

**REQUEST FOR QUOTATION**  
Reference Number: TN 001/Jhpiego-RW/FY25

**INTRODUCTION.**

***Jhpiego's Mission***

Jhpiego enhances the health and saves the lives of women and families in limited-resource settings. For nearly four decades, we have put evidence-based health innovations into everyday practice to overcome barriers to high-quality health care services for the world's most vulnerable populations. From our origins as technical experts in reproductive, maternal and child health, Jhpiego has grown to embrace new challenges, including HIV/AIDS, malaria and cervical cancer prevention reflecting the increasing interconnectedness of global health.

***Jhpiego's Values***

At Jhpiego, we value our customers who have our respect, responsiveness, and commitment to excellence; our staff and global network of colleagues who bring cultural diversity, innovation, and a wealth of world experience; and our work culture, which is reflected in our team spirit, transparent communication, mutual respect, flexibility, and dedication.

Jhpiego hereby invites national and international bidders for supply of blood collection calibrated drapes. Participation to the competition is open on equal conditions to all firms specialized in the related field.

**SCOPE OF WORK**

This RFQ seeks to identify vendors for the procurement of blood collection calibrated drapes in Rwanda and for a partnership to promote the use of blood collection calibrated drapes in sub-Saharan Africa. The opportunity will be divided into two logical areas:

1. A near term opportunity for a defined quantity order for delivery in Rwanda
2. A partnership opportunity to promote the use of blood collection calibrated drapes at access pricing for sub-Saharan African countries.

**Note:** Participation in (bidding on) both lots is not required but will be considered in the evaluation process. The decision for each will be made based on the best value to the project.

**LOT 1: RWANDA**

Through this RFQ, Jhpiego invites vendors to provide a bid for a single purchase of 156,256 calibrated drapes.



The Government of Rwanda has implemented laws and regulations to restrict plastic pollution, including the consumption of single-use plastic. As such, our preference is for biodegradable drapes but Jhpiego requests quotes for biodegradable (i.e. some biodegradable components or fully biodegradable) and non-biodegradable options, as the selection will be a collaborative effort with the Ministry of Health.

## LOT 2: ACCESS PRICING

The AMPLI-PPHI project seeks to increase the availability of blood collection calibrated drapes at affordable prices in sub-Saharan African countries with high PPH burden. A critical part of the project is to collect and disseminate the supplier list to the national governments in sub-Saharan African countries that seek to implement blood collection calibrated drapes within the public healthcare sector. To that end, Jhpiego invites interested suppliers to submit a quote to offer a ceiling price that sets the maximum price that can be charged for calibrated drapes for eligible public sector or non-for-profit sector buyers in select sub-Saharan African countries. A successful bidder will be promoted as a project partner and receive a preferential listing in the supplier list that will be disseminated across sub-Saharan African countries.

In the proposal, the bidder should include:

- Product name
- Price per unit (as a ceiling price)
- Incoterms
- List of eligible countries (see the full list of priority countries in Annex 1)
- Applicable minimum order quantities

## TECHNICAL SPECIFICATION

Jhpiego is looking for a firm/company that fulfills the requirements to supply blood collection calibrated drapes to be used in hospital maternity rooms for objectively measuring blood loss during childbirth in labor as per the detailed specifications below.

Technical Specification	Quantity
<p><b>Single use – biodegradable and non-biodegradable options</b></p> <ul style="list-style-type: none"> <li>• Sterile, disposable material</li> <li>• Latex free</li> <li>• Clearly marked measurements printed on drape, <b>markings</b> in milliliters (ml), ranging from <b>100 ml to at least 1000 ml</b> <ul style="list-style-type: none"> <li>○ Yellow line at 300 ml to indicate the threshold for caution.</li> <li>○ Red line at 500 ml to alert health providers to significant blood loss requiring urgent attention.</li> </ul> </li> </ul>	<p>156,256 Blood Collection Calibrated Drapes</p>



- Blood collection pouch should be approximately 30 cm (length) x 20 cm (width)
- Light blue or green color
- Packaging designed for easy opening and quick use in emergencies
- Adhesive edges or ropes to help them stay in place during monitoring
- Plastic drape size: Approximately 100 cm (length) x 80 cm (width) – large enough to cover the buttocks and perineal area, including larger body sizes.
- Ropes/Ties 50 cm each side, allowing secure attachment around the clients
- For biodegradable options: Can decompose in standard environmental conditions found in sub-tropical to semi-arid conditions.

#### **Re-usable – biodegradable and non-biodegradable options**

- Latex free
- Durable materials that can be cleaned using standard disinfection processes. Please share autoclavable options if available.
- Clearly marked measurements printed on drape, with a minimum of 100 ml/cc up to at least 1000 ml/cc.
- Packaging designed for easy opening and quick use in emergencies
- For biodegradable options: Can decompose in standard environmental conditions found in sub-tropical to semi-arid conditions.





