry via wired keyboard.
  - **Tier 2 Training (Medical):** For Quetta Hub Doctors on queue management and remote diagnostic interpretation.
  - **Tier 3 Training (Technical/IT):** For PPHI IT Staff on **Server Administration**, Database Management, Troubleshooting, and API maintenance.

- **Documentation:** Delivery of full "As-Built" documentation, including network diagrams, database schemas, and training & troubleshooting manuals in English language.
- **Handover:** During the 6-month period, the vendor will ensure system stability, bug fixes, and operational support. Upon completion of the 6 months, the complete operation, administration, and management of the system will be handed over to PPHI.

### Integrated Power Management

Given the energy landscape in rural Balochistan, the workstation cannot rely solely on the BHU's external power.

- **On-Board UPS:** The unit must have an integrated Lithium-Ion or LiFePO4 battery backup system built into the base of the workstation.
- **Autonomy:** The backup must power the tablet/PC, the satellite modem, and all digital peripherals for at least **4 to 6 hours** of continuous clinical operation.
- **Protection:** Integrated surge protection and voltage regulation to protect sensitive medical electronics (Ultrasound, ECG, etc.).

### Support Support Ticket Resolution (The "Response" Pillar)

The vendor must adhere to these response times:

- **Critical (Hub/Server Down):** 4-hour response / 12-hour resolution.
- **High (BHU Peripheral Failure):** 24-hour response / 72-hour hardware replacement/repair.
- **Routine (Software/EMR bugs):** 48-hour response / 5-day resolution.
- **Preventive Maintenance Visits:** Routine Quarterly biannually or Annually
- **Consumables Replenishment:** 24 Hours (WCS)

<u>Sno</u>	<u>Item</u>	<u>Qty</u>
<u>1</u>	<u>Satellite Connections with IP Phones</u>	<u>184</u>
<u>2</u>	<u>Point to Point/Multipoint Setup to at least 02 additional BHUs (1:2) where feasible with wifi routers</u>	<u>184</u>
<u>3</u>	<u>Satellite Backup Command Center (HUB)</u>	<u>01</u>
<u>4</u>	<u>Complete Telehealth Terminals (BHUs)</u>	<u>150</u>
<u>5</u>	<u>Central Hub Setup</u>	<u>1 Job</u>
<u>6</u>	<u>Monthly Satellite Cost</u>	<u>34</u>
<u>7</u>	<u>Monthly Satellite Support Replenishment Cost</u>	<u>150</u>
<u>8</u>	<u>Monthly satellite cost Command Center (HUB)</u>	<u>1</u>

Note: The Solution must be End to End Complete and on FOR Basis. Bidders must ensure that the costing is based on CapEx and 12-month OPEX and providing a complete plan as per S.No 4 Special Conditions.

### Delivery Schedule & Requirements:

- Complete prototype of the Telehealth Terminal will be presented to PPHI B for Approval.
- Place of Provision of supplies is: Delivery schedule shall be communicated by the procuring officer once supplies are ready for delivery.
- Delivery shall be received at the installation sites.
- The delivery is required with installation at sites along with staff training on the equipment, no separate costs shall be charged for Installation, Training, Boarding, and Lodging.
- Integration of existing centers shall be part responsibility of the supplier as part of the bid.
- In case of Loss/theft/damage before commissioning of the site the responsibility will fall upon the supplier.

## **INSTRUCTIONS FOR PREPARING TECHNICAL BID**

These Instructions are being given for strict compliance by the Bidders. **Failure to fulfill any instruction given here-under may result in dis-qualification of the Bid/s.**

