

Essential Drugs Company Limited
395-397, Tejgaon I/A, Dhaka-1208.

EOI Pre-Submission Meeting

Subject: Minutes of the Discussion Meeting with Interested Firms Regarding the EOI and TOR for “Design, Development, Implementation of an Enterprise Resource Planning (ERP) Software for Essential Drugs Company Limited”.

The EOI Pre-Submission Meeting is held in the EDCL conference room, with the Managing Director of EDCL serving as chairman. The management of EDCL and representatives of several companies/firms is present at the meeting. The attendance list is attached:

Meeting Venue : EDCL MD's Conference Room

Date : 21 June 2026, Sunday

Time : 11:00 AM

The Chairman began the meeting by welcoming all attendees and requesting that the agenda be presented. This meeting has been scheduled because of the interest shown in the software firm's written application. In order to implement the Design, Development and Implementation of an Enterprise Resource Planning (ERP) System for EDCL, an Expression of Interest (EOI) and Terms of Reference (TOR) were also published on the websites of the Bangladesh Public Procurement Authority (BPPA), website of EDCL and the national daily newspapers The Daily Star and The Daily Samakal on 17 May 2026.

2. Following the opening remarks, Md. Monirul Islam, General Manager (cc) Procurement, initiated the discussion session and requested the representatives of the interested firms to present their observations, comments and recommendations regarding the published EOI and TOR. The chair of the meeting also emphasised the importance of gathering feedback from interested firms on the published Expression of Interest (EOI) and Terms of Reference (TOR) for the proposed ERP Software Implementation Project.

Topic	Discussion	Decision
1. Regarding the experience as set out in EOI clauses 17(2) and 17(3) (the project contract value and job nature).	The representative from Dynamic Solution Innovators Ltd discussed the requirement as per the Experience, Resource & Delivery Capacity Requirement of the project, with a minimum contract value of BDT 2 crore, as well as experience in Pharmaceutical ERP development in Bangladesh within the last 05(five) years and asked for it to be made clear. EDCL's management has decided that EOI clauses 17(2) and 17(3) will remain unchanged to meet EDCL requirements.	It has been decided that no changes will be made to clauses 17(2) and 17(3) of the EOI. The provision will remain as stated in the published EOI.
2. Regarding the BASIS Membership Certification as set out in EOI clauses 17(6).	Representatives raised the issue that the 10-year BASIS membership requirement on the EOI may be restrictive and suggested reducing it to 5 years to ensure wider participation. He also adding that firms with longer BASIS membership tenure may receive additional value during evaluation. In addition, it is proposed that bidders submit both initial and updated BASIS membership certificates as proof of continuity. After a discussion, EDCL's management has decided that EOI Clause No. 17(6), BASIS membership tenure, has been amended to 05 years instead of 10 years to ensure wider participation.	It has been decided that EOI Clause No. 17(6), BASIS membership tenure, will be amended to 05 years instead of 10 years to ensure wider participation.

Topic	Discussion	Decision
3. Regarding Joint Venture (JV)/ Association (the EOIClause No.19)	Representatives from Dynamic Solution, Monosoft, WebNS Technology, Leads Corporation, and others requested permission to participate in the published EOI as the Joint Venture (JV), stating that this would enable firms with complementary expertise to participate effectively and secure a more competitive price. After a discussion EDCL's management has decided that EOI's can participate as Joint Venture (JV) consortium association. So EOI Clause No. 19 , Joint Venture (JV)/ Association is allowed instead of N/A.	It has been decided that EOI Clause No. 19, Joint Venture (JV)/Association, is allowed instead of N/A to enable more expertise to participate effectively and secure a competitive price.
4. About Hardware and Software Integration	Daffodil Computers Ltd., Leads Corporation raised concerns that hardware and software solutions are often provided by different specialized companies, which may create integration challenges if a single vendor does not possess both capabilities. They suggested that allowing Joint Venture (JV) participation would enable collaboration between hardware and software providers, ensuring the delivery of a more comprehensive ERP solution.	In this regard, it has been decided, based on the previous discussion, that participation in a Joint Venture (JV) is allowed to facilitate collaboration between hardware and software providers.

3. At the conclusion of the discussion, the Managing Director of EDCL thanked all participating representatives for their active participation, valuable feedback, and constructive suggestions regarding the published EOI and TOR for the ERP implementation project. He appreciated the firms for sharing their observations on various technical and functional aspects of the proposed ERP system.

As no further issues or queries were raised by the participants, the Managing Director formally declared the meeting closed and expressed his sincere appreciation to all attendees for their cooperation and engagement throughout the discussion.

He further informed the participants that all comments, observations and recommendations received during the meeting have been duly recorded and reviewed. The final decisions on the issues discussed, including any amendments, clarifications or updates to the EOI and TOR, will be communicated to all concerned parties via an official update on the EDCL website.


(Md. Monirul Islam)
 GM(cc), Procurement
 For Managing Director
 Essential Drugs Company Limited.