



**SPECIFICATIONS FOR
TENDER #0171-0809
SUPPLY OF BLOOD GAS ANALYZER
FOR WESTERN HEALTH**

CLOSING DATE: 25 February 2008
CLOSING TIME: 11:00 AM (Newfoundland Time)



Invitation to Tender for Blood Gas Analyzer

1.0 General Provisions

1.1 Intent

This invitation to Tender is intended to obtain Blood Gas Analyzer for the Western Regional Integrated Health Authority (Western Health) at the Western Health.

This Tender is concerned with the acquisition of Blood Gas Analyzer for the Western Health with consideration of the following:

- Ongoing service and maintenance support.
- All manuals, documents and initial supplies.
- The right to reproduce any printed materials supplied with the product for the purpose of using the product.
- Training and training manuals.
- Future enhancement availability.

1.1.1 Western Health reserves the right to order additional units at the same price for a period up to and including 31 December 2008.

1.2 Client Background

Western Health was established in 2005 and is responsible for the delivery of Health and Community Services in the Western Region.

1.3 Vendor Response

1.3.1 Vendor's tender must contain an Executive Summary which shall contain:

- a. A brief description of the product being quoted.

b. The name, title and address of the Vendor's representative responsible for the preparation of the Tender.

1.3.2 All prices quoted for goods and services must be specified in Canadian dollars, FOB Western Health. All Tenders will be held to be valid for ninety (90) days following the Tender closing date.

1.3.3 Tenders must be received in full on or before the exact closing time and date indicated. **TENDERS RECEIVED AFTER THAT TIME WILL NOT BE CONSIDERED.**

1.3.4 All costs relating to the work and materials supplied by the Vendor in responding to this Invitation to Tender must be borne by the Vendor.

1.4 **Release of Information**

1.4.1 **While Tender is Open:**

The names of individuals or companies who have picked up the tender documents will **not** be released.

1.4.2 **At Tender Opening:**

Only the names of the bidders will be read out.

1.4.3 **After Tender Opening:**

1. No further information will be released until after the contract is awarded.
2. After award, only the name and bid price of the successful bidder will be made available.
3. Information will be made available for a 90 day period only.

1.4.4 **FYI, Statements that are included as part of our Tender calls:**

While bidders are welcome to attend the public opening, please be advised that it is not our policy to release bid information. Only the names of the bidders will be released.

1.5 Communication During Tendering

- 1.5.1 All communications with Western Health with respect to this invitation to Tender must be directed in writing to the attention of:

Mr. John Piercey
Regional Director, Materiels Management
Western Health
P.O. Box 2005
Corner Brook, Newfoundland
A2H 6J7
Tel: (709) 637-5511
Fax: (709) 634-2649
Email: johnpiercey@westernhealth.nl.ca

- 1.5.2 Western Health may, during the assessment period, request meetings with the Vendors to clarify points in the Tender. No changes by the Vendor will be permitted after the Tender closing date.
- 1.5.3 Faxed Tender responses will be accepted with the condition that the original Tender documents are received at Western Health's Materiels Management Department no later than **Five** working days following the Tender closing date.
- 1.5.4 All bids must be sent in a sealed envelope clearly marked with Tender Name and Number to: Materiels Management Department, Western Health, Western Memorial Regional Hospital, Lower Level, P.O. Box 2005, Corner Brook, NL A2H 6J7.
- 1.5.5 Bids submitted by electronic transmission (e-mail) will not be accepted.
- 1.5.6 Companies submitting fax Tenders are doing so at their own risk and the fax Tender must be at the public opening as specified in the Tender information. This Authority will not be responsible for in-house courier services if companies submit quotations by fax machine. The time stated on the fax Tender will become null and void since it is the responsibility of the company placing the Tender to have their Tender at the public opening, therefore, this Authority will not be responsible for any damages or liabilities.
- 1.5.7 In order to contribute to waste reduction and promote environmental protection, the Western Health will endeavour to acquire goods and services that support these principles, therefore, product(s) quoted should include:

- maximum level of post-consumer waste and/or recyclable content
- minimal packaging
- minimal environmental hazards
- maximum energy efficiency
- potential for recycling
- disposal costs
- must not reduce the quality of the product required or affect the intended use of the product
- must not significantly impact the acquisition cost

1.5.8 Are the quoted price(s) on this tender (where applicable) available to our employees?

Yes No N/A

Administratively the Western Integrated Health Authority will not be involved in ordering, servicing, warranty and payment; the employee(s) would deal directly with the company.

