Clinton Health Access Initiative, Inc.

Request for Proposals

Supply and Delivery of Laboratory Equipment for Food and Alcohol Safety Testing

Lao People's Democratic Republic

Funded by	Australian Department of Foreign Affairs and Trade (DFAT)
DFAT Agreement No.	81155
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Issued by	Clinton Health Access Initiative, Inc. (CHAI) Lao PDR
Date Issued	18 November 2026
Point of Contact	Laosprocurement@clintonhealthaccess.org
Submission Deadline	16 December 2026, 17:00 Vientiane time

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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 collusion, falsified bids, bribery, and other forms of fraud. Vendors engaging in such conduct will be disqualified from current and future opportunities. Please contact **ethics@clintonhealthaccess.org** or the CHAI Whistleblower Hotline at **chai@integritycounts.ca** (+1 866-921-6714 toll-free or +1 604-922-5953 international) with any concerns.

A. Background

The Clinton Health Access Initiative, Inc. (CHAI) is a global health organization committed to saving lives and reducing the burden of disease in low- and middle-income countries. For more information, please visit **www.clintonhealthaccess.org**.

CHAI Lao PDR is implementing the project "Strengthening Food Safety and Alcohol Surveillance, Prevention, and Response in Lao PDR" funded by DFAT under Agreement No. 81155. The project supports the Ministry of Health (MoH), specifically the Food and Drug Department (FDD), the National Centre for Food and Drug Analysis (NCFDA), and the Bureau of Food and Drug Inspection (BFDI), to strengthen food and alcohol safety systems nationwide.

The project was triggered by the November 2024 methanol poisoning incident in Vang Vieng, which exposed critical gaps in Lao PDR's capacity to detect, respond to, and prevent food and alcohol safety emergencies.

In February 2026, technical experts from the Australian National Measurement Institute (NMI) and the Asia Pacific Food Analysis Network (APFAN) conducted a laboratory capacity assessment across four national sites (NCFDA Vientiane, Savannakhet, Champasak, and Luang Prabang). Key findings were:

- NCFDA Vientiane requires a dedicated GC-FID system for quantitative methanol analysis
- Eight units of portable methanol screening equipment is required at the Bureau of Food and Drug Inspection (BFDI) and at priority provincial food and drug offices.
- NCFDA and provincial inspectors require food adulteration rapid test kits for routine market surveillance, and rapid colorimetric methanol screening test kits for front-line triage of alcoholic beverages.

CHAI now invites qualified vendors to submit proposals for the supply, delivery, installation, and commissioning of this equipment.

B. Proposal Dates and Requirements

Milestone	Date
RFP Released	18 November 2026
Deadline for Written Questions	2 December 2026
Answers to Questions Released	9 December 2026
Proposals Due	16 December 2026
Estimated Award	28 January 2027
Estimated GC-FID Delivery / Commissioning	Q2 2027 (est. 3–4 months post-award)

1. Questions and Answers

All questions must be submitted in writing by the deadline above to: Laosprocurement@clintonhealthaccess.org. Questions and CHAI's responses will be circulated to all vendors who have expressed interest. Only written answers from CHAI are official.

2. Proposal Submission and Validity

Proposals must be submitted electronically by the deadline to: Laosprocurement@clintonhealthaccess.org. Proposals remain valid for 90 days from the submission deadline. Late offers may be evaluated at CHAI's discretion.

3. Lot Structure: Partial Bids Permitted

This RFP is structured in three lots. Vendors may bid on a single lot, any combination of lots, or all three. For example, Lot A only, Lot B only, or Lots A and B together. Vendors bidding on more than one lot must price each lot separately, and may also offer an optional combined (package) price. CHAI reserves the right to make separate awards by lot, or to award a combined package where it represents better overall value.

Lot	Equipment	Delivery Destination
A	GC-FID System, 1 complete package	NCFDA, Vientiane Capital

Lot	Equipment	Delivery Destination
B	Portable Methanol Detectors, 8 units	NCFDA Vientiane (delivery hub); onward distribution to BFDI and priority provinces by FDD/NCFDA/BFDI
C	Food Adulteration Rapid Test Kits and Rapid Colorimetric Methanol Screening Test Kits	NCFDA, Vientiane Capital

4. Award

CHAI will select the offer(s) representing best overall value by lot. CHAI reserves the right to make no award, partial awards, or multiple awards.

