

**REQUEST FOR QUOTATION EVALUATION REPORT**

**Emergency Procurement of Personal Protective Equipment for COVID-19 Preparedness**

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**KINGDOM OF ESWATINI**



**NATIONAL DISASTER MANAGEMENT AGENCY**

**PERSONAL PROTECTIVE EQUIPMENT EVALUATION REPORT**

**FOR**

**COVID-19 PREPAREDNESS**

**16 April 2020**

# REQUEST FOR QUOTATION EVALUATION REPORT

## Emergency Procurement of Personal Protective Equipment for COVID-19 Preparedness

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### 1. BACKGROUND

Following the declaration of the State of Emergency by the Prime Minister which invoked Section 29 of the Disaster Management Act 2006, on the Coronavirus pandemic, the National Disaster Management Agency (NDMA) has undertaken procurement of the following Personal Protective equipment for the Ministry of Health requirements. The Committee is seeking authority from the Management Tender Committee to award a contract for the Emergency Procurement of Personal Protective Equipment.

### 2. TENDERING PROCESS

The National Disaster Management Agency invited twenty seven (27) suppliers to quote for the supply of Personal Protective Equipment and requested to return proposals by close of business, Friday 10 April 2020.

Item No	Description of Supplies	Quantity	Unit of Measure	Delivery Timelines	Available Stock at Hand	Unit Price, inclusive of Duties	Total Price
1	Gowns (Long Sleeved, Fluid-repellent disposable gown)	100,000	Each				
2	Disposable Coverall with head cover	100,000	Each				
3	Surgical Scrubs (tops and trousers) disposable	50,000	Each				
4	Surgical Scrubs (tops and trousers) Reusable	10,000	Pair				
5	Face Shields - Eye Protection (Full face)	50,000	Each				
6	Goggles - Eye Protection	20,000	Each				
7	Gumboots (Water resistant knee length )	1,000	Pair				
8	Aprons (Disposable water resistant apron)	100,000	Each				
9	Examination Gloves	30,000	Box				
10	Face Mask (Fluid Resistant) N95 Respirator: Large	5,000	Box				
11	Face Mask (Fluid Resistant) N95 Respirator: Regular	10,000	Each				
12	Face Mask (Fluid Resistant) N95 Respirator: Small	3,000	Box				
13	Surgical Face Masks Tie Back	80 000	Box				
14	Folio Dress Gown: Medium	20,000	Box				
15	Folio Dress Gown: Large	20,000	Box				
16	Sterile Gowns Re-Enforced Barries: Medium	10,000	Each				
17	Sterile Gowns Re-Enforced	15,000	Each				

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	Barries: Large					
18	Sterile Gowns Re-Enforced Barries: Extra Large	20,000	Each			
19	Sterile Gowns Re-Enforced Barries: 2X Large	20,000	Each			
20	Disposable shoe covers	10,000	Pair			
21	Disposable head covers	10,000	Each			

**Table 2. 1 RFQ request sent to tenderers**

Below is the list of companies that were sent the Request for quotations (RFQ)

