

PROCUREMENT POLICY OFFICE

Directive No 25 (issued pursuant to section 7 of the Public Procurement Act)

Early Market Engagement by Public Bodies

1. Pre-Procurement Market Engagement

Pre-procurement engagement comprises a range of activities undertaken by public bodies to engage with the market before starting a formal bidding procurement process.

As the Public Procurement Act does not prohibit public bodies to hold pre-procurement engagement with the market, they may therefore conduct market consultations prior to inviting bids following a transparent process.

2. Purpose of Market Engagement

The purpose of the consultation is to enable public bodies to gather knowledge of what the market can offer, build suppliers' awareness of a procurement well before the formal invitation to bid and choose the appropriate procurement approach that would deliver the desired outcome.

3. Circumstances favouring market engagement

The following circumstances favour market consultations:

- There is a need for a technical dialogue so that the public body may draft the specifications properly and objectively.
- The public body does not have full knowledge of the market. The exercise would provide a better understanding of the feasibility of the requirement, the best procurement approach, the capacity of the market to deliver and possible risks involved with different procurement approaches.
- The public body is procuring a high value or complex item for the first time and it has limited knowledge on the subject matter.

4. Principles underlying market engagement

The market consultations should be conducted through a transparent process embedding the principles of fair competition, non-discrimination and equity by:

- Informing the participants on the key objectives of the market consultation exercise.
- Informing suppliers at an early stage that the exercise would result in a competitive bidding process.
- Maintaining the commercial confidentiality of information received during discussions with suppliers.

- Providing a fair and equitable treatment to all bidders at the time of the formal bidding process. No bidder, including those participating in the market consultation exercise, would enjoy a privileged treatment as a result of his contribution during the market engagement.
- Informing suppliers that the market engagement involves no element of supplier selection and involves no commitment from either side.

5. Methods of engaging with the markets

Public bodies may resort to engaging with the markets in the following ways:

- Market Sounding Exercises – including the use of Request for Information containing a brief description of the purpose of the project, its expected outcome and implementation schedule and directing potential suppliers to respond to essential information through questionnaires, if need be.
- Prior Information Notice – inform the market of the upcoming procurement need and provide an opportunity to seek feedback from potential suppliers.
- Face-to-face meeting with potential bidders to capture their views on the requirements including viability and possible delivery options. The event should be advertised through the media and public procurement portal.

6. Two Stage Bidding

Notwithstanding the above, the two stage bidding process remains a procurement process under the Public Procurement Act that public bodies may have recourse to. It applies for complex projects and the public body has a general knowledge of its purpose and output but is unable to adequately define the specifications and evaluation criteria for solutions that the market knows better, especially in a dynamic market that is subject to continuous technological changes.

Two stage bidding is a formal bidding process contrary to market engagement which is not a bidding process, but facilitates better procurement outcomes.

LIST 3

	Item Descriptions	Units	AMC Estimate	AMC CSD	Quantity to be purchased	Priority
1	ANTAZOLINE SULPHATE 0.05 % + TETRAHYDRAZOLINE HCL 0.04 % EYE DROPS X 10 ML OR EQUIVALENT(TO SPECIFY)	DROP	2 633,17	1 500,00	8 000,00	3
2	BENZOYL PEROXIDE GEL 5% X 40G	TUBE	562,83	225,00	1 500,00	3
3	BETAHISTINE HCL 24 MG TAB (SCORED)	TABS	32 422,50	32 000,00	50 000,00	3
4	BROMHEXINE HCL 2 MG/ML X 2 ML INJ.	INJECTION	460,25	500	2000	3
5	CLARITHROMYCIN ORAL SUSPENSION 250 MG/5ML X 100 ML	FLASKS	2 224,58		2000	3
6	CLINDAMYCIN HCL 150 MG CAP	CAPS	3 430,00	850,00	5 000,00	3
7	Corticosteroids + Local anaesthetics suppositories	supp	15000	15000	50000	3
8	CYTOSINE ARABINOSIDE 1 - 2 G VIAL	VIAL	15	15	50	3
9	ETOPOSIDE 50 MG CAP	CAPS	70,83	50,00	300,00	3
10	FRAMYCETIN SULPHATE 0.5% + DEXAMETHASONE 0.05% EYE OINTMENT X 3-5 G TUBE	Tube	9 498,75	2 200,00	10 000,00	3
11	GLYCERYL TRINITRATE 50MG/10ML AMP	AMPOULE	150,00	105,00	800,00	3
12	HYDROXYPROGESTERONE CAPROATE INJ. 250MG/ML X 1ML IM	AMPOULE	129,75	125,00	400,00	3
13	IFOSFAMIDE INJ 1G/VIAL	INJECTION	70,83	60,00	200,00	3
14	LAMOTRIGINE TAB 5 MG	TABS	5 081,67	1 500,00	10 000,00	3
15	LOMUSTINE 40 MG TAB	TABS	18,33		100	3
16	MUMPS, MEASLES & RUBELLA X 2 DOSES (MMR)	INJECTION	183,33	1 100,00	3 000,00	3
17	NICOTINE 2MG CHEWING GUM	UNIT	436,67	175,00	2 000,00	3
18	OXYMETAZOLINE HCL 0.025% X 10 ML NASAL DROPS (PAEDIATRIC)	DROP	12 179,00	2 300,00	25 000,00	3
19	OXYMETAZOLINE HCL 0.05% X 10 ML NASAL DROPS (ADULT)	DROP	21 150,50	5 700,00	50 000,00	3
20	PIPERACILLIN (AS SODIUM SALT) INJ 2 G + TAZOBACTAM (AS SODIUM SALT) 250 MG INJ IV	INJECTION	539,58	100,00	2 000,00	3
21	PRAZOSIN HCL 5 MG TAB (EXTENDED RELEASE)	TABS	2 995,83	1 500,00	12 000,00	3
22	PROCARBAZINE HCL 50 MG CAP	TABS	183,33	100,00	500,00	3
23	PYRIDOXINE 50 MG TAB	TABS	8 271,67	7 000,00	30 000,00	3
24	PYRIDOXINE 50 MG X 1 ML INJ	AMPOULE	3 510,92	2 100,00	10 000,00	3
25	RIFAMPICIN 150 MG + INAH 75 MG (COMBINED-2) TAB	TABS	6 916,67	6 916,67	20000	3
26	RIFAMPICIN INJ 600 MG VIAL INJ	INJECTION	13,75	13,75	50	3
27	SODIUM BICARBONATE BP X 25 KG	KILOGRAM	38,17	38,17	200 KG	3
28	Tenofovir alafenamide 245 mg + Emtricitabine 200 mg tab	TABS	10000	10000	30000	3
29	TENOFOVIR DISOPROXIL 245 MG + Effavirenz 600 mg + EMTRICITABINE 200 MG TAB	TABS	7500	7500	25000	3
30	ZIDOVUDINE 10 MG/ML X 20 ML INJ	INJECTION	63,83	10,00	300,00	3