

LATAM BID RADAR

El Salvador hospital autoclaves

Go / No-Go qualification brief for an export manufacturer

CONDITIONAL GO

Commercially attractive if the bidder clears four hard gates before investing in a full submission.

DECISION IN 30 SECONDS

Buyer	Ministry of Health of El Salvador (World Bank-financed project P506486)
Requirement	Four hospital sterilizers in one lot, including double-door steam units and one steam/formaldehyde unit, plus room adaptation, installation, commissioning, training and maintenance.
Submission	22 September 2026, 10:00 local time; physical submission; electronic offers not permitted.
Commercial gate	2023–2025 average annual sales $\geq$ bid value; ≥ 2 similar contracts in the last 7 years; cumulative comparable experience $\geq$ US\$375,000.

WHY THIS IS WORTH A RAPID QUALIFICATION

- The tender is live, dated and externally verifiable; the deadline leaves a short but workable qualification window.
- Indian manufacturers publicly list 324–340 L and 540–600 L double-door steam autoclaves, creating a plausible product fit for three of the four units.
- The formaldehyde unit and in-country installation obligations make this a consortium/local-partner problem—not simply a catalogue sale.
- The US\$375,000 experience threshold is a fast disqualifier and should be tested before engineering or pricing work begins.

Recommendation: spend the next 24–48 hours proving bidder eligibility, exact technical compliance and an El Salvador installation/service path. Do not price the bid until all three are evidenced.

SOURCE STATUS

Official tender page identified; full bidding document requested from the buyer. This brief uses the published procurement notice and manufacturer pages available on 4 September 2026. [World Bank notice](#) • [MINSAL tender page](#)

1. Scope and qualification gates

PUBLISHED LOT COMPOSITION

Qty	Equipment	Published capacity	Initial fit view
1	Industrial autoclave, double door	≈300–330 L	Direct model fit plausible
1	Steam + formaldehyde sterilizer	To confirm	Specialist/partner required
2	Industrial autoclave, double door	≈500–650 L	Direct/custom fit plausible

PASS / FAIL GATE

Gate	Evidence required	Current status	Decision
Technical	Model-by-model compliance against final technical schedule	Incomplete	HOLD
Financial	Audited/accepted 2023–2025 sales average ≥ total bid value	Unknown	HOLD
Experience	2 similar completed contracts; cumulative value ≥ US\$375,000	Unknown	HOLD
Local delivery	Room works, installation, training, maintenance and physical submission	No partner	HOLD

MANUFACTURER FIT SIGNALS — PUBLIC-SOURCE ONLY

Supplier	Verifiable signal	Likely role	Unresolved
Yatherm (India)	324 L / 340 L and 540 L / 552 L; double-door option; installation & training advertised	Three steam units	Medical compliance; export references
Bionics Scientific (India)	Double-door hospital autoclaves; custom capacity up to 600 L	Steam-unit alternative	Exact model; turnover; references
Genist Technocracy (India)	Publicly documents a 550 L double-door installation at a government medical college	Steam-unit alternative / CSSD	Export eligibility; exact capacities
MMSE / CISA channel (India)	2-in-1 steam and steam-formaldehyde sterilizer; EN 14180 and listed directives	Formaldehyde specialist	Export authority; lot integration

2. Forty-eight-hour bid qualification sprint

Window	Action	Output
0–4 h	Obtain full bidding document and amendments; map every mandatory technical and documentary clause.	Requirements register
0–8 h	Supplier confirms legal entity, audited turnover, two comparable contracts and product datasheets.	Eligibility red flags
4–16 h	Identify El Salvador prime bidder/installer/service partner and test conflict/exclusivity.	Local-delivery route
8–24 h	Build compliance matrix for all four units and related services; identify consortium split.	Gap matrix
24–48 h	Issue evidence-backed Go / No-Go, submission plan, clarification list and workplan/budget.	Executive decision pack

QUESTIONS THAT DECIDE THE SALE

- Can the bidder prove average annual sales (2023–2025) at least equal to the total bid value?
- Can it evidence two comparable successfully completed contracts in the last seven years totaling at least US\$375,000?
- Which listed model meets each final specification without unapproved substitution or post-award redesign?
- Who will perform room adaptation, installation, commissioning, training and preventive maintenance in El Salvador?
- Can a qualified representative physically submit the sealed offer by 10:00 on 22 September 2026?

COMMERCIAL OFFER

Opportunity signal	Tender, fit thesis and first risk flags	No charge
Go / No-Go dossier	Full evidence matrix, eligibility test, partner route and decision	US\$750
Bid preparation & compliance	Submission workplan, forms, evidence control and local coordination	From US\$3,500

Operating rule: one assisted bidder per tender, subject to identity, capability, source coverage and conflict checks.

PUBLIC SOURCES

[MINSAL tender page](#)

[World Bank notice OP00463623](#)

[Germany Trade & Invest notice](#)

[Yatherm horizontal autoclaves](#)

[Bionics double-door autoclaves](#)

[Genist 550 L government-hospital installation](#)

[MMSE formaldehyde sterilizer](#)

Limitations. This is a preliminary commercial screening based on public sources, not a bid, legal opinion, technical certification or guarantee of eligibility/award. Final conclusions require the official bidding document, amendments, bidder evidence and conflict checks.