



CHRISTIAN HEALTH ASSOCIATION OF KENYA

REQUEST FOR PROPOSAL (RFP)

Supply, Delivery, Installation, Commissioning and Training on AI-Enabled Point-of-Care Ultrasound (POCUS) Devices for Obstetric Screening

Deadline	Monday 12th October 2026, 5.00 p.m.
Opening date	Tuesday 13th October 2026
Reference Number	RFP No. CHAK/POCUS/001/2026

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TABLE OF CONTENTS

1. INTRODUCTION	4
2. OBJECTIVE	4
3. SCOPE OF SUPPLY	4
A. POCUS Device	4
B. Accessories and Ancillary Equipment	5
C. Software and AI Functionality	5
D. Delivery	5
E. Installation and Commissioning	6
F. Training	6
4. PRESCRIPTIVE TECHNICAL SPECIFICATIONS	6
5. ADDITIONAL TECHNICAL AND COMMERCIAL REQUIREMENTS	8
5.1 Warranty	8
5.2 After-Sales Support	9
5.3 Software and AI Support	9
5.4 Spare Parts and Lifecycle Support	9
5.5 Delivery Lead Time	10
5.6 Installation and Commissioning	10
6. MANDATORY REQUIREMENTS	10
7. TECHNICAL PROPOSAL	11
8. FINANCIAL PROPOSAL	12
9. EVALUATION CRITERIA	12
10. PROPOSED EVALUATION TOOL	13
A. Compliance with Mandatory Requirements	13
11. TECHNICAL EVALUATION CRITERIA – 70 MARKS	13
12. FINANCIAL EVALUATION CRITERIA – 30 MARKS	14
13. CONTRACT DURATION	14
14. DELIVERY, ACCEPTANCE AND PAYMENT	15
15. CONFLICT OF INTEREST	15
16. CONFIDENTIALITY	15
17. TERMS AND CONDITIONS	15
18. SUBMISSION DATE	16

19. BIDDER'S TECHNICAL COMPLIANCE SCHEDULE	16
20. BIDDER DECLARATION	17

LIST OF TABLES

Table 1: Prescriptive technical specifications (compliance schedule)	7
Table 2: Financial proposal – schedule of prices.....	12
Table 3: Compliance with mandatory requirements	13
Table 4: Technical evaluation criteria (70 marks).....	13
Table 5: Financial evaluation criteria (30 marks).....	14
Table 6: Bidder's technical compliance schedule	17

1. INTRODUCTION

Christian Health Association of Kenya (CHAK) is a leading national Faith-Based Organization (FBO) comprising Protestant churches' health facilities and programmes from across Kenya. Established in 1946, CHAK has the goal of promoting access to quality healthcare. The organization's structure includes member health facilities and programmes, governance organs which include a regional structure, and the Secretariat based in Nairobi.

CHAK invites proposals from competent, qualified and reputable suppliers/manufacturers or authorised distributors for the supply, delivery, installation, commissioning and training on AI-enabled Point-of-Care Ultrasound (POCUS) devices for obstetric screening.

The equipment will support obstetric screening and enhance access to timely diagnostic information, particularly in healthcare settings where access to conventional ultrasound services and specialised ultrasound personnel may be limited.

Bidders are expected to demonstrate the technical capability, regulatory compliance, product quality, after-sales support and lifecycle support necessary to ensure reliable and sustainable use of the equipment.

2. OBJECTIVE

The objective of this Request for Proposal (RFP) is to procure portable, handheld, AI-enabled POCUS devices for obstetric screening that are safe, reliable, clinically appropriate, easy to use and suitable for deployment in healthcare settings.

The proposed solution should:

- Support obstetric screening using AI-guided ultrasound technology.
- Be suitable for use by frontline health workers with zero to minimal ultrasound experience following appropriate training.
- Provide guided acquisition and automated AI analysis.
- Support operation in settings with limited or intermittent internet connectivity.
- Generate structured screening reports.
- Meet applicable regulatory, safety and quality standards.
- Include appropriate warranty, training, installation, commissioning and after-sales technical support.
- Ensure availability of spare parts, accessories and software/firmware support over the expected useful life of the equipment.

