PURCHASE CELL
DIRECTORATE GENERAL HEALTH SERVICES
PUNJAB
24-COOPER ROAD, LAHORE

Primary & Secondary Healthcare Department

Phone No. +924299201145 Purchase Cell E-mail- pcdghslahore@gmail.com

MINUTES OF MEETING OF PRE-BID / PRE-APPLICATION SUBMISSION MEETING FOR PRE-QUALIFICATION OF MANUFACTURERS/SOLE AGENTS OF DRUGS/MEDICINES AND MEDICAL DEVICES FOR THE PROCUREMENT OF DRUGS / MEDICINES & MEDICAL DEVICES FOR THE YEAR 2018-19

2. The subject mentioned meeting for the dissemination of information was conducted on 06-11-2018 at 1:00 PM at Directorate General Health Services, Punjab 24-Cooper Road, Lahore and 57 different firms / bidders participated in the meeting. (Attendance attached at **Annex-A**)

3. The Meeting was chaired by Additional Secretary, Vertical Program, P&SHD, following members of the Pre-qualification Committee attended the meeting:

Sr.	Participants	
1	Additional Secretary, Vertical Program, P&SHD	Convener
2	Chief Executive Officer, DHA, Lahore	Member
3	Drug Controller, Lahore	Member
4	Director Pharmacy, O/o DGHS	Member
5	Director Procurement/ Secretary Purchase Cell, O/o DGHS	Member
6	Pre-qualification Specialist (Medicines), P&SHD	Member / Coordinator
7	Procurement Specialist (Medicine), P&SHD	Member
8	Government Analyst, DTL Faisalabad	Member
9	Representative of PQCB, P&SHD	Member
10	Representative of TB Control Program	Co-opted Member

4. Director Procurement/ Secretary Purchase Cell after the recitation of Holy Quran, briefed the agenda of the meeting and elaborated the knock down criteria of the Pre-qualification Documents for both drugs/medicines and medical devices to the representatives of the firms attending the meeting.

Representatives were asked to present their view-points / queries in front of the Pre-qualification Committee. The verbal queries were responded as follows;

5. Mr. Salman Shahid, Cotton Craft's representative, asked to clarify the reason, why cotton bandages are not included in the list of medical devices, although the product itself is a surgical disposable item and many of the health facilities of District Health Authority, Punjab, have also not included this item in their procurement indent. Director Procurement/ Secretary Purchase Cell clarified that the attached list in the pre-qualification documents is as per the requirement of procuring agency.

6. Mr. Muzammil Saeed, representative of M/s Novartis, referred to the clauses regarding installation of systems i.e. HVAC, RO Plant, stability studies etc., asked that instead of submitting the relevant record of installation, working etc. will the undertaking be sufficient? The committee is of the view that records are mandatory to be attached with the application as per requirement in the Pre-qualification document.

7. Mr. Asaad Malik, representative of M/s Venus Pharma, highlighted Item code no.21 of the list of medicines explained the thought that I.V sets should be procured separately because Pharmaceutical firms manufacturing I.V infusion do not necessarily make I.V sets. Such practice of purchasing I.V sets with infusions discourages manufactures from participating in various tenders. The Committee recommended that I.V sets may be added in the list of Medical Devices which may be evaluated accordingly as a separate entity.

8. Mr. Salman Tauqeer, representative of English Pharma, highlighted that there is no financial limit for sole agents. The Committee has decided to set financial limit of PKR 600 million annually supported by FBR document same as of local manufacturers under Section II (A), 2- Knock down Criteria, clause no. 3

9. Further, the firms submitted their reservations in writing for consideration and review. The reservations of the firms and the decisions of the Pre-qualification Committee are as follows:

Sr.	Firm Name	Reservation	Decision by the Committee
1	M/s Pfizer Pakistan Ltd	Requisition for the inclusion of following generics in list of drugs/medicines for Pre-qualification: 1. Tab. Prednisolone 5mg 2. Tab. Mefenamic acid 500mg 3. Cap. Doxycycline Hyclate 100mg 4. Tab. Alprazolam 0.5mg 5. Cap. Azithromycin 250mg	The request of the firm is not maintainable at this time as list has already been finalized based on the demand from the health facilities and has been advertised.
2	M/s GSK Pakistan	1. Review of Section II (A), 2- Knock down Criteria, clause no. 7 of the Pre-	The reservation submitted by the firm is accepted and clause is amended