C. Eligibility Requirements

- Must be legally registered to conduct business in Lao PDR, or demonstrate a clear legal pathway to import and deliver goods to Lao PDR (e.g., through a registered local agent). A valid business license or registration must accompany the proposal.
- Must not be on any sanctions or debarment list maintained by the U.S. Government, United Nations, or Australian Government.
- Joint ventures are permitted; the lead organization is responsible for all agreement terms. Evidence of the arrangement must be submitted.
- Vendors incorporated in the People's Republic of China (PRC) may be subject to additional CHAI due diligence.

D. Instructions for Preparation of Proposal

Offerors must use Annex A to submit their response. Incomplete proposals or those not responding in all material respects may be rejected. Proprietary information must be clearly marked.

1. Technical Proposal

For each lot being bid on, offerors must provide the following sections. Page limits are indicated.

T1: Company Qualifications (max. 2 pages per lot)

- Overview of experience supplying laboratory or scientific equipment, preferably to public health institutions in Southeast Asia or comparable low-resource settings

- Evidence of authorized distributorship or manufacturer status for the proposed equipment
- Regional presence or partnerships for after-sales support (specify countries and locations)

T2: Technical Specifications and Compliance (max. 3 pages per lot)

The technical specifications for each lot are set out in Annex B. Offerors must respond to every line, stating compliance or explaining any deviation.

T3: After-Sales Support Plan (max. 2 pages per lot)

- Warranty: duration, coverage scope, and escalation process
- Regional service center locations and response times to Vientiane, Lao PDR
- Named in-country service agent for Lao PDR, with evidence of that agent's competence through past service history on comparable equipment
- Guaranteed onsite response within 24 hours and resolution within 5 days, for the full warranty period
- Calibration: the routine the operator performs at each use, the 12-monthly factory review and full compliance check by the vendor or its service agent, what each of these costs, and a separately priced ongoing service contract for the period after the included years
- Preventive maintenance: frequency, scope, and cost structure during warranty period
- Spare parts availability and lead times from Thailand or Vietnam
- Training plan: format, duration, who delivers, and how competency is assessed

T4: Delivery and Installation Plan (max. 2 pages per lot)

- Proposed delivery timeline and logistics approach, including import clearance to Lao PDR
- Lot A: installation and commissioning plan at NCFDA Vientiane, including IQ/PQ/OQ documentation
- Lot B: first-time onsite training approach coordinated with FDD/NCFDA/BFDI at NCFDA
- Lot C: delivery and any orientation support at NCFDA

2. References

Provide three past performance references for comparable supply contracts, preferably in Southeast Asia or the public health sector. Complete the table in Annex A. References may be contacted at any time by CHAI.

3. Budget

Submit an itemized budget per lot covering: equipment unit cost, consumables, spare parts, delivery and logistics, installation, training, and any other direct costs. All prices in USD. VAT and

customs duties must be itemized separately. A brief cost narrative must accompany the budget. Prices must remain fixed for 90 days.

E. Evaluation Criteria and Negotiation

CHAI will evaluate proposals based on best overall value per lot. A higher-priced proposal may be selected where the technical evaluation justifies the cost. Technical evaluation will be conducted by CHAI's Procurement Committee, informed by a written technical recommendation from NMI and APFAN.

Category	Criteria	Points
Technical Compliance	Point-by-point compliance with Annex B specifications. Must-have vs. desirable criteria defined by NMI/APFAN. ***Must-have and desirable sub-criteria, and the points available for each, are set out in Annex C.***	**45**
After-Sales Support	Quality of warranty, regional service coverage (Vietnam/Thailand preferred), and preventive maintenance and calibration plan. Must meet the required onsite response within 24 hours and resolution within 5 days across the warranty period. Evidence of the proposed in-country service agent's competence through past service history is required. ***Sub-criteria and the points available for each are set out in Annex C.***	**25**
Training & Capacity Building	Comprehensiveness of operator training plan; evidence of training in similar contexts; commitment to train until staff reach operational competency.	**15**
Delivery Plan	Realism and completeness of delivery and installation plan; import/logistics experience for Lao PDR or comparable countries.	**15**
TOTAL		**100**

CHAI reserves the right to request clarifications, conduct negotiations, or request best-and-final offers prior to award.

