



Request For Information

For the Provision of Medical Imaging Equipment to the Kurdistan Regional Government

October 2022

Request for Information (RFI) No.: KRI-RFI-006/22.

Issued: OCTOBER 26th, 2022

Clarifications **AND** Expression of Interest Deadline: NOVEMBER 9th 2022 11:00AM Erbil Time (GMT +3)

Overall Submission Deadline: NOVEMBER 30th, 2022 11:00 AM Erbil Time (GMT +3)

Address Inquiries to RFI Contact:

Khaleel Hadoo

Category Lead

Major Contracts Unit

Email: tenders@pmo.gov.krd



1. INTRODUCTION

The Major Contracts Unit (MCU) sits within the Prime Minister's Office (PMO) of the Kurdistan Regional Government (KRG). The MCU has a mandate and the capability to conduct procurement practices for common goods and services on behalf of all government entities as well as manage significant government contracts. The office is located in Erbil.

The MCU works in conjunction with the Ministry of Health (MoH), also based in Erbil, on large healthcare contracts. A comprehensive profile of the MoH's work and mission can be found at <https://gov.krd/moh-en/>.

2. DEFINITIONS SUMMARY

MCU	Major Contracts Unit
MoH	Ministry of Health
PMO	Prime Minister's Office
KRG	Kurdistan Regional Government
KRI	Kurdistan Region of Iraq
RFI	Request for Information
RFP	Request for Proposal
MDI	Medical Diagnostic Imaging
Regulation #2	Kurdistan's national procurement law

3. PURPOSE

The purpose of this RFI is to seek information from the Industry on its ability to provide public hospitals in the KRI with medical diagnostic imaging (MDI) equipment, as well as the corresponding maintenance and training for such equipment. **Annex A** contains an Expression of Interest form, used to confirm a company's intent to respond to this RFI. **Annex B** outlines the MCU's required feedback questions and is the primary information sought by the MCU at this stage.

With this RFI, the MCU and MoH hope to gain feedback, innovative ideas and solutions from



the Industry on how best to procure, install, maintain and manage its MDI equipment. The RFI's ultimate goal is to improve patient access to effective diagnostic capabilities within the country's public health sector.

Although the MCU has been conducting secondary research on the available options in the marketplace, this RFI represents an opportunity to learn in greater detail about the capabilities of different solutions available from the Industry. The result of the research conducted through this RFI will support the development of the requirements for a potential subsequent public procurement process.

4. BACKGROUND/CURRENT STATE

Currently, a majority of Kurdistan's MDI equipment is beyond its 10-year useful lifespan, which generates higher maintenance costs and leads to less effective patient care. Additionally, the volume of MDI services is insufficient to meet patient needs and is below the global average in relation to population size.

The project's primary goal is to improve the provision of MDI services in the KRI. In order to achieve this, the KRI seeks to increase the number of new machines available to patients by replacing the assets which are out-of-date through public-private partnerships (PPPs), as well as create effective maintenance contracts to minimise machine downtime.

5. REQUIREMENTS

The MCU and MoH have developed the following initial direction of the scope and the technical requirements:

In Scope of Work:

At minimum, any considered contract must deliver the following:

- Provision, instalment and commissioning of the following MDI devices, in line with quality standards, to public hospitals in Kurdistan:
 - CT machines
 - MRI machines
 - CathLabs
- Maintenance capabilities, including preventive maintenance and spare-part provision.
- Asset management capabilities such as record-keeping of machine usage and breakdown.



Out of Scope of Work:

There are several aspects of the MDI market within the KRG that will not form part of this project, including:

- MDI devices which are not listed in the 'in scope of work' e.g. X-rays;
- Private hospitals in Kurdistan.

6. ACQUISITION STRATEGY

The MCU intends to conduct a three (3)-stage procurement process under Regulation #2.

Stage 1:	Obtain feedback and innovative ideas from the industry	→ Request for Information (RFI)
Stage 2:	Conduct the tender process	→ Request for Proposals (RFP)
Stage 3:	Contracting	→ Agreement and ratification

Stage 1: RFI

The main purpose of this RFI is to obtain feedback from respondents regarding the MDI market as outlined above. Please refer to Annex B for required Industry feedback.

Stage 2: RFP

Full proposals will be evaluated in accordance with the evaluation criteria identified in the potential subsequent RFP.

Stage 3: Contracting

The selected proponent(s) from the RFP to sign and ratify an agreement with the MCU.



7. INDUSTRY ENGAGEMENT OBJECTIVES

This RFI is being emailed and posted on the KRG's website to allow for respondents to review the RFI and provide feedback. The responses received will be used to assist the MCU and MoH in finalising requirements and in developing achievable objectives and deliverables for a potential subsequent competitive procurement process.

8. RECOMMENDATIONS FROM INDUSTRY

Industry recommendations that do not restrict the level of competition will be given consideration. Recommendations that favour a particular solution will be entertained, however the MCU reserves the right to accept or reject any recommendation(s) at its discretion.

9. REVIEW OF THE RFI

The MCU reserves the right to request additional information for clarification during the review of the responses to this RFI, and/or to consider a subsequent modification of the response put forward by a Respondent.

10. NO OBLIGATION

The MCU reserves the right to cancel this RFI at any point and/or refrain from issuing a RFP.

The issuance of this RFI does not create an obligation for the MCU to issue a subsequent competitive procurement process and does not bind the MCU, legally or otherwise, to enter into any agreement or to accept any suggestions from Respondents.

This RFI process is not a bid solicitation and a contract will not result from this request. Neither this RFI nor any subsequent selection process will in any way impose an obligation or responsibility on the MCU for any costs incurred by a Respondent to respond to this RFI.

