



POF 1262-A
(INDIGENOUS SUPPLIES)

**Government of Pakistan
PAKISTAN ORDNANCE FACTORIES
TENDER ENQUIRY
(Therapeutic Goods / Pharmaceuticals)**

To

M/s

Dear Sirs,

Reference : TENDER ENQUIRY NO. 0003/HOSP/LP/55/MEDICINES

DATED 26-08-2025

You are requested to submit sealed quotations for the item(s) noted in the Schedule to the Tender. Offer should be sent duly sealed in a single stage two envelopes. Fax offer received before opening of Tender is acceptable. Please note the following instructions for filling the tender:-

1. SUBMISSION OF TENDER

- 1.1 Tenders will be opened at 12:00 hours on 18-09-2025 in Bid Centre adjacent to Rabita Hall POF Wah Cantt. Quotation must be submitted electronically on www.ebidding.pof.gov.pk (otherwise offer will not even be entertained) as well as in hard form (duly sealed in envelopes) before 30 minutes of opening time. The tender received late will not be entertained. You may witness the opening of the tender if you so desire. If a representative is deputed, he should bring a letter of authority from you.
- 1.2 Only one tender should be included in one envelope. The outside of the envelope should be inscribed with:-

Tender Enquiry No: 0003/HOSP/LP/55/MEDICINES **DT.** 26-08-2025
Tender to be opened on: 18-09-2025
Address as follows:-

(www.ebidding.pof.gov.pk) BID CENTER
ADJACENT TO RABITA HALL
POFs, WAH CANTT.

- 1.3 If envelope does not indicate reference of T.E or received late the same may be returned un-opened.

2. GENERAL INSTRUCTIONS REGARDING PREPARATION OF QUOTATIONS (THERAPEUTIC GOODS)

- 2.1 For MEDICINES, the prices should be filled in column 6 and delivery date in relevant column of the schedule to this Tender Enquiry. The undertaking should be signed at the bottom of the Schedule which shall form the Quotation. You may use a separate sheet if necessary.
- 2.2 For MEDICINES, the bid shall comprise a single package containing two separate envelopes. Each envelope shall contain separately the Technical offer and the Commercial offer:-
- Part I "Technical Offer":** It should exclusively give technical details and literatures/brochures of the MEDICINES; validity date; delivery schedule;

and signed undertaking given on the schedule to this Tender Enquiry. It must not indicate price, costs etc.

Part II "Commercial Offer": It should indicate the commercial terms e.g. price, terms of payment, mode of payment, mode of supply.

Each part should be placed in a separate sealed cover. The envelopes should be inscribed with Part I "Technical Quotation without Price" and Part II "Commercial Quotation with Price".

2.3 The technical quotation must remain valid for, at least 90 days from the date of opening of tenders.

2.4 The quotation should hold good for any reduced or enhanced quantities without notice.

2.5 In the event of non-acceptance of offer, intimation may be given to the tenders on their request.

2.6 Conditional offers or alternative offers are likely to be ignored.

2.7 Quotations should be based on:-

F.O.R. station of despatch basis, i.e. delivered free on rail, inclusive of packing and forwarding charges. The stores will be booked under Military Credit Note, to be provided by the purchaser.

Free delivery at POF's hospital at **WAH CANTT**

In this case Octroi duty if any, will be payable by the supplier.

2.8 Taxes and Duties etc. where applicable, must be shown separately, quoting references to Registration No. in cases of Sales Tax and relevant authority in the case of others. Offers without these clarifications and inclusive of Taxes and Duties may be ignored.

2.9 Taxes and duties levied on or after Tender opening date or on or after the date offer was signed and despatched will be allowed to include in the offered rates.

2.10 "Suppliers will furnish a certificate, issued by Excise & Taxation deptt., that he has cleared all Professional Tax payable by him" offers received without this certificate will be rejected.

2.11 If the requisite information is not furnished on the T.E forms or offer received is not conformity with the requirement of T.E such offer shall be ignored.

