

INVITATION FOR BIDS

Supply of Laboratory Equipment, Reagents and Consumables for Six Provincial Hospital Laboratories

IFB reference	EpiC-GHS-LAO-2026-01
Date of publication	Friday 23 October 2026
Procurement method	Open competitive sealed bidding, two-envelope (technical and financial)
Delivery sites	Provincial hospitals in Oudomxay, Xiengkhouang, Vientiane, Luang Prabang, Savannakhet and Champasak
Bid submission deadline	Wednesday 11 November 2026, 10:00 (Vientiane time)

1. Invitation

Fondation Mérieux (FMx) invites sealed bids from eligible and qualified suppliers for the supply, delivery and, where stated, installation of laboratory equipment, reagents and consumables. The goods are for the laboratories of six provincial hospitals in Lao PDR. The project is funded by the United States Government through FHI 360.

The requirement is divided into five lots. Bidders may bid for one, several or all lots. Each lot is evaluated and awarded separately. A bid for a lot must include **every item in that lot and the full quantity**.

Lot	Description	Main items (total quantity)	Delivery / installation
1	Laboratory equipment	Micropipettes, 5 volume ranges (40); 150 L vertical autoclaves (2); benchtop pH meters (5); CO2 incubator (1); microbiological incubators (4); high-speed micro-centrifuge (1); electronic balances (3); bacti-cinerators (4)	Delivery, installation, commissioning and user training at each site
2	Cold-chain equipment	Commercial display coolers 2–8 °C, ~1,000 L, CE-marked (6); WHO PQS-prequalified vaccine transport boxes (18)	Delivery and installation at each site
3	Diagnostic reagents	API 20E identification strips (20 packs); API 20E reagent kits (10)	Delivery to each site, in cold chain where required
4	Laboratory consumables and PPE	Specimen containers; latex gloves; medical face masks; N95 respirators	Delivery to each site
5	General laboratory supplies	Biohazard autoclave bags; laboratory cabinets; 70% ethanol; magnetic stir bars; inoculating loops and needles; Petri dishes	Delivery to each site

Full specifications, quantities per site and the regulatory evidence required for each item are given in the bidding documents.

Delivery deadlines: Lots 3, 4 and 5 by 8 January 2027; Lots 1 and 2 by 15 January 2027. Installation and training for equipment must be complete by 29 January 2027.

2. Who may bid

The tender is open to all suppliers that meet the following requirements:

- Business and tax registration in Lao PDR for **at least two years** before the bid deadline. Only suppliers that meet this condition are eligible.
- Authorization to import and distribute medical devices and in-vitro diagnostic reagents in Lao PDR, where the items bid require it.
- At least two contracts in the last three years for the supply of laboratory or medical goods of a similar nature.
- For Lot 1, after-sales service capacity in Lao PDR, through its own technicians or a named service partner.
- Not suspended, debarred or otherwise excluded from US Government-funded awards, and not listed on any UN Security Council sanctions list.

3. FDA, CE or WHO approval required (Lots 1–4)

Every item offered in Lots 1 to 4 must hold at least one of: US FDA approval, clearance or registration; European CE marking; or WHO prequalification / WHO PQS listing. Items without one of these will be rejected, whatever their price. The items in Lot 5 are exempt from this requirement but must meet their stated specifications. The bidding documents state the form of approval and the evidence accepted for each item. For every item, the bid must state:

- the manufacturer, model or catalogue number, and country of manufacture;
- the FDA, CE or WHO certificate or listing reference;
- the manufacturer's datasheet; and
- for Lots 1–3, where the bidder is not the manufacturer, a manufacturer's authorization letter for this tender. For Lots 4–5, only the winning bidder provides it after award. **Request these letters from manufacturers now; they can take 1–3 weeks.**

Simple copies are accepted as evidence: a copy of the certificate or Declaration of Conformity, a printout or screenshot of the FDA or WHO register entry, or the catalogue page showing the approval. Notarized or certified copies are not required.

All goods must come from countries eligible under the US-funding rules (USAID geographic code 935: any country except prohibited sources).

FMx will verify every reference with the issuing body or public register **before any price is compared**. Items without verifiable evidence will be rejected. Misrepresentation of origin or certification will lead to disqualification from all lots, forfeiture of bid security and exclusion from future EpiC-GHS procurement.

