

## **Telemedicine Tender Nartan**

### **Pre- bid meeting minutes**

Tender was invited for establishing Telemedicine (Nartan) to 250 Nodes across different districts publishing in different newspapers on 26<sup>th</sup> January. Accordingly the pre-bid meeting was organized on 2<sup>nd</sup> January 2011 at 3.00 pm in the conference hall of State Health Society, Bihar.

Members Present in the meeting are as follows:-

1. Mr. Pramod Kumar, Additional Director Finance
2. Mr. Arvind Kumar, Data Officer, SHSB
3. Mr. Sandeep Srivastav, B-TAST
4. Mr. Devanand Prasad Singh, Superintendent, Govt Ayurvedic college.
5. Md. Shahabuddin, Principle, Govt Tibbi college.
6. Dr. Pandit Arjun Prasad, Deputy Superintendent, 10 Beded Homeo Hospital.
7. Mr. Naushad State Representatives, UNICEF
8. Dr. TA Lari, SPO Ayush.

The 26 participants from their respective companies attended the Pre-bid meeting. Dr. T A Lari, SPO Ayush, has explained the details of the tender to the participants. After elaborate discussion, the following decision has been taken unanimously to incorporate the reasonable suggestions put forth by members in the bid document by way of corrigendum.

The following points are to be incorporated in the bid document:-

1. The scope for Running and maintenance is extended explaining Tele- medicine form at Nodes is to be added in the tender document in the following manner

“Tele-consultation room(to be provided by SHSB)

- Patient engagement facilities (internal decorate, electricity, furniture, bed, scopes etc.)
- Telemedicine Platform
- Selective medical and medico-IT equipments, preferably IT compatible, with interface to Telemedicine and/or other software / hardware  
Computer hardware/software platform (PC, switch, etc.) and IT electronic equipments
- Connectivity/bandwidth requirements (Leased line, Broadband, Wireless etc)
- Point-to-Point video-conferencing system (may be portable)
- Following Medical test and services should be provided by the Vendor at PHC for tele-consultation of the patient
  1. Temperature Measurement
  2. Sputum examination
  3. Pulse measurement
  4. BP measurement
  5. Pulmonary Function Respiration examination
  6. Blood Glucose examination and monitoring
  7. Peripheral Smear examination
  8. ECG

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9. Digital Stethoscope
  10. Digital Transmission of X-ray
  11. Digital Transmission of Histo Pathology (Telepathology)
  12. ENT Set
  13. Skin Images."

2. In Tender Notice, the Assets of NARTAN has been originally regarded as "Property of Government of Bihar." Now, it is decided to include the "Intellectual Property Rights Clause" in the tender document in the following manner

**"Intellectual Property Rights**

1. The service provider shall indemnify SHSB against all third-party claims of infringement of copyright, patent, trademark or industrial design rights arising from use of the Goods or any part thereof in India.
  2. Application Software developed by TSP for providing the services shall be fully owned by the TSP. All the data generated during the services will be owned by SHSB as per the stated policy of government of Bihar. TSP will have to provide the reading tool for accessing the data.
  3. While passing on the rights (license) of using any software/software tool, the service provider shall ensure that such rights are inclusive of the use of that software for development in addition to deployment.
  4. The software licenses supplied by TSP shall be genuine, perpetual, full use and should provide patches, fixes, security updates directly from the OEM at no additional cost to the SHSB for the entire period of contract. All the licenses and support should be in the name of Government of Bihar from the date of procurement
  5. In the event of any claim asserted by a third party of infringement of copyright, patent, trademark or industrial design rights arising from the use of the Goods or any part thereof in India, the service provider shall act expeditiously to extinguish such claim. If the service provider fails to comply and SHSB is required to pay compensation to a third party resulting from such infringement, the service provider shall be directly responsible for such compensation including all expenses, court costs and lawyer fees in those cases. SHSB shall give notice to the service provider of such claim, if it is made, without delay."
3. In eligibility criteria, point no. (4) is to include PSU, and central government is to be also included in the following manner

"Establishment and management of minimum twenty "Live" telemedicine centers in rural areas during the last 1 to 2 years as a Total Solutions Provider with any State Government/Central Government/PSUs/Funding Agency/International Agencies in India."



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4. The following points are to be added and clarified on the issue of consortium of organization:-

- (i) The lead bidder in case of consortium should have been in IT business for at least 5 years, as on 31<sup>st</sup> march 2011. However, the bidder in case of consortium must attach its certificate of Incorporation as a proof.
- (ii) The details of all the members of consortium and a copy of consortium agreement must be provided.
- (iii) The lead bidder is responsible for any dispute / fine / misconduct.