Respondents are advised that any information submitted to the MCU in response to this RFI may be used by the MCU and MoH in the development of a subsequent competitive procurement process. However, the MCU is not bound to accept any of such information and/or expression of interest or to consider it further in any associated documents such as a RFP.



By submitting a response to this RFI, Respondents waive any right to seek costs or damages or any other remedy against the MCU with respect to this RFI or any subsequent RFP or other selection process.

11. CONFIDENTIALITY

Respondents should identify any submitted information that is to be considered as either company confidential or proprietary; the MCU will not reveal any such designated information to external entities.

12. INFORMATION WILL NOT BE RETURNED

The RFI response and any accompanying information or documentation provided by a Respondent will not be returned.

13. INFORMATION IN RFI ONLY AN ESTIMATE

The MCU and MoH make no representation, warranty or guarantee as to the accuracy of the information contained in the RFI or issued by way of addenda. Any quantities shown or data contained in this RFI, or provided by way of addenda, are estimates provided only as general background information.

14. LANGUAGE

RFI responses are to be provided in either English or Kurdish Sorani.

15. GOVERNING LAW

This RFI process will be governed by and constructed in accordance with the laws of the Kurdistan Regional Government.

16. RFI CONTACT

All enquiries and other communications related to this RFI must be directed to the RFI Contact as follows:

MCU Team

tenders@pmo.gov.krd



17. TERMS OF REFERENCE

Respondents may submit questions to this RFI to the RFI Contact electronically by **November 9th 2022 11:00 AM Erbil Time (GMT +3)**. An addendum with all accumulated questions and answers will be provided no later than 7 days after the receipt of all questions.

Respondents must submit the Expression of Interest (Annex A) to the RFI contact electronically by **November 9th 2022 11:00 AM Erbil Time (GMT +3)**.

The MCU requests that the RFI response be provided to the RFI Contact electronically by **November 30th 2022 11:00 Erbil Time (GMT +3)**.

The subject line of the transmission must state: "RFI Medical Diagnostic Imaging Equipment".

The MCU reserves the right to request supporting details and validate any information, qualifications and capabilities provided by the Respondent(s).

18. RFI RESPONSE

The Respondent's RFI response should include the following items:

- A signed copy of the Expression of Interest (form provided below in **Annex A**);
- A description of the Respondent's capabilities as per the requirements outlined in Section 5 above (maximum fifteen (15) pages total on the Respondent's letterhead); and
- Detailed feedback and answers to the questions outlined in **Annex B** below.



ANNEX A - EXPRESSION OF INTEREST

This form is used to confirm your company's intent to respond to this Request For Information.

RFI No.: KRI-RFI-006/22.

Dear Sir or Madam:

We hereby confirm our interest in responding to this RFI. We acknowledge and warrant that we meet the mandatory requirements stated in this notice, and possess the requisite experience and expertise to provide meaningful insight.

Signed:	
Name & Title (point of contact):	
Company:	
Address:	
Telephone:	
Email:	
URL:	



ANNEX B - INDUSTRY ENGAGEMENT

Please submit your answers in writing and please add any additional comments you deem relevant to the project.

Background

1. Brief history of the organisation
2. Focus and specialisation of the organisation.
3. Regions and countries the organisation currently operates in.
4. If the organisation is not already operational in the Kurdistan Region of Iraq (KRI), why is that, and what would be necessary for the organisation to consider working in the KRI?
5. How many offices and employees does the organisation have and where?

Network

1. Which OEMs does the organisation work with? For how long has it had this relationship?
2. Is the organisation licensed to sell products within the KRI?
3. Are there any other third-parties the organisation works with? For how long? For what purpose?

Scope of Work

1. Would the organisation be willing to take on responsibility, specifically for servicing and upgrades, for the MDI assets (operational and non-operational) currently owned by the KRG?
 - (a) If so, under what terms and conditions?
2. Which of the key five components of MDI procurement (equipment; installation; maintenance and servicing; training; operation) does the organisation offer? For what types of MDI equipment?



3. Does the organisation work with second-hand and/or refurbished equipment? If so, what quality control mechanisms do they put in place to ensure the machines are fit for purpose?
4. What experience has the organisation had with similar projects?
5. What is the organisation's typical commercial model for public sector clients e.g. pay-per-scan, regular instalments etc.?
6. Would the organisation consider a Managed Equipment Service (MES) model? Why/Why not? And does the organisation have prior experience with this model?

Managed Equipment Services (MES) contracts outsource the provision and operation of medical equipment to a third-party specialist provider. The MES provider owns the equipment and provides all the necessary services to support the effective use by the Borrower. MES providers have the specialist knowledge and expertise to manage the procurement, commissioning, training of users, servicing, maintenance and planned replacement of the equipment throughout the life of the contract. A MES arrangement typically lasts 10–25 years and contracts are typically performance-based.

Solutions

1. Given your experience, what would your recommended approach be to improve the provision of MDI machines in public hospitals in a country such as the KRI?
2. In this context, what do you think an ideal public-private partnership should look like? How would the cost model be structured?
3. Would your organisation recommend second-hand machinery? Why/Why not?
4. How does your organisation think MDI procurement is best approached, particularly in the public sector? This could be regarding, for example: the pricing model (buying versus leasing machines); machine replacement timelines; machine management; de-commissioning etc.
5. How does your organisation think MDI maintenance is best approached? This could be regarding, for example: on-site maintenance, in-house versus third-party maintenance, KPIs for maintenance providers, regularity of preventive maintenance, spare-part provision etc. etc.
6. What is the best way to manage the out-dated assets (approx. 45 MDI machines) that the KRG currently owns?