Request for Proposals

Request for Proposals (RFP) for the supply of Point of Care Ultrasound Devices

RFP Reference: CHAI/KE/MNH/POCUS/001/2026

Date Issued: Friday 4 September 2026

Ethical Conduct and Conflicts of Interest

In accordance with CHAI's Global Code of Conduct and Conflict of Interest policy, CHAI is committed to conducting procurements with integrity and objectively selecting suppliers and vendors. CHAI maintains a zero-tolerance policy for acts including but not limited to collusion among vendors, submitting falsified bids, bribery, and/or other forms of fraud. Vendors engaging in such conduct will be disqualified from current and future opportunities. CHAI employees and others acting on CHAI's behalf are prohibited from accepting or asking for bribes, gifts, fees, or any other object of value or compensation related to doing business. Please contact ethics@clintonhealthaccess.org with any questions or concerns or to report any violations, or the CHAI Whistleblower Hotline at chai@integritycounts.ca (+1 866-921-6714 [Toll-Free U.S.] or +1 604-922-5953 [International]).

Summary of terms

A. Background

The Clinton Health Access Initiative, Inc. (CHAI) is a global health organization committed to saving lives and improving health outcomes in low- and middle-income countries by enabling the government and private sector to strengthen and sustain quality health systems. For more information, please visit www.clintonhealthaccess.org

The Clinton Health Access Initiative, KENYA (CHAI KENYA) invites interested and capable organizations to submit proposals to supply and deliver Point of Care Ultrasound (POCUS) devices, together with associated accessories and consumables, installation and commissioning, user training, and after-sales technical support and maintenance, for use in selected health facilities in Kenya. Offerors are invited to submit proposals in response to this RFP in accordance with Section D, Instructions for Preparation of Proposal and Submission to CHAI.

This RFP does not obligate CHAI to make an award or fund an applicant, nor does it commit CHAI to reimburse for the costs incurred for proposal preparation. All costs related to proposal preparation must be borne by the offeror. CHAI will accept no fee for the submission of these applications. CHAI makes no representations or warranties and will not incur any liability under any law as to the accuracy, reliability, or completeness of the information contained in the RFP.

B. Proposal Dates and Requirements

The below table summarizes key dates in the RFP process. Offerors are expected to comply with these dates and deadlines. CHAI reserves the right to modify the dates at its discretion.

Milestone	**Date and time**
RFP Released	Friday 4 September 2026, 9:00 am (EAT)
Deadline for Written Questions	Friday 18 September 2026, 11:59 pm (EAT)
Answers for Questions Released	Friday 25 September 2026
Proposals due	Wednesday 14 October 2026, 11:59 pm (EAT)
Estimated award	Late October 2026 (TBC)

1. Questions and Answers

All questions regarding this RFP must be submitted by the date above by email to ***CHAIKEBids@clintonhealthaccess.org*** quoting reference **CHAI/KE/MNH/POCUS/001/2026** in the email subject line. CHAI will only consider written requests for clarification. Only written answers from CHAI will be considered official and carry weight in the RFP process and subsequent evaluation. Answers of guidance received outside of the official channel from employees or representatives of CHAI will not be considered official information regarding this RFP.

2. Proposal Submission and Validity

All responses to this RFP must be submitted by the date and time above and must comply with the instructions below in Section D. Instructions and Preparation of Proposal and Submission to CHAI. Offers must be submitted electronically only, addressed to the Procurement Committee at ***CHAIKEBids@clintonhealthaccess.org*** quoting reference CHAI/KE/MNH/POCUS/001/2026 in the email

subject line. CHAI reserves the right to evaluate late offers at its discretion. By submitting this proposal, the offeror confirms that the proposal is valid for a period of 60 days.

3. Award

CHAI will examine the offers to determine whether they are complete, comply with all the conditions of the RFP, have been duly signed, and are in general order. CHAI will select the offer that represents the best overall value. CHAI anticipates making one award to one entity, but reserves the right to make no award, or to make multiple awards.

C. Eligibility Requirements

Offerors, regardless of entity status (for-profit, not-for-profit, etc.), must be legally registered to conduct business in Kenya. A valid copy of a business license and/or registration must be provided in the offer submission. All offers must be submitted using Annex A below and must be signed by cognizant officers of the organization.