2.12 The supplier will render necessary information regarding hazardous effects on environment of the material/products supplied by them, in their quotations and shipping/despatch documents.

3. INSPECTION

3.1 Supplies shall be subject to the inspection and acceptance by the competent inspection authority nominated by the Purchaser, who will arrange it at his own cost. Inspection facilities such as tools, test equipment, instruments etc will, however, be provided by the Suppliers in accordance with the relevant specifications.

3.2 Where considered necessary by the Purchaser, the stores may be obtained on Warranty/Guarantee subject to inspection on receipt. Rejected stores will be removed and replaced with the acceptable stores by the Supplier at his own expense, within a specified time.

4. TENDER FEE

The tender must be accompanied with a non-refundable tender fee Rs 500/- by means of a crossed postal order / pay order in favour of: **Director Admin POF WAH CANTT.**

4.1 TENDER SAMPLE

Where required, offer must accompany tender sample., strictly according to the description and specification given in Tender Enquiry. Offer not accompanied by tender sample will NOT be entertained excepting the established and reputable firms who have either previously satisfactorily supplied the same or similar stores or have submitted an acceptable sample thereof against previous T.E.

5. BID MONEY

Bid Money as per following detail, should accompany the tender in the shape of Deposit at Call Receipt / Pay Order / Banker's Cheque, from a scheduled Bank drawn in favour of:- **DY COMMANDANT POF HOSPITAL WAH CANTT.**

- 5.1 Registered / indexed firms incl foreign firms - 2% of quoted value subject to max ceiling of Rs. 0.50 M.
- 5.2 Registered / un-indexed firms incl foreign firms - 03% of quoted value subject to max ceiling of Rs. 0.75 M.
- 5.3 Unregistered Firms incl foreign firms - 5% of quoted value subject to max ceiling of Rs. 1.00 M.
- 5.4 Govt. organization/ production units/state owned enterprises/ welfare projects of Svcs HQ - Rs. 0.50 M.
- 5.5 Earnest money will be returned to un successful (less first three lowest quote firms) bidders on opening of commercial offer.
- 5.6 Earnest / bid money will be returned to successful bidder on submission of unconditional BG.

6. ACCEPTANCE OF OFFERS.

6.1 POF Hospital may reject all bids or proposals at any time period to the acceptance of the bid or proposals, but is not required to justify grounds for its rejection. POF shall incur no liability towards suppliers or contractors who have submitted bids or proposals.

6.2 PERFORMANCE BOND

- (a) The successful bidders shall provide performance bond at the rate of upto 10% of the total value of contract, in the form of Deposit At Call Receipt from a scheduled Bank within 07 working days from issuance of LOI strictly. The performance Bond will be in favour of CMA(POF) Wah Cantt. It will be returned on satisfactory completion of contract.
- (b) If the Supplier fails to furnish the Performance Bond within the specified time, such failure will constitute a breach of the contract and the Purchaser shall be entitled to make other arrangements for purchase of the stores at the risk and expense of the Supplier.

6.3 **Performance Bond** from State owned organizations may be waived off at the discretion of the Purchaser.

6.4 **FAILURE TO SUPPLY THE STORES**

All deliveries must be completed by the specified date. In case of failure to deliver the stores within the scheduled time should have arisen from "Force Majeure", which the purchaser may admit as reasonable ground for further time, he will allow such additional time as he may consider to have been required by the circumstances of the case. Otherwise, he will be entitled, at his discretion, to cancel the contract; and/or claim liquidated damages upto 2% but not less than 1% of the contract price of the items and their quantities for each and every month or part of a month, beyond the specified delivery date, during which these may not be delivered, subject to a maximum of 10% of the total contract value of the particular stores which remained unsupplied either in part or in full; or, to purchase, from elsewhere, the unsupplied stores at the risk and cost of the supplier.

6.5 **PAYMENT**

Payment will be made by the CMA(POF) through crossed cheques on receipt/ acceptance of stores on our prescribed bill form supported by receipt voucher on part/full supply basis.