3. SCOPE OF SUPPLY

The successful bidder shall be responsible for the supply, delivery, installation/configuration where applicable, commissioning, user training and after-sales support for the proposed AI-enabled POCUS devices.

The scope shall include, but shall not be limited to:

A. POCUS Device

The bidder shall supply portable, handheld POCUS devices suitable for obstetric screening and meeting the minimum technical specifications provided in Section 4 – Technical Specifications.

B. Accessories and Ancillary Equipment

The bidder shall provide all standard accessories necessary for safe and effective operation of the equipment, including, where applicable:

- Charging equipment/adapters;
- USB Type-C cables;
- Protective casing;
- Carrying/storage case;
- Compatible host device where required;
- Software/application required for operation;
- Any required licences;
- User manuals;
- Quick-reference guides; and
- Other standard accessories required for full functionality.

Bidders shall clearly identify all accessories included in the quoted price and any accessories required but excluded from the quoted price.

C. Software and AI Functionality

The solution shall include all software and AI functionality required to operate the proposed system.

The bidder shall clearly state:

- Software version;
- AI functionality included;
- Whether software is permanently licensed or subscription-based;
- Duration of any licence/subscription;
- Costs applicable after expiry of any initial licence period;
- Software/firmware update arrangements; and
- Any recurring fees associated with continued use of the system.

D. Delivery

The successful bidder shall deliver the equipment to the location(s) designated by CHAK.

The bidder shall provide:

- Delivery lead time;
- Delivery schedule;
- Delivery and installation requirements;

- Details of any site preparation requirements; and
- Confirmation of equipment availability.

E. Installation and Commissioning

Where installation/configuration is required, the successful bidder shall:

- Install and configure the equipment;
- Configure the relevant application/software;
- Verify functionality;
- Conduct commissioning tests;
- Demonstrate compliance with the required specifications; and
- Obtain CHAK's acceptance following successful commissioning.

F. Training

The successful bidder shall provide appropriate training to designated CHAK users.

Training shall cover, at minimum:

- Basic operation of the device;
- AI-guided scan workflow;
- Obstetric screening workflow;
- Infection prevention and disinfection;
- Battery charging and care;
- Data management and report generation;
- Basic troubleshooting;
- Device/software updates; and
- Appropriate escalation of technical issues.

The bidder shall submit a proposed training plan, including duration, methodology, number of participants and training materials.

4. PRESCRIPTIVE TECHNICAL SPECIFICATIONS

Bidders shall complete the technical compliance schedule below and indicate Yes/No against every requirement.

Where the bidder does not fully comply, the bidder shall clearly state the deviation and provide details of the alternative specification offered.

Unsupported claims of compliance may be subject to verification and/or demonstration.

Table 1: Prescriptive technical specifications (compliance schedule)

S/N	Parameter	Required Specification	Compliance (Yes/No)	Remarks / Deviation
GENERAL PRODUCT REQUIREMENTS				
1	Product Category	Portable, handheld POCUS probe with integrated AI for obstetric screening.		
2	Target User Level	Zero to minimal ultrasound experience; usable by frontline health workers following appropriate orientation/training.		
3	Scan Duration	Full blind-sweep screening and AI analysis completed within approximately 2 minutes per patient.		
4	Ergonomics	Lightweight, portable, single-hand operation; minimum three (3) user-programmable buttons.		
PROBE / TRANSDUCER				
5	Transducer Type	Wireless curved/convex array suitable for abdominal obstetric imaging. Bidder to specify frequency range, imaging depth and element count.		
6	Imaging Mode	Real-time B-Mode (2D grayscale) plus AI-guided blind-sweep acquisition mode.		
AI-GUIDED WORKFLOW				
7	Guided Acquisition Protocol	Structured multi-step, six-step or equivalent blind-sweep protocol minimising operator dependency.		
8	Real-Time Quality Control	On-screen countdown timer and probe-skin contact status during acquisition.		
9	Error Localisation & Rescan	Detects failed steps and supports rescanning from the specific failed step.		
10	AI-Derived Parameters	Minimum: Gestational Age (GA) and Fetal Presentation (FP). Bidder to disclose complete list of AI-derived parameters/risk indicators.		
11	Offline Functionality	Full scan and AI-analysis workflow operable without internet connectivity.		
DURABILITY & INFECTION CONTROL				
15	Ingress Protection	Minimum IP67 or equivalent protection.		
16	Disinfection Compatibility	Compatible with standard clinical disinfectant wipes/solutions. Bidder to list validated cleaning/disinfection agents.		
REPORTING & DATA MANAGEMENT				
17	Automated Report Generation	Structured screening report with images, AI findings and examination metadata generated automatically.		
18	Report Export	Exportable in standard shareable format, such as PDF, for printing/electronic transmission.		

