General Hospital "Sveti Luka" Smederevo,
Knez Mihajlova St. No. 51, 11300 Smederevo

CLARIFICATION No: 1

to the public procurement: Medical equipment

Publication Ref: RORS9/GHPD Smederevo/TD6

Following the clarification request no. **RORS9/GHPD Smederevo/TD6 of 12th** and **of 18th April** regarding the public procurement no. **RORS9/GHPD Smederevo/TD6 ,** please find bellow the answer of the Contracting Authority:

QUESTION:

1) In Selection and award criteria, under the point 2, "Professional capacity of tenderer", you have requested "*Tenderer is required to have at least 1 permanent contract employees in fields related to this contract".*

We kindly ask you to clarify to us, what do you mean under the "*fields related to this contract*"? Did you meant service engineer who is in charge for the installation and maintenance in warranty and after warranty period, or all employees who will be in charge for this contract (such as Project Manager, Export—import Manager, financial department, service engineers, etc..)?
This also refers to the item 5 of the Tender Form for a Supply Contract; does this mean all the above mentioned staff?

ANSWER:

- Subject of this contract is sale of medical equipment. Tenderer need to have employed at least one person dealing with sales of medical equipment.

QUESTION:

2) In the A. ISTRUCTION TO TENDERERS, under point 3, Participation, there is a whole explanation who has an open participation.

In point 3.2. you have requested the following: "*For the purposes of proving compliance with this rule, tenderers being legal persons, must present the documents required under that country's law."*
Could you please explain what kind of document is it?

ANSWER:

- Registration documents of company/ legal entity

QUESTION:

3) In the A. ISTRUCTION TO TENDERERS, under point 11 Content of tenders, Part 3, documents to be supplied in the free-text format: "*Duly authorized signature: an official document (statutes, power of attorney, notary statement, etc.) proving that the person who signs on behalf of the company, joint venture or consortium is duly authorized to do so".*

If the general manager signs the papers, is it necessary to supply such a document?
Could you please explain what kind of document is this and is it form which is used in Serbia: OP obrazac?

ANSWER:

- In Serbia it is "OP obrazac" form

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QUESTION:

4) In your Bidding Documentation, for lot no. 3 - ULTRASOUND system - 1 unit you requested the following:

Alphanumeric keyboard unit which can be moved under operational panel for efficient space use

This feature is obviously required in order to save some space. But given that some manufacturers have different solutions to solve the problem of space saving, please consider changing your request to have more potential bidders, without changing the required functionality. So, for example, some manufacturers place the alphanumeric keyboard on the touchscreen so that it does not occupy space on the operator panel, and therefore represents a better solution than the one required. Accordingly, we suggest that you modify your request in the bidding documentation in order to get more acceptable offers to the following:

numeric keyboard unit which can be moved under operational panel for efficient space use or on a touchscreen

ANSWER:

- Suggestion in not acceptable. Most of the manufacturers do have keyboard which can be moved under operation panel. Keyboard on touch screen is less convenient solution for users, because of its sensitivity, and it is used only as backup solution.

QUESTION:

5) In your Bidding Documentation, for lot no. 3 - ULTRASOUND system - 1 unit you requested the following:

Continuous Wave Doppler available on linear probe

Continuous Wave Doppler is the technology most used in cardiac examinations as well as ultrasound cardiac examinations. For these examinations, a sector cardiac probe is used. The majority of manufacturers for this reason has no option to use this technology on linear probes. We believe that this request is aimed at favoring the devices of one manufacturer (Hitachi-Aloka, model: Arietta 60),which is contrary to the Law on Public Procurements. In order to enable other potential bidders to participate in the public procurement process, we suggest that you modify your request from the bidding documentation to the following:

Continuous Wave Doppler

ANSWER:

- As ultrasound unit is going to be used in vascular application, we believe this function is important, especially when doctor wants to measure velocities in blood vessels with stenosis, which cannot be done with regular PW Doppler on linear probe. Suggestion in not acceptable.

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QUESTION:

6) In your Bidding Documentation, for lot no. 3 - ULTRASOUND system - 1 unit you requested the following:

Possibility to upgrade system to following advanced features: assessment of liver fibrosis based on elastography, program for early assessment of atherosclerosis and speckle tracking for cardiology examinations

May the need for assessment of liver fibrosis based on elastography be omitted? Bearing in mind that elastography is neither required in the min. technical specification of the requested US device, nor is the support of elastography stated in the requested probes. Therefore, it cannot be concluded from the said technical specification that the device either must have a license for clastography or that one of the probes must support elastography.

ANSWER:

- Because of further plan of developments this feature is mandatory. Unit has to have possibility of upgrade on program for liver fibrosis estimation, and offered convex probe have to support this function.

