REPORT

Solutions and Medicines for Hemodialysis Service for Ministry of Health (MoH),
Gaza, Palestine

Funded by
Palestinian American Medical Association (PAMA) & MedGlobal
Executive Summary

As part of PAMA’s objectives is to facilitate medical missions from the US to West Bank and Gaza which leads to promote health care for Palestinians. In order to implement this objective of PAMA, in 2019, a mission from PAMA and MedGlobal have visited Gaza Strip, Palestine and provided technical assistance to Ministry of Health (MoH) facilities all over Gaza Strip.

During the visit PAMA has committed the amount of USD 250,000 to support the Ministry of Health (MoH) overcome health shortages in Gaza and this includes purchasing medical supplies and equipment of needed items. In this regard, an amount of USD 80,000 has been allocated to purchase vital items of medications for kidney patients through this intervention that called Solutions and Medicines for Hemodialysis Service for Ministry of Health (MoH), Gaza, Palestine.

This report provides the analysis for which the technical assistance to Ministry of Health (MoH) worked during the mission to enhance the abovementioned objective in terms of capacity enhancement for MoH in Gaza to meet its needs for the patients.

With such intervention, it is foreseen that this assistance supports purchasing three (3) major and vital items for kidney patients as followings:

1. Erythropoietin 2000 I.U or alike 2000 I.U
2. Ferrous sucrose complex 100 mg / 5ml I.V.
3. Hemodialysis bicarbonate powder for B.Braun or Gambro machine 760g

The procurement process has been fully coordinated with the Ministry of Health (MoH) through the International Cooperation Department, as well as with collaboration with both Donation Department and the Central Store Department at Ministry of Health (MoH).

The major result and achievement of this intervention is that Ministry of Health (MoH) enabled to cover full one-month supply of the above items to 1200 kidney patients in Gaza strip (850 dialysis patients and 350 kidney transplant patients).
Introduction

The main objective of the intervention is to support the Ministry of Health (MoH) in Gaza to meet the needs of kidney patients from vital medications for kidney patients. This was implemented through the activity called Solutions and Medicines for Hemodialysis Service for Ministry of Health (MoH), Gaza, Palestine. PAMA and through its team in Gaza was able to purchase three (3) items that shown ZERO in MoH central store.

PAMA along with the Ministry of Health (MoH) aimed to cover a full one-month supply of needed medications to around 1,200 Kidney patients in Gaza strip. The number of patients include 850 dialysis patients and 350 kidney transplant patients. The intervention budgeted with total amount of USD 80,000.

The above-mentioned intervention was planned to be achieved through an intensive and comprehensive work in Gaza Strip, and through a direct support from PAMA Gaza representative with full coordination and collaboration with MoH in Gaza. PAMA also aimed to support Gaza economy along with promoting health care for Palestinians through purchasing the items from Gaza vendors.

The mission has been conducted in Gaza strip in phases:

- Agree with Ministry of Health (MoH) on the needed items and the quantities.
- Ministry of Health (MoH) provided PAMA with the expected costs/prices for the needed items.
- Conducting market analysis to identify whether the needed items are available in Gaza market. The analysis conducted by PAMA representative in Gaza, Palestine.
- PAMA issued an Invitation to Quote (ITQ) to the supplies who has been confirmed that they have the needed items available in their stores.
- PAMA and the Ministry of Health (MoH) formed a Technical Committee and Procurement Committee to analyze the received offers from the vendors.
- PAMA and Ministry of Health (MoH) agreed on the best offers (best price and best quality).
- PAMA contracted the venders that recommended by the committees.
- PAMA issued Purchase Orders (PO) to the venders.
- PAMA and the Ministry of Health (MoH) followed-up with the venders till the items delivered to the Ministry of Health (MoH) Central Store(s) in Gaza Strip.
- PAMA paid the venders for their due amounts according to the contracts.