#	Name	Email	Contact
1	ASD Medical Suppliers	info@asdmedical.com;	2518 4742/ 7602 4040
2	Lingood (Pty)Ltd	<a href="mailto:lingoodltd@gmail.com">lingoodltd@gmail.com</a>	2518 8084
3	Proudly Swazi	<a href="mailto:jason@proudlyswazi.com">jason@proudlyswazi.com</a>	7602 8882
4	MSK Medical	mskmedicalsolutions@gmail.com	7602 9059
5	SLK medical	raven@klkagents.co.za	0027 79 884 6344
6	Senel	nomvuyo@quandoserve.com	784 03293
7	Eswatini Green Gold Products	zmsandlane@gmail.com	76080800
8	TM20 Trading and Projects	mazibuko@dekrm.co.za	0027 73 119 5434
9	Africa Frontshop (pty) ltd	mthunzican@gmail.com	78242576
10	Worldwide Manufacturing network	Michaels.msibi@gmail.com	7608 6718
11	Janssen and Johnson&Johnson	ccountrie@its.jnj.com	0027 72330 3706
12	Theo Brands	theobranding@gmail.com	7691 4035
13	Africa Resources Limited	Mdmawere1@gmail.com	0027 83 269 2874
14	Curix Health	mkuhlase@gmail.com	0027 82 538 5654
15	Dynamic Distributors	themba@dynamiccd.co.sz	76024785
16	Khaya Energy	floyd@mbele.net	
17	Kayosi trading	kayositrading@telcomsa.net	
18		donocare2020@gmail.com	
19	Buka Buhle	bongisipho@icloud.com	
20	Gcamile	gcamileinvestment@gmail.com	
21	Hand of Mercy	Teddyisrael2306@gmail.com	
22		Yogini.singh108@gmail.com	
23	Swazipharm	dave@swazipharm.co.sz	
24	Mediplus P	sollys@mesinv.co.sz	7902 6371
25	Big C Investment	coglin06@gmail.com	7970 7070
26	Shoam Investment	shoamydoc@yahoo.com	0027 83 575 4112
27	Thach Holdings	thaboholdings@yahoo.com	0027 84 014 6154

**Table 1-1: Details of tenderers sent RFQ**

At the closing of the day of the RFQ's, only twenty-one suppliers had submitted their quotations. Of the 21, twelve submitted quotations with samples as requested in the RFQ. Below is the list of suppliers who responded to the request for quotation:

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<b>Comments on Suppliers who submitted quotations</b>		
1.	Africa Resources	Samples were received
2.	Khaya Energy	Samples were received
3.	Swazipharm	Samples were received
4.	Mediplus	Samples were received and they want 100% upfront/orders without payment will not be entertained
5.	Big C Investment	Samples were received
6.	Gcamile	Samples were received
7.	Senel	Samples were received
8.	Eswatini Green gold	Samples were received
9.	Theo	Samples were received
10.	Dynamic Distributors	Samples were received
11.	Lingood	Samples were received
12.	MSK Medical	Samples were received
<b>Suppliers who did not submit samples</b>		
13.	ASD medical	Need an upfront payment then delivery is in 4 weeks Also stated that they will not submit samples
14.	TM 20	No Samples
15.	Curex/Emlek	No Samples and there is also an additional of 8m Emalangeneni which is difficult to account for
16.	Buka Buhle	No Samples
17.	Shoam Investment	No Samples
18.	Thach Holdings	No Samples
19.	Africa front shop	No Samples/goods will be released once paid
20.	Hand of Mercy	No samples
21.	Kayosi trading	No samples

**Table 1-2: Tenderers that responded to RFQ**

### 3. EVALUATION PROCEDURE

#### 3.1. Evaluation Committee

The evaluation committee comprised of the officials listed in the below table was constituted

No.	Name	Position/Department
1.	Mr Bongani Masuku	Principal Secretary Agriculture
2.	Mr. Eric Seyama	Director Early Warning/NDMA
3.	Thabang Masangane	IPC Quality Management Program Focal Person, MH
4.	Dr. Bongiwe Malinga	Public Health Senior Medical Officer, MoH
5.	Themba Motsa	Assistant Director MoH-Central Medical Stores
6.	Dlamini Phesheya	NDMA
7.	Fortunate Bhembe	Deputy Director Pharmaceuticals, MoH-HQ

**Table 3-1: Evaluation Committee**

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### 3.2. Evaluation Criteria

The quotations were evaluated on the basis of the following criteria:

- Stock Availability in Country
- Quality
- Price

### 3.3. Evaluation meeting

The evaluation team met on the 16th April 2020 for the preliminary evaluation of the quotations and Tender Evaluation Team agreed on the following criteria; which were (in the order of importance):

- Quality
- Availability of stock in Country and also (determined by Lead time)
- Price