## INSTRUCTIONS TO BID (MANDATORY)

- Provide a copy of an applicable marketing authorization and product certification by the relevant authorities. It is mandatory to provide:
  1. Manufacture authorization,
  2. Blood collection calibrated drapes certificate of conformity, and
  3. Rwanda FDA certificate of Registration. (if bidding on Lot 1 and/or indicating that your company can support shipments/orders to Rwanda)
- Provide a copy of certificate of Quality. Also, note that provision of Quality Management System such as ISO standards (ISO/CE certificates of product) and description of your firm's approach to Quality Assurance is an added value.
- Provide a copy of the certificate of Analysis or Certified quality testing reports on the products such as calibration, dimensions, tensile strength, sterility validation report, microbial and/or bacterial penetration, biodegradability, warranty and shelf-life documentation, etc.
- For Rwandan companies provide a copy of your:
  1. RDB registration certificate matching the field,
  2. RDB Non-bankruptcy Certificate,
  3. Valid VAT certificate,
  4. Valid Tax clearance certificate, and
  5. Valid RSSB Certificate.

**Note:** Non-Rwandan companies **provide equivalent statutory documents** applicable in their respective jurisdictions.

- Provide a copy of **product certificate of origin**, the product label and instruction for use, storage, and disposal.
- Product **Data sheet and/or product catalogue** that includes a description of each type of blood collection calibrated drapes along with images and Prices.
- Specify the **delivery time**.
- **Submit Samples:**
  - Bidders are asked to provide Jhpigo with 1 sample per type of drape included in their submission, with the priority being single-use biodegradable drapes
  - The samples should be sent to Jhpigo Rwanda at the address below. International Bidders can send it via DHL while local bidders can submit the sample at our Jhpigo Rwanda office (Address Below). Also note that Bidders must clearly mark the RFQ#



in the attention field and include their company name/ contact info within the shipment to ensure proper tracking.

**Address and Submission Information**

Jhpiego Rwanda  
Attn: RFQ-25-005  
KG 5 Road, House Number 48  
Gasabo District, Kacyiru Sector  
Kigali – Rwanda

**Note:** Samples must be received by the closing date (**By 20th June 2025**).

**BID SUBMISSION**

Please submit your bids document via [Rwanda.Procurement@jhpiego.org](mailto:Rwanda.Procurement@jhpiego.org) by **20th June 2025 at 23:59 PM** local time for Baltimore, MD, USA (EDT - UTC/GMT-5).

All responses to this RFQ must be submitted through the **Answer Sheet** (save in “Excel Workbook” format). All calculated formulas should remain visible (i.e. unhidden and unlocked) so that Jhpiego can review if desired. If any vendors encounter issues with the software version template accompanying the RFQ document, please email the primary contact ([Rwanda.Procurement@jhpiego.org](mailto:Rwanda.Procurement@jhpiego.org)) to discuss alternate versions.

If you have any questions related to completing the answer sheet, please email them to the primary contact for this RFQ.

Complete and submit the following components in your response:

**1. [ANSWER SHEET](#) (EXCEL FILE)**

Please complete the answer sheet in its entirety, including all tabs.

- General (1st tab) – Provide your company’s contact information for this RFP process and provide responses to the background and scope of work questions.
- Pricing- International Vendors (2nd tab)
- Pricing – Rwandan Vendors (3<sup>rd</sup> tab) [**For Rwandan Vendors, please note that for Lot 1 (Procurement of 156,256 calibrated drapes) your quotes should be in Rwandan Francs Currency as per Official Gazette n° Special of 30/05/2025**].

**Note:** To fill this [Answer Sheet](#), download in excel format and complete. Also, first secure the answer sheet with a password before submitting this answer sheet to [Rwanda.Procurement@jhpiego.org](mailto:Rwanda.Procurement@jhpiego.org) to keep your offered prices confidential. We shall reach-out before evaluation of your bid requesting the password.

## 2. VALID TECHNICAL REFERENCES FILE

The Answer sheet should be accompanied by a **file with all certificates, registrations, and other documents requested above in the “Instruction for Bid”**. (All documents in this file should be in PDF Format, and any document with Prices protected with a password.)

For more information, consult [RFQ-25-005 Calibrated Drapes v2.pdf](#)

**Note:** Jhpiego reserves the right to accept or reject any quotation, to annul the bidding process, and to reject all proposals at any time prior to contract award, without thereby incurring any liability to the affected bidder(s) or any obligation to inform the affected bidder(s) of the grounds for Jhpiego’s action.

Done on 03<sup>rd</sup> June 2025

*Valens Ndonkeye*

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