It is worth mentioning that PAMA has followed the most common and accepted procurement standards. This allows to maximize the benefits and transparent process.
Intervention Achievements

- September 02, 2019: The implementation started and PAMA has issued an Invitation to Quote (ITQ) to the supplies in Gaza.
- September 08, 2019: Suppliers submitted their offers.
- September 10, 2019: Opening Price Offers have been conducted by the Committee members.
- September 12, 2019: Contracts have been signed and Purchase Orders have been issued to the suppliers.
- September 19, 2019: Delivery is finalized to the Ministry of Health’s Central Store(s) in Gaza where the purchased items stored and then to be distributed to five (5) Kidney clinics in Gaza Strip as per the Ministry of Health (MoH) system. The five (5) Kidney clinics are geographically covering all-over the Gaza Strip as following:
  - Al Shifa Hospital, Gaza City (serving around 35% of Kidney patients)
  - Al Aqsa Hospital, Deir Al Balah, (serving Middle Area of Gaza Strip)
  - Abu Yousef Najar Hospital, Rafah, (serving Southern Area of Gaza Strip).
  - Al Rantisi Hospital, Gaza City (for children cases)
- September 25th & October 01st, 2019: Suppliers have issued their invoices.
- October 2nd & 3rd, 2019: PAMA issued payments to the suppliers and close-out the intervention.

Details of the achievements

<table>
<thead>
<tr>
<th>Item Purchased</th>
<th>Dosage Form</th>
<th>Unit</th>
<th>Quantity</th>
<th>Unit Price US$</th>
<th>Total price US$</th>
<th>Supplier/Vendor</th>
</tr>
</thead>
<tbody>
<tr>
<td>Erythropoitin 2000 I.U or alike 2000 I. U</td>
<td>Prefilled Syringes</td>
<td>SINGLE</td>
<td>5,000</td>
<td>6.7</td>
<td>33,500</td>
<td>Advanced Company</td>
</tr>
<tr>
<td>Ferrous sucrose complex 100 mg / 5ml I.V.</td>
<td>Ampoule</td>
<td>SINGLE</td>
<td>4,000</td>
<td>3.71</td>
<td>14,840</td>
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<td>Powder</td>
<td>SINGLE</td>
<td>10,000</td>
<td>2.55</td>
<td>25,500</td>
<td>ALRAID for Medical Equipment &amp; Electronic Services</td>
</tr>
</tbody>
</table>

**TOTAL INTERVENTION (USD) 79,999**

- In order to ensure that quality goods were secured at the lowest prices, PAMA’s distributed INVITATION TO QUOTE (ITQ) to the local suppliers clearly indicated that the EVALUATION AND AWARD OF Offers that determined to be substantially responsive to the technical specifications will be evaluated by comparison of their prices. Also, clearly stated that the award will be made to the supplier(s) offering the lowest evaluated price and that meets the required standards of technical and financial capabilities.
Conclusion

Major mission outcomes, lessons learned, challenges and recommendations

OUTCOMES
- 850 kidney dialysis patients have been supported with the needed medications for one month.
- 350 kidney transplant patients have been supported with the needed medications for one month.
- Ministry of Health (MoH) has been enhanced and enabled to continue supports its patients.
- PAMA has more knowledge of Ministry of Health (MoH) challenges in Palestine, especially in Gaza.
- Strengthen the relations between PAMA and Ministry of Health (MoH).

LESSONS LEARNED
- Working closely with full coordination and collaboration with the beneficiaries will lead to more accountable results.
- The Ministry of Health (MoH) support in Palestine is vital and capacity development is highly needed.
- Patients in Palestine cannot be left behind under any circumstances.

CHALLENGES
- According to the Situation Analysis in Palestine carried out by the United Nations Development Assistance Framework State of Palestine 2018-2022, Gaza’s health service is on the brink of collapse, and an enormous rise in casualties in Gaza amidst a lack of accountability for ongoing violations.
- Due to Gaza blockade, the availability of medications, medical equipment/devices, and medical supplier is a challenge.