Understanding the urgency of the required goods, and noting the prevailing market and trading conditions, the Committee considered the risks of qualifying a supplier based on lowest price for a commodity. The committee resolved to spread the risk among a few suppliers per commodity depending of quantity required. This was to ensure that in the event one supplier fails to deliver, supplies would be received from the other alternate suppliers who have the same product. Only those suppliers who submitted their samples were considered and evaluated. Provided samples were examined to ensure quality of PPE and to make sure that suppliers deliver according to sample provided, avoid surprises and delivery of sub-standard goods. . It was agreed that deliveries will be matched with the samples received during adjudicating during receipt of goods at the Central Medicals Stores by the Quality Personnel. Suppliers with stock available in the country and samples that matched the required standards were contacted by the evaluation Team to deliver the available stock immediately because the needs at the facilities were becoming critical.

The Team agreed to award more than one Supplier in the manner that Suppliers with lower prices and shorter lead time were awarded more quantities. The evaluation committee agreed that they won't be giving Purchase Orders or contracts to the suppliers but shall only issue letters of intent to award which shall be valid for the period of days they proposed in their quotations for delivery. This is a strategy which was developed following the fact that orders were raised before through the Ministry of Health Expression of interest which most of them were to be cancelled due to Suppliers failing to deliver.

The team met again on the 17<sup>th</sup> to finalize the adjudication, the evaluation analysis was circulated to the National Resource Mobilization Committee for their review, since the funds were expected to come from their mobilized resources. Mr. Sam Shongwe was made to view the analysis and post it for other members to consider. A go ahead was given on the 18<sup>th</sup> April 2020.

Due to the lack of funds, the committee decided to reduce the quantities required by half to accommodate the available resources. Further awards shall be made once funding is made available.

#### 4. EVALUATION OF QUOTATIONS

The evaluation committee considered all aspects in the evaluation of the submitted quotations and decided to recommend for award of the following quantities as follows:

**Table 4.1: Big C Investments. PO Box 3065 - Manzini**

Description	Pack	Quantity	Price	Total
Gowns (Long Sleeved, fluid-repellent disposable gown)	Each	30.000	220.00	6,600,000.00
Disposable Coverall with head cover	Each	50.000	160.00	8,000,000.00
Face Shields - Eye Protection (Full face)	Each	18.300	114.00	2,086,200.00
Aprons (Disposable water resistant apron)	Each	30.000	7.00	210,000.00
				16'896'200.00

**Table 4-2: Africa Resources, PO Box 3343 - Rivonia (RSA)**

Description	Pack	Quantity	Price	Total
Gowns (Long Sleeved, Fluid-repellent disposable gown)	Each	40.000	195.00	7,800,000.00
Aprons (Disposable water resistant apron)	Each	70.000	2.40	168,000.00
Surgical Face Masks Tie Back	Box	40.000	17.00	680,000.00
Sterile Gowns Re-Enforced Barriers: Medium	Each	5.000	122.00	610,000.00
Sterile Gowns Re-Enforced Barriers: Large	Each	5.000	135.00	675,000.00
Sterile Gowns Re-Enforced Barriers: Extra Large	Each	10.000	145.00	1'450'000.00
Sterile Gowns Re-Enforced Barriers: 2X Large	Each	10.000	159.00	1'590'000.00
TOTAL COST				12'973'000.00

**Table 4-3: MSK Medicals, 45 Mantenga Estate - Lobamba**

Description	Pack	Quantity	Price	Total
Gowns	Each	1200	750.00	900'000.00
Coveralls with Head	Each	3495	750.00	2'621'250.00
N95 Masks	Each	200	200	40,000.00
TOTAL COST				3'561'250.00

**Table 4-4: Senel Investment Holding, PO Box 3276 - Manzini**

Description	Pack	Quantity	Price	Total
Surgical Scrubs (tops and trousers) disposable	Each	15.000	301.87	4'528'050.00
<b>TOTAL COST</b>				<b>4'528'050.00</b>

**Table 4-5: Theo Brands Investments, PO Box 437 - Ezulwini**

Description	Pack	Quantity	Price	Total
Surgical Scrubs (tops and trousers) disposable	Each	10.000	389.99	3'899'900.00
Goggles - Eye Protection	Each	15.000	39.89	598'350.00
<b>TOTAL COST</b>				<b>4'498'250.00</b>