1.6 **Tender Acceptance**

1.6.1 Any acquisitions resultant from this invitation to Tender shall be subject to the Public Tendering Act.

1.6.2 The Tenders shall be opened in the Private Dining Room at The Western Memorial Regional Hospital on the scheduled date and time.

1.6.3 Any Tender may be accepted in whole or in part. The lowest Tender may not necessarily be accepted and Western Health reserves the right to cancel the Tender call. Western Health shall not be held responsible or liable for the payment of any costs that are incurred by the bidder in preparing a Tender in response to this invitation to Tender.

1.7 **Warranty**

The Vendor shall warrant that the product supplied to Western Health shall equal the published specifications.

The Vendor shall provide no less than a 1-year warranty on the system. The Vendor agrees to provide free of charge all parts and labour necessary to repair the system during the first year of operation.

2.0 Product Specifications

Instruments:

- Should have auto-calibration capability.
- Patient barcode capability.
- Display and report only ordered tests results.
- Require small sample volume (210 ul or less for **full panel** in micro sampling mode.)
- Must supply some means of preventing clot introduction into measuring chamber.
- Temperature correction for results.
- Should have ability to maximize the number of analyses when sample volume is limited.
- On board result storage capacity for at least 500 results.
- On board tutorial to assist operation and troubleshooting.
- Remote diagnostics and control capability.
- Ability to use same reagents on different models from vendor preferred.
- Low or no maintenance electrodes.
- Lengthy on board reagent stability and shelf life.
- Electronic QC submission with real time review.
- Visible measurement chamber is preferred for convenient troubleshooting.
- Short analysis time (results available within 140 seconds for full menu of tests).

Annual Volume 5635 patient samples (including 3 levels of external controls run 0800-1600 and 2 levels run on 1600-2400, and 2400-0800 shifts)

Primary Blood Gas Analyzer

Primary Blood Gas Instrument capable of doing the following tests:

- pH
- pCO₂
- pO₂
- Glucose
- Na
- K
- Cl
- Full Cooximetry
 - Hb
 - HbO₂/HbO₂, SAT
 - HbCO
 - MetHb
 - including Bilirubin (Must have measured bilirubin)
- Full array of calculated parameters including bicarbonate and base excess

Backup Blood Gas Analyzer

Backup Blood Gas Instrument capable of doing the following tests:

- pH
- pCO₂

- pO₂
- Full Cooximetry
 - Hb
 - HbO₂/HbO₂, SAT
 - HbCO
 - MetHb
- Full array of calculated parameters including bicarbonate and base excess

Parameters:

- automatic calibration
- sample type: whole blood from syringe, test tube or capillary.
- Sample volume: 35 ul (injection or aspiration)
- UL, CSA approved.

Specifications for performance of all analyzers:

	Dynamic Range
PH	6.50-8.00
pCO ₂	5-150 mm/Hg
PO ₂	0-750 mm/Hg
Glucose	0.2-40 mmol/L
Na	80-250 mmol/L
K	1-15 mmol/L
Cl	60-200 mmol/L
Bilirubin	0-1000 µmol/L (measured)
Measured SO ₂ %	0-100
Measured Total Hb	40-240

Data Management Package:

Western Health also requests quotes for the supply of a data/instrument management package designed for data management of the above blood gas analyzers and preferably the ability to interface other point of care devices. Quotes must include all costs related to the implementation (computers, network requirements, hubs, UPS, etc).

Software should:

- Be Windows-based.
- Monitor instrument status and performance, and reagent levels,
- Have ability to control analyzer functions remotely.
- Monitor status without interrupting analysis.
- Maintain Quality Control history and generate graphical reports.
- Forward all alert messages to main terminal.
- Permit interface with other POC devices preferred (list requirements and/or limitations including cost of interfaces).
- Generate reports based on utilization by location, date and time, operator or analyzer.
- Allow multilevel access to analyzer functions.
- Have back up and archival ability.
- Provide selective application of Westgard rules.
- Provide ability to add comments to results.
- Provide cumulative patient reports.
- Have configurable output.
- Have ability to generate statistical data reports.
- Generate accession numbers and order in Meditech (preferred).
- Be upgradeable to wireless (preferred).

