

Request for Proposals (RFP)
Video Endoscopy System
Mobridge Regional Hospital & Clinics

Issue Date: September 23, 2026

Proposal Due Date: October 7, 2026, by 5:00 p.m. CT

Required Project Completion: July 31, 2027

Introduction

Mobridge Regional Hospital & Clinics (MRH&C) is soliciting competitive proposals from qualified vendors for the purchase and turnkey implementation of one (1) new video endoscopy system, including four (4) flexible endoscopes, at Mobridge Regional Hospital in Mobridge, South Dakota.

MRH&C intends to replace and upgrade its existing endoscopy equipment with a complete system supporting colonoscopy, upper gastrointestinal endoscopy (EGD), and related procedures. MRH&C's endoscopy suite is currently used for procedures including colonoscopies and EGDs, including biopsy and therapeutic procedures such as polyp removal. The proposed system must be fully implemented no later than July 31, 2027.

Project Location

Mobridge Regional Hospital & Clinics
1401 10th Ave W
Mobridge, SD 57601

Site visits may be arranged upon request by contacting: Robyn Olson, OR Supervisor, 605-845-8183 (Office) or Robyn.Olson@mobridgehospital.org.

Scope of Work

The selected vendor shall provide a complete turnkey video endoscopy system, including, but not limited to:

Equipment and Technology

- One (1) complete video endoscopy processor/platform and light source or equivalent integrated system.
- Endoscopy tower/cart and all components required for operation.
- Medical-grade display monitor(s) appropriate for endoscopic procedures.
- Four (4) flexible video colonoscopes.
- Three (3) flexible video gastroscopes.
- All required equipment, accessories, cables, connectors and components necessary for routine clinical use.
- Image capture, documentation and connectivity capabilities required for MRH&C's clinical environment.
- All required software and licenses necessary for clinical operation.
- Compatibility with MRH&C's existing reprocessing system or inclusion of a separately priced compatible reprocessing system.

Installation and Services

The proposal must include all services necessary to place the system into hospital use, including:

- Delivery and placement.

- Installation and system configuration.
- Testing and commissioning.
- Required connectivity/system integration.
- Applications and end-user training.
- Identification of any electrical, networking, cybersecurity, room/site preparation or other work that must be completed by MRH&C.
- Coordination with MRH&C staff throughout implementation and go-live.

The vendor must clearly identify any required work, equipment, software, accessories or expense not included in its proposal.

Technical Specifications

Vendors must clearly describe the proposed equipment and confirm compliance with the following minimum requirements:

- Complete video endoscopy system suitable for colonoscopy and upper GI endoscopy/EGD.
- Four (4) colonoscopes and three (3) gastroscopes.
- High-definition video imaging appropriate for routine diagnostic and therapeutic endoscopic procedures.
- Processor/light source platform and medical-grade display(s).
- Complete endoscopy workstation/tower environment.
- Image capture/documentation capabilities and required clinical connectivity.
- Cybersecurity protections appropriate for network-connected medical equipment, if applicable.
- Manufacturer-supported software and hardware.
- Minimum of one-year full parts-and-labor warranty and ongoing service options.
- Staff training necessary to place the system into routine clinical use.
- Compatibility with MRH&C's existing reprocessing system or inclusion of a separately priced compatible reprocessing system.

Scope Reprocessing Compatibility

MRH&C currently utilizes an Olympus OER Pro for scope reprocessing.

Proposed scopes must be compatible with MRH&C's existing reprocessing equipment. If the proposed scopes cannot be safely and appropriately reprocessed using MRH&C's existing system, the vendor must clearly identify this in its proposal and provide a separately priced compatible reprocessing system, including all equipment, installation, training and accessories necessary for implementation.

This additional cost must be included when stating the total cost necessary to implement the vendor's proposed endoscopy solution.

Trade-In of Existing Equipment

MRH&C currently owns an Olympus Evis Exera 3 that may be traded as part of this purchase. Each vendor must provide an optional trade-in allowance, including removal of the equipment proposed for trade. The trade-in allowance must be stated separately so MRH&C can evaluate:

New System and Implementation Price: \$ _____

Trade-In Allowance: \$ _____

Net Price After Trade-In: \$ _____

MRH&C reserves the right to accept or decline the proposed trade-in.

Proposal Requirements

Proposals must include:

- Vendor/company information and qualifications.
- Manufacturer, model and description of the proposed endoscopy system and each scope.
- Complete technical specifications.
- Confirmation of compliance with each minimum requirement.
- Identification and explanation of any exceptions or deviations.
- Detailed pricing.
- Implementation plan and timeline, including estimated delivery and installation dates.
- Warranty information.
- Service and maintenance options and pricing.
- Training plan.
- References from other Critical Access Hospitals or similarly sized rural healthcare organizations currently using the proposed system, when possible.
- Identification and pricing of optional features/upgrades separately from the required system.
- Confirmation of compatibility with MRH&C's existing reprocessing system or pricing for a replacement system.
- Trade-in allowance and removal costs/terms.

Pricing

Pricing should identify, as applicable:

- Base Video Endoscopy System
- Four (4) Colonoscopes
- Three (3) Gastrosopes
- Tower/Cart and Display(s)
- Required Accessories/Components
- Software/Licenses
- Shipping/Delivery
- Installation/Configuration
- Interfaces/Integration
- Training
- Other Required Costs
- Total Purchase and Implementation Price
- Replacement Reprocessing System, if required
- Optional Trade-In Allowance
- Net Price After Trade-In
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Optional equipment and features should be listed and priced separately. Vendors must also identify all recurring software, licensing, maintenance and service costs.

Project Timeline

RFP Issued: September 23, 2026

Deadline for Vendor Questions: September 30, 2026

Proposal Due: October 7, 2026, by 5:00 p.m. CT

Anticipated Award: October 9, 2026

Required Project Completion: July 31, 2027

Submission Instructions

Proposals must be submitted electronically in PDF format by 5:00 p.m. CT on Wednesday, October 7, 2026, to Robyn.Olson@mobridgehospital.org.

Evaluation Criteria

MRH&C will first determine whether each proposal meets the minimum requirements and can reasonably be expected to meet the July 31, 2027 implementation deadline.

Responsive proposals will then be evaluated based on:

Evaluation Factor	Points
Equipment/Technical Requirements	30
Implementation, Training & Service/Support	25
Experience, References & Past Performance	15
Warranty, Long-Term Support & Total Cost of Ownership	10
Price	20
Total	100

MRH&C intends to select the responsible vendor whose proposal provides the best overall value based on the published evaluation criteria. Award will not necessarily be made to the vendor offering the lowest initial purchase price.

MRH&C reserves the right to reject any or all proposals, waive minor irregularities, request clarification, and negotiate with the selected vendor consistent with applicable procurement requirements.

Proposal Certification

Proposals must be signed by an authorized representative of the vendor organization. By submitting a proposal, the vendor confirms that it has reviewed the requirements of this RFP and has clearly identified any specifications it is unable to meet.