**Table 4-6: Gcamile Investment, PO Box 6533 - Mbabane**

Description	Pack	Quantity	Price	Total
Goggles - Eye Protection	Each	5000	55.00	275,000.00
Disposable shoe covers	Each	5500	4.00	22,000.00
<b>TOTAL COST</b>				<b>297,000.00</b>

**Table 4-7: LinGood Investment, PO Box 1167 - Matsapha**

Description	Pack	Quantity	Price	Total
Face Shields - Eye Protection (Full face)	Each	30000	75.99	2,279,700.00
<b>TOTAL COST</b>				<b>2'279'700.00</b>

**Table 4-8: Dynamic Distributors, PO Box 2309 - Manzini**

Description	Pack	Quantity	Price	Total
White Gumboots (Water resistant knee length )	Pair	1000	104.46	104,460.00
<b>TOTAL COST</b>				<b>104'460.00</b>

**Table 4-9: Swazi Pharm Industries, Matsapha - Eswatini**

Description	Pack	Quantity	Price	Total
Face Shields - Eye Protection (Full face)	Each	1.700	120.98	205,666.00
Examination Gloves	Box	300	115.00	34,500.00
Face Mask (Fluid Resistant) N95 Respirator: Large	Each	5.000	113.27	566,350.00



Face Mask (Fluid Resistant) N95 Respirator: Regular	Each	10.000	113.27	1,132,700.00
Face Mask (Fluid Resistant) N95 Respirator: Small	Each	3.000	113.27	339,810.00
Folio Dress Gown: Medium	Each	400	2,074.79	829,916.00
Disposable shoe covers	Each	45	530.76	23,884.20
Disposable head covers	Each	100	176.92	17,692.00
<b>TOTAL COST</b>				<b>3,150,518.20</b>

**Table 4-10: G. Fox Manufacturers, Matsapha - Eswatini**

		Quantity	Price	Total
Surgical Scrubs (tops and trousers) re-usable	Each	10 000	221.95	2,219,500.00
<b>TOTAL COST</b>				<b>2,219,500.00</b>

## 5. RECOMMENDATIONS

The evaluation committee hereby recommend the award of the above mentioned tender for Personal Protection Equipment as follows:

- i. Award **Big C Investment** the tender valued at **E16'896'200** (Sixteen million eight ninety six thousand two hundred) as per table 1.2 of this evaluation report.
- ii. Award **Africa Resources Limited** the tender valued at **E12'973'000** (Twelve million nine seven three thousand) as per table 1.3 of this evaluation report.
- iii. Award **MSK Medicals** the tender valued at **E3'561'250.00** (Three million five six one thousand two hundred and fifty, as per table 1.4 of this evaluation report.
- iv. Award **Senel Holdings** the tender valued at **E4'528'050.00** (four million five two eight thousand and fifty) as per table 1.5 of this evaluation Report
- v. Award **Theo Brand Investment** the tender valued at **E4'498'250.00** (four million four nine eight thousand two hundred and fifty) as per table 1.6 of this report.
- vi. Award **Gcamile Investment** the tender valued at **E297'000.00** (Two Hundred and ninety seven thousand) as per table 1.7 of this report
- vii. Award **LinGood Investment** the tender valued at **E2'279'700.00** (two million two seven nine thousand seven hundred) as per table 1.8 of this report
- viii. Award **Dynamic Distributors** the tender valued at **E104'460.00** (one hundred and four thousand four hundred and sixty) as per table 1.9 of this report.

- ix. Award **Swazi Pharm Industries** the tender valued at **E3'150'518.20** (three million one five zero thousand five hundred and eighteen, twenty cents) as per table 1.10 above
- x. Award **G Fox Mnufacturers** the tender valued at **E2'219'500.00** (two million two one nine thousand, five hundred) as per table 1.11 above.

APPROVED BY

Chairperson of the Evaluation Committee

Name:.....

Signature:.....