

## Emergency Procurement Procedure - Evaluation Report

**Date:** 30/03/2020

**Acquisition of Goods:** 30 pulmonary ventilators

**Project:** 22057-001\_ Estruturação de subprojetos de infraestrutura social e compras

### 1. Evaluation

Lowest priced most technically acceptable offer. 3 offers received (Annex 2, 3 and 4). 6 suppliers (KTK, Getinge, Hamilton, lifemed, Philips and Medtronic) declined to provide offers or informed they were out of stock.

**Technical evaluation:** Mr. Gustavo Soares from the Rondonia State Health Department (SESAU-RO) was responsible for requesting the quotations and assessing their technical compliance. The 3 offers received are technically compliant.

**Financial evaluation:** The lowest priced offered (by Leistung) presented 120 days of estimated delivery time, and due to the emergency of the coronavirus epidemic outbreak, SESAU-RO requested the purchase of the second cheapest offer (Nortemedica), since the delivery time is shorter.

As the choice of supplier must be determined in order to provide the best way of providing services or supplying material, and considering that the delay in providing such equipment that is essential for maintaining the life of people infected with coronavirus, can have fatal consequences, we suggest the purchase of the 2nd lowest priced equipment, but with shorter delivery time.

#### Financial evaluation:

| Supplier                               | Unit Price BRL   | Unit Price USD   | Total Price BRL     | Total Price USD   | Estimated Delivery Time               |
|--|------------------|------------------|---------------------|-------------------|---------------------------------------|
| Leistung                               | 42.500,00        | 8.233,25         | 1.275.000,00        | 246.997,29        | 120 days                              |
| <b>Nortemedica</b><br>(Magnamed brand) | <b>56.000,00</b> | <b>10.848,50</b> | <b>1.680.000,00</b> | <b>325.455,25</b> | <b>30 days</b><br><b>(30/04/2020)</b> |
| Dani<br>(Mindray brand)                | 85.000,00        | 16.466,48        | 2.550.000,00        | 493.994,58        | 90 - 150 days                         |

Nortemedica will deliver the equipment (INCOTERM DAP), with payment to be made 25% advanced and 75% when delivered.

### 2. Justification of reasonableness of price

#### Comparison with market price of the same product:

We found an offer made in a public bidding, of São Paulo state, that occurred on 09/27/2019, of the same brand and model Ventilator (Magnamed, Fleximag Plus) (Annex 5).

The price offered for one ventilator was **R\$60.950.00** (USD 11.807,18)

|  |   |                                       |             |                  |              |                    |
|--|---|---------------------------------------|-------------|------------------|--------------|--------------------|
| Magnamed<br>Tecnologia<br>Médica S/A<br>FILIAL | 2 | MAGNAMED/<br>MOD.<br>FLEXIMAG<br>PLUS | 60.950,0000 | 26/09/2019 00:00 | Classificada | classificacão item |
|--|---|---------------------------------------|-------------|------------------|--------------|--------------------|

### 3. Background checks:


The following minimum background checks were conducted on the vendor recommended for award, per guidance in the Procurement Manual, Rev. 6, Section 8.10.2:


- Verified the bidder's existence and status; website confirmed: <http://www.nortemedica.com/>
- Verified that the vendor is legally incorporated; vendor Tax ID confirmed as valid on the Finance Ministry website. The company is registered since 2004.
- Verified that vendor is not ineligible as per provisions in Procurement Manual Rev 6, section 3.3, including checking the applicable Ineligibility Lists in UNGM.
- Checked the past performance of the supplier with the beneficiary of this acquisition.

### 4. Award

Based on the written proposals received, and in accordance with the beneficiary's request (Annex 1), **we recommend that the contract be awarded to NORTEMEDICA Comercio e Representações LTDA**

  
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### 4. Additional information:

#### Annexes

- Annex 1 - Letter from SESAU requesting MPT to purchase the equipment offered by Notre Medical
- Annex 2 - Proposal received from Norte Médica
- Annex 3 - Proposal received from Leistung
- Annex 4 - Proposal received from Dani
- Annex 5 - Price offered on 09/27/2019 of the same brand and model Ventilator (Magnamed, Fleximag Plus) in a public bidding of São Paulo state.