RECOMMENDATIONS
- PAMA along with its partners will need to continue supporting the health sector in Palestine.
- Supporting Ministry of Health (MoH) in Palestine is essential.

Success story

Dr. Zakari Qamar (Head of Central Store Department – MoH, Gaza, Palestine) Through this intervention we were able to save lives for around 1,200 kidney dialysis patients and kidney transplant patients. The Ministry of Health (MoH) worked with PAMA closely thus the required items were carefully selected with great care so that we can provide the necessary doses of drugs for dialysis patients and kidney transplant patients for a full month without stopping. The delivery was so fast and the quality of the delivered items of medications was very high. Full interview can be found (https://youtu.be/By9GvOqWkBc)
Annex 1: Vendors’ Payments
Vendor 1: Invoice

<table>
<thead>
<tr>
<th>مادة</th>
<th>كمية</th>
<th>سعر</th>
<th>ضمن مخزون</th>
<th>المجموع (ب当前位置)</th>
<th>الخصم</th>
<th>المجموع النهائي</th>
</tr>
</thead>
<tbody>
<tr>
<td>SYRING</td>
<td>13.40</td>
<td>3,500.00</td>
<td>2,500</td>
<td>33,500.00</td>
<td>-0.40</td>
<td>33,499.60</td>
</tr>
<tr>
<td>AMPOUL</td>
<td>3.71</td>
<td>5,660.00</td>
<td>5,600</td>
<td>20,998.60</td>
<td>16%</td>
<td>54,499.00</td>
</tr>
<tr>
<td>Venofer 1amp</td>
<td>190,000,000,000</td>
<td></td>
<td></td>
<td>040,000,000,000</td>
<td></td>
<td>040,000,000,000</td>
</tr>
</tbody>
</table>

**Total: 563124809**

**Note:**
Solution & Medicines For Hemodialysis Service For MOH In Gaza Palestine

**Company:**
The Advanced Co. For Trading & Marketing
Gaza - Oman Bin Abed Al-Aziz St., Tel:082834442 Fax:082834432

**Bank Information:**
Name: PAMA
Account Number: 010120005
Branch: Gaza

**Address:**
The Advanced Company
Gaza, Palestine

**Phone:**
Tel: 08 2834442 Fax: 08 2834432

**Fax:**
082834442 Fax:082834432

**Contact Person:**
Mr. Ahmed Abu Al-Azm

**Bank:**
PAMA

**Bank Details:**
Bank: PAMA
Account Number: 010120005
Branch: Gaza

**Currency:**
NIS 28308.85

**Terms:**
30 days

**Payment Method:**
Bank Transfer

**Invoice Date:**
01/10/2019
Contract

Contract Reference: Purchase Order No.: PAMA2019
Date: September 12, 2019

This contract is made between:
First Party: Palestinian American Medical Association (PAMA)
Second Party: ADVANCED COMPANY – الشركة المنظورة للتجارة والتسويق
Omer Bin Abdel Al-Aziz St., Remal, Gaza, Palestine
Tel: 08-283-4442
Fax: 08-283-4432

I. (the first party) The Palestinian American Medical Association (PAMA) is a non for profit 501 (c) (3) charity "EIN 47-2227058" that aims to promote health care in Palestine. PAMA is currently supporting Ministry of Health (MoH) in Gaza, Palestine with Supply of Solutions & Medicines for Hemodialysis Service. PAMA has distributed an Invitation To Quote (ITQ) to get the best prices in market.

II. (the second party) ADVANCED COMPANY – الشركة المنظورة للتجارة والتسويق, has patriciate and provided its best prices responding to the ITQ. ADVANCED COMPANY prices were evaluated as the lowest. Therefore, both parties agreed on the following terms and conditions:

1) Second party price quotation for Supply of Solutions & Medicines for Hemodialysis Service, dated Sep. 08, 2019 is accepted by PAMA for an amount of USD 48,340. In addition to an extra amount of USD 6,159 to supply extra 1,660 units of item #2. So, the TOTAL value of the contract is USD 54,499.

