



Govt. of Bihar
Department of Health

State Health Society, Bihar
Pariwar Kalyan Bhawan, Sheikhpura, Patna-14



EXPRESSION OF INTEREST

For setting up & operationalising 24 X 7 Dialysis Units through Public Private Partnership in 8 Government Medical College Hospitals and 36 District Hospitals of Bihar

State Health Society Bihar (SHSB) under Department of Health, Govt. of Bihar is implementing the National Rural Health Mission (NRHM) to improve the availability and access of quality health care for people in Bihar. SHSB intends to provide specialized dialysis facilities in all the 8 Government Medical College Hospitals (MCHs) and 36 District Hospitals (DHs) through Public Private Partnership (PPP) project. The key objective is to provide access to high quality Haemo-Dialysis at competitive rate under PPP mode to the people in Bihar. SHSB invites Expression of Interest (EOI) from the interested parties to participate in this PPP project.

Concept and conditions of the PPP Project

1. SHSB intends to set up 6 dialysis machine unit in the 8 Govt. Medical College Hospitals and 2 dialysis machine unit in 36 District Hospitals under PPP mode to provide quality dialysis facilities at low cost.
2. Hospital will provide vacant covered space including water and electric connection to the selected agency (charges payable by private partner)
3. Selected agency will set up the advanced haemo -dialysis unit at the hospitals identified under the project under consideration and bear all cost (cost of equipment, personnel, utilities, repair & maintenance, security) for setting up and running of the unit.
4. Selected agency will provide affordable services at pre determined rates. No rates to be charged from the patients by the Agency. The Govt. shall be free to charge any rate if it deems fit from the patients.
5. SHSB has two options to meet the cost to the agency. A) Hospital will pay the agency at contracted rate (excluding cost of dialyser) for each referred patient for which service is provided by the agency on submission of bill for the previous month latest by 30th of the next month or B) Hospital will pay an agreed rental amount based on number of dialysis machine installed in the unit established within the hospital premises plus dialysis charge as applicable in AIIMS or CGHS for each referred patient to meet the operational expense (excluding cost of dialyzer which will be either procured by the patient or supplied by the Hospital).
6. A 24-hour call centre / helpline for managing and coordinating the services to be provided by the selected agency.
7. Selected agency will operate and maintain these centres as per the requirement specifications to be laid out in the RFP document.
8. All dialysis cases will be referred by the hospital to the dialysis unit. In case referred cases are not adequate to meet the capacity of the unit then agency may be allowed to use their unutilized capacity through accepting non referred cases from open market at SHSB contracted rates only.

9. Any civil work required for the purpose like water, drainage system, and other plumbing work shall have to be undertaken by the agency itself.
10. The agency has to procure the dialysis machine machines as per the required specification and RO system, emergency equipments, furniture, furnishings, transport vehicles etc. required for operation of dialysis units.
11. Agency has to ensure the installation, maintenance, functioning of the unit with provision of technical manpower like nephrologists, physician, dialysis technicians, nurse and class IV staff to manage the unit smoothly as per the bed/ equipment strength and power back up round the clock.
12. The project under PPP arrangement would be initially for five (5) years and depending upon satisfactory performance further extension may be considered.
13. Agency may bid for Single hospital or more than one hospital or all Medical College Hospitals or all District Hospitals. Lowest evaluated bid will be decided for each hospital separately.
14. Dialysis has to be done as per standard treatment guidelines for dialysis service.
15. An appropriate committee would be appointed by SHSB/Hospital to monitor the procurement, project commissioning and operation of the unit during the entire contract period.
16. The agency may be asked to take up other hospitals for setting up Dialysis unit at the approved contracted rates in the future.