F. Terms and Conditions of Resultant Agreement

Any agreement resulting from this RFP is subject to CHAI's standard terms and conditions. A copy is available on request.

I. Confidentiality: Proprietary information must be clearly marked. CHAI will treat it as confidential for assessment purposes only. Contact the POC to request CHAI's standard NDA if needed.

II. DFAT Flow-Down Requirements: This procurement is funded by DFAT under Agreement No. 81155. The resultant agreement will include applicable DFAT flow-down clauses. Records may be subject to audit by DFAT or its designated auditors.

III. Payment and Acceptance: Payment is deliverables-based and supported by a signed Goods Received Note. For Lot A the indicative payment schedule is 25% on order, 50% on completion of installation qualification, and 25% on completion of operational and performance qualification following operator training and demonstrated competency. Written acceptance from NMI/APFAN following IQ/PQ/OQ is required before final payment.

IV. Taxes and Duties: This procurement may qualify for VAT/import-duty exemption. The awarded vendor will be required to provide documentation to support CHAI's exemption filing promptly, on a timeline agreed before shipment.

G. Scope of Work and Deliverables

1. Overview

CHAI requires the supply and delivery of three categories of laboratory equipment to strengthen food and alcohol safety testing capacity in Lao PDR. Equipment must be brand-neutral, fit for purpose in a government laboratory setting with limited infrastructure, and supported by accessible regional after-sales service. Vendor responsibilities include: supply of all specified equipment and consumables; delivery and import clearance to designated delivery points; installation and commissioning where specified; and initial onsite operator training.

LOT A: GC-FID System for Quantitative Methanol Analysis

Quantity: 1 complete system | **Delivery to:** NCFDA, Vientiane Capital

Equipment package required:

- Gas chromatograph with dual flame ionization detectors (FID) and a headspace sampler. The headspace sampler is part of the required system, not an optional accessory, because headspace injection is the primary method for methanol in beverages
- Capillary columns suitable for methanol analysis (BP-624/DB-624 equivalent and a polyethylene glycol wax column; DB-5 is not suitable)

- High-purity gases: offerors must state whether they can supply cylinders (N_2, He, Zero Air, H_2) and regulators, and price them as a separate line item. Cylinder supply is not a condition of award and CHAI will source locally where a vendor cannot supply
- A hydrogen, nitrogen and zero air 3-in-1 gas generator may be offered in place of, or in addition to, cylinders. Price this as a separate line item. A 3-in-1 generator does not produce helium, so helium may still be needed. Helium supply is a facilities matter for CHAI and NCFDA and is not a requirement of offerors
- Certified reference standards: methanol, furfural, aldehyde, propanol (99.9%, 100 mL, ×2 each)
- Spare parts and consumables: approximately 30% of instrument cost, covering the full warranty period

Full brand-neutral technical specifications for Lot A are set out in Annex B.1.

Mandatory vendor requirements for Lot A:

- Minimum 36-month comprehensive warranty covering parts and labour
- Preventive maintenance: minimum one visit per year during warranty, with defined response times to Vientiane
- Regional technical support from Vietnam or Thailand, with onsite response within 24 hours and resolution within 5 days for the full 36-month warranty period
- Onsite installation and commissioning at NCFDA Vientiane, including full IQ/PQ/OQ documentation submitted to CHAI and NMI/APFAN
- Onsite operator training: minimum 5 days; must continue until NCFDA staff demonstrate operational competency in methanol analysis

LOT B: Portable Methanol Detectors, 8 Units

Quantity: 8 units | Delivery to: NCFDA, Vientiane Capital (distribution hub)

Vendor delivers all 8 units to NCFDA Vientiane. FDD/NCFDA/BFDI coordinate onward distribution to the sites listed below. Vendor is responsible for first-time onsite training at NCFDA Vientiane.

Destination breakdown:

-
- Bureau of Food and Drug Inspection (BFDI), 1 unit
- Savannakhet province, 1 unit
- Champasack province, 1 unit
- Luangprabang province, 1 unit
- Bolikhamxay province, 1 unit
- Vientiane province, 1 unit
- Saravan province, 1 unit
- Sekong province, 1 unit

Equipment must be capable of:

- Detecting and quantifying methanol in alcoholic beverages, including illicit and home-produced alcohol, and distinguishing methanol from ethanol
- Field use by non-specialist inspectors in provincial and border settings

Full brand-neutral technical specifications for Lot B are set out in Annex B.2.

