

COVID-19 BANK FACILITATED PROCUREMENT

Penlon - Laryngoscope

Global Offer

This offer summary is effective from June 8, 2020.

Background

Penlon (www.penlon.com) is a worldwide company headquartered in the United Kingdom, focused on the development and manufacture of anesthesia systems and other medical products. They have distribution and service networks worldwide.

The first Macintosh Laryngoscope was invented in 1943 by the late Sir Robert Macintosh, Professor of Anaesthetics at Oxford University, working with engineers at Penlon. In 1952 Penlon became the first manufacturer to use stainless steel for all parts of the blade.

The laryngoscope products described in this Offer Summary are offered world-wide.

Contents

This Offer Summary provides information on Penlon's Offer and describes the process to accept the offer by completing and returning, to the World Bank, the Registration of Interest (ROI). The following Annexes are attached:

Annex 1 – Penlon's Product Specifications

Annex 2 – Important Offer Terms

Annex 3 – WHO & ECRI baseline technical specifications

The following document is attached to the Offer Summary:

Registration of Interest form

IMPORTANT INFORMATION

- Pricing is exWorks, CIP estimates provided once ROIs are submitted
- You are encouraged to complete the Registration of Interest (ROI) to the World Bank as soon as possible to secure lead times – First In – First Supplied.
- Submitting a ROI does not bind the Borrower contractually to purchase the goods.

World Bank Facilitated Procurement

Offer Summary



Offered Product:

Penlon are offering two types of laryngoscope:

- A pediatric and adult set, with four MacIntosh blade options, including child, small adult and adult
- A neonate set, with three Miller blade options, including newborns, infants and children

Blades and handles come in a heavy-wall plastic or metal case, designed so that the blades and handles do not move in transit.

This product comes with a lifetime warranty, excluding lamps.

More details about the laryngoscopes are available in Annex 1.

Offer Expiration Date & Process:

This is a global offer and does not expire.

The manufacturing lead time is 8 weeks from the time contracts are signed. For example:

Contract signed	Laryngoscopes to be shipped, ex UK, No later than...
30 June 2020	25 August 2020
15 July 2020	8 September 2020
15 August 2020	6 October 2020

After the Borrower country (the Borrower) has confirmed to The World Bank their interest in the Penlon laryngoscopes, Penlon will advise the precise lead time and a CIP freight and insurance estimate.

To secure the earliest possible delivery, please signal your interest as soon as you are able. Lead times start from 30 June 2020.

Borrower and Bank / Penlon Next Steps:

1. The Borrower identifies the following on the attached **Buyer Registration of Interest (ROI) Form**:
 - a. Quantity of each device required.
 - b. Single delivery destination.
 - c. Desired language for user manuals (English, Spanish or French)
 - d. Your country's accepted contract signing protocols (e.g. e-signature, scanned signature, etc.). Please note that a signature is not required. This request is for the protocol required by your country for signing a contract with the supplier.
3. Once the Borrower ROI is returned to the Bank, Penlon will confirm specific dispatch times, delivery destination and estimated CIP costs for the Borrower country.
4. The Borrower reviews the standard World Bank Facilitated Procurement contract, noting that this contract is not negotiable.

World Bank Facilitated Procurement

Offer Summary

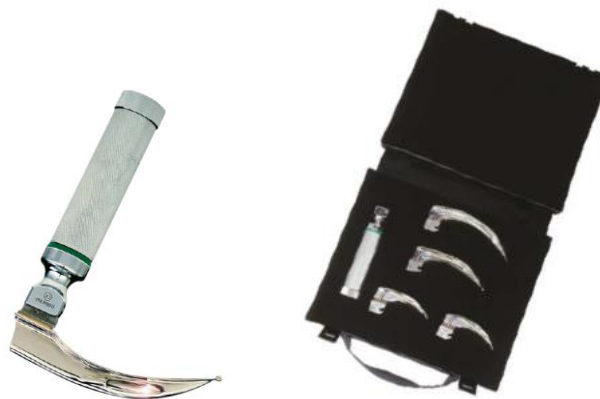


5. The Borrower confirms to the Bank if they wish to proceed with an order, the Bank Country Procurement Specialist will finalise the contract for the Borrower. If the Borrower chooses not to proceed, they need to advise the Bank immediately so available production capacity can be released to another Borrower.
6. The Borrower country makes the final purchase decision and must sign the Supplier contract within 5 days from receiving the final contract from the Task Team Leader (TTL).

