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TCG FOUNDATION

CSR Trust of The Chatterjee Group | Sector V, Salt Lake, Kolkata, West Bengal

OPEN CALL FOR EXPRESSION OF INTEREST (EOI)

Procurement of Point-of-Care Genetic & Molecular Diagnostic Testing Systems for Deployment in Government Hospitals

Reference No.: TCGF/HEALTH/EOI/2026-27/001

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Last Date for Submission: 4 December 2026, 5:00 PM IST

Mode of Submission: Electronic submission to **accounts1@tcgind.com** with hard copy to the Kolkata office.

1. About TCG Foundation

TCG Foundation is the registered CSR trust of The Chatterjee Group (TCG), headquartered in Kolkata, through which the Group channels its corporate social responsibility activity under Schedule VII of the Companies Act, 2013. The Foundation's mandate spans healthcare, nutrition, sanitation, safe drinking water, and allied areas of public welfare, drawing on the wider TCG ecosystem - including TCG Lifesciences, a global life-sciences research and CDMO company, and TCG CREST, a Kolkata-based research university - for scientific and technical grounding.

Through this Open Call, TCG Foundation intends to procure point-of-care genetic and molecular diagnostic testing systems and donate them to government hospitals, with an initial focus on West Bengal and the wider eastern-India region, to strengthen frontline access to precision-medicine diagnostics.

2. Background & Rationale

Government hospitals serving India's district and rural populations face a persistent gap in molecular and genetic diagnostic capacity: laboratories capable of pharmacogenomic and targeted genetic testing remain concentrated in a small number of metropolitan centres, forcing long referral distances, delayed results, and reliance on trial-and-error prescribing. A companion note, "The Case for Point-of-Care Genetic and Pharmacogenomic Diagnostics in Government Hospitals," sets out the detailed evidence base for this Call and is available on request.

This Call is technology-agnostic. TCG Foundation welcomes proposals based on any validated diagnostic platform or technology - including but not limited to real-time PCR, isothermal amplification, microarray/chip-based genotyping, biosensor-based platforms, or other validated molecular or immunoassay methods - provided the outcomes described in Section 5 are met. The Foundation is not seeking any single named product or brand, and encourages responses from the full range of manufacturers active in this space, including domestic Indian medtech companies.

3. Objective of the Call

- Identify credible manufacturers/suppliers of point-of-care genetic and molecular diagnostic systems suitable for use in a government hospital laboratory setting, meeting the outcome-based requirements in Section 5.
- Evaluate device performance, regulatory compliance, local support capability, and total cost of ownership across all eligible respondents on an equal footing, regardless of underlying technology.
- Shortlist and empanel one or more vendors for supply of devices, consumables, training, and after-sales support for donation to identified government hospitals.

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4. Scope of Supply

- Supply of the diagnostic system(s) as per the requirements in Section 5, including all standard accessories needed for routine operation.
- Assay panels / reagent kits covering the test menu described in Section 5.3, sufficient for an initial operating stock as specified in the bid documents.
- Installation, site preparation guidance, and commissioning at each designated government hospital.
- Training of hospital laboratory and clinical staff on sample collection, device operation, quality control, and report interpretation.
- Warranty (minimum 2 years) and an optional Annual Maintenance Contract (AMC) with defined response times.
- A defined consumables/reagent supply chain and pricing for at least 3 years post-installation.

5. Requirements (Outcome-Based Specifications)

Specifications below describe the outcomes and capabilities TCG Foundation needs. They are deliberately written to be technology- and brand-neutral; respondents should describe how their platform meets each requirement, regardless of the underlying method.

5.1 General Requirements

Requirement	Description
Point-of-care suitability	Deployable and operable within a district/government hospital laboratory without requiring a full centralised reference laboratory or specialist bioinformatics staff on site
Turnaround time	Sample-to-report within a single clinical working day; faster turnaround is preferred and should be stated by the respondent
Ease of use	Operable by trained laboratory technicians following standard operating procedures, with a manageable training and onboarding curve
Result reporting	Automated or semi-automated result interpretation and report generation that reduces dependence on manual, specialist analysis; software-assisted or AI/ML-assisted interpretation is welcome but not mandatory
Data handling	Ability to generate a digital patient report; remote connectivity/dashboard reporting is an advantage but not mandatory
Sample types	Should specify supported sample types (e.g., blood, buccal/saliva swab, or other) relevant to the test menu offered
Footprint & logistics	Suitable for installation in a standard hospital laboratory room; respondents should state space, power, and any environmental requirements

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5.2 Performance & Compliance