QUESTION:

7) In your Bidding Documentation, for lot no. 3 - ULTRASOUND system - 1 unit you requested the following:

Minimum depth range selection in B mode from 0.8 to 40cm.

Absolutely every application in the ultrasound diagnostics is performed at a depth of less than 30 cm, as evidenced by the fact that the mentioned depth is held by reputable manufacturers such as Siemens, Samsung .. Therefore, we kindly ask you to modify the request to:

Minimum depth range selection in B mode from l to 30cm.

ANSWER:

- Most of the high end ultrasound machines do have depth range up to 40cm, which is important for hard, obese patients. Suggestion in not acceptable.

QUESTION:

8) In your Bidding Documentation, for lot no. 3 - ULTRASOUND system - 1 unit you requested the following:

Needle emphasis function for better visualization of biopsy needle

We kindly ask you to exclude this requirement from the bidding documentation, taking into account that it does not require a biopsy guide for any transducer and the requirement for the subject characteristic has no use value, but it aims at limiting the competition in the subject procedure.

ANSWER:

- Most of the high end ultrasound machines do have this feature as a standard, and because of further plan of developments this feature is mandatory. Therefore purchaser does not accept potential bidder suggestion.

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QUESTION:
9) In your Bidding Documentation, for lot no. 3 - ULTRASOUND system - 1 unit you requested the following:
Offered probes are manufactured in Single crystal, Multi-Layered Crystal or Matrix technology
We kindly ask the contracting authority to modify this point, since different manufacturers have different production technologies. It is therefore absolutely groundless to insist on a particular type of technology if the required functionality of the subject transducers is absolutely fulfilled.
Therefore, please modify the subject point as follows:
Ultrasound device supports probes manufactured in following technologies: Single crystal or Multi-Layered Crystal or Matrix technology
ANSWER:

- Suggestion is in not acceptable, as it allows to potential bidder not to offer probe manufactured in advanced technology, even if ultrasound device is supporting such probes.

QUESTION:
10) In your Bidding Documentation, for lot no. 3 - ULTRASOUND system - 1 unit you requested the following:
System is compatible with Phased array, TEE, Laparoscopic and Micro convex probes

Is it acceptable for the contracting authority to modify the technical requirement to the following: System is compatible with Phased array, TEE and Micro convex probes
Taking into account that the laparoscopic transducers are listed as optional and not mandatory, whereas they would be defined in min. technical specification as a component of the device that must be delivered, please accept our request all for the purpose of allowing a greater number of acceptable bids. Please note that the technical specification does not state at all that the subject device will be used for surgical purposes where the said option has its purpose.
ANSWER:

- Because of further plan of developments this feature is mandatory. Most of high end ultrasound machines have possibility to connect laparascopic probe. Sugestion is not acceptable.

QUESTION:
11) In your Bidding Documentation, for lot no. 3 - ULTRASOUND system - 1 unit you requested the following:
Min. Reception frequency range 1.0-18.0 MHz
Is it acceptable for the contracting authority to change the subject point to the following: Min. Reception frequency range 2.0-18.0 MHz
The subject modification by I Mhz does not affect the diagnostic quality of the offered supply, and please also note that with the requested transducers you also defined the deviation in the frequency range that is in accordance with the deviation limits of+/- 1 MHz.

ANSWER:

- Frequency range of the system is not in corelation with only one probe. The wider frequency range of the system is, the number of posible application is bigger. Most of the high end ultrasound machines have requested frequency range. Sugestion is not acceptable.

QUESTION:

12) In your Bidding Documentation, for lot no. 3 – ULTRASOUND system – 1 unit you requested the following:
B,M-mode, Color Doppler, Power Doppler, Pulsed Wave Doppler with possibility to display
Doppler Spectrums of two different sample points simultaneously, Triplex mode.
Is it acceptable for the contracting authority to define the subject point as follows: B,M-mode, Color Doppler, Power Doppler, Pulsed Wave Doppler ,Triplex mode. The subject characteristic referring to:
"Pulsed Wave Doppler with possibility to displays Doppler Spectrums of two different sample points simultaneously"
may be met by only one manufacturer, that is Hitachi Aloka with the model Arietta 60, therefore
we kindly ask you to exclude the marked part to allow other renowned manufacturers to participate in the subject procedure.
Once again we kindly ask you to meet our requirements regardimg above mentioned modification , because current technical specification only can meet one manufacturer of ultrasound systems which is Hitachi Atoka with the model Arietta 60.

ANSWER:

- This feature allows more efficient use of ultrasound device, much faster calculations, and comparison of velocity flows from different blood vessels / walls of blood vessel when TDI is applied, or different point in same blood vessel (e.g. Stenosis/normal). For end user is important to have such possibility. Suggestion of potential bidder is not acceptable.

NOTE:
According to market research, more than one model of ultrasound and more than one potential bidder can fulfil tender requirements.