

**SUPPLY AND DELIVERY OF ARROW DIAGNOSTICS HIV ARV RESISTANCE PROFILING  
KITS**

*Procurement Reference Number: NAC/DP/19/2025*

**NATIONAL AIDS COUNCIL**



**TENDER EVALUATION REPORT**

**FOR**

**SUPPLY AND DELIVERY OF ARROW DIAGNOSTICS HIV ARV  
RESISTANCE KITS TO NATIONAL AIDS COUNCIL, CIF (*Cost, Insurance &  
Freight*) NATPHARM REGIONAL STORES, No. 14 LOBENGULA ROAD,  
SOUTHERTON, HARARE, ZIMBABWE**

**TENDER NUMBER: NAC/DP/19/2025**

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**1. INTRODUCTION**

The National AIDS Council (NAC) invited bids for the supply and delivery of **HIV ARV Resistance Profiling Kits** from **Promoloab PTY t/a Separations** (the authorised agent of **Arrow Diagnostics SRL, the Principal/Primary Manufacturer of HIV ARV Resistance Profiling Kits**) through a direct procurement in line with section 33 (2) (b) of the PPDPA Act.

**2. SCOPE OF WORK**

The supply and delivery of **HIV ARV Resistance Profiling Kits** to National AIDS Council (*as listed below, ref: SBD Part 2-Statement of requirements*)

Item/Lot	Item Description	Qty
1	Arrow Diagnostics - AD4 SEQ HIV – 1 Solution V2 kits	32
2	Dry ice packaging charge for cold chain reagents. Per 10 cold shipping items	4

**3. BID OPENING**

One bidder responded to the invitation to bid since the procurement was conducted in terms of section 33(b) of the PPDPA.

**Table 1: Bidder**

1	<b>Promoloab PTY t/a Separations</b>
	USD \$145,634.35

**4. COMMERCIAL SPECIFICATIONS**

**The Tenderer in respect of all items offered in the Standard Bidding Document was required to provide the following information:**

You are requested to bid for the supply of the goods specified in the Statement of Requirements below, by completing and returning the following documentation:

1. the Bid Submission Sheet in this Part;
2. the Statement of Requirements in Part 2;
3. a copy of every document necessary to demonstrate eligibility in terms of section 28 (1) of the Regulations;
4. A bid securing declaration
5. The bidder must submit the following;
  - a) Comprehensive Company Profile of the Primary Manufacturer (Arrow Diagnostics SRL).
  - b) Copy of Certificate of Incorporation / company registration certification for Arrow Diagnostics SRL.
  - c) A copy of CR 14 (List of Directors) for Arrow Diagnostics SRL.
  - d) Copy of CR6 / (Company Address certificate) for Arrow Diagnostics SRL.
  - e) Tax clearance letter for Arrow Diagnostics SRL.

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- f) Proof of Registration with the Procurement Regulatory Authority of Zimbabwe (PRAZ) under the relevant procurement category (medical supplies).
- g) Medicines Control Authority of Zimbabwe (MCAZ) approval /or World Health Organisation (WHO) approval or equivalent international approval for the sought reagents.
- h) Any conflict of interest on the part of the Bidder must be declared.
- i) The bidder shall provide at least three traceable trade referrals from previous sales/customers, in the form of current trade reference letters dated within the last 36 months."
- j) The bidder shall provide historical information (due diligence sheet) detailing cost/price per item (as specified in the schedule of requirements) for the years 2021-2024. The historical information should include:
  - 1. A breakdown of costs/prices per item
  - 2. Supporting notes/information explaining any price/cost fluctuations or differences over the period"
- k) The bidder shall guarantee a delivery period of no more than 40 days from the date of issuance of a purchase order.
- l) The reagents shall have a shelf life of at least 8 months. If the shelf life is less than 8 months, bidders must obtain pre-shipment approval from the Ministry of Health and Child Care (MOHCC) prior to delivery. "
- m) Attach proof of being sole/principal manufacturers of the HIV ARV Resistance Profiling Kits / Proof of being the sole authorised distributor of HIV ARV Resistance Profiling Kits in Africa.
- n) A "Bid-Securing Declaration" using the form included in this bidding document
- o) **Currency- USD.**
- P) **Payment terms:**  
 Shall be made within 30 days from the date of receipt of invoice by NAC, after MOHCC / NATPHARM has confirmed the delivery and acceptance of the goods/ services.