Annex 1 | LARYNGOSCOPES Technical Specification

Table 1 – Laryngoscope MacIntosh Set Summary

Diamond Fibrelight Set (P/N 50376)



Intended Use	Adult, Pediatric
Blade Style	MacIntosh
Blade Sizes	1, 2, 3, 4
Handle and Battery Type	Standard handle (28mm diameter), "C" battery
Heavy-wall plastic or metal case	✓
Handle Light	2.7 V Halogen
Warranty(months)	Lifetime, excluding lamps
ISO 7376:2009 Compliance	✓
Shipping (Varies by Country)	By Air
Advanced Payment	50%
Lead time	Available from August (first ordered first Supplied)
Price (EXW / USD)	\$ 158.00

Table 2 – Laryngoscope Miller Set Summary

Diamond Fibrelight Pediatric Set (custom set)



Intended Use	Neonates, Pediatric
Blade Style	Miller
Blade Sizes	00, 0, 1
Handle and Battery Type	Penlight handle (19mm diameter), "AA" cell battery handle
Heavy-wall plastic or metal case	✓
Handle Light	2.7 V Halogen
Warranty(months)	Lifetime, excluding lamps
ISO 7376:2009 Compliance	✓
Shipping (Varies by Country)	By Air
Advanced Payment	50%
Lead time	Available from August (first ordered first Supplied)
Price (EXW / USD)	\$ 160.00

Spare Bulbs

50542	Xenon Bulb, Pack of 5	\$78.00
5007625	LED Bulb, Pack of 5	\$78.00

Annex 2 | Important Offer Terms

Other Terms:

Pricing: The prices are:
Laryngoscope MacIntosh Set (50376 (pediatric and adult)) is \$158.00
Laryngoscope Miller Set (50529, 50534, 50535, 50526, and 50437 (neonates and pediatric)) is \$160.00

Spare Bulbs:

50542	Xenon Bulb, Pack of 5	\$78.00
5007625	LED Bulb, Pack of 5	\$78.00

Quoted prices are in US dollars, include a lifetime warranty, and are ExWorks since shipping/airfreight costs vary by destination. CIP prices will be estimated once destination and unit volume are established, and will be confirmed within 5 days of shipping.

Payment Terms: 50% of the Contract Price is paid as an Advanced Payment on contract signing, and 50% of the Contract Price is paid on shipping, after a pre-shipping inspection.

Lead Time: The lead time on the laryngoscopes is 8 weeks from the time the order is placed and the contract signed. Final dispatch dates will be provided upon receipt of the attached Buyer Registration of Interest Form.

Service: Service requirements are included in the User Instructions. The manufacturer does not provide servicing.

Manuals: Printed user and service manuals will be provided with each piece of equipment. Manuals are available in English, French and Spanish.

Termination for

Convenience: The Borrower may terminate the contract for convenience, at no fault of the manufacturer. If the Borrower does this, they are required to purchase goods that are complete and ready for shipment within **56 days**’ notice of the termination.

Regulatory

Clearance: The Laryngoscopes are CE Marked.

Annex 3 | WHO & ECRI Baseline Technical Specifications

The World Bank seeks to procure laryngoscopes to expose and view the larynx and surrounding areas during orotracheal and nasotracheal intubation. In your proposal, do not include any advanced features or add-ons beyond the capabilities outlined below. Also indicate what types of batteries can be used to power the laryngoscope handle and if you can provide these batteries.

Technical Specifications

Laryngoscope set – pediatric and adult

1. Model shall be compliant with ISO 7376:2009 Anesthetic and respiratory equipment- Laryngoscopes for tracheal intubation, or equivalent
2. Handle shall be a large, cylindrical, hollow with a slightly ribbed surface and a threaded head compatible with different blade types and sizes
3. Handle shall be approximately 28 mm in diameter and battery powered
4. Each blade shall have fiber optics or a single bulb; bulb is at least 2.7 V halogen light and is removable for cleaning
5. Example of acceptable blade (Macintosh and/or Miller) configurations include:
 - a. No. 1, length 100 mm, for child
 - b. No. 2, length 90-110 mm, for child
 - c. No. 3, length 110-135 mm, for small adult
 - d. No. 4, length 135-155 mm, for adult
6. Blades and handle shall be stored in a heavy-wall plastic or metal case
7. Interior of the case shall be designed so that blades and handle do not move while in transit

Laryngoscope set – neonate

1. Model shall be compliant with ISO 7376:2009 Anesthetic and respiratory equipment- Laryngoscopes for tracheal intubation, or equivalent
2. Handle shall be a large, cylindrical, hollow with a slightly ribbed surface and a threaded head compatible with different blade types and sizes
3. Handle shall be approximately 19 mm in diameter and battery powered
4. Each blade shall have fiber optics or a single bulb; bulb is at least 2.7 V halogen light and is removable for cleaning
5. Example of acceptable blade (Macintosh) configurations include:
 - a. No. 0, length 55 mm, for newborn
 - b. No. 1, length 70 mm, for infant
 - c. No. 2, length 90 mm, for child
6. Blades and handle shall be stored in a heavy-wall plastic or metal case
7. Interior of the case shall be designed so that blades and handle do not move while in transit

Training and Manuals

1. User Training: Supplier shall provide in-person or on-line training adequate to meet the needs of all operators. Training shall be available in English, Spanish and French, and shall be available to users within two (2) weeks of equipment delivery.
2. User Manuals: Supplier shall provide at least one (1) user manual for each device purchased. Manuals shall provide guidance on the operation of all features of the purchased device, be provided in at a printed format, and be available in English, Spanish and French.
3. Service Manuals: Supplier shall provide at least one (1) maintenance manual for each device purchased. Manuals shall provide at least, equipment schematics, parts summaries, preventive maintenance requirements, and troubleshooting guidance, be accessible in printed formats, and be available in English, Spanish and French.