S/N	Parameter	Required Specification	Compliance (Yes/No)	Remarks / Deviation
19	Data Privacy & Security	Compliance with applicable data protection requirements, with appropriate access controls and audit trail.		
REGULATORY, SAFETY & QUALITY				
20	Regulatory Clearance	Valid regulatory clearance for obstetric ultrasound diagnostic/screening use, such as FDA 510(k), CE-MDR or applicable national equivalent.		
21	AI Validation Evidence	Clinical/technical validation data demonstrating performance of AI models, including GA and fetal presentation where applicable.		
22	Safety Standards	Compliance with IEC 60601-1, IEC 60601-2-37 and IEC 60601-1-2 (EMC), or recognised equivalent standards.		
23	Quality Management System	Manufacturer holds ISO 13485 certification or equivalent quality management certification.		
WARRANTY, TRAINING & SUPPORT				
24	Warranty	Minimum twelve (12) months hardware warranty covering parts, labour and manufacturing defects.		
25	Training	End-user training programme, training materials and appropriate practical orientation.		
26	Local Support	Availability of local/regional technical support and spare parts; bidder to state service turnaround time.		
27	Software/Firmware Support	Bidder to provide details of software/firmware updates, licence terms, subscription arrangements and associated costs.		
28	Lifecycle Support	Bidder to state expected product support period and availability of spare parts, accessories and technical support over the equipment lifecycle.		

5. ADDITIONAL TECHNICAL AND COMMERCIAL REQUIREMENTS

In addition to the prescribed technical specifications, bidders shall provide information on the following:

5.1 Warranty

The bidder shall provide comprehensive warranty terms specifying:

- Warranty period;
- Items covered;

- Parts covered;
- Labour coverage;
- Exclusions;
- Warranty claim procedure;
- Response time; and
- Repair/replacement turnaround time.

The minimum acceptable warranty period shall be twelve (12) months.

5.2 After-Sales Support

The bidder shall provide details of:

- Local/regional technical support;
- Contact persons and escalation arrangements;
- Service response time;
- Repair turnaround time;
- Preventive maintenance arrangements, where applicable;
- Availability of replacement units;
- Availability of spare parts; and
- Technical support arrangements.

5.3 Software and AI Support

The bidder shall clearly state:

- Software licensing arrangements;
- Subscription requirements;
- AI licence validity;
- Annual/recurring costs;
- Software update arrangements;
- Firmware updates;
- Cybersecurity updates; and
- Costs associated with continued software support.

5.4 Spare Parts and Lifecycle Support

Bidders shall confirm the expected availability of:

- Spare parts;
- Replacement probes/transducers;

- Batteries;
- Charging accessories;
- Cables;
- Protective accessories; and
- Other critical components.

The bidder shall indicate the expected period during which such support will remain available.

5.5 Delivery Lead Time

Bidders shall specify the number of calendar days required for delivery following issuance of the purchase order/contract.

5.6 Installation and Commissioning

Where installation/configuration is required, bidders shall clearly indicate:

- Installation requirements;
- Configuration requirements;
- Personnel required;
- Commissioning procedure;
- Acceptance testing;
- CHAK responsibilities; and
- Bidder responsibilities.

6. MANDATORY REQUIREMENTS

Bidders must submit copies of the following:

1. Certificate of Incorporation/Registration.
2. Valid KRA Tax Compliance Certificate.
3. Valid Business Permit.
4. Completed and signed Technical Compliance Schedule.
5. Product datasheet/brochure.
6. User manual or relevant technical documentation.
7. Valid regulatory clearance/certification for the proposed device.
8. ISO 13485 certification or equivalent quality management certification.
9. Evidence of AI clinical/technical validation.
10. Manufacturer/OEM authorisation letter, distributorship certificate or equivalent evidence confirming that the bidder is an authorised agent/distributor/reseller of the OEM.