(a) Payment of duties/Taxes including professional tax (where applicable) must be supported by proof of having paid these to concerned Govt. Taxation Deptt.

7. **SECURITY OF INFORMATION**

The tenderer and his employees must not communicate any information relating to the sale/purchase of stores under this enquiry to any person other than the manufacturer or to any press or agent not authorised in writing by POFs to receive it.

Please return the Schedule to the Tender duly signed by the specified date, alongwith the specifications, drawings etc. if any, enclosed herewith - if you are unable to quote.

WARNING In case the firm abstain from making offers or fail to return/ acknowledge the tender form by the specified date on three consecutive occasions, no further tender enquiry may be issued to them and their names would liable to be removed from the approved list.

Yours faithfully

LT COL SALMAN HYAT KHAN

DY. COMMANDANT

for PAKISTAN ORDNANCE FACTORIES

PAKISTAN ORDNANCE FACTORIES

SCHEDULE TO TENDER NO. 0003/HOSP/LP/55/MEDICINES

26-AUG-25**(1) FOR MATERIALS**

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
Item No.	Description with Specs. etc.	Manufacturer	Unit	Qty	Quoted Rate (Rs.)	GST (Rs.)	Total Price (Rs.)
Indent No. 0003/LP/HOSP/55 Dated 14-07-2025							
1	BASAGINE PEN 100 IU/ML (3 ML) INJ/LANTUS SOLOSTAR 100 IU/ML INJ 3 ML PEN Spec: INSULIN	GETZ/SANOFI AVENTIS OR EQUIVALENT	VIAL	2000			
2	HUMULIN 70/30 100 IU/ML INJ 10 ML VIAL/INSUGET INJ 70/30 10 ML VIAL/MIXTARD HM 30 100 IU/ML INJ 10 ML VIAL Spec: INSULIN SOLUBLE 30% + ISOPHANE INSULIN 70% AND HUMAN	ELLI LILLY/GETZ/NOVO NORDISK OR EQUIVALENT	VIAL	30000			
3	LANTUS 100 IU/ML INJ 10 ML VIAL Spec: INSULIN	SANOFI AVENTIS OR EQUIVALENT	VIAL	3000			

GRAND TOTAL (Rs):

(2) For Plant & Machinery:

Specification:-

(3) Special Conditions

- 01 Only one rate should be quoted in local currency i.e, Rs / Unit.
- 02 The delivered medicines/store which are subsequently found un-registered or nearing the expiry date at any stage during the currency of the contract, shall have to be replaced by the supplier at its on expense.
- 03 Quotation must remain valid for 90 days from commercial opening.
- 04 Sample are mandatory required for alternate brands alongwith tech. quotation otherwise offer will not be considered.
- 05 Each delivery challan must bear batch No, Date of manufacture and date of expiry of delivered Store alongwith mandatory information to Purchase Section.
- 06 The supplies must be of fresh manufacture and must possess at least 85% to 90% of the labeled life on receipt by the consignee.
- 07 The supplier will make sure that the medicines/Store are not sub-standard and have prescribed life printed on packing. The medicines shall be delivered in original sealed packing/containers from the manufacturers.
- 08 The delivery is required immediately .The supllier will be bound to supply the store within Delivery Period.
- 09 Brand name must clearly be Mentioned against which the rate is quoted.
- 10 Supplier must assure the quality of items supplied. In case of any complaint from end user, the supplier will replace the item on his own expense.
- 11 Supplier will provide authorized distribution letter of their manufacturer/ importer (notarized copy from related Embassy and rep must generate the original of same at the time of tender opening (Technical)
- 12 Only registered suppliers (with Sales Tax & Income Tax Deptt) who are on Active Taxpayer List (ATL) of FBR are elligible to supply goods/services to Govenment departments.
- 13 Only registered suppliers (with sales tax & income tax deptt) who are on active taxpayer list (ALT) of FBR are elligible to supply goods/services to government departments. If any registered suppliers is not ACTIVE on ATL, his payment will be stopped till the mandatory returns and appearance on ATL of FBR.
- 14 Firm should be registered with SECP (Securities & Exchange Commission of Pakistan) registration certificate be enclosed with T.E documents.