Equipment related Specific Conditions for Dialysis Unit –

1. The machines and equipments to be procured for the unit should be brand new and of acceptable standards.
2. The system should work on standard 230 volts and should have its own battery back-up in case of emergency shutdown.
3. Computerized system should have touch screen or hard keys to enter data.
4. Should have a user definable profile for Na, Bicarbonate, Dialysate flow, Temperature, Heparin.
5. Equipment should be mounted on its own wheels.
6. Should have internal heating system and load cell weighing system.
7. Should have various alarms and blood leak detector alarm in case of failure or leak in the machine or the kidney (Filter).
8. Should have technical service mode associated with alarms.
9. Should have clamps to hold the artificial kidney.
10. Should have place to house the Bicarbonate Dialysate in use.
11. Unit must be able to carry out BP monitoring and online clearance.
12. The machine should have the following components:
 - (a) Heparin Pump
 - (b) Drip chamber
 - (c) Arterial Pressure monitoring
 - (d) Venous pressure monitoring
 - (e) Trans membrane pressure monitoring
 - (f) Arterial blood pump
 - (g) Blood volume management
 - (h) Blood temperature management
13. Unit should have the facility for data acquisition and management and hence must have the capability to be networked through the HIS.
14. It should be DICOM, HL-7 compatible.

15. Dialysis unit with an inbuilt RO system or a portable dialysis unit, if available, should be quoted as option.
16. The Detailed technical specification of Machine will be required.
17. The machine should have FDA approval and related standard quality certificates.

Specific Conditions for R. O. Water Treatment System

1. The Reverse Osmosis water treatment plant will be used for water treatment, which will be used for purpose of haemo dialysis.
2. The system should be a comprehensive unit for both RO and Water treatment.
3. The plant should be compact and should be able to be shifted if required.
4. It should be noise less and require minimum mounting accessories
5. The RO plant should match the specification and requirement of the dialysis unit or should be recommended by the principle company.
6. The plant unit should be service friendly for the purpose of changing filters or related accessories during routine cleaning and service.
7. A standard maintenance and testing kit should be provided for along with the machine.
8. Spares required including carbon filter should be easily and locally available in the Indian market.
9. Should have Quality marks and approvals.
10. Capacity of the RO plant should be enough to support enhancement to 5 dialysis machines in DHs and enhancement up to 10 dialysis machines in MCHs
11. Technical detail to be submitted with above information.

Selection Process

Steps involved in selection of PPP partner are as follows

1. Invitation of Expression of Interest
2. Short listing of agency
3. Presentation by the shortlisted agency to understand views of prospective applicants on the PPP project and approach to the project
4. Issue of RFP to shortlisted agencies
5. Receipt of proposal
6. Evaluation of proposal
7. Selection of most appropriate proposal
8. Negotiation and award of contract

Screening Criteria:

All applicants must satisfy the following criteria :

A. Experience as dialysis services provider

The applicant(s) must be able to demonstrate extensive experience (minimum 3 years) in running a hospital (minimum 10 beds) having in-house dialysis facilities

B. Financial Criterion

The applicant(s) must be able to provide audited financial statements, duly certified by independent practicing Chartered Accountant or the statutory auditor, for the last three years (2010-11, 2011-12 and 2012-13) that demonstrate good financial standing with average annual turnover of at least Rs.5 crore (of lead partner of the consortium). It is assumed that the Applicant who is interested in applying should be financially sound to set up the unit/s as per the bid.

Who can apply:

The applicant(s) may be a single entity or a group of entities (the "**Consortium**"), coming together to implement the PPP project. Each **Consortium** shall designate a Lead Member who is required to meet criterion (A) and (B). A **Consortium** having expressed interest and satisfying the screening criteria cannot subsequently change its composition at the time of submission of detailed proposals.

The composition of the Consortium may be changed with the prior written consent of SHSB, subject to the condition that the designated Lead Member continues to be the Lead Member of the Consortium throughout the bidding process.

Any member of a **Consortium**, except the Lead Member can be a member of more than one **Consortium**. Each Consortium shall be solely responsible for the implementation of appropriate measures to avoid any conflicts of interests or risk of collusion that may arise between **Consortium** on account of having common members.