11. Warranty terms.
12. After-sales support arrangements.
13. Evidence of availability of spare parts and technical support.
14. Software licensing and support terms.
15. Proposed delivery lead time.
16. Training and installation/commissioning plan, where applicable.
17. Company profile.
18. Evidence of experience supplying similar medical/diagnostic equipment.

Failure to meet a mandatory requirement may result in disqualification from further evaluation.

7. TECHNICAL PROPOSAL

The technical proposal shall include, but not be limited to:

- Company profile and organisational structure.
- Description of the proposed POCUS solution.
- Completed technical compliance schedule.
- Product datasheet/brochure.
- User manual/technical documentation.
- Regulatory certifications.
- ISO 13485 or equivalent certification.
- AI validation evidence.
- Evidence of similar assignments.
- OEM/manufacturer authorisation.
- Warranty terms.
- After-sales support plan.
- Spare parts and lifecycle support plan.
- Software/AI licensing and update arrangements.
- Delivery and implementation plan.
- Installation and commissioning plan, where applicable.
- User training plan.
- HSE and product safety considerations.
- Data protection and cybersecurity measures.

- References from previous/current clients.

CHAK reserves the right to request product demonstration, clarification, verification of documentation or reference checks during the evaluation process.

8. FINANCIAL PROPOSAL

The financial proposal shall be submitted separately from the technical proposal and shall include:

Table 2: Financial proposal – schedule of prices

Item	Description	Quantity	Unit Price	Total Price
1	AI-enabled POCUS device			
2	Standard accessories			
3	Host device, where required			
4	Software/AI licence			
5	Installation/configuration			
6	Commissioning			
7	End-user training			
8	Additional accessories			
9	Other applicable costs			
	Subtotal			
	VAT			
Grand Total				

The bidder shall clearly identify any recurring costs, including:

- Software subscription;
- AI licence;
- Cloud services;
- Software updates;
- Maintenance;
- Replacement components; and
- Any other annual or periodic costs.

Prices shall be quoted in Kenya Shillings (KES) unless otherwise specified by CHAK.

Prices must remain valid for at least ninety (90) days from the date of submission.

9. EVALUATION CRITERIA

Evaluation shall be undertaken in three stages:

Stage 1: Mandatory Requirements – Pass/Fail

Only bidders that satisfy all mandatory requirements shall proceed to technical evaluation.

Stage 2: Technical Evaluation – 70 Marks

Bidders must attain a minimum technical score of 49/70 (70%) to proceed to financial evaluation.

Stage 3: Financial Evaluation – 30 Marks

Only bidders who meet the minimum technical threshold shall proceed to financial evaluation.

10. PROPOSED EVALUATION TOOL

A. Compliance with Mandatory Requirements

Table 3: Compliance with mandatory requirements

No.	Mandatory Requirement	Pass/Fail	Remarks/Evidence
1	Certificate of Incorporation/Registration		
2	Valid KRA Tax Compliance Certificate		
3	Valid Business Permit		
4	Completed and signed Technical Compliance Schedule		
5	Product datasheet/brochure and user manual		
6	Valid regulatory clearance		
7	ISO 13485 or equivalent certification		
8	AI clinical/technical validation evidence		
9	OEM/manufacture authorisation or authorised distributorship evidence		
10	Warranty commitment		
11	After-sales technical support commitment		
12	Spare parts/lifecycle support commitment		
13	Software/AI support and licensing information		
14	Acceptance of RFP terms and conditions		
	Final Score		

11. TECHNICAL EVALUATION CRITERIA – 70 MARKS

Table 4: Technical evaluation criteria (70 marks)

No.	Evaluation Criteria	Detailed Description / Sub-Criteria	Max Score
1	Functional and Technical Compliance	Product and usability – 4 marks; imaging capability – 4 marks; AI-guided workflow – 6 marks; operational performance – 3 marks; offline functionality – 3 marks.	20
2	AI Capability and Clinical Performance	AI functionality – 5 marks; validation evidence – 5 marks; demonstrated performance/accuracy – 3 marks; suitability for frontline health workers – 2 marks.	15