PAKISTAN ORDNANCE FACTORIES

SCHEDULE TO TENDER NO. 0003/HOSP/LP/55/MEDICINES

26-AUG-25

- 15 Tender Received Without Bid Money Will Be Rejected.
- 16 Supplier will provide drug testing certificate of gouted medicines alongwith the tender documents.
- 17 Samples of Therapeutic goods being supplied by the firm may be got tested by procuring agency from any reputable Lab at the expense of the firm at any stage during currency of contract/expiry of medicines, if required .
- 18 Supplier will ensure / provide documentary evidence at the time of payment that stamp duty @ 0.25% of total value of contract have been paid.
- 19 The offers of firms, with poor past performance, will be rejected.
- 20 PPRA Criteria for Technical Evaluation of Bids is attached as Annex-"A".

(4) Undertaking

Should our offer be accepted, we hereby undertake to supply the stores/render the services contracted on the basis of General Conditions of Contract embodied in Form POF 1281, and to deposit the performance bond within the prescribed time, failing which it will constitute a breach of contract, and POF will have the right to purchase the stores/services elsewhere at our risk and cost.

Place _____
Date _____

Signature of the Tenderer _____
Name _____
Position _____
Address _____
Income Tax G.I.R. No _____
Official Stamp _____

**SECTION VI- EVALUATION AND QUALIFICATION CRITERIA
(SAMPLE)**

Sample Qualification and Technical Evaluation criteria

	Parameters	Detail	Total marks	Remarks																					
1	Market experience in quoted items	<table><tr><td>i.</td><td>Above 5 years</td><td>5</td></tr><tr><td>ii.</td><td>3-5 yrs</td><td>3</td></tr><tr><td>iii.</td><td>1-2 yrs</td><td>1</td></tr></table>	i.	Above 5 years	5	ii.	3-5 yrs	3	iii.	1-2 yrs	1	5	In case of authorized supplier, original manufacturer experience shall be attached. Experience less than 1 year are not eligible												
i.	Above 5 years	5																							
ii.	3-5 yrs	3																							
iii.	1-2 yrs	1																							
2	Past performance	<table><tr><td colspan="3">Major institution served</td></tr><tr><td>i.</td><td>Above 10</td><td>10</td></tr><tr><td>ii.</td><td>8 to 10</td><td>8</td></tr><tr><td>iii.</td><td>5 to 7</td><td>6</td></tr><tr><td>iv.</td><td>2 to 4</td><td>4</td></tr><tr><td>v.</td><td>1</td><td>2</td></tr><tr><td>vi.</td><td>No institution served</td><td>0</td></tr></table>	Major institution served			i.	Above 10	10	ii.	8 to 10	8	iii.	5 to 7	6	iv.	2 to 4	4	v.	1	2	vi.	No institution served	0	10	Institution include Government department, hospitals and private hospitals
Major institution served																									
i.	Above 10	10																							
ii.	8 to 10	8																							
iii.	5 to 7	6																							
iv.	2 to 4	4																							
v.	1	2																							
vi.	No institution served	0																							
3	Credibility and certification	<table><tr><td>i.</td><td>Valid GMP certificate</td><td>5</td></tr><tr><td>ii.</td><td>Valid ISO certification</td><td>3</td></tr><tr><td>iii.</td><td>Any other relevant certification</td><td>2</td></tr></table>	i.	Valid GMP certificate	5	ii.	Valid ISO certification	3	iii.	Any other relevant certification	2	10	GMP issued by Drug Regulator Authority of Pakistan is required. Therapeutic goods which are not Registered with DRAP are not eligible.												
i.	Valid GMP certificate	5																							
ii.	Valid ISO certification	3																							
iii.	Any other relevant certification	2																							
4	Financial Status	<table><tr><td>i.</td><td>Last year audited balance sheet</td><td>5</td></tr><tr><td>ii.</td><td>Tax returns last 3 years</td><td>3</td></tr><tr><td>iii.</td><td>Bank certificates about wealth, reputation and liquidity status that bidders have never defaulted</td><td>2</td></tr></table>	i.	Last year audited balance sheet	5	ii.	Tax returns last 3 years	3	iii.	Bank certificates about wealth, reputation and liquidity status that bidders have never defaulted	2	10	Bidder can provide more than one certificate which indicates about bidder's financial wealth, liquidity status, reputation that they have never defaulted in financial transactions and letter												
i.	Last year audited balance sheet	5																							
ii.	Tax returns last 3 years	3																							
iii.	Bank certificates about wealth, reputation and liquidity status that bidders have never defaulted	2																							