Offers who are party to a joint venture or partnership arrangements may submit proposals in conjunction with other companies or organizations. The lead company will be responsible for complying with resultant agreement terms and conditions. Evidence of the partnership arrangement or joint venture must be submitted as a part of the proposal for CHAI's evaluation and review to CHAI General Counsel.

D. Instructions for Preparation of Proposal

Offerors are required to use the form in Annex A, below, to reply to this RFP. Failure to provide all the information required by the RFP or submitting an offer that does not respond to the RFP in all respects may result in the rejection or disqualification of the offer. The information that the respondent considers proprietary must be clearly marked as such. All such information will be treated confidentially and used by CHAI for evaluation purposes only.

1. Technical Proposal

Offerors are required to write a technical response to the scope of work in Section G, Scope of Work and Deliverables.

The technical proposal must not exceed 15 pages in total, excluding CVs, product brochures, and certifications, and must be organized in the following sections:

- **Technical approach and methodology:** describe the devices offered (make, model, transducer type and frequency, imaging modes, display device, battery performance, connectivity, and portability) and demonstrate in a point-by-point compliance matrix how each meets the specifications in Section G, including a handheld unit no larger than a mobile phone with transducer capability across the 2–5 MHz obstetric range, whether provided as a dedicated convex probe or as a wider-band or multi-frequency probe, real-time high-definition imaging with 2D and M-mode as a minimum, and for any standard portable unit offered, capability for an additional linear 7–12 MHz transducer, and set out the proposed approach to supply, delivery to the CHAI offices, installation, and commissioning at facility level. For each device offered, state the obstetric indications and scanning depths for which the transducer is validated and attach the supporting validation evidence; a wider-band, multi-frequency or dual-purpose probe is acceptable provided obstetric performance is demonstrated to be at least equivalent to a dedicated convex 2–5 MHz probe. ***(Maximum 5 pages)***

- **Power, display, data and storage:** state the continuous scan time of each unit offered and how three hours of scanning between mains charges is achieved from the internal battery alone, and separately the additional scan time available using the supplied backup battery or power bank; confirm charging via AC, external charger and off-grid sources through a standardized charging port, battery monitoring indicators, and a supplier-provided backup battery; a hospital-owned Android or iOS tablet or smartphone as the separate display device for handheld units; password protection and GPS tracking; the maximum continuous offline period and whether any periodic online check-in is required for the device or its AI to keep functioning, and whether AI processing runs on the device or in the cloud; and image storage in DICOM format suitable for upload to PACS, with at least 256 GB of on-device storage plus external storage. State whether images can be transferred using DICOM C-STORE, DICOMweb, or both, and whether the solution supports HL7 or FHIR integration with electronic medical record systems and the national health information system, identifying any integration that is chargeable as an add-on. A mobile trolley with docking capability must be included for any standard portable unit. ***(Maximum 2 pages)***
- **Regulatory and quality documentation:** The supplier shall provide manufacturer authorization or distributorship letter, the manufacturer's ISO 13485 certificate, with POCUS included in the scope and proof of Stringent Regulatory Authority (SRA) approval for POCUS such as USFDA approval, TGA approval, or equivalent. Where a device, transducer or AI feature is approved only for research, investigational or educational use, this must be stated expressly in the offer; CHAI may reject any such item or the offer as a whole at its discretion. Each Artificial Intelligence (AI) feature must be SRA-approved (e.g., USFDA, EC-marked Health Canada, TGA, or equivalent) for its specific intended clinical use, with proof of approval provided for each individual AI-enabled clinical application offered, and any AI feature that is investigational, educational-use-only, or not yet cleared by an SRA for the intended clinical application clearly disclosed and not represented as diagnostically approved. Offerors must also provide a statement of the specific clinical indications for which the AI is regulatory-cleared and the stringent regulatory authority that cleared each one, and separate clearance evidence for the hardware and for the software as a medical device where these are certified separately, IEC certification for each device offered, evidence of approval by the Pharmacy and Poisons Board (PPB) and the Kenya Bureau of Standards (KEBS), written confirmation that any artificial-intelligence functionality has been fully validated and that its algorithms comply with Kenya's data protection law, written disclosure of whether any images, associated patient data or clinician annotations captured on the devices supplied will be used to train, retrain, validate or otherwise improve the offeror's artificial-intelligence models or those of any third party, and if so the legal basis relied on, whether the data is anonymized before such use, and the jurisdiction in which the processing takes place, together with a declaration that no such use will occur without the prior written consent of the Kenya Ministry of Health, a statement of where scan images, associated patient data and any artificial-intelligence processing are hosted, including the country and the name of any cloud or hosting provider used, a declaration that no second-hand or refurbished equipment is offered, and standard operating procedures for installation, calibration, and preventive maintenance. **(Attach as annexes**)
- **Draft work plan:** a delivery and installation schedule running from contract award to final commissioning, showing lead times, shipping and customs clearance, facility readiness checks, installation by site or batch, and training dates. ***(Maximum 3 pages)***
    - Present the work plan as a Gantt chart or milestone table showing the party responsible for each activity and any dependencies on CHAI, the Ministry of Health, or facility staff.