Requirement	Description
Analytical performance	High analytical sensitivity and specificity for the targeted variants/markers offered; respondents must provide validation data
Regulatory status	Valid regulatory clearance in India (CDSCO) and/or an internationally recognised jurisdiction (e.g., CE-IVD, US FDA, or equivalent); ISO 13485 (or ISO 9001) certified manufacturing
Quality/guideline alignment	Where applicable, dosing or clinical interpretation guidance should be aligned to recognised international pharmacogenetic guidelines (e.g., CPIC) or equivalent national/clinical guidance
Population relevance	Preference for panels validated or benchmarked on Indian/South Asian population data, given documented differences in genetic and pharmacogenetic variant frequencies versus other reference populations; respondents relying on international data alone should state this clearly
Consumables & logistics	Respondents should describe cold-chain requirements (if any) and reagent shelf life relevant to district-hospital operating conditions
Throughput	Respondents should state the number of samples/variants processed per run and expected daily throughput

5.3 Indicative Test Menu / Clinical Domains

TCG Foundation is interested in coverage across one or more of the following clinical domains. Respondents are not required to cover all domains, and should clearly state which areas their platform addresses. This list is illustrative and non-exhaustive - proposals covering other clinically relevant genetic or pharmacogenetic domains are also welcome.

- Cardiovascular risk and pharmacogenetics: screening for hereditary cardiac conditions, and/or genetic markers informing response to commonly prescribed cardiovascular medications (e.g., antiplatelets, statins, anticoagulants, beta-blockers, or other cardiovascular drug classes).
- Oncology: mutation-based screening relevant to common cancers (e.g., lung, breast, prostate, gynaecological, colorectal, or others), and/or pharmacogenetic markers informing chemotherapy selection or dosing.
- Broader pharmacogenomics: genetic markers informing drug selection or dosing across other major therapeutic classes prescribed in general hospital practice.
- Infectious disease molecular testing, where a platform supports it as an additional use case for the same installed hardware.
- Other genetic or genomic testing of clinical relevance to government hospital practice, as proposed by the respondent.

6. Eligibility Criteria for Bidders

- Registered legal entity (manufacturer, authorised distributor, or OEM partner) with at least 3 years of operating history in in-vitro diagnostics or medical devices.

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- Demonstrated regulatory clearances for the offered device in at least one recognised jurisdiction (India, EU, US, or equivalent).
- Existing installed base or pilot deployments, with at least one verifiable reference site, preferably in a hospital or public-health setting.
- Demonstrated ability to service and support devices within West Bengal / eastern India, or a credible plan to establish such support.
- Financial capacity to supply, install, and maintain devices across multiple hospital sites over a multi-year period.
- No conflict of interest with TCG Foundation, its trustees, or affiliated TCG Group entities.
- Open to platforms based on any validated technology - PCR-based, isothermal amplification, chip/microarray, biosensor, or other - provided Section 5 requirements are met.

7. Deployment Plan

Devices procured under this Call will be donated to a shortlist of government hospitals (district hospitals, medical college hospitals, and select community health centres) to be identified jointly by TCG Foundation and the concerned state health authorities. Deployment will be phased, beginning with a pilot cohort of hospitals, followed by scale-up subject to satisfactory performance, uptake, and outcome review.

8. Submission Requirements

Interested parties should submit a single consolidated proposal (PDF) containing:

- Company profile, incorporation and regulatory documents.
- Technical compliance statement against Sections 5.1–5.3 (point-by-point), stated in outcome terms rather than as a copy of the respondent's standard marketing literature.
- Product literature, validation data/publications, and reference site details.
- Indicative commercial proposal: per-unit device cost, per-test reagent cost, training, warranty, and AMC pricing.
- Proposed training and after-sales support plan for government hospital staff.
- Declaration of any existing CSR/government partnerships or donations of similar equipment.

9. Evaluation Criteria

Criterion	Weightage
Technical compliance (requirements, accuracy, guideline alignment)	35%
Service, training & support capability in the region	20%
Regulatory compliance & quality certifications	15%
Total cost of ownership (device, reagents, AMC)	15%
Population-specific validation / relevance to Indian patients	10%
Track record / reference sites	5%

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10. Indicative Timeline

Timeline	Date
Open Call published	27 November 2026
Last date for proposal submission	4 December 2026
Technical evaluation & Selection	8 December 2026
Award & purchase order	11 December 2026

11. General Terms & Conditions

- This is an Open Call for Expression of Interest and does not by itself constitute a purchase order or binding commitment by TCG Foundation.
- This Call is technology- and brand-neutral. No specific product, manufacturer, or brand is favoured; all eligible respondents will be evaluated against the same requirements and criteria.
- TCG Foundation reserves the right to accept or reject any or all proposals without assigning reasons, to seek clarifications, and to negotiate final commercial terms with shortlisted vendors.
- All costs of preparing and submitting a proposal shall be borne by the respondent.
- Information shared by respondents will be treated as confidential and used solely for evaluation purposes.
- Final specifications may be refined in consultation with shortlisted vendors and partner government hospitals prior to award.

12. Contact for Queries

Organisation: TCG Foundation, Sector V, Salt Lake, Kolkata - 700091, West Bengal

Email: accounts1@tcgind.com

Subject line: EOI Response - Point-of-Care Genetic & Molecular Diagnostics

- End of Open Call Document -