Proposals shall be prepared on following lines: -

1. Sealed Envelope containing the Technical Proposal should clearly state:
  - a. **"Name of Bidder"**
  - b. **"Name of Tender"**
  - c. **"TECHNICAL PROPOSAL"**
2. The portion of Technical Proposal of this bidding document duly filled, supported with Bidder's covering Letter and the technical Bid on Bidders Letter Head be attached as the Technical Proposal.
3. Technical Proposal shall be prepared keeping in view the specifications provided in the Data Sheet including installation and the schedule of requirements or otherwise as placed demand further during the bidding process.
4. Following information should be attached/contained in the Technical Proposal: -
  - a. Receipt of payment of **bidding Document Fee** **May be** in terms of **Pay Order in favor of PPHI BALOCHISTAN**
  - b. **Completion time/Delivery time**, which means; actual execution time for the titled Work.
  - c. Documentary **evidence of fulfillment of eligibility criteria** for Bidders as required by the Peoples Primary Healthcare Initiative, Balochistan. (PPHI-B).
  - d. Documentary evidence of **fulfillment of complete schedule of requirements as per evaluation criteria** including technical, administrative and service requirements of the Peoples Primary Healthcare Initiative, Balochistan (PPHI-B)
  - e. **Description of status** as Partnership / authorization from the Firm / authorized importer / distributor / manufacturer / retailer etc. (as the case may be) as required by the Peoples Primary Healthcare Initiative (PPHI), Balochistan in the schedule of requirements.
  - f. **Defect Liability Period:** details (As applicable) as required by the Peoples Primary Healthcare Initiative (PPHI), Balochistan in the schedule of requirements as mentioned.
  - g. Every page of the **Bid must be numbered, signed & stamped** by the authorized representative.
5. Attachment of any document not demanded by the People's Primary Healthcare Initiative (PPHI) Balochistan at instruction 4 of "Instruction for preparation of Technical Bid" is strictly prohibited.

**Evaluation Criteria:** Selection of the successful bidder shall be based on the **Single Stage-Two Envelop Method**

The procedure shall be applied as follows: -

1. **Bidders Eligibility Assessment.** Initial evaluation of the technical proposals shall be carried-out by the **PROCUREMENT COMMITTEE**, as per the requirements of the eligibility criteria laid down under the heading of “Letter of Invitation for Bids – Eligibility Criteria for Bidders” in the following manner:

Bidders Eligibility Factor	Requirement	Bidder 1	Bidder 2	Bidder 3
		YES / NO	YES / NO	YES / NO
Registration with Income Tax (For Firms), GST (if applicable)	I. Copy of NTN attached? II. GST Certificate Copy? III. BRA Registration? IV. Registered with FBR in relevant Tariff Code?			
Tax Payer Status (Active or In-active)	Must be an active tax payer and has 100% compliance in GST-BRA			
Relevant Experience	03 successfully completed similar assignments for Provision of telehealth equipment worth more than 30 million each or at least 01 assignment of 100 million+?			
Financial Capacity (For Firms)	Annual Audited Financial Statement OR Annual Tax Returns to Clarify the Minimum turnover of <b>PKR. 100 million (Avg)</b> for the past <b>3 years</b> each (i.e. 2022, 2023 and 2024) attached?			
Non-Blacklisting & Litigation Status	Declaration of non-blacklisting by any govt, semi-govt or private organization, and declaration of Litigations on judicial stamp paper/s attached?			
Delivery time	Is the quoted completion time within the stipulated time period? <b>(90 Days)</b>			
Agreement with all the terms & conditions	Signature & company seal at every page of bidding document affixed and/or declaration on official pad of bidder?			
Bidding Documents Fee	Pay order of Rs. 2,000/- in favor of PPHI-B as bidding document fees attached?			
Warranty & After sales service	Documents attached?			
FDA, CE, ISO Certifications where applicable	Certificates for Medical devices enclosed?			
Special Requirements	Ensure Relevant Documents are provided			

- i. Firm must score “YES” in all requirements of the eligibility criteria to be categorized as Eligible. “NO” to any requirement of the eligibility criteria, by any bidder shall render the Firm as Ineligible.
  - ii. Eligible bidders shall be asked to submit samples of the quoted items for procurement committee review.
  - iii. Submitted samples will be evaluated by the procurement committee item wise. (Although the system is expected to be turnkey substandard items are not acceptable).
  - iv. Bidders can resubmit sample in case of rejection without change to financial proposal
  - v. Procurement committee can give Bidders who submit written commitment for improving sample a chance subject to product literature and mandatory approval before delivery.
  - vi. Procurement committee may only reject individual components qualifying the overall solution.
  - vii. Subsequent upon said assessment, Bidders shall be categorized as:
    1. Eligible Bidders
    2. Ineligible Bidders
  
2. **Return of Financial Proposals from Ineligible Bidders.** Proposals from Ineligible Bidders shall be declared “Non-Responsive”, consequently shall **NOT** be accepted for any further evaluation:
  - i. Their Financial Proposals shall be returned without being opened.
  - ii. Their Bid security shall be released upon their written request.
  