- **Key staff:** identify the personnel who will deliver the contract, including a designated account or contract manager, biomedical engineer(s), and a clinical training lead, with roles, reporting lines, and percentage time allocation. ***(Maximum 2 pages, excluding CVs)***
    - Attach CVs of no more than two pages each for the account manager, lead biomedical engineer, and clinical training lead, and confirm whether each is based in Kenya and available for the proposed period of performance.
- **Capabilities statement and after-sales support:** evidence of comparable POCUS or diagnostic imaging supply & roll out contracts, in-country service capacity, including the location of the nearest service hub and whether a replace-first repair model is offered, spare parts availability, evidence of the financial standing of both the supplier and, where different, the developer of the AI software, together with a written support commitment for the device lifetime, guaranteed fault response and repair turnaround times, a warranty of not less than two years with post-market support and a stated device lifetime of at least three to five years, interoperability arrangements, a preventive and corrective maintenance program offered under a maintenance contract, and a training package covering end-user application training plus one week of biomedical engineer training delivered at the supplier's cost. ***(Maximum 3 pages)***
    - Describe at least three contracts of similar scope and value delivered in the last five years, stating the client, volumes supplied, geographies covered, and whether contracted service levels were met. For each deployment at primary healthcare level in a low- or middle-income country, also state the number of facilities covered, the number of scans performed, the cadre of health worker trained to operate the device and whether they scanned independently, the documented hardware failure or replacement rate, and any peer-reviewed clinical validation of the device and its AI.

Content submitted in excess of the page limits stated above may not be evaluated. Brochures, certifications, and CVs should be attached as annexes and do not count towards the page limits.

2. References

Offerors must complete the table in Annex A with past performance references.

3. Budget

The resultant award will be a fixed-price, deliverables-based purchase agreement. Payment will be made in instalments against verified milestones: delivery and acceptance of the devices at the CHAI offices; completion of installation and commissioning; and completion of end-user and biomedical engineer training. Offerors must provide an itemized budget in the form of a unit-price schedule showing quantity, unit price, and extended price for each of the following, together with a total: (i) handheld ultrasound units, including the separate hospital-owned display device; (ii) standard portable units, where offered, including the mobile docking trolley; (iii) additional transducers, backup batteries, chargers, and external storage; (iv) consumables such as ultrasound gel and probe covers, priced per unit; (v) freight, insurance, customs clearance, and in-country delivery to the CHAI offices; (vi) installation and commissioning at facility level, including all travel, transport, and subsistence costs for the supplier's personnel; (vii) end-user application training and one week of biomedical engineer training, which must be shown at no additional charge and delivered at the supplier's cost; (viii) the two-year minimum warranty; and (ix) a separately priced, optional schedule for preventive and corrective maintenance and spare parts covering years three to five. CHAI has not published, and will not disclose, an estimated budget or award value for this procurement; offers will be evaluated on the prices offered. Quantities stated in Section G are indicative and the final quantity will be set at award. Unit prices quoted must therefore be firm for any quantity between 10 and 20 handheld units, and offerors must state any volume-based discount they are prepared to offer and any minimum order

quantity that applies. Offerors must confirm that the prices quoted are all-inclusive and that no additional fees, taxes, or costs will be added after award. All budgets must be quoted in United States Dollars (USD). Budgets must be accompanied by a brief cost narrative that describes each line item and the assumptions made in the total cost. Offerors must state whether AI software is licensed perpetually or by subscription, the annual or per-scan fee and its escalation, and what happens to device and AI functionality if the licence is not renewed. Any data connectivity and device management fees must also be stated per unit per year, together with the three-year total of all recurring fees. Any cost not disclosed in the proposal will be treated as included in the fixed price.