The SHSB may in its sole discretion place additional conditions on the ability of applicant(s) to affiliate or form consortia at the time of submission of proposals. The SHSB, reserves the right to seek any additional clarification and/or information from the applicant(s).

Required submissions (format as provided below)

1. Composition of consortium or group of affiliated firms, if any (Annexure-1), and Letter of Affiliation, signed by all members of a consortium, or affiliates, authorizing the Lead member to submit the EOI, or alternatively, signatures and seals on the EOI Submission by each consortium member
2. List of Hospitals set up and managed (Annexure-2 for services providers); and copy of Installation Orders and certificates.
3. Revenue details (Annexure 3) 2010-11, 2011-12 and 2012-13, and Audited Financial Statements for 2010-11, 2011-12 and 2012-13

SHSB reserves the right to reject any application(s) if:

- (a) At any time, a material misrepresentation is made or uncovered, or
- (b) The applicant(s) does not provide, within the time specified by SHSB, the supplemental information sought by SHSB for evaluation of the application(s). Such misrepresentation/improper response shall lead to the disqualification of the applicant(s). If the applicant(s) is a **Consortium**, then the entire **Consortium** shall be dis-qualified / rejected.

The decision of SHSB to accept or reject any or all of the application(s) shall be final and binding and shall not be subject to any review or revision by any judicial or quasi-judicial authority. Any clarification on this Expression of Interest should be contacted in writing directly to

Executive Director

State Health Society, Bihar

ed_shsb@yahoo.co.in

0612-2290322 (Fax)

9470003016, 9472245113 (Phone)

EOIs will be subject to evaluation and only short listed applicants will be empanelled for participation in bidding process. Before starting the bidding process the short listed applicants may be asked to make a presentation on the conceptual understanding of the assignment and implementation methodology. Please note that this expression of interest does not entail any commitment to the applicant. SHSB reserves the right to accept or reject any or all EOI or change the terms and conditions of EOI without assigning any reasons.

Pre-bid

To know the views of potential bidders on the project concept, clarify doubts etc a **Pre-bid meeting** has been arranged on **12th November (Tuesday) at 03 pm in SHSB conference hall, SHSB, Ground floor, Pariwar Kalyan Bhawan, Sheikhpura, Patna-800 014**. Those interested in participating in the Pre-bid meeting may communicate about their participation on following email id- spm@statehealthsocietybihar.org.

Submission deadline and address:

Completed Expression of Interest in English as per the attached format (Annexure-6) in a sealed envelope marked as **"Expression of Interest for Setting Up & Operationalising Dialysis Unit in Medical College and District Hospitals in Bihar under PPP mode"** should reach the office of SHSB by 5 pm on **22nd November 2013** through registered post/ courier/ speed post or dropped in the bid box at SHSB office located at the reception room at the following address:

State Health Society of Bihar

Ground Floor, Pariwar Kalyan Bhawan

Sheikhpura, Patna – 800 014 Bihar

Expression of Interests shall be opened on November 25th at 11 am in SHSB conference hall.

sd/-

Sanjay Kumar, IAS
Executive Director

Annexure 1
List of consortium members/ affiliated firms

Name of Lead Member		Status	Contact Details				Main Functional Area
		Partnership/ Private Limited Company/ Public Limited Company etc.	Official Website: Authorized representative: Address: Telephone: Mobile: Email:				Hospital Services without Dialysis Services provider/Hospital Services with Dialysis Services provider / Other (specify)
S.No.	Name of other firms/affiliated members of the consortium	Status (Partnership/ Private Limited Company/ Public Limited Company etc.)	Contact Details (Official Website:Authorized representative:Address:Telephone:Mobile:Email: Contact Details)				Main Functional Area Hospital Services without Dialysis Services provider/Hospital Services with Dialysis Services provider / Other (specify)
1.							
2.							
3.							