**5. COMMERCIAL EVALUATION**

**Table 3: Commercial Evaluation**  
 Key: Yes -Compliant; No-Not Compliant

Item	Commercial Specification	Promoloab PTY t/a Separations
1	The Bid Submission Sheet.	Yes
2	Statement of requirements	Yes
3	Comprehensive company profile	Yes
4	Certificate of Incorporation, CR14, CR6 or equivalent from Host country	Yes
5	Current tax clearance or equivalent from host country	Yes
8	Bid securing declaration	Yes
9	Conflict / non-conflict of interest declaration	Yes

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10	3 Traceable references	Yes
11	Delivery period 8 weeks	Yes
13	MCAZ / WHO Approval	Yes
14	Proof of being principal manufacturer	Yes
15	Shelf life on not less than 12 months	Yes
16	Historical due diligence sheet	Yes
17	Payment terms	Yes
	Accept (A) Reject (R)	A

**COMMENT**

**Promoloab PTY t/a Separations** is compliant and considered for further evaluation.

**6. TECHNICAL SPECIFICATIONS**

**Technical Specification and Compliance Sheet**

The bidder was required to complete column C in the ITB, noting the exact specifications of their offer in relation to the specifications provided by the Procuring Entity. The technical specifications were spelt by the Technical Specification and Compliance sheet in the SBD and evaluated against the offers by the bidders as shown below;

KEY: YES- COMPLIANT NO – NOT COMPLIANT

<i>B - Procuring Entity Requirements Item description and full technical Specification required (including applicable standards)</i>				<i>C – Bidder to complete</i>
Item/Lot	Item Description	Unit of Measure	Qty	Promoloab PTY t/a Separations
Item No	Description of Goods	Quantity /Pack Size	Delivery Date Required by Procuring Entity and applicable INCOTERM	Compliant
1	Arrow Diagnostics - AD4 SEQ HIV – 1 Solution V2 kits	32	40 days from date of contract signing	Compliant

**7. SUMMARY OF COMMERCIAL AND TECHNICAL EVALUATION**

The evaluation committee noted that the bidder was commercially and Technically Compliant and therefore considered for financial evaluation.

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**8. FINANCIAL EVALUATION**

The bidder was requested to submit financial offers as part of their bid. The Prices of their offer were submitted using the Statement of Requirements (Part 2) format provided in the tender document as indicated below:

Item/Lot	Item Description	Qty	Unit Price CIF (Harare, Zimbabwe)	Total USD
1.	Arrow Diagnostics - AD4 SEQ HIV - I Solution V2 kits	32	4,495.39	143,852.48
2.	Dry ice packaging charge for cold chain reagents. Per 10 cold shipping items	4	192.00	768.00
	<b>Subtotal</b>			<b>144,393.02</b>
	<b>International Cold Chain Shipping and Importation from Italy to South Africa</b>			<b>540.54</b>
	<b>Delivery estimate to Harare, Zimbabwe. INCOTERM: CPT</b>			<b>473.33</b>
	<b>TOTAL</b>			<b>145,634.35</b>



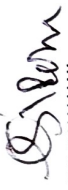

**RECOMMENDATIONS**

The committee recommended that the supply and delivery of **HIV ARV Resistance Profiling Kits** to National AIDS Council be awarded to **Promoloab PTY t/a Separations** being the lowest evaluated bidder to specification at a total cost of **USD \$145,634.35**

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**EVALUATION COMMITTEE**

<u>Name</u>	<u>Designation</u>	<u>Signature</u>	<u>Date</u>
1. Mrs. A. Muzondiona (Chairperson)	Provincial Manager		17/12/25
2. Mr. A. Charungwa (Member)	Accounts Officer		17/12/25
3. Mrs C. Sirewu (Member)	Coordinator Treatment and Care		17/12/25
4. Mr. M. Zhou (Member)	I T Coordinator		17/12/25

**PMU MEMBER**

Mrs. E. Zhou Procurement Officer

17/12/25

**APPROVED/NOT APPROVED**

<u>Name</u>	<u>Designation</u>	<u>Signature</u>	<u>Date</u>
Dr. B. Madzima	Chief Executive Officer		19/12/25