3. **Return of Non-Responsive Proposals & preparation of Technical Evaluation Report.** Technical Proposals not conforming to the required technical, administrative or legal requirements shall be declared as “Non-Responsive” and consequently shall **NOT** be accepted for any further evaluation:
  - i. Their financial proposals shall be returned without being opened.
  - ii. Their Bid security shall be released upon their written request.
  - iii. Technical Evaluation Report shall be prepared duly signed by all the members of the Procurement Committee, giving **REASONS** for;
    1. Acceptance of the Eligible & Responsive Bid/s and.
    2. Rejection of the Ineligible &/OR Non-Responsive Bid/s.
  - iv. Firms/Bidders conforming technical qualification criteria and approved samples (as a whole) by the procurement committee shall be declared qualified for financial opening.
  - v. Technical Evaluation concludes at this stage.
  
4. **Financial Evaluation.** Financial Proposals of the Responsive Technical Proposals shall be publicly opened in the next meeting as specified in this document under the heading of “Letter of Invitation for Bid” Financial Comparative Statement / Evaluation Report of the “Responsive Proposals” shall be prepared by the **PROCUREMENT COMMITTEE** in the following manner:

<b>FINANCIAL EVALUATION OF BIDS</b>								
<b>Item/s Name / Model &amp; description</b>	<b>Mode</b>	<b>Quantity</b>	<b>Responsive Bidder 1</b>		<b>Responsive Bidder 2</b>		<b>Responsive Bidder 3</b>	
			<b>Unit Price</b>	<b>Total Price</b>	<b>Unit Price</b>	<b>Total Price</b>	<b>Unit Price</b>	<b>Total Price</b>
Satellite OTC	Once							
-								
-								
-								
-								
Satellite Monthly	Recurring							

- i. Subsequently, the prepared Financial Evaluation Report shall duly be signed by all the members of the Procurement Committee.
- ii. Comparatives of Financial will be prepared and signed by the procurement Committee in detail.
- iii. If there is any discrepancy between Unit rate and total rate, the unit rate will always govern.
- iv. If there is any discrepancy in tender documents clause and Work Order Clause, the work order Clause will always govern.
- v. If there is any discrepancy between amount in words and amount in figures, the amount in words will always govern.

#### **5. Recommendation of Procurement Committee**

**After Technical Qualification, the contract will be awarded to the “Lowest Financially Evaluated bidder” as a package with minimum quoted rates for equipment among all the Technical qualified Bidder.**

PPHI-B reserves the right to award whole quantity of work as per mentioned quantities as detailed in data sheet of assignment of this document or partially as this shall be subject to availability of funds.

**NOTE:**

Any bidder having any grievance over the tender/evaluation process, may present the same in black and white to the “Grievance Redressal Committee” through the Chief Executive Officer PPHI-B at any stage.

## **ADDITIONAL CLAUSES**

### **1. Confidentiality**

- Information relating to the examination, clarification, evaluation and comparison of Bids and recommendation of contract award shall not be disclosed to Bidders or any other persons not officially concerned with such process until the time of the announcement of the respective evaluation report.
- Any effort by a Bidder to influence the Procuring Agency processing of Bids or award decisions may result in the rejection of its Bid.
- Notwithstanding from the time of Bid opening to the time of contract award, if any Bidder wishes to contact the Procuring Agency on any matter related to the Bidding process, it should do so in writing.

### **2. Procuring Agency's Right to Accept or Reject All Bids**

- The Procuring Agency reserves the right to accept or reject all Bids or proposals (and to annul the Bidding process) at any time prior to the acceptance of any Bid or proposal, without thereby incurring any liability towards the Bidders.
- The Bidders shall be promptly informed about the rejection of the Bids, if any.
- The Procuring Agency shall upon request communicate to any Bidder, the grounds for its rejection of all Bids or proposals, but shall not be required to justify those grounds.

### **3. Corrupt or Fraudulent Practices**

- The Procuring Agency Bidders, Suppliers, and Contractors observe the highest standard of ethics during the procurement and execution of contracts.
- "Corrupt practice" means the offering, giving, receiving, or soliciting of anything of value to influence the action of an official, bidder or Contractor in the procurement process or in Contract execution to the detriment of the procuring agency; or misrepresentation of facts in order to influence a procurement process or the execution of a Contract, collusive practices among bidders (prior to or after bid submission) designed to establish bid prices at artificial, noncompetitive levels and to deprive the procuring agency of the benefits of free and open competition and any request for, or solicitation of anything of value by any public official in the course of the exercise of his duty.