Prices must be quoted exclusive of Value Added Tax (VAT), with VAT and any other applicable Kenyan duties, levies, or clearing charges shown as separate line items so that the tax-exclusive comparison of offers is clear. Offerors must state any assumptions made about duty or VAT exemption. Where devices are imported, offerors must confirm whether quoted prices are delivered duty paid to the CHAI offices named in Section G.

E. Evaluation Criteria and Negotiation

CHAI will make an award based on which proposal represents best value to CHAI. CHAI may award to a higher-priced offeror if a higher technical evaluation justifies the additional cost. Evaluation will be conducted in two stages. Stage 1 is a mandatory regulatory compliance gate assessed on a pass/fail basis: where a required document or confirmation is missing or incomplete, CHAI may issue a written request for the offeror to cure the omission within three (3) business days. An offer that is not cured within that period will be eliminated and will not be scored. A cure request is limited to supplying evidence of compliance that existed at the proposal deadline; it may not be used to obtain a certification or approval issued after that date, or to change any priced or technical element of the offer. Stage 2 scores each compliant offer out of 100 points, 70 points technical and 30 points cost. Evaluation will be carried out by the CHAI Procurement Committee. All persons involved in the evaluation are bound by CHAI's confidentiality and conflict-of-interest requirements, and none may communicate with offerors outside the official channel in Section B.1. CHAI will use the following criteria to evaluate proposals:

Category	Criteria
Regulatory compliance (mandatory stage gate)	Assessed pass/fail before any technical scoring against the mandatory documentation listed in Section D.1. Where an item is missing or incomplete, CHAI may allow three (3) business days to cure; an offer not cured within that period will not be scored.
Technical approach and methodology	Compliance of the devices offered with the specifications in Section G including probe configuration and demonstrated obstetric image quality; completeness of the compliance matrix; and the proposed supply, delivery, installation and commissioning approach.
Power, display, data and storage	Compliance with the power, display, data and storage requirements set out in Section G.
Capability and after-sales support	Relevant experience of comparable contracts and the warranty, maintenance, support and training package offered, as required by Section D.1.
Work plan and delivery schedule	Realism of lead times, customs clearance and installation sequencing; clarity of milestones, responsibilities and dependencies; demonstrated ability to complete delivery and commissioning within the period of performance.

Key staff	Suitability, qualifications and availability of the account manager, biomedical engineer(s) and clinical training lead; in-country presence; time allocation to this contract.
Cost	Completeness and clarity of the unit-price schedule and cost narrative; total evaluated cost and value for money, including optional maintenance pricing for years three to five.

Offerors are expected to submit their best offer. CHAI reserves the right to hold further discussions, conduct negotiations, ask for additional information, or request clarifications before making an award. CHAI reserves the right to hold a best and final offer or competitive range stage prior to award. CHAI may, at its sole discretion, ask offerors to conduct oral presentations.

F. Terms and Conditions of Resultant Agreement

Any agreement that results from this solicitation will be subject to CHAI's standard agreement terms and conditions. A copy is available upon request. For the purpose of this solicitation, please note that the following terms apply:

I. Confidentiality: Information which the offeror considers to be confidential or proprietary must be clearly marked as such. All such information is treated as confidential by CHAI for assessment purposes only. Should the offeror anticipate submitting confidential or proprietary information to CHAI, please contact the POC for this procurement to request a copy of CHAI's standard NDA.

G. Scope of Work and Deliverables

This section sets out CHAI's requirements. Offerors must respond to each subsection below in their technical proposal.

1. Scope of Work

CHAI Kenya requires a supplier to furnish handheld obstetric point-of-care ultrasound (O-POCUS) devices, and optionally standard portable ultrasound units, for health facilities across counties in Kenya. The indicative requirement is between 10 and 20 handheld units. Quantities are indicative only: CHAI will determine the final quantity at award on the basis of the unit prices offered may award fewer or more units than the indicative figure without any change to the unit prices quoted. The devices will be used by trained health workers to perform obstetric point-of-care ultrasound. All equipment must be new; second-hand and refurbished equipment will not be accepted.