		qualification documents of drugs / medicines, "Samples Substandard (Not more than 2 samples) from (01-01-2017 onwards) if any".	and shall be read as 5% of samples of the quoted product/item since 01-01-2017 instead of 2 samples, rest of the conditions will remain the same. Further, it is clarified that the sample declared substandard on any grounds shall be counted, not merely on the basis of Active Pharmaceutical Ingredient(s) only.
		2. The firm requested to add tablet (Sulphamethoxazole 800 mg + Trimethoprim 160 mg) in the Annexure C.	The Committee reviewed the demand from the districts and it was inadvertently written in the document. The specifications of Item no. 10 (Tab. Sulphamethoxazole 400 mg + Trimethoprim 80 mg) at Annexure-C shall be read as Tab. Sulphamethoxazole 800 mg + Trimethoprim 160 mg
		3. The firm requested to amend the specifications of Item code. 11 (Annexure-C) i.e. Cotrimoxazole suspension to the extent to remove "with measuring cup / spoon and leaflet" requirement.	The request of the firm is accepted and specification of Item no. 11 shall be read as "with / without measuring cup / spoon and leaflet".
3	M/s GSK / Amson Vaccine & Pharma Pvt Ltd / Benson Pharmaceuticals	The firms submitted their reservations that mostly the preparations containing ferrous salts are manufactured in combination with folic acid. The firms requested to amend the specifications accordingly.	The Committee reviewed the specifications of Item no. 42 and recommended accordingly. The specification of Item no. 42 (Tab. Ferrous Sulphate 200mg) at Annexure-C shall be read as Cap./Tab. Ferrous salt + Folic acid, in packing of 100 or less.
4	Pakistan Pharmaceutical Manufactures' Association (Punjab & KPK) North Zone, M/s Amson Vaccine & Pharma Pvt Ltd/ Silver Surgical	The Firms and PPMA requested to remove the clause of Annual sales turnover of PKR One billion or above.	Section II (A), 2- Knock down Criteria, clause no. 3 has been reviewed by the Committee and the committee is of the view that financial strength of the firm is directly related to the production capacity of the firm. As DGHS intends to procure medicines in huge quantities so the production capacity of the firm cannot be neglected,

	Complex (Pvt) Ltd		hence, the reservation of the firms and PPMA was partially accepted and it was decided to reduce the Annual Sales Turnover to PKR 600 million supported by FBR document.
5	M/s Getz Pharma	The firm requested to W.r.t Item code. 27 (Annexure-C) of the Pre-qualification documents of drugs / medicines, waiver in the condition of provision of Bioavailability/Bio-similarity study data for parenteral preparations.	The committee reviewed WHO, US-FDA, European Medicine Agency and Drug Regulatory Authority Pakistan guidelines, the reservation of the firm is rejected as Item code. 27 is a biological product which requires bio-similarity studies as per above mentioned guidelines.
6	M/s Pacific Pharmaceutical Ltd	1. The firm requested for the waiver in the condition of publication of Bioavailability/Bioequivalence study report on website or in any reputable international Journal.	
		2. No such condition was previously imposed by Government of Punjab	The Committee reviewed WHO guidelines as well as previous procurement of the department and the requisition of the TB Control Program. The Committee is of the view that the reservation of the firm are not maintainable on the basis of following grounds: 1. The same conditions of Bioavailability and Bioequivalence have been imposed in the past as per decisions of the meetings held by procurement committees on the following dates: • 15-08-2014 • 10-08-2016 2. A letter was issued by Health Department on 19-11-2014 which categorically stated that the

				condition of availability of bioavailability / biocquivalence study cannot be waved off for Anti TB drugs (Letter Ref # NO. SO (P-1)H/9-14/2012 Dated 19-11-2014. 3. All previous bidding documents also contain the same clauses. 4. It is also mentioned in the meeting minutes of 10-8-2016, that "for a reputable international journal, such journals as available on Thomas Reuter web / H.E.C Website may be considered as "reputable international journal".
			3. Why such condition is imposed?	1. As per requirements of WHO, the Anti TB drugs must be quality assured. Quality assurance can only be assessed by bioavailability and bioequivalence studies. Publication of studies is the only way that the studies can be accessible to the procurement bodies. If a study is not published or not endorsed by WHO/ International Journal (by enlisting it on their website), how is it possible that the study may be considered acceptable. 2. If a company has done bioavailability study, then the study can only be considered authentic if it is in the form of a publication.

			3. Regarding the claim that this clause was made to favor a specific company, the product HRE of the same company is not purchased because its bioavailability and bioequivalence study is not published by the company although it is available in the market.
5	M/s Bosch Pharmaceutical Pvt Ltd	Requisition for the extension of submission period of Pre-qualification documents by one week.	Request of the firm is accepted and corrigendum for extension in submission of documents will be issued. The last date for receiving and opening of Pre-qualification applications will be 27-11-2018 by 11:00 a.m.
7	M/s Silver Surgical Complex (Pvt) Ltd	The firm requested for amendment in Section II (A), 1- Knock down Criteria, clause no. 11 of the Pre-qualification documents, "The firm undertakes that it has R.O Water/De-ionized water Plant with the minimum capacity of 500L available and functional (attach relevant documents)", with the addition of, "Where applicable".	The request of the firm is accepted and the said criteria will be evaluated where applicable.

10. These minutes of meeting shall be considered as part of Pre-qualification Documents. Meeting ended with vote of thanks.