				of credits.																								
5	Production capacity	Per day production capacity against the quoted items against total advertised quantity <table><tr><td>i</td><td>1.6-2%</td><td>5</td></tr><tr><td>ii</td><td>1.1-1.5%</td><td>3</td></tr><tr><td>iii</td><td>1%</td><td>2</td></tr><tr><td>iv</td><td>Less</td><td>0</td></tr></table>	i	1.6-2%	5	ii	1.1-1.5%	3	iii	1%	2	iv	Less	0	5													
i	1.6-2%	5																										
ii	1.1-1.5%	3																										
iii	1%	2																										
iv	Less	0																										
6	Product sample	Sample will be examine per following parameters a) Labeling and packing rule 1986 b) Outer packing c) Inner packing d) Physical appearance <table><tr><td>i</td><td>Excellent</td><td>5</td></tr><tr><td>ii</td><td>Good</td><td>3</td></tr><tr><td>iii</td><td>Satisfactory</td><td>2</td></tr><tr><td>iv</td><td>Unsatisfactory</td><td>0</td></tr></table>	i	Excellent	5	ii	Good	3	iii	Satisfactory	2	iv	Unsatisfactory	0	5	Products that 100% comply with the advertised specification shall be considered for evaluation												
i	Excellent	5																										
ii	Good	3																										
iii	Satisfactory	2																										
iv	Unsatisfactory	0																										
7	Technical staff	<table><tr><td>i</td><td>Plant manager</td><td>PHD/ IPHIL</td><td>2</td></tr><tr><td></td><td></td><td>Pharm</td><td>1</td></tr><tr><td>i</td><td>Production manger</td><td>PHD/ IPHIL</td><td>2</td></tr><tr><td></td><td></td><td>2</td><td>1</td></tr><tr><td>i</td><td>Quality assurance manger</td><td>Pharm / MSc hemistry</td><td>1</td></tr><tr><td>i</td><td>Quality control manager</td><td>Pharm / MSc hemistry</td><td>1</td></tr></table>	i	Plant manager	PHD/ IPHIL	2			Pharm	1	i	Production manger	PHD/ IPHIL	2			2	1	i	Quality assurance manger	Pharm / MSc hemistry	1	i	Quality control manager	Pharm / MSc hemistry	1	6	Bidder is required to attach relevant attested degree and appointment letter of the concerned staff
i	Plant manager	PHD/ IPHIL	2																									
		Pharm	1																									
i	Production manger	PHD/ IPHIL	2																									
		2	1																									
i	Quality assurance manger	Pharm / MSc hemistry	1																									
i	Quality control manager	Pharm / MSc hemistry	1																									