2) Prices and Schedules for Supply

<table>
<thead>
<tr>
<th>#</th>
<th>Product Name</th>
<th>Dosage Form</th>
<th>Unit</th>
<th>Quantity</th>
<th>Unit Price US$</th>
<th>Total Price US$</th>
<th>Timeframe</th>
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<td>6.7</td>
<td>33,500</td>
<td>Immediately</td>
</tr>
<tr>
<td>2</td>
<td>Ferrous sucrose complex 100 mg / 5ml I.V</td>
<td>Ampoule</td>
<td>SINGLE</td>
<td>4,000</td>
<td>3.71</td>
<td>14,840</td>
<td>1-2 Weeks</td>
</tr>
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<td>3</td>
<td>EXTRA/ITEM2: Ferrous sucrose complex 100 mg / 5ml I.V</td>
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<td>3.71</td>
<td>6,159</td>
<td></td>
</tr>
</tbody>
</table>

TOTAL IN US$ | USD 54,499
3) Fixed Price: The prices indicated above are firm and fixed and not subject to any adjustment during contract performance.

4) Delivery Schedule: The delivery should be completed as per above schedule but NOT exceeding 2 weeks from the date of the purchase order (as shown in the above table: timeframe) to supply Solutions & Medicines for Hemodialysis Service for MoH in Gaza, Palestine according to the above table.

5) Terms of Payment: The contract price shall be made in the currency (USD) of the quotation of the successful bidder as follows:
   o 30% on contract signature against bank guarantee valid for the delivery period.
   o 40% on delivery of goods.
   o 20% upon submission of an invoice supported by the Acceptance Certificate issued by the purchaser.

   NOTE: In case of immediate delivery of any item(s), PAMA will make full ONE payment for the delivered item(s).

6) Warranty: Goods offered should be covered by manufacturer’s warranty for at least 12 months from the date of delivery to the Purchaser. Please specify warranty period and terms in detail.

7) Packaging and Marking Instructions: According to common accepted standards by Ministry of Health (MoH) in Palestine.

8) Required Technical Specifications
   (i) General Description
   (ii) Specific details and technical standards
   (iii) Performance Parameters

   The Supplier confirms compliance with above specifications. [In case of deviations supplier to list all such deviations]

9) Failure to Perform: The Purchaser may cancel the Purchase Order if the Supplier fails to deliver the Goods, in accordance with the above terms and conditions, despite being given 10 days’ notice by the Purchaser, without incurring any liability to the Supplier.

---

First Party
Palestinian American Medical Association (PAMA)
Place: Gaza, Palestine
Date: September 12, 2019
Signature:

Second Party
ADVANCED COMPANY
المشتركة المتطورة للتجارة والتسويق
Place: Gaza, Palestine
Date: September 12, 2019
Signature
Vendor 1: Purchase Order

PAMA
Palestinian American
Medical Association

P.O. Box 2955, Olathe,
KS 66063
www.Palestinian-ama.org
pamapalestinian@gmail.com

PURCHASE ORDER (P.O.)

Purchase Order No.: PAMA/2019
Date of Purchase Order: September 12, 2019
Name of the Purchaser: Palestinian American Medical Association (PAMA)
Cell: +970 59 96-04215

Subject: Supply of Solutions & Medicines for Hemodialysis Service for MoH in Gaza, Palestine

TO: ADVANCED COMPANY
الشركة المتطورة للتجارة والتسويق
Omer Bin Abdel Al-Aziz St., Remal, Gaza, Palestine
Tel: 08-283-4442
Fax: 08-283-4432

Dear Sirs,

Your price quotation for Supply of Solutions & Medicines for Hemodialysis Service for MoH in Gaza, Palestine No. (N/A) Dated Sep. 08, 2019 for the supply of the above goods is accepted by PAMA for an amount of USD 48,340. In addition to an extra amount of USD 6,159 to supply extra 1,660 units of item#2. So, your total purchase order value is USD 54,499. All process as per the Terms and Conditions described in Attachment 1 to this Purchase Order. This Purchase Order along with your filled Invitation To Quote (ITQ) and the Attachment (1) that includes Terms and Conditions of Supply stand as a reference/contract till supply process is over.

