

MURANG'A COUNTY GOVERNMENT



P.O. BOX 52-10200, MURANG'A KENYA.
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EXPRESSION OF INTEREST (EOI): PROVISION OF AUTOMATED MEDICAL DEVICE MONITORING SOLUTIONS TO MURANG'A COUNTY

TENDER NO: MCG/EOI/004/2023-2024

**TENDER CLOSING DATE: 23RD APRIL 2024 AT 10.00 A.M. EAST AFRICA
TIME**

INVITATION TO TENDER

MCG/EOI/004/2023-2024 - EXPRESSION OF INTEREST (EOI): PROVISION OF AUTOMATED MEDICAL DEVICE MONITORING SOLUTIONS TO MURANG'A COUNTY

Invitation:

The Murang'a County Government is seeking expressions of interest from qualified and experienced vendors specializing in automated medical device monitoring solutions. The objective of this project is to enhance the efficiency and effectiveness of medical device management across the county's public healthcare facilities, thereby ensuring optimal device uptime and improving health outcomes for our citizens.

Project Scope

Based on vendors understanding of the expected medical equipment at each KEPH level, vendors should provide a list of medical devices that seamlessly integrate with their automated medical device monitoring solution. This list should be per level of care. The automated medical device monitoring solution will be implemented for the applicable medical equipment at the sites listed below.

Serial	Facility Name	KEPH LEVEL
1.	Murang'a County Referral Hospital	5
2.	Maragua Subcounty Hospital	4
3.	Muriranjas Subcounty Hospital	4
4.	Kigumo Subcounty Hospital	4
5.	Kandara Subcounty Hospitals	4
6.	Kenneth Matiba Eye & Dental Hospital	4
7.	Kangema Subcounty Hospital	4
8.	Kirwara Subcounty Hospital	4

1. Services Required:

The selected vendor will be required to provide the following services:

1.1. Automated Medical Device Data Collection:

The vendor's solution should automatically collect, analyze, and share functional status data for medical devices. This automated data collection process should significantly reduce monitoring challenges and associated costs, ensuring efficient and effective management of medical devices.

1.2. Real-time Monitoring:

The vendor solution must offer real-time information on device usage, enabling data-driven decision-making to improve maintenance efficiency and resource allocation. This real-time monitoring capability should ensure timely intervention and optimization of device utilization across healthcare facilities.

1.3. Plug-and-Play Installation:

The vendor's solution must offer seamless integration with medical devices, facilitating quick and easy installation without disrupting existing workflows. The plug-and-play installation feature should ensure minimal downtime and a smooth transition to the new monitoring system.

1.4. User-Friendly Dashboard:

The vendor should provide a web-based dashboard offering comprehensive access to utilization insights, device usage patterns, maintenance needs, and alerts for hazardous environmental conditions. This user-friendly dashboard should empower users with actionable information, facilitating informed decision-making and proactive management of medical devices.

2. Key Deliverables:

2.1. Automated Device Monitoring System Implementation:

Implementation of an automated device monitoring system across all designated healthcare facilities within the Murang'a County public health network.

2.2. Integrated Dashboard with Key Features:

2.2.1. Accessible Anytime: Users will be able to access data from any browser, ensuring convenient monitoring from anywhere, facilitating seamless access to critical information.

2.2.2. Usage Patterns Reports: The dashboard will generate comprehensive reports on device usage patterns, allowing for the identification of trends and anomalies. These reports will enable proactive intervention to optimize device utilization.

2.2.3. Maintenance Notifications: Users will receive timely notifications by email, SMS or other alert methods of potential maintenance needs, facilitating proactive interventions to prevent downtime and ensure continuous device functionality.

2.2.4. Environmental Alerts: The system will alert users to hazardous environmental conditions that may affect device functionality, enabling swift response measures to safeguard equipment and maintain operational integrity.

3. Training and Capacity Building:

Provision of training materials and sessions for relevant county staff on the operation and management of the monitoring system. This will ensure that personnel are equipped with the necessary skills to effectively utilize the system.

4. Ongoing Technical Support and Maintenance:

Timely provision of technical support and maintenance services as per agreed service level agreements (SLAs), ensuring the continuous functionality and performance optimization of the monitoring system.