The supplier will be responsible for:

- Supplying handheld units, no larger than a mobile phone, each with transducer capability across the 2–5 MHz obstetric range, validated for the relevant obstetric indications, whether by a dedicated convex probe or a wider-band or multi-frequency probe, real-time high-definition imaging with 2D and M-mode as a minimum, customizable image settings, password protection, and GPS tracking, together with a hospital-owned Android or iOS tablet or smartphone as the separate display device.
- Supplying standard portable units with validated obstetric imaging capability across the 2–5 MHz range and linear imaging capability in the 7–12 MHz range, whether provided as separate transducers or as a single multi-frequency transducer, each with a mobile trolley with docking capability.
- Supplying, for every unit, rechargeable batteries providing a minimum of three hours' continuous scanning, whether from the internal battery alone or in combination with the supplied backup battery or power bank, of which at least two hours must be available from the internal battery alone, a standardized charging port supporting AC, external and off-grid charging, battery monitoring indicators, and a backup battery.
- Configuring image storage in DICOM format with at least 256 GB of on-device storage plus external storage and enabling upload to PACS at facilities where PACS is available, supporting image transfer over DICOMweb as well as DICOM C-STORE, and supporting HL7 or FHIR integration with facility electronic medical record systems and the national health information system where these are available.
- Delivering all items to the CHAI Offices on the agreed upon schedule. Delivery includes freight, insurance, customs clearance, and in-country transport to the CHAI Offices.
- Installing, commissioning, and functionally testing each device at the receiving facility.
- Delivering end-user application training for health workers at each facility, and one week of biomedical engineering training, both at the supplier's cost.
- Providing preventive and corrective maintenance, spare parts, and post-market technical support during the warranty period.

The following are outside the supplier's scope and remain the responsibility of CHAI and the receiving facilities: onward transport of the devices from the CHAI offices to the receiving facilities; facility electrical works and surge protection; insurance of devices against loss and theft after acceptance; and e-waste management on decommissioning and disposal.

2. Deliverables and Deliverables Schedule

The following deliverables are required. Timing for each deliverable is as set out in the offeror's work plan, as accepted by CHAI at contract signature. Payment against each deliverable is subject to CHAI's receipt and acceptance of the verification evidence listed.

Deliverable 1: Inception meeting and confirmed delivery and installation plan, including the Gantt chart or milestone table required in the technical proposal. Due as proposed in the offeror's work plan. Verification: signed minutes and the approved plan.

Deliverable 2: Delivery of all devices, display devices, accessories, and initial consumables to the CHAI offices in accordance with the delivery schedule set out in the offeror's work plan, as accepted by CHAI at contract signature. Verification: signed delivery notes and a register of serial numbers by device.

- Deliverable 3: Installation, commissioning, and functional testing of each device, including configuration of password protection, GPS tracking, and DICOM storage. Due as proposed in the offeror's work plan following distribution of the devices by CHAI to each facility. Verification: commissioning checklist per device signed by the facility in charge.
- Deliverable 4: End-user application training for health workers at each facility. Due concurrently with commissioning at each site. Verification: training report, attendance registers, and pre- and post-training assessment results.
- Deliverable 5: One week of biomedical engineers training on the devices supplied, at the supplier's cost. Delivered in accordance with the training schedule set out in the offeror's work plan, as accepted by CHAI at contract signature. Verification: training report and certificates of completion.
- Deliverable 6: Documentation pack: warranty certificates; CE, IEC or US FDA certification; PPB and KEBS approvals; written confirmation of artificial-intelligence validation and data protection compliance where applicable; and standard operating procedures for installation, calibration, and preventive maintenance. Due on completion of delivery. Verification: complete pack submitted to CHAI in electronic form.
- Deliverable 7: Preventive maintenance visits and corrective maintenance during the warranty period, in line with the agreed maintenance program. Due at the frequency set out in the offeror's proposed maintenance program. Verification: service reports per facility and a fault log showing response and repair turnaround times.

