

**EVALUATION PARAMETERS UNDER PROPOSED QCBS TENDER
(Pharmacy services at BRH)**

Date: 11.12.2024

Committee deliberated and reviewed the quality parameters and recommendations are as follows:

1. **Weightage proportion of Quality to cost – 30:70**
2. **Evaluation of quality parameters of only those bidders shall be done whose bids are technically and commercially acceptable** (i.e. meets Prequalification criteria and are in compliance of tender requirements).

3. **Quality Parameters and Weightages--**

a. **No of years in operation – 10 Marks**

- i. Up to 5 years – 3
- ii. Above 5 years up to 10 years – 7
- iii. Above 10 years – 10

Documents required: Order & invoice/Completion certificate of pharmacy services along with

- Certificate of incorporation for company
- Partnership deed for partnership firm
- Proprietor affidavit for proprietary firm

No. of years in operation shall be counted from the date of the aforementioned order submitted in the bid.

b. **Average Annual Turnover for the last three financial years – 15 Marks**

- i. Up to Rs 5 Cr – 2
- ii. Above Rs 5 Cr up to Rs 50Cr – 5
- iii. Above Rs 50 Cr Up to Rs 100 Cr – 8
- iv. Above Rs 100 Cr up to Rs 500 Cr – 12
- v. Above Rs 500 Cr – 15

Document Required: - Bidder to note that if any of the first two documents listed below are not submitted along with the bid, no query to bidder shall be raised.

- Audited Certificates or
- Audited Balance Sheet/Profit & Loss Account Statement or
- Confirmation that audited Balance Sheet/Profit & Loss Account Statement are available in public domain.
- Audited balance sheet/profit loss account should be endorsed by CA with UDIN.

c. **Multi-Channel pharmacies – 15 Marks**

- i. Standalone shop & Hospital Pharmacy – 10
- ii. Standalone shop, Hospital Pharmacy & Online mode with provision of prescription uploading and online order placement and home delivery – 15

Documents required: -

- Work Order/Contract/Agreement/MOU/LOA copy from hospital pharmacy issued by Hospital where pharmacy is operating.
- For online mode details of websites/mobile application. The website/App should have provision of prescription uploading and online order placement and home delivery.

d. No. of physical Outlets – 15 Marks

- i. Up to 5 – 4
- ii. Above 5 and up to 25 – 8
- iii. Above 25 and up to 50 – 12
- iv. Above 50 – 15

Documents required:

- Copy of drug license for all the outlets (No. of outlets claimed in bid) or any other document issued by Govt./Statutory/Regulatory body for running a pharmacy.

e. Geographical spread of services (Local, Regional, National) – 15 Marks

- I. Local (single district, single state) – 4
- II. Local 1 (multiple district, single state) – 7
- III. Regional (More than 2 states up to 5 states) – 10
- IV. National (More than 5 states) – 15

Documents required:

- Drug license of each state (No. of states claimed in bid) or any other document issued by Govt./Statutory/Regulatory body for running a pharmacy.

f. Years of operation in hospital setup – 15 Marks

- i. Up to 2 years of operation in hospital setup – 5
- ii. More than 2 years and up to 4 years of operation in hospital setup – 10
- iii. More than 4 years in hospital setup – 15

Documents required:

- g. Work order(s)/Contract(s)/Agreement(s) /LOA/MOU copy(s) from hospital.

h. Operational performance: Bidder to submit a certificate/statement from the client (where pharmacy was operating) who had issued Order/Contract/Agreement submitted under this tender mentioning about penalty imposed:

- i. No penalty imposed – 15 Marks
- ii. Penalty imposed/Certificate not submitted – 0 Marks

4. Eligibility marks in Quality Parameters: Bidder must score a minimum of **70** marks out of a total of 100 marks in quality parameters.

5. Cutoff date for any parameter will be the **original due date** of the bid submission (without extension, if any) if not mentioned specifically.

6. Price bids of only those bidders shall be evaluated, who score the minimum marks specified in the tender documents.

7. How to calculate the overall score:

Total Score = Technical Score + Financial Score

- Calculation of Technical Score = $0.3 \times \text{Score of bidder on Quality Parameters out of 100 marks}$
- Calculation of Financial Score:
Bidder with highest discount = $70 \times (\text{Lowest Bidder Price} \div \text{Quoted Price})$

Bidder with highest score will be considered for award.