### **4. Black Listing**

- Bidders will be Blacklisted i.e. firms/companies/sole proprietor/ general order suppliers/ JVs etc. and those found involved in "Corrupt Practices" are not allowed to participate in bidding.
- Procuring agency may, for a specified period, debar a bidder or Contractor from participating in any procurement process of the procuring agency, if the bidder or Contractor has:
  - a. acted in a manner detrimental to the public interest or good practices;
  - b. consistently failed to perform his obligation under the Contract;
  - c. not performed the Contract up to the mark; or
  - d. indulged in any corrupt practice.

### **5. Use of Contract Documents and Information; Inspection and Audit by the procuring agency.**

- The Supplier shall not, without the Procuring Agency's prior written consent, disclose the Contract, or any provision thereof, or any specification, plan, drawing, pattern, sample, or information furnished by or on behalf of the Procuring Agency in connection therewith, to any person other than a person employed by the Supplier in the performance of the

Contract. Disclosure to any such employed person shall be made in confidence and shall extend only so far as may be necessary for purposes of such

**6. Termination for Default performance.**

- The Procuring Agency, without prejudice to any other remedy for breach of Contract, by written notice of default sent to the Supplier, may terminate this Contract in whole or in part:
  - (a) if the Supplier fails to deliver any or all of the Goods within the period(s) specified in the Contract, or within any extension thereof granted by the Procuring Agency pursuant
  - (b) if the Supplier fails to perform any other obligation(s) under the Contract; or
  - (c) if the Supplier, in the judgment of the Procuring Agency has engaged in corrupt practices in competing for or in executing the Contract.
- In the event the Procuring Agency terminates the Contract in whole or in part, the Procuring Agency may procure, upon such terms and in such manner as it deems appropriate, Goods or Services similar to those undelivered, and the Supplier shall be liable to the Procuring Agency for any excess costs for such similar Goods or Services. However, the Supplier shall continue performance of the Contract to the extent not terminated.
- The Procuring Agency may at any time terminate the Contract by giving written notice to the Supplier if the Supplier becomes bankrupt or otherwise insolvent. In this event, termination will be without compensation to the Supplier, provided that such termination will not prejudice or affect any right of action or remedy which has accrued or will accrue thereafter to the Procuring Agency.
- The Procuring Agency, by written notice sent to the Supplier, may terminate the Contract, in whole or in part, at any time for its convenience. The notice of termination shall specify that termination is for the Procuring Agency's convenience, the extent to which performance of the Supplier under the Contract is terminated, and the date upon which such termination becomes effective.



The Head Office,  
People's Primary Healthcare Initiative,  
Balochistan.

Admin Section

Ref No. PPHI-B/H. O BLN/2026/01/PPHI- T.H/01

Dated: \_\_\_\_\_

# Financial Proposal

## People's Primary Healthcare Initiative Balochistan

**Bidding Document for Provisioning of Satellite enabled Digital Health Solution for establishment of 150 Telehealth Centers and Integration with Command & Resource Center for PPHI, Balochistan**

**NAME OF BIDDER:** \_\_\_\_\_

**(To be filled-in by the Bidder)**

**Address:** People's Primary Healthcare Initiative (PPHI) Balochistan House # 8-A, Jinnah Town Samungli Road, Quetta-Pakistan.

Phone: 081-2863620

Website: [www.pphib.org](http://www.pphib.org)

1. Name of company: \_\_\_\_\_

2. Complete Postal Address: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

3. Tel No: \_\_\_\_\_ 4. Email address: \_\_\_\_\_

5. Fax No: \_\_\_\_\_ 6. Mobile No: \_\_\_\_\_

7. Authorized Representative's name & designation:

\_\_\_\_\_

8. Type of Business:

- (1) Sole Proprietorship  (2) Partnership   
(3) Corporation (Private Ltd.)  (4) Corporation (Public Ltd)

9. National Tax Number & Date of issuance: \_\_\_\_\_

\_\_\_\_\_

10. Sales Tax Registration No. \_\_\_\_\_

12. Bid Validity: \_\_\_\_\_ (Please specify in No. of Days)

13. Total Bid Value: \_\_\_\_\_ (In Pakistani Rupees)

## **INSTRUCTIONS FOR PREPARING FINANCIAL PROPOSAL**

These Instructions are being given for strict compliance by the Bidders. **Failure to fulfill any instruction given here-under may result in disqualification of the Bid/s.**