3. Warranty and Insurance Requirements

Warranty: each device must carry a warranty of not less than two years from the date of commissioning, covering parts, labor, and transport for repair or replacement. The supplier must confirm a device lifetime of at least three to five years, provide post-market (after-sales) support, provide for interoperability, and confirm that the device does not rely exclusively on online functionality. The supplier must state its guaranteed fault response time and repair or replacement turnaround and must supply a loan device where a repair exceeds the stated turnaround. Spare parts must remain available for the device lifetime.

Maintenance: the supplier must maintain a maintenance program covering both preventive and corrective measures for the warranty period and must offer a separately priced maintenance contract for years three to five.

Insurance: the supplier must insure all goods in transit until delivery and acceptance at the CHAI offices and must carry public liability and employer's liability cover for its personnel performing installation and training on site. Insurance of the devices against loss and theft after acceptance is the responsibility of CHAI and the receiving facility.

4. Period of Performance

The expected period of performance for supply, delivery, installation, commissioning, and training will be as proposed by the offeror in its work plan and confirmed at contract signature. The supplier's warranty and maintenance obligations continue for not less than two years from commissioning of the last device, and any optional maintenance contract for years three to five will run from the end of the warranty period. The period of performance must align with the funding cycle of The Beginnings Fund; offerors should state any assumptions about start date in their work plan.

Annex A: Proposal Application Form

All offerors submitting a bid in response to this RFP must complete this template letter. The letter must be signed by an authorized representative of your organization and must be dated appropriately. This letter must be submitted with a copy of your business license and any other documents as requested in the solicitation

To: Procurement Committee, CHAI Kenya
Reference: CHAI/KE/MNH/POCUS/001/2026
Company Name: [Insert your company name]

General
We, the undersigned, hereby provide this offer to perform the work described in the referenced RFP. We acknowledge and agree to all terms and conditions. We certify that our organization, as well as our principal officers and key individuals, are eligible to participate in this procurement and are not debarred, nor on any watchlist or sanctions list. We further certify that, to the best of our knowledge, we have no close, familial, or financial relationships with CHAI staff or individuals representing CHAI; and that we have no close, familial, or financial relationships with any other bidders on this RFP. If we become aware of a potential conflict, we will immediately notify ethics@clintonhealthaccess.org. We also certify that our business license, attached, is accurate and up to date with the relevant authorities.

Our offer remains valid for 60 days from the date of submission.

General Information	
Company Address	
Company Telephone	
Company Website (if applicable)	
Company Registration or Tax ID	
Brief company description	

Past Performance
We hereby provide three references for similar work that we acknowledge may be contacted at any time by CHAI.

Past Performance	
Reference 1 • Company, Entity, or Individual Name • Contact Information • Brief description of work	
Reference 2 • Company, Entity, or Individual Name • Contact Information • Brief description of work	
Reference 3 • Company, Entity, or Individual Name • Contact Information • Brief description of work	

Technical Proposal
Attach your technical proposal here. It must not exceed 15 pages in total, excluding CVs, product brochures, and certifications, and must be organized in the sections set out in Section D.1: technical approach and methodology (maximum 5 pages); power, display, data and storage (maximum 2 pages); regulatory and quality documentation (attached as annexes); draft work plan (maximum 3 pages); key staff (maximum 2 pages, excluding CVs); and capabilities statement and after-sales support (maximum 3 pages). Your technical approach section must include the point-by-point compliance matrix against the specifications in Section G. Content in excess of a stated page limit may not be evaluated. Your submission will be evaluated against the categories set out in Section E, Evaluation Criteria and Negotiation; each section of your technical proposal and your budget must address the corresponding category.

Budget
Attach your budget here as a unit-price schedule in United States Dollars (USD), showing quantity, unit price, and extended price for each of the line items listed in Section D.3, together with a total, and covering the period of performance stated in Section G.4. Show end-user application training and the one week of biomedical engineer training at no additional charge and price the optional preventive and corrective maintenance and spare parts schedule for years three to five separately. Prices must be exclusive of VAT, with VAT and any other applicable Kenyan duties, levies, or clearing charges shown as separate line items, and any assumptions about duty or VAT exemption stated. Include a brief cost narrative explaining each line item and the assumptions used to build the total.

Key officer signatures:
Name (Printed):
Title
Signature
Date

Name (Printed):
Title
Signature
Date

Name (Printed):
Title
Signature
Date