Details from Service Provider

Details from Service Provider
(To be filled for each affiliated firm/ member of the consortium with relevant experience)

Firm Name: _____

[illegible]

Annexure 3

Health related revenues (in case of Consortium, should be of Lead Partner)

(To be filled for each affiliated firm/ member of the consortia with relevant experience)

Firm Name: _____

Year	Total Turnover as Health Care Service Provider (Rs.)	Documentary Proof Attached (Yes/ No)
2010-11		
2011-12		
2012-13		
Average		

Annexure 4:

List of Proposed Locations of the Dialysis Unit

S.N	Medical College Hospital Locations	S.N	District Hospital Locations	S.N	District Hospital Locations
1	NMCH, Patna	1	Aurangabad	20	Saharsa
2	DMCH, Darbhanga	2	Begusarai	21	Samastipur
3	ANMCH Gaya	3	Buxar	22	Saran
4	JLNMCH, Bhagalpur	4	Bhojpur	23	Sitamarhi
5	SKMCH, Muzaffarpur	5	Champaran East	24	Siwan
6	Govt. MCH, Bettiah	6	Kaimur	25	Vaishali
7	Govt. MCH, Madhepura	7	Sheohar	26	Araria
8	Wardman Medical College, Nalanda	8	Gopalganj	27	Jamui
		9	Jehanabad	28	Arwal
		10	Katihar	29	Banka
		11	Khagaria	30	Nalanda
		12	Lakhisarai	31	Madhepura
		13	Madhubani	32	Gaya
		14	Munger	33	Bhagalpur
		15	Katihar	34	Muzaffarpur
		16	Kishanganj	35	West Champaran, Bettiah
		17	Nawada	36	Nalanda
		18	Purnia	37	
		19	Rohtas	38	

Annexure -5

Expression of Interest Letter

(To be submitted on the letter head of Perspective Bidder/ Lead Member)

Executive Director
State Health Society, Bihar
Sheikhpura,
Patna-800014, Bihar

Sub : "Expression of Interest" for Setting Up & Operationalising Dialysis Unit in Medical College Hospitals and District Hospitals in Bihar under PPP mode"

Ref : Advertisement dated

Dear Sir,

With reference to the above advertisement, we hereby file this "Expression of Interest (EOI) to undertake the assignment on PPP mode . We understand that this is an initial "Expression of Interest on our part and mere submission of this EOI does not entitle us to receive any documents or be invited for this project.

1. EOI is submitted for the following locations:

S.N	Institution	Total No.	EOI submitted for	
			No. of Institution	Location
1.	Govt. Medical College Hospitals	8		
2.	District Hospitals	36		

2. Name and details of Applicant and its representative authorized to file this EOI :

Full name:
Designation:
Name of organization:
Address:
Mobile:
Fax:
E-mail:

3. Legal Constitution of Applicant :
(Public Limited/Private Limited/Partnership/Proprietorship etc.)

4. Current nature of business of activities :

(including available resources-manpower : technical & support staff)

5. Last 3 (three) years' turnover of the Applicant :

(Financial statement for the last three year (Audited balance sheet/profit and loss account) with Service Tax No. and PAN No.)

Note : Applicant has to attach documents/brochures/corporate literature in addition to Balance sheets of last three years.

6. Brief history of the operations and activities of the Applicant:

(include details of principal promoters and joint venture partners)

7. Name and details of Institution/Group to which applicant is affiliated:

(Not exceeding four lines)

8. Previous experience of similar work if any:

(details of ongoing and completed projects of similar nature with cost,

9. Briefly Explain your concept and proposed components considered for the proposed work:

(Brief on the conceptual understanding of the assignment and implementation methodology)

10. Suggestions/ comments if any on the project

I/We declare that the information stated herein above is accurate.

Signature :

Full Name :

Designation :

Organization :

Address :

Contact No.

Date :

Seal:

Enclosures:

1. Details as per Annexure-1
2. Details as per Annexure-2
3. Details as per Annexure -3
4.
5.
6.