Financial Proposals shall be prepared on following lines: -

1. Sealed Envelope containing the Financial Proposal should clearly state:
  - a. **"Name of Bidder"**
  - b. **"Name of Tender"**
  - c. **"Financial Proposal"**
2. The portion of Financial Proposal of this bidding document duly filled, supported with Bidder's covering Letter be attached as the Financial Proposal of the bidder
3. Following information should be attached/contained in the financial proposal: -
  - a. Original Bid Security (If required by the People's Primary Healthcare Initiative (PPHI) Balochistan)
  - b. Taxes must be included along-with the price of each item
  - c. Financial Bid shall be prepared on the Bidders Letter Head in the following format:
  - d. Individual prices of items in the telehealth cart must be quoted.

A	B	C	D	E		F
S. No.	Item Name	Quantity	Unit Price	GST Amount	GST %age	Total Price (Including Taxes)
A	B	C	C			(C x D) + E = F
1						
2						
3						
4						
Total						

**Note: Each Bidder must mention clearly the rate of BRA & GST applicable on each item of its Bid.**

4. Offer must be quoted on TCA (Total Cost of Acquisition) basis at the risk & cost of the bidder. This means:
  - i. ALL costs (including duties, taxes & other Govt. payables) incurred up-to delivery and commissioning at the designated locations (Installation Sites) of the People's Primary Healthcare Initiative (PPHI) Balochistan.
  - ii. Complete supply and commissioning as required in the schedule of requirements of this bidding document.
  - iii. Cost including fixation, assembling, dismantling etc. (As & where applicable)
5. BST/GST Taxes must be included along-with the price of each item/components/service
6. In-case of any Tax exemptions, exemption certificate from the concerned Tax Office / Regional Tax Office pertaining particularly to this case may be provided; otherwise, taxes shall be deducted as per Government Policy / Rules
7. Every page of the Bid must be numbered, signed & stamped by the authorized representative.

## **TERMS AND CONDITIONS:**

1. Completion time may be clearly specified. Where completion time shall mean; time consumed execution of required services to the designated location of People's Primary Healthcare Initiative (PPHI) Balochistan, including but not limited to time required for development of Performa/forms and training (if needed) **(Complete delivery as per the schedule of requirements services detailed in the Data-Sheet)**
2. Maximum completion time for the assignment is **90 Days** from the date of work Order.
3. Tenders must be quoted in Pakistani Rupees (PKR).
4. Tax Liability:
  - i. Complete Tax liability is to be borne by the Vendor/individual as per the applicable rate of tax authority.
  - ii. Quoted prices shall be **inclusive of all applicable Taxes with maintaining of %age of GST.**
  - iii. In-case of any Tax exemptions, exemption certificate from the concerned Tax Office / Regional Tax Office pertaining particularly to this case may be provided; otherwise, taxes shall be deducted as per Government Policy / Rules.
  - iv. All tax variations by the Tax Authorities will be borne by the vendor only, there will be no change in contract.
5. Validity of the bid would be at-least **90 Days** (to be specified by the People's Primary Healthcare Initiative (PPHI) BALOCHISTAN/ office) from the date of Tender opening
6. Financial Bids must be accompanied with Bid Security Call Deposit Receipt (CDR) from a scheduled bank @ 2% of quoted bid value favoring the PPHI Balochistan. (CapEX+12-month OpEX)
7. In case of late delivery of supplies, the bidder may be blacklisted and late delivery penalty (Liquidated Damages) shall be imposed at the rate of 0.3% per day (of the value of items delivered late) per day, up to a maximum of 10% of the Contract Value. In case of further delay, PPHI-B reserves the right to cancel its work order and forbid the security deposit along with the penalty cost.
8. Bid Security of successful bidder/s shall be released after 30 days of completion of all deliveries as per work/supply order.
9. Bid Security of unsuccessful bidder/s shall be released within thirty days from the date of award of contract to the successful bidder/s.
10. Tender will be awarded to the lowest quoted bidder of the acceptable quality equipment comply with specs in financial evaluation.
11. PPHI shall not be responsible for any theft or loss during delivery of supplies at required destination.
12. The vendor will be responsible for providing the necessary training to the concerned telehealth paramedic staff regarding the equipment of the telehealth. PPHI-B will not be liable to pay any excess cost of the said training.
13. Payment release is subject to delivery reports duly signed by the following.
  1. **Delivery Endorsement at Head Office:** Procurement Committee & Authorized person from bidder/supplier.
  2. **Commissioning at Sites:** DM Concerned, & Authorized person from bidder/supplier.