Mandatory vendor requirements for Lot B:

- All calibration kits, reagent cartridges, and consumables for minimum 12 months of field operation included in procurement package
- Calibration: the instrument must support an operator-run 1-point or 2-point calibration check at every use, with all necessary calibration consumables supplied. The vendor or its authorised service agent must carry out a factory review and full compliance check every 12 months, included at no additional cost for the first two years. The vendor must also quote, as a separately priced option, an ongoing service contract covering all 8 instruments after that period.
- Minimum 24-month warranty on all units
- User manual in English (Lao or Thai translation desirable)
- First-time onsite training: vendor delivers hands-on training for FDD/NCFDA/BFDI trainers at NCFDA Vientiane; training materials provided in English

LOT C: Food Adulteration Rapid Test Kits and Rapid Colorimetric Methanol Screening Test Kits

Delivery to: NCFDA, Vientiane Capital

Lot C covers two groups of kits. First, food adulteration rapid test kits for routine food safety screening by NCFDA and provincial inspectors. Second, rapid colorimetric methanol screening test kits for front-line triage of alcoholic beverages, which form the first tier of the three-tier testing approach together with the portable detectors in Lot B and the GC-FID in Lot A.

Food adulteration test types required (full list in Annex B.3):

- Borax
- Formalin
- Polar compounds in oil
- Sodium Sulphite
- ATP (surface and water)
- Coliform (food and water)
- Nitrite
- Nitrate
- Cleanliness of food contact articles

Quantities per test type will be confirmed at award. Vendors must quote the price per test for each test type, and give the pack size offered, the price per box and any minimum order quantity as supporting detail. Offers will be compared on price per test.

Rapid colorimetric methanol screening test kits: 2,400 tests in total. Vendors state the pack size offered. Full specifications are in Annex B.3.

Full technical specifications for Lot C are set out in Annex B.3.

Mandatory vendor requirements for Lot C:

- Compatible with standard field inspector use; no specialist equipment required
- Methanol screening kits must differentiate methanol from ethanol in a beverage matrix. Alcohol oxidase colorimetric kits and chromotropic acid field kits are acceptable examples. Alcohol test kits designed to detect spiked drinks, and saliva or urine screening kits for alcohol consumption, are not acceptable and will be rejected.
- Minimum 12-month shelf life from delivery date
- Instructions in English (Lao or Thai translation desirable)
- Price quoted per test for every test type, with the pack size offered, the price per box and any minimum order quantity given as supporting detail

2. Deliverables and Deliverables Schedule

Lot	Deliverable	Description	Timeline
A	D1: Delivery	Complete GC-FID system with consumables, spare parts, and reference standards delivered to NCFDA Vientiane	Q2 2027
A	D2: Install & Commission	Installation at NCFDA including IQ/PQ/OQ documentation submitted to CHAI and NMI/APFAN	Within 30 days of delivery
A	D3: Training	Minimum 5-day onsite operator training; training completion report to CHAI	During/immediately after commissioning
B	D1: Delivery	8 portable detectors with all consumables and calibration kits to NCFDA Vientiane	Q2 2027
B	D2: Training	First-time onsite training at NCFDA for FDD/NCFDA/BFDI trainers; materials provided	Within 2 weeks of delivery
C	D1: Delivery	All food adulteration test kits and 2,400 rapid colorimetric methanol screening tests delivered to NCFDA with full documentation	Q2 2027

3. Warranty and Service Requirements

Warranty and service requirements are detailed in Section G.1 by lot. All terms must be explicitly stated in the proposal and will form part of the resultant agreement.

For Lot A, formal acceptance will be conducted by NMI/APFAN following IQ/PQ/OQ. Final payment for Lot A is conditional on written acceptance confirmation from NMI/APFAN.

4. Period of Performance

The period of performance runs from contract award 1 Dec 2026 through delivery, installation, commissioning, and initial training. The project runs through 2027; vendors proposing multi-year service agreements should propose accordingly.

ANNEX A: Proposal Application Form

All offerors must complete and sign this form. It must be submitted with a valid business license and any other documents required by the RFP.