- i. In part III , Note -3 following text is added in **"Rate quoted shall be inclusive of Sales tax, VAT, Service Tax or other taxes levied or leviable as the case may be and freight, insurance and supply up to proposed unit."**

5. In part -IV, condition no (c), the performance security of 2.5% shall stand substituted by 5% .

**"Each successful bidder will have to furnish a suitable Performance Security of 5% of the bid value of estimated order at the time of awarding the contract, for the period of the contract."**

6. In Annexure "6", the list of suggested medical devices at each mode whose list is added in Annexure 9.

**"Medical devices as per Annexure 9" and As added in List "A"**

7. Clarifying the apprehensions of certain pre-bidders, it has been decided to incorporate the clause specifying that Annexure 8 shall be effective after completion of the first year, and shall be negotiated separately thereafter.

8. Annexure 10 is to be added providing for the details of key personnel with their Resume and Terms of Reference for unit operator to be employed at Nodes.

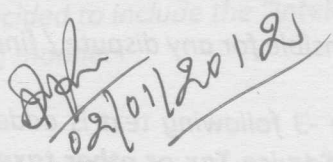
As added in List "B"

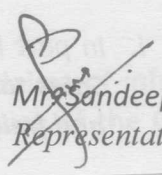
9. To ensure objective evaluation, 'Bid -evaluation Criteria' specifying Total score using Quality cum cost Basis (QCB) with 70% weightage to Technical score (TS) and 30% weightage to financial score (FS) as mentioned in part – IV is to be made part of the tender document.

As added in List "C"


The Committee members, henceforth, unanimously decided to incorporate the aforementioned suggestions, which came out during the pre-bid meeting to be published by way of corrigendum, and then, revised tender documents be floated on the SHSB website along with the minutes of meeting .

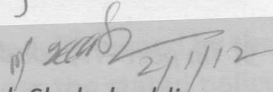
  
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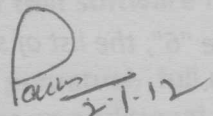
  
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Dr. TA Lari  
SPO Ayush

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List "A"

### PART-IV Methodology & Criteria for Bid evaluation

The Bidder with the highest total Score shall be called for negotiation for award of the contract. Calculation of total Score using "Quality cum Cost Basis"(QCB) with 70% weightage to TS and 30% weightage to Financial Score (FS). SHSB will form an evaluation Committee or it may be done by Technical Committee/ Task Force which will evaluate the proposals submitted by the bidders for a detailed scrutiny. During evaluation of proposals, SHSB, may, at its discretion, ask the bidders for clarification of their Technical Proposals. Only those proposals meeting the above Eligibility criteria will be evaluated as per the criteria mentioned below.

#### Technical Bid Evaluation

Sr. No.	Criteria	Max Points	Point system
1	<b>Profile of the Bidder</b>	10	
	No. of years of IT operation in India	3	4 years – 1 points
			4-6 years – 2 points
			>6 years – 3 points
	Average Turnover of firm/Lead Bidder of the consortium for last 3 years.(as per Audited P& L)	7	30 crores - 1 points
			30-100 crores – 3 points
			100-150crores – 5 points
			>150 crores – 7 points
2	<b>Past Experience</b>	25	
	Experience in providing ICT related products/services (e.g. Application software/managing ICT infrastructure/operations etc.) to the Healthcare sector	10	1 project – 1 points
			2 projects – 2 points
			3 projects – 3 points
			4 projects – 4 points
			5 projects – 5 points
			6 projects – 6 points
			7 projects – 7 points
			8 project – 8 points
			9 projects – 9 points
			>=10 project – 10 points
	No. of Telemedicine Stations / Nodes developed by Vendor for telemedicine projects.	10	20 nodes– 2 points
			21-50 nodes– 4 points
			51-75 nodes – 6 points
			75-100 nodes– 8 points
			>=100 nodes – 10 points
	No. of Projects executed & currently running in the state of Bihar. (Minimum project value of 1 Crore Rupees)	5	1 project – 1 points
			2 projects – 2 points
			3 projects – 3 points
			4 projects – 4 points
			>=5 projects – 5 points
3	<b>Profile of Proposed Resources</b>	5	