Please complete your supply in accordance with the terms and conditions contained in the attachment to this Purchase Order.

Please acknowledge receipt within 2 (two) days from the date of receipt of this Purchase Order.

Sincerely,
Palestinian American Medical Association (PAMA)

Attachment (1)
SHOPPING

Terms and Conditions of Supply

Project Name: Solutions & Medicines for Hemodialysis Service for MoH in Gaza, Palestine
Purchaser: Palestinian American Medical Association (PAMA)

1. Prices and Schedules for Supply

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<td>3.71</td>
<td>6,159</td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>TOTAL IN USD</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td><strong>USD 54,499</strong></td>
<td></td>
</tr>
</tbody>
</table>

2. Fixed Price: The prices indicated above are firm and fixed and not subject to any adjustment during contract performance.

3. Delivery Schedule: The delivery should be completed as per above schedule but NOT exceeding 2 weeks from the date of the purchase order (as shown in the above table: timeframe) to supply Solutions & Medicines for Hemodialysis Service for MoH in Gaza, Palestine according to the above table.

4. Terms of Payment: The contract price shall be made in the currency (USD) of the quotation of the successful bidder as follows:
   - 30% on contract signature against bank guarantee valid for the delivery period.
   - 40% on delivery of goods.
   - 20% upon submission of an invoice supported by the Acceptance Certificate issued by the purchaser.

   **NOTE:** In case of immediate delivery of any item(s), PAMA will make full ONE payment for the delivered item(s).

5. Warranty: Goods offered should be covered by manufacturer’s warranty for at least 12 months from the date of delivery to the Purchaser. Please specify warranty period and terms in detail.
6. Packaging and Marking Instructions: According to common accepted standards by Ministry of Health (MoH) in Palestine.

7. Required Technical Specifications
   (i) General Description
   (ii) Specific details and technical standards
   (iii) Performance Parameters

   The Supplier confirms compliance with above specifications {In case of deviations supplier to list all such deviations}

8. Failure to Perform: The Purchaser may cancel the Purchase Order if the Supplier fails to deliver the Goods, in accordance with the above terms and conditions, despite being given 10 days’ notice by the Purchaser, without incurring any liability to the Supplier.

NAME OF THE SUPPLIER: ADVANCED COMPANY

Authorized Signature: [Signature]

Place: Gaza, Palestine

Date: September 13, 2019
## Vendor 2 Invoice:

<table>
<thead>
<tr>
<th>Item Description</th>
<th>QNTY</th>
<th>PRICE</th>
<th>UNIT PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hemodialysis bicarbonate powder for R.Praun am Cambro machine 750 g.</td>
<td>10000</td>
<td>25500</td>
<td>2.55</td>
</tr>
</tbody>
</table>

**TOTAL:**

**Date:** 25-09-2019

**VAT:** %

**TOTAL AMOUNT:**

**Customer Sig.:**

**Company Sig.:**
**Vendor 2: Contract**

**Contract Reference: Purchase Order No.:** PAMA/2019  
**Date:** September 12, 2019

**This contract is made between:**  
**First Party:** Palestinian American Medical Association (PAMA)  
**Second Party:** ALRAID for Medical Equipment & Electronic Services  
Al Wehda St., Amal Building, Remal, Gaza,  
Tel: 08-283-7222  
Fax: 08-283-7922  
Email: alraid@palnet.com

I. (the first party) The Palestinian American Medical Association (PAMA) is a non-profit 501 (c) (3) charity "EIN 47-2227058" that aims to promote health care in Palestine. PAMA is currently supporting Ministry of Health (MoH) in Gaza, Palestine with Supply of Solutions & Medicines for Hemodialysis Service. PAMA has distributed an Invitation To Quote (ITQ) to get the best prices in market.