No .	Evaluation Criteria	Detailed Description / Sub-Criteria	Max Score
3	Connectivity, Power and Device Compatibility	Android compatibility – 2 marks; Wi-Fi/wired connectivity – 1 mark; battery runtime and charging – 2 marks.	5
4	Durability, Infection Prevention and Control	IP67/equivalent – 2 marks; disinfectant compatibility – 2 marks; clinical cleaning/disinfection suitability – 1 mark.	5
5	Data Management, Reporting and Security	Automated reporting – 2 marks; images/findings/metadata – 1 mark; report export – 1 mark; data security/access control/audit trail – 1 mark.	5
6	Regulatory Compliance and Quality Assurance	Regulatory clearance – 3 marks; applicable IEC standards – 2 marks; ISO 13485/equivalent – 2 marks; quality/safety documentation – 1 mark.	8
7	Warranty, After-Sales and Lifecycle Support	Warranty period – 1 mark; warranty coverage – 1 mark; local/regional technical support – 1 mark; spare parts/service turnaround – 1 mark; software/lifecycle support – 1 mark.	5
8	Training, Installation and Commissioning	End-user training plan – 2 marks; training materials/practical orientation – 1 mark; installation/configuration/commissioning/post-installation support – 1 mark.	4
9	Delivery and Implementation Capacity	Delivery lead time – 1 mark; equipment/accessory availability – 1 mark; implementation/delivery plan – 1 mark.	3
TOTAL TECHNICAL SCORE			70

12. FINANCIAL EVALUATION CRITERIA – 30 MARKS

Table 5: Financial evaluation criteria (30 marks)

No .	Evaluation Criteria	Detailed Description / Formula	Max Score
I	Cost Competitiveness	Evaluated using the formula: $F_s = (FL/F) \times 30$, where FL = Lowest Evaluated Financial Proposal and F = Bidder's Evaluated Financial Proposal. The lowest evaluated financial proposal shall receive 30 marks, with other proposals scored proportionately.	30
TOTAL FINANCIAL SCORE			30

Overall Score

Final Score = Technical Score + Financial Score

Maximum Score = 100 Marks

The bidder achieving the highest combined technical and financial score, subject to compliance with all mandatory requirements and the applicable procurement requirements, shall be considered for award.

13. CONTRACT DURATION

The contract shall be for the period specified in the resulting contract/purchase order.

Where applicable, the contract may provide for warranty, technical support and software support beyond the initial supply period in accordance with the bidder's proposal and CHAK's requirements.

14. DELIVERY, ACCEPTANCE AND PAYMENT

Delivery shall be made to the location(s) specified by CHAK.

CHAK shall inspect and verify the equipment against the approved specifications before acceptance.

Where installation and commissioning are applicable, final acceptance shall be subject to successful installation, commissioning and demonstration of the required functionality.

Payment shall be made in accordance with the agreed contractual terms following satisfactory delivery, inspection, acceptance and submission of the required documentation.

15. CONFLICT OF INTEREST

In their proposal, proposers must:

Confirm that, based on their current best knowledge, there are no real or potential conflicts of interest involved in rendering services/supplying equipment to CHAK; and

Set out their policy on identifying and managing conflicts of interest should such circumstances arise during the procurement or contract period.

16. CONFIDENTIALITY

All information provided in the proposal will be treated as confidential and will only be used for purposes of evaluating the proposal and administering the resulting procurement process.

By submitting a proposal, the bidder acknowledges and agrees to this confidentiality provision.

17. TERMS AND CONDITIONS

- All proposals shall remain valid and open for acceptance for a period of 90 calendar days after the deadline specified for receipt of proposals.
- In exceptional circumstances, CHAK may solicit the bidder's consent to an extension of the period of validity. Any such request and response shall be made in writing.
- A prospective bidder requiring clarification of the RFP documents shall notify CHAK in writing through procurement@chak.or.ke by 6th October 2026 at 5.00PM before the specified clarification deadline.
- CHAK will respond in writing to clarification requests received within the stipulated period.
- The proposal and all correspondence and documents relating to the proposal exchanged between the bidder and CHAK shall be written in English.
- Bidders shall submit their proposals in accordance with the submission instructions provided in this RFP.
- Technical and Financial proposals shall be submitted in separate sealed envelopes, clearly labelled and enclosed within one outer envelope.
- Proposal queries must be sent ONLY to the official procurement address provided in this RFP.
- Queries sent to other addresses or individuals may not be considered.