General Tender Specifications:

1. Western Health reserves the right to select or reject individual or any combinations of quotes on the various packages listed above.
2. Western Health reserves the right to award tenders on what it considers best suits its needs based on, but not limited to:
 - a. Range of products
 - b. Quality of products
 - c. Technical compliance
 - d. Cost of products
 - e. Various options offered
 - f. Documentation of products
 - g. Vendor reputation and past experience
 - h. Value added items

General Tender Specifications: (cont'd)

3. All Quotes must include costs related to:
 - a. Instruments
 - b. Reagents and Calibrators
 - c. Consumables and Expendables
 - d. Backup Instruments
 - e. Service for all instruments for the duration of the contract
 - f. All other items required to produce a reportable result, excluding quality

controls

- g. Service and operator manuals for the instruments at Western Health.
4. The lowest priced or any tender may not necessarily be accepted.
5. The tender proposals shall be valid for 120 days after closing date.
6. Final tender awards will be subject to satisfactory 120-day evaluation.
7. All instruments must be CSA approved.
8. All procedures must have the required regulatory approvals from FDA and/or Health Canada.
9. Instruments must be compatible with our physical plant without major renovations.
10. All instruments must be interfascable to the Hospital Information System, which is Meditech, including barcode symbology and labels. Cost of interfaces must be included in the quotes.
11. Software upgrades and updates must be provided free of charge and available to Western Health immediately after release.
12. The supplier must provide support for troubleshooting and software upgrading, etc.
13. Telephone consultation must be available 24 hours a day.
14. Response time for on-site service must be next business day.
15. At the discretion of Western Health, if any instrument experiences four or more mechanical, analytical, or software failures resulting in down time in excess of 24 hours each time, that instrument must be replaced by a new instrument subject to the same conditions as the original contract.
16. All costs for parts (including all moving parts, such as probes), labor, travel, and accommodation associated with the maintenance or service will be at the expense of the supplier for the duration of the contract period.

General Tender Specifications: (cont'd)

17. The final preventative maintenance check during the warranty period will provide a complete overhaul of the instrument(s). At this time, the instrument(s) will meet the specifications required at the time of installation. For the duration of the contract, the instrument(s) shall be maintained by the supplier at a level satisfactory to Western Health.

18. The supplier must guarantee service parts availability for at least 3 years after expiration of the contract.
19. Supplier must provide a copy of the latest evaluations for the last three quarters for each test as supplied with CAP or other certified agency.
20. Western Health shall be provided with all product alerts or recalls issued against the product(s) or instrument(s) for the duration of the contract.
21. Supplier must provide Training to all staff.
22. If advanced training is available, the supplier will be responsible to train two (2) operators. If training location is performed off site, costs of training, including travel, accommodation and meals, must be indicated and included in the quote.
23. The vendor must supply, at no cost, reagents and consumables for evaluation purposes after the instrument has been installed to specifications.
24. Vendor must supply a list of 3 users (preferably Canadian).
25. All prices to be F.O.B. to specified receiving dock of Western Health and must include extra costs for heated or cooled shipping. F.O.B. shipping point to hospital facility receiving:
26. The cost of other supplies, if required, must be identified in the quote.
27. All volumes/test numbers are estimates only, based on past experience and projected future usage. Western Health is not committed to purchase the exact amounts as stated. Increased volumes of tests ($\geq 30\%$) will entitle Western Health for greater price concessions for the remainder of the contract duration.

General Tender Specifications: (cont'd)

28. The supplier must provide a breakdown of the costs per test. Breakdown will include: (a) cost per test and (b) the cost per reportable test, including reagents, calibrators, consumables, and all supplies required to provide a final test result.
29. All prices must be fixed and not subject to currency fluctuations for the duration of the contract.
30. Given the large volume of business associated with this contract, Western Health will be given price concessions that ensure that if any other hospital or health care board receives lower pricing, the same offer must be made available to Western Health.