To: Laosprocurement@clintonhealthaccess.org

Reference: CHAI Lao PDR RFP, Laboratory Equipment for Food and Alcohol Safety Testing, 2026

Company Name: _____

Lot(s) bidding: ☐ Lot A (GC-FID) ☐ Lot B (Portable Detectors) ☐ Lot C (Test Kits)

General Declaration

We, the undersigned, provide this offer in response to the referenced RFP. We acknowledge and agree to all terms and conditions. We certify that our organization and principal officers are eligible to participate and are not debarred or on any sanctions list. We certify we have no conflicts of interest with CHAI staff or other bidders. If a potential conflict arises, we will immediately notify **ethics@clintonhealthaccess.org**. Our attached business license is accurate and current. Our offer is valid for 90 days from submission.

General Information

Company Address	
Company Telephone	
Company Website	
Company Registration / Tax ID	
Country of Incorporation	
Does the company have a bank account?	
Bank name (if applicable)	
Brief company description (2–3 sentences)	
Authorized distributor / manufacturer? (attach evidence)	

Regional after-sales service location(s)	

Past Performance References

Provide three references for comparable supply contracts. References may be contacted at any time by CHAI.

	Reference 1	Reference 2
Organization / Client		
Contact Name & Email		
Equipment / Goods Supplied		
Country of Delivery		
Year		

	Reference 3
Organization / Client	
Contact Name & Email	
Equipment / Goods Supplied	
Country of Delivery	
Year	

Technical Proposal

Attach technical proposal sections T1–T4 as described in Section D.1. Clearly label each section and indicate the lot.

Budget

Attach an itemized budget per lot covering: equipment unit costs, consumables, spare parts, delivery/logistics, installation, training, VAT/duties (itemized separately), and any other direct costs. Include a cost narrative. All prices in USD. Prices fixed for 90 days. If bidding on more than one lot, you may also provide an optional combined (package) price.

Authorized Signatures

Signatory 1	Signatory 2	Signatory 3
Name (Printed):	Name (Printed):	Name (Printed):
Title:	Title:	Title:
Signature:	Signature:	Signature:
Date:	Date:	Date:

ANNEX B: Technical Specifications

The technical specifications for each lot are issued as a separate attachment to this RFP, the workbook "RFP Annex B - Technical Specifications", which contains one sheet per lot. Offerors must respond to every line for each lot they are bidding on, confirming compliance or explaining any deviation in the vendor response column provided. Specifications are classified as M = Must-Have or D = Desirable. A proposal that fails a Must-Have requirement may be rejected. The completed workbook must be submitted with the proposal.

B.1 LOT A: GC-FID System for Quantitative Methanol Analysis

The full technical specification for Lot A is provided in the attached workbook "RFP Annex B - Technical Specifications", sheet "Lot A - GC-FID". Offerors must complete the vendor response column on that sheet and submit it with their proposal.

B.2 LOT B: Portable Methanol Detectors

The full technical specification for Lot B is provided in the attached workbook "RFP Annex B - Technical Specifications", sheet "Lot B - Methanol Detector". Offerors must complete the vendor response column on that sheet and submit it with their proposal.

B.3 LOT C: Food Adulteration and Methanol Rapid Test Kits

The full technical specification for Lot C, including the list of food adulteration test types and pack sizes, is provided in the attached workbook "RFP Annex B - Technical Specifications", sheet "Lot C - Test Kits". Offerors must complete the vendor response column on that sheet and submit it with their proposal.

ANNEX C: Technical Evaluation Scoring Guide

This scoring guide is provided to offerors in the interest of transparency. It will be used by CHAI's Procurement Committee to evaluate technical proposals, informed by a written technical recommendation from NMI and APFAN (D3).

The full evaluation criteria for each lot are issued as a separate attachment to this RFP, the workbook "RFP Annex C - Evaluation Criteria", which contains one sheet per lot. For every sub-criterion the workbook states whether it is a Must-Have or a Desirable requirement and the maximum points available. Each lot is scored out of 100 and is evaluated on its own.

Summary scoring framework. The sub-criteria and the points available for each lot are set out in full in the attached Annex C workbook:

Category	Key Sub-criteria	Max Points
Technical Compliance (vs. Annex B)	Must-have compliance; desirable features; specification gaps	45
After-Sales Support	Warranty terms; regional service; PM plan; response times	25
Training & Capacity Building	Plan quality; track record; commitment to operational competency	15
Delivery Plan	Realism; logistics experience; import track record	15
TOTAL		100

End of document.