14. Payment:

- i. Payment will be released within 30 working days upon complete delivery and installation of the equipment at identified sites.
- ii. Performance Security Bond against warranties / guarantees will be required to be submitted at the time of the release of payment.
- iii. Payment is subject to the satisfactory delivery and Commissioning signoffs of the above-mentioned committees.

**CURRENCY & BID VALIDITY**

- **Pak Rupees & 90 Days**

**DECLARATION BY THE BIDDER**

I solemnly undertake that:

- a. Having read, understood & made myself aware of all the Terms & conditions mentioned in this Bidding Document & the Rules, Regulations & Policies of the Government of Balochistan, governing the procurement & financial matters, **AGREE, ACCEPT & UNDETAKE TO ABIDE BY THE SAME.**
- b. The information provided in this form is correct to the best of my knowledge & in the event of change; details will be provided as soon as possible

Name & Designation \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

Company Stamp. \_\_\_\_\_

**CERTIFICATE ON STAMP PAPER ON WORTH Rs.100/**

1. We hereby confirm that we have read carefully the description of the and all the terms and conditions of your tender enquiry due for opening on \_\_\_\_\_ for the **Tender No PPHI-B/H.O BLN/2026/01/PPHI- T.H/01** as advertised in the tender notice as well as those contained in the bid documents. We agree to abide by all instructions/conditions.
  
2. We hereby confirm to adhere to the delivery period required in the tender enquiry/supply order(s) which would be the essence of the contract and will be binding on us. In case of failure, we agree unconditionally to accept the recovery of liquidated damages on belated supplies and shall have no objection on risk purchase made by PPHI-B to cop up the delayed supply.
  
3. Certified that the price quoted against tender are not more than the trade price or the price charged from any other Government /Autonomous Institution and in case of any discrepancy, the supplier hereby undertakes to refund the price charged in excess when asked to do so.

Name of the bidder \_\_\_\_\_ Signature \_\_\_\_\_

Company Stamp \_\_\_\_\_

*FORM OF  
CONTRACT  
AGREEMENT*

This Agreement of ----- is executed at Quetta, on\_\_\_\_\_.

**BETWEEN**

The People’s Primary Healthcare Initiative, Balochistan through the Chief Executive Officer which expression shall, unless the context requires otherwise, includes its successors-in-office, representatives and assignees (hereinafter referred to as the “**Service**”) of the FIRST PART;

*AND*

M/S.....registered under Sales Tax No.\_\_\_\_\_ and National Income Tax No\_\_\_\_\_ Phone No(s)\_\_\_\_\_ and Fax No\_\_\_\_\_ which expression shall, unless the context requires otherwise, includes its successors-in-interest, executors, administrators, representatives and assignees (hereinafter referred to as the “**Firm**”) of the

SECOND PART.

WHEREAS, the “Service” is competent and responsible for concluding the agreement for the Provisioning of Satellite and Telehealth Equipment for establishment of 150 Telehealth Centers and Integration with Command & Resource Center for the People’s Primary Healthcare Initiative, Balochistan.

WHEREAS, the “Service” invited bids from the firms on \_\_\_\_\_ for the agreement of the supply of Satellite and Telehealth Equipment for establishment of 150 Telehealth Centers and Integration with Command & Resource Center for People’s Primary Healthcare Initiative, Balochistan.

AND WHEREAS, bid of the “Firm has been accepted”.

NOW, THEREFORE, THE PARTIES HAVE ENTERED INTO AN AGREEMENT AGAINST TENDER NO. \_\_\_\_\_ ON THE TERMS AND CONDITIONS STATED HEREIN BELOW:

This Agreement shall be subject to the following:

Description and Rate

Sr. No.	Name of Item	Specifications Make/Model and country of Manufacturer and origin (Complete Details)	Qty (No.)	Unit Price (PKR)	Sale and other taxes (Specify the type and kind of taxes applied (PKR))	Total Cost (PKR)
1						
2						
<b>Grand Total</b>						
<b>Total Price in Words</b>						

- I. Terms and conditions as mentioned in the bidding documents.
- II. All Annexure given in the bidding documents.

(Mr. _____ ) On behalf of Firm	(Mr. _____ ) On behalf of Service
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Witnesses: (1) \_\_\_\_\_

(2) \_\_\_\_\_