II. (the second party) ALRAID for Medical Equipment & Electronic Services has patriciate and provided its best prices responding to the ITQ. ALRAID for Medical Equipment & Electronic Services prices were evaluated as the lowest. Therefore, both parties agreed on the following terms and conditions:
1) Second party price quotation for Supply of Solutions & Medicines for Hemodialysis Service for MoH in Gaza, Palestine, dated Sep. 08, 2019 for the supply of the above goods is accepted by PAMA for an amount of USD 25,500.
2) **Prices and Schedules for Supply**

<table>
<thead>
<tr>
<th>#</th>
<th>Product Name</th>
<th>Dosage Form</th>
<th>Unit</th>
<th>Quantity</th>
<th>Unit Price (US$)</th>
<th>Total price (US$)</th>
<th>Timeframe</th>
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<tr>
<td>1</td>
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<td>Powder</td>
<td>SINGLE</td>
<td>10,000</td>
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<td>Immediately</td>
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**TOTAL IN US$**  
USD 25,500

3) **Fixed Price:** The prices indicated above are firm and fixed and not subject to any adjustment during contract performance.

[Signature]
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8) Required Technical Specifications
   (i) General Description
   (ii) Specific details and technical standards
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The Supplier confirms compliance with above specifications. (In case of deviations supplier to list all such deviations)

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---

**First Party**
Palestinian American Medical Association (PAMA)

Place: Gaza, Palestine
Date: September 12, 2019
Signature

**Second Party**
ALRAID for Medical Equipment & Electronic Services

Place: Gaza, Palestine
Date: September 12, 2019
Signature
Vendor 2: Purchase Order

PURCHASE ORDER (P.O.)

Purchase Order Ref.: PAMA/2019
Date of Purchase Order: September 12, 2019
Name of the Purchaser: Palestinian American Medical Association (PAMA)
Cell: +970 59 96-04215

Subject: Supply of Solutions & Medicines for Hemodialysis Service for MoH in Gaza, Palestine

TO: ALRAID for Medical Equipment & Electronic Services – الرائد للاجهزة العلمية والإرخصة الإلكترونية
Al Wehda St., Amal Building, Remal, Gaza,
Tel: 08-283-7222
Fax: 08-283-7922
Email: alraid@palnet.com

Dear Sirs:

Your price quotation for Supply of Solutions & Medicines for Hemodialysis Service for MoH in Gaza, Palestine No. (N/A) Dated Sep. 08, 2019 for the supply of the above goods is accepted by PAMA for an amount of USD 25,500 as per the Terms and Conditions described in Attachment 1 to this Purchase Order. This Purchase Order along with your filled Invitation To Quote (ITQ) and the Attachment (1) that includes Terms and Conditions of Supply stand as a reference/contract till supply process is over.

Please complete your supply in accordance with the terms and conditions contained in the attachment to this Purchase Order.

Please acknowledge receipt within 2 (two) days from the date of receipt of this Purchase Order.

Sincerely,
Palestinian American Medical Association (PAMA)

Attachment (1)
SHOPPING

Terms and Conditions of Supply

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Purchaser: Palestinian American Medical Association (PAMA)

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TOTAL IN US$ USD 25,500

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(iii) Performance Parameters
The Supplier confirms compliance with above specifications (In case of deviations supplier to list all such deviations)

Failure to Perform: The Purchaser may cancel the Purchase Order if the Supplier fails to deliver the Goods, in accordance with the above terms and conditions, despite being given 10 days' notice by the Purchaser, without incurring any liability to the Supplier.

NAME OF THE SUPPLIER:
ALRAID for Medical Equipment & Electronic Services – الرائد للاجهزة الطبية والأنظمة الإلكترونية

Authorized Signature

Place: Gaza, Palestine
Date: 13/09/2019