4. How to obtain the bidding documents

The bidding documents are **free of charge**. They are available from **23 October 2026**:

- by email request to boualapha.chanthilath@fondation-merieux.org, with the subject line "EpiC-GHS-LAO-2026-01 – Request for bidding documents" and the name of your company, contact person and phone number; or
- for collection in person at Fondation Mérieux, Samsanthai Road, Ban Kaoyot, Sisattanak District, Vientiane Capital, Lao PDR, 08:30–16:30, Monday to Friday.

Please register when you obtain the documents. All clarifications and addenda will be sent to every registered bidder.

5. Clarifications and pre-bid meeting

Submit all questions in writing by email to boualapha.chanthilath@fondation-merieux.org by **Friday 30 October 2026, 16:00**. Answers will be sent to all registered bidders without naming who asked.

An optional pre-bid meeting will be held on **Wednesday 28 October 2026** at 10:00, **online** (link available on request).

6. Submission of bids

Bids must be submitted in **one sealed outer envelope** containing two separately sealed envelopes:

1. **Envelope 1 – Technical:** eligibility documents, technical compliance sheet, compliance evidence, signed declarations, and bid security or bid-securing declaration. It must contain **no prices**.
2. **Envelope 2 – Financial:** the price schedule only, in US dollars.

Bids may be prepared in **Lao or English**. Submit **one original** only; no copies or USB stick are needed.

Mark the outer envelope with the IFB reference, the bidder's name and "Do not open before 11 November 2026, 10:00". Deliver it by hand or courier to Fondation Mérieux, Samsanthai Road, Ban Kaoyot, Sisattanak District, Vientiane Capital, Lao PDR by **Wednesday 11 November 2026, 10:00**. A receipt will be issued. Electronic submission is not accepted. Late bids will not be accepted.

Bids must be valid for 90 days. Each bid must include a bid security for every lot bid, in Envelope 1. For any lot, a signed Bid-Securing Declaration (template in the bidding documents) may be given instead of money:

Lot	Bid security	Accepted form
Lot 1 — Laboratory equipment	USD 1,000	Signed Bid-Securing Declaration, or bank guarantee, or certified cheque
Lot 2 — Cold-chain equipment	USD 200	Same as Lot 1
Lot 3 — Diagnostic reagents	USD 200	Same as Lot 1
Lot 4 — Laboratory consumables and PPE	USD 100	Same as Lot 1
Lot 5 — General laboratory supplies	No money	Signed Bid-Securing Declaration (mandatory)

Bank guarantees must be issued by a bank licensed by the Bank of the Lao PDR and remain valid until at least 9 March 2027; cheques are payable to Fondation Mérieux. Amounts may be in USD or in LAK at the Bank of the Lao PDR reference rate. Cash is not accepted. Securities are returned to unsuccessful bidders after contract signature. The winning bidder for Lot 1 or Lot 2 must provide a performance security of 5% of the contract value as a bank guarantee.

7. Bid opening

Both envelopes will be opened in public, in one session, at 10:30 on **Wednesday 11 November 2026** at Fondation Mérieux, Samsanthai Road, Ban Kaoyot, Sisattanak District, Vientiane Capital. Bidders or their representatives may attend. Technical envelopes are opened first for all bidders, then financial envelopes; the total price per lot is read aloud. Prices read at opening do not mean that a bid is compliant: the technical evaluation and verification of certificates are carried out afterwards, and only compliant bids are compared on price.

8. Key dates

Step	Date and time
Bidding documents available	From Friday 23 October 2026
Pre-bid meeting (online)	Wednesday 28 October 2026, 10:00
Deadline for questions	Friday 30 October 2026, 16:00
Bid submission deadline	Wednesday 11 November 2026, 10:00
Public opening of technical and financial envelopes	Wednesday 11 November 2026, 10:30

9. Award

Each lot will be awarded to the responsive and responsible bidder whose bid fully meets the technical and regulatory requirements and has the lowest evaluated price. There is no negotiation after opening. FMx may vary quantities by up to 15% at award, at the bid unit prices. FMx may also cancel the procedure for any lot, or reject all bids, for documented reasons, without liability to bidders.

10. Integrity

FMx does not charge any fee at any stage of this procurement. Any attempt to influence the evaluation will lead to rejection of the bid. Examples include gifts, payments, collusion between bidders, or contact with evaluators outside the official channel. Report suspected fraud or corruption confidentially to David Raminashvili (david.raminashvili@fondation-merieux.org).

11. Contact

Boualapha CHANTHILATH, Medical Products and Procurement Officer
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