- CHAK reserves the right to seek clarification, verify submitted information, conduct reference checks and/or request a product demonstration where considered necessary for evaluation.
- CHAK reserves the right to accept or reject any proposal in accordance with the applicable procurement requirements.
- Submission of a proposal does not create a contractual obligation on CHAK to award the contract.
- Bidders shall disclose all applicable taxes, duties, levies, transportation costs and other charges in their financial proposals.
- Proposals should not exceed 150 pages, excluding manufacturer catalogues, datasheets and other supporting technical documentation where applicable.

18. SUBMISSION DATE

Interested and qualified bidders are invited to submit their detailed proposals clearly marked:

“RFP No. CHAK/POCUS/0012026 – SUPPLY, DELIVERY, INSTALLATION, COMMISSIONING AND TRAINING ON AI-ENABLED POINT-OF-CARE ULTRASOUND (POCUS) DEVICES FOR OBSTETRIC SCREENING”

The proposal shall be addressed to:

**The General Secretary
Christian Health Association of Kenya (CHAK)
P.O. Box 30690 – 00100 GPO
Nairobi, Kenya
Tel: (020) 4441920 / 0733 334419**

Submission of Proposals

The Technical Proposal and Financial Proposal must be submitted in separate sealed envelopes, clearly labelled and enclosed within one outer envelope.

The outer envelope shall clearly indicate the RFP reference number and title.

Please note that proposals received after the stipulated deadline shall be rejected.

Deadline for Submission: **12th October 2026 at 5.00 p.m.**

Proposals shall be submitted through:

**CHAK Tender Box
Christian Health Association of Kenya Secretariat
Musa Gitau Road, Off Waiyaki Way
Nairobi, Kenya**

19. BIDDER'S TECHNICAL COMPLIANCE SCHEDULE

The bidder shall complete the following declaration:

Table 6: Bidder's technical compliance schedule

S/ N	Requirement	CHAK Specification	Required Specification	Bidder's Offered Specification	Comply – Yes/No	Deviation/ Remarks	Supporting Document Reference
1	Product Category	Portable handheld AI-enabled obstetric POCUS					
2	Transducer	Wireless curved/convex array					
3	B-Mode	Real-time 2D grayscale					
4	AI Workflow	Six-step/equivalent guided blind sweep					
5	AI Parameters	Minimum GA and FP					
6	Offline Functionality	Full scan and AI analysis offline					
7	Android Compatibility	Android smartphone/tablet compatibility					
8	Battery	Rechargeable, USB Type-C					
9	IP Rating	Minimum IP67					
10	Reporting	Automated structured report					
11	Regulatory Clearance	Valid applicable regulatory clearance					
12	Safety Standards	Applicable IEC standards					
13	Quality Management	ISO 13485/equivalent					
14	Warranty	Minimum 12 months					
15	Training	End-user training					
16	OEM Authorisation	OEM/distributor authorisation					
17	Spare Parts	Lifecycle availability					
18	Software Support	Updates/licensing/support					
19	Delivery	Bidder to state lead time					
20	Installation/Commissioning	Where applicable					

20. BIDDER DECLARATION

We, the undersigned, hereby confirm that:

1. We have carefully reviewed the RFP and understand its requirements.
2. The information provided in our proposal is true and accurate.

3. We have disclosed all material deviations from the prescribed technical specifications.
4. Where we are not the manufacturer/OEM, we are duly authorised to supply the proposed equipment and have provided the relevant authorisation evidence.
5. The proposed equipment meets the applicable regulatory and safety requirements stated in this RFP.
6. We shall provide the warranty, training, technical support, spare parts and software/lifecycle support as committed in our proposal.
7. We accept the terms and conditions of this RFP.

Name of Bidder: _____

Authorised Representative: _____

Designation: _____

Signature: _____

Date: _____

Official Stamp: _____