	Profile of Proposed Resources Required for Completing the Specified Work in RFP. (As per Annexure 10)	5	Committee will evaluate the Annexure submitted by the bidders
4	<b>Technical Approach and Methodology</b>	20	
	Understanding of TOR and responsibility	10	Committee will evaluate the Technical Approach and Methodology from the paper submitted by the biddersAnnexure submitted by the bidders
	Approach and Methodology Bill of Material, device specifications	10	
	Total	60	

### Technical Presentation Evaluation

On the prescribed date and time, the bidder shall make a technical presentation covering following key areas which will carry **10 Marks** out of the total Technical score for that bidder:

1. Understanding of Scope of Work
2. Approach & Methodology
3. Software solution design and Network Architecture
4. Implementation Strategy
5. Manpower / Resource deployment
6. Project Plan / Timelines
7. Bill of Material, Network Design, etc.
8. Specification of Medical Equipments proposed

Total Score will be evaluated by adding the scores obtained in evaluation of Technical Bid and Technical Presentation.

	Maximum Score	Score obtained
Technical Bid Evaluation	60	
Technical Presentation	10	
Total Score obtained out of 70 (Ts)		

Technical Evaluation will be assigned a Technical score (Ts) out of a maximum of 70 points. Bidders with Technical score of 45 and above out of 70 will qualify for the evaluation in the Technical Demonstration

### Commercial/Financial Bid Evaluation:

The Commercial/Financial bid of those bidders who qualify in the technical evaluation shall be opened. All other Commercial bids shall not be opened. The Commercial bids of the technically qualified bidders shall be evaluated as per the evaluation criteria mentioned below:

The lowest evaluated Financial Proposal (Fmin) as per Sl no C of **PART-III** will be given the maximum financial score (Fn) of 30 points. The Normalised financial scores (Fn) of the other Financial Proposals will be computed as per formula for determining the financial scores given below:

$$Fn = 30 \times Fmin / Fb$$

Where, Fn = normalized finance score for the bidder under consideration

Fb = absolute financial score for the bidder under consideration

Fmin = minimum absolute financial score obtained by any bidder

**The Bidder with highest (Ts + Fn) will be selected**

In case the the highest bidder refuse to accept the offer then, the bidder with next highest total will be called for at the rates quoted by the highest Bidder.

## List "B"

**Annexure 9 Medical Equipment Minimum Specifications at nodes****X- Ray Digitizer / Scanner**

A scanner is indispensable equipment for our Telemedicine Project. We drew certain guidelines for selecting the appropriate scanner for our application like:

- a) Twain Compliance
- b) Minimum optical resolution of 1200 dpi (Vertical resolution of 2400dpi)
- c) Color CCD
- d) USB 1.1 or higher Interface.

**Tele-Patholgy System**

A Telepathology microscope with Digital camera with the following features is required for recording and sending the ECG of patients:

- 360 degrees Rotatable
- Magnification 40x to 1000x.
- Objective: RIF Plan Infinity corrected 4x, 10x, 40x & 100x.
- Eyepiece: W.F. 10x / 22mm focusable paired with eye guards.
- Certifications.
- 4.0 mega pixels Digital video camera.
- Lens with 4x Zoom.Interface USB 2.0.

**Tele-ECG**

A PC-based electronic Electrocardiogram with the following features is required for recording and sending the ECG of patients:

- 12 Leads standard as it provides spatial information about the heart's electrical activity in 3 approximately orthogonal directions: Right Left Superior Inferior Anterior Posterior.
- Input Impedance should be greater than 4 MM and ECG CMRR should be greater than 100dB.
- Standard PC serial / Parallel / USB port Interface.

Windows based software for acquisition, review and storage Standard SDK for incorporation in other softwares.

**Digital Stethoscope**

A PC-based ( Stethoscope for digitized Heart and lung sounds with following features: -:

- Simultaneous phonocardiogram creation.
- Internal software filters to modify the sound as needed.
- Memberace diameter 4.5 cm (minimum).

Frequency Range: 40 Hz - 2000 Hz.



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List "C"

**ANNEXURE 10.**

**Part 1: Key Personnel**

Using the format below, please provide the summary information on the profiles you propose to include for evaluation and the roles they are expected to play in the project:

S. No.	Proposed Role	No. of Resources	Area Of Expertise	Key Responsibilities

It is also required to submit the resume of Key Personnel. The profile for a single member must not exceed two pages.

**Part 2: Terms of Reference for Unit Operator.**

Please provide detailed professional profile of the staff proposed to be appointed at Nodes. The profile for a single staff member must not exceed two pages.