8	Bioequiv alence study of the quoted products	Availability of bioequivalence study	3													
9	Ranking of firm	Current ranking according to Sales (pharmaceutical sales index) <table><tr><td>i</td><td>Above 100</td><td>1</td></tr><tr><td>ii</td><td>60-99</td><td>3</td></tr><tr><td>iii</td><td>30-59</td><td>5</td></tr><tr><td>iv</td><td>1-29</td><td>6</td></tr></table>	i	Above 100	1	ii	60-99	3	iii	30-59	5	iv	1-29	6	6	Attach certificate of current ranking
i	Above 100	1														
ii	60-99	3														
iii	30-59	5														
iv	1-29	6														
10	Source of Raw Material	<table><tr><td rowspan="2">i</td><td rowspan="2">Active ingredie nt</td><td>Original Manufac ture/res earch molecule /FDA approve d</td><td>5</td></tr><tr><td>Others</td><td>3</td></tr><tr><td rowspan="2">ii</td><td rowspan="2">Excipient</td><td>Original Manufac ture/res earch molecule /FDA approve d</td><td>5</td></tr><tr><td>Others</td><td>3</td></tr></table>	i	Active ingredie nt	Original Manufac ture/res earch molecule /FDA approve d	5	Others	3	ii	Excipient	Original Manufac ture/res earch molecule /FDA approve d	5	Others	3	10	Attach certificate
i	Active ingredie nt	Original Manufac ture/res earch molecule /FDA approve d			5											
		Others	3													
ii	Excipient	Original Manufac ture/res earch molecule /FDA approve d	5													
		Others	3													
11		Obtained marks=	Total = 70													

Criterion for Technical Evaluation of BIDS

Healthcare facility procurement is distinct from typical industrial acquisition. It is closely tied to human health, adaptable based on various clinical experiences and progress, and quickly disproving prior theories regarding treatment approaches. In Pakistan's limited and depleted resources, forecasting the management of future medical, surgical, and supporting diagnostic tools is exceedingly difficult. Therefore, clinical and diagnostic experts are allowed the most freedom to choose the most economically and technically feasible product from knowledgeable manufacturers and distributors. The Commandant of POF Hospital creates a technical evaluation committee to examine technical proposals. In order to pick the best, most affordable product that is technically acceptable for this institute, a technical criterion (Annex "A") has been established.

Annexure 'A'

1. Criteria for Bidder

a) Compulsory

- i. Drug manufacturing / Drug sale License.
- ii. Affidavit regarding Batch History and Drug Registration.
- iii. Affidavit regarding Drug Testing Laboratory Certificate.
- iv. Good manufacturing Certificate.

b) Ordinary

- i. Past performance of the bidder (last 02 years).
- ii. Credibility and Certification of Manufacturer (ISO etc.).
- iii. Financial status of bidder.
- iv. Sole agent certification/ authorization from manufacturing firm.

2. Criteria for Product

a) Compulsory

- i. Drug registration certificate (DRC) or Provisional Enlistment Certificate (PEC).
- ii. Product experience from DRC.
- iii. Sample specification.
- iv. Valid quality certification of FDA/MNHSRC/WHO/EM/ Valid ISO 13485 Certificate for Medical Devices.

b) Ordinary

- i. Experience of quoted product since last 05 years.
- ii. Local Market Business in Pakistan.
- iii. Market Experience of quoted product.
- iv. Export of quoted product (Foreign principal/manufacturer).

3. Approval of Samples by Technical Scrutiny Committee / End-User and Clinical Experience

Annexure 'A'

1. Criteria for Bidder

a) Compulsory

- i. Drug manufacturing / Drug sale License.
- ii. Affidavit regarding Batch History and Drug Registration.
- iii. Affidavit regarding Drug Testing Laboratory Certificate.
- iv. Good manufacturing Certificate.

b) Ordinary

- i. Past performance of the bidder (last 02 years).
- ii. Credibility and Certification of Manufacturer (ISO etc.).
- iii. Financial status of bidder.
- iv. Sole agent certification/ authorization from manufacturing firm.

2. Criteria for Product

a) Compulsory

- i. Drug registration certificate (DRC) or Provisional Enlistment Certificate (PEC).
- ii. Product experience from DRC.
- iii. Sample specification.
- iv. Valid quality certification of FDA/MNHSRC/WHO/EM/ Valid ISO 13485 Certificate for Medical Devices.

b) Ordinary

- i. Experience of quoted product since last 05 years.
- ii. Local Market Business in Pakistan.
- iii. Market Experience of quoted product.
- iv. Export of quoted product (Foreign principal/manufacturer).

3. Approval of Samples by Technical Scrutiny Committee / End-User and Clinical Experience