31. If, during the contract, the cost of reagents and/or consumables becomes significantly lower to the vendor, Western Health will be given the right to renegotiate terms of the contract to reflect the lower cost.
32. The supplier must upgrade the current equipment to reflect any improvements or new developments that become available during the life of the contract at no additional charge.
33. New Technology Clause
New technology may be defined as any product or innovation, which is not offered at the time of the contract signing. Should new technology relating to the testing procedures become available, Western Health shall have the right to evaluate it. If after evaluation, Western Health wishes to avail of this new technology, the supplier will be given a reasonable period of time, at the discretion of Western Health, to make this technology available. Western Health reserves the option to upgrade.
34. The length of this contract shall be 6 years with possible extension to be exercised at the discretion of Western Health.
35. Value added option – List any other value added benefits or services Western Health may expect to receive as a result of this contract being awarded.
36. List any available option you can provide to enhance this contract.

Medical Device License Number for the product tendered _____

3.0 **Presentation / Training / Service**

3.1 **Presentation**

A presentation of the Tender and / or a demonstration of the product / system shall be provided, if requested, at the Vendor's expense.

3.2 **Training**

The Vendor shall provide on-site training to staff in the use of the **Blood Gas Analyzer**. All costs associated with this training shall be included in the total Tender price. The length of such training shall be what is reasonably required to train the users of the equipment and shall be documented.

The Vendor shall provide **optional pricing** for the following training intended to train Facilities staff on the complete operation and

maintenance of the **Blood Gas Analyzer**. Furthermore, the Vendor is to specify cost to implement training option and a detailed description of what each option entails. The requested training options are as follows:

Option 1 To provide training for one in-house maintenance staff, equivalent to the training provided to the Vendor's own technical maintenance staff, and at the level that would permit the in-house staff to service the **Blood Gas Analyzer** with minimal technical support. The cost of this training shall include any necessary training tools/materials, travel, accommodation, food and tuition. Please provide unit pricing for additional staff.

3.3 **Service**

3.3.1 The Vendor shall confirm in writing that Parts and Labour will be available for the quoted system for not less than nine (9) years after the warranty period.

3.3.2 The Vendor shall provide as an option, pricing for a one-year Service Contract including all parts and labour.

3.3.3 The Vendor shall provide all Service and Parts manuals required to service the equipment.

3.3.4 The Vendor shall agree to provide factory training for One in-house Biomedical Technologist, employed by Western Health, for the purpose of maintaining the **Blood Gas Analyzer**. Such training shall be equal to the training provided to the Vendors own service staff. All costs associated with this training, including travel, accommodations, meals and tuition shall be included in the Tender price.

4.0 **Product History and Vendor Reputation**

4.1 The Vendor shall provide a list of three (3) organizations where a similar Unit has been installed. Include a contact person for each organization.

5.0 **Financial Considerations**

5.1 All applicable taxes shall be indicated in the Tender.

5.2 The cost for installation, initial set-up and programming shall be included in the Tender price.

5.3 All costs for training shall be included in the Tender. This includes any travel, meals and accommodation.

5.4 **Terms of Payment**

The Authority agrees to pay the full invoiced amount within 30 days following acceptance of the installed system by Western Health. Acceptance testing will be completed within 30 days following the complete installation of the system.

6.0 Vendor Confirmation (please sign)

I confirm that our Tender meets or exceeds the specifications detailed in this invitation to Tender. I also confirm that all specifications are included in the quoted price. Any items that are optional are noted accordingly.

Signed _____

Title _____

Company Name _____

Address _____

Phone _____

Tender Price \$ _____ **Tax Extra** Yes _____ No _____

TENDER CHECKLIST

TENDER #0171-0809

DID YOU INCLUDE

- HAS TENDER SUBMISSION BEEN SIGNED Yes No
- COPY OF REQUIRED TENDER DOCUMENTS Yes No
- COPY OF BROCHURES (IF REQUESTED) Yes No
- COPY OF WCB LETTER OF GOOD STANDING (IF REQUIRED) Yes No

COPY OF PROOF OF INSURANCE (IF REQUIRED)

Yes No

AMOUNT OF TAX NOTED ON REQUEST FOR QUOTATION FORM

Yes No

OPTIONAL PRICING FOR TRAINING INCLUDED

Yes No

NOTE: TENDER RESPONSES MAY BE REJECTED IF YOU ANSWER “NO” TO ANY OF THE ABOVE QUESTIONS.