5. Financial Proposal:

While indicative and not binding at this stage, the vendor is invited to share a financial proposal along the following guidelines.

5.1. The county intends to procure the solution by direct purchase with a warranty period of two years for the devices and a maintenance SLA with the vendor for 5 years.

5.2. Vendors should clearly outline any additional costs or fees that may be incurred, such as setup fees, sensitization campaigns, or training expenses.

5.3. Proposals should include proposed payment terms, including invoicing frequency and payment schedule.

5.4. Vendors may propose performance-based payment incentives tied to key performance indicators (KPIs) or milestones achieved during the contract period.

6. Eligibility Criteria for Bidders - Murang'a County Automated Medical Device Monitoring Project:

6.1. Vendors must demonstrate previous experience in developing and implementing automated device monitoring solutions specifically tailored for healthcare settings.

6.2. Technical proficiency in integrating monitoring systems with various medical devices and existing healthcare infrastructure.

6.3. The vendor's track record should showcase successful project completions within healthcare environments, meeting designated timelines and budgetary constraints.

6.4. Availability of personnel with relevant qualifications and certifications in the field of healthcare technology and monitoring systems

6.5. In the event of a joint venture (JV), the JV shall nominate a Representative who shall have the authority to conduct all business for and on behalf of any and all the members of the JV during the Tendering process. The maximum number of members of a JV shall be 3.

- 6.6. Should not have been blacklisted or debarred from participating in tenders by any National/ State Government agencies or autonomous bodies or Institutions.
- 6.7. In case of non-Kenyan entities, they should not have been named in any sanction from any nation, nor should they have been found guilty under various anti- corruption/ anti-malpractice laws worldwide.

7. Qualification of Bidders

The Expression of Interest (EOI) MUST be accompanied by certified copies of the following documents in the English for individual organizations and all subcontractors where applicable:

- I. Copies of certificate of incorporation/ business registration
- II. Attach a copy of CR12 not old than 6 months from the date of invitation to tender or CR13 for Partnership or Proprietor IDs for Sole Proprietors
- III. Copies of PIN and Tax compliance certificates OR equivalent
- IV. Valid Business Permits.
- V. Submit the balance sheet to demonstrate the soundness of the bidder or the bidder's holding company and provide a letter from a bank or financing institution or, Private Equity or Venture Capital Fund to show the financial capacity and capability to undertake this project. The Funding capacity should be sufficient to procure the equipment, Manpower and operational expenses required to provide county wide services in all county facilities. The funding requirement should also be in line with the equipment required to provide the services the bidder is quoting.
- VI. A copy of the company profile.
- VII. Human Resource capability to undertake the project.
- VIII. Experience in developing and operating similar projects (all list of such projects and locations)
- IX. References and client testimonials attesting to its activities in the medical equipment leasing industry.
- X. Technical documentation of the proposed equipment technologies

Shortlisting of bidders for subsequent processes shall be based on the above information.

8. Clarifications

Interested parties may request clarifications seven (7) days before the EOI submission date in writing. The Employer will only respond to request(s) for clarification received in writing. Written copies of the Employer's response (including any explanation of the query but without identifying the source of the inquiry) will be sent out to all prospective bidders.

9. How to Express Interest:

The EOI shall be submitted in sealed envelopes marked "EXPRESSION OF INTEREST FOR THE PROVISION OF AUTOMATED MEDICAL DEVICE MONITORING SOLUTIONS TO MURANG'A COUNTY" addressed to;

The County Secretary
Murang'a County Government
P.O Box 52-10200
Murang'a, Kenya

10. Deadline for Submission:

Expressions of interest should be submitted on or before **Tuesday, 23rd April 2024 at 10.00 a.m.**

Completed EOI documents are to be enclosed in plain sealed envelopes (**original**) marked with tender name and reference number and deposited in the tender box on or before **23rd April, 2024 at 10.00 a.m.** {East Africa Time (Nairobi, Kenya Time)}.”

Bidders or their representatives who wish to attend the opening are invited.

Murang'a County Government reserves the right to accept or reject any or all applications. Only successful prequalified firms will be invited to the next stage of Request for Proposal (RFP).