

Minutes of the Pre-Bid meeting held on 24.07.2014 at 03.00pm, SHSB, Patna with the Technical Committee constituted for Technical Evaluation of RFP & Bids for Setting up of Cardiology Centre at multiple district of Bihar under PPP mode and Interested/Prospective bidders

Members Present-

1. Dr.Rajendra Nath Prasad on behalf of Dr. Harendra Kumar, Director, IGIC, Patna
2. Dr. Nishant Tripathy on behalf of Dr. B.P.Singh, Prof. & HoD, Cardiology, IGIMS
3. Dr. Y.N. Pathak, Nodal Officer of RCH, SHSB
4. Representative, B-TAST
5. Ms. Rashi Jayaswal, SPM, SHSB

A pre-bid meeting was held on 24.07.2014 with potential bidders on the RFP for cardiology centres, to clarify doubts etc.

The following firms participated in the meeting-

1. M/s Saroj Hospital & Heart Institute GP, New Delhi
2. Philips India Ltd.

The issues raised in the meeting and committee's recommendation are as such-

Sl. No.	Issue	Opinion/Recommendation of Technical Committee
1.	SHSB should ensure that similar duplicate tenders are not floated by BMSICL also	Bidders were informed that both SHSB and BMSICL work under the aegis of DoH, GoB and therefore similar services of PPP has not been floated by BMSICL
2.	Question was raised whether the State is sure about the viability of the project and in case of non-viability after 1 or 2 years would the State consider premium on the CGHS rate so that project viability is ensured. Can Government data be provided facility wise regarding OPD, bed strength etc so that bidders could assess the viability?	Bidders were informed that State Government would like to provision Cardiology services in areas where such services are not available and the Public has to commute long distances for such services. Additionally the RFP clearly asks the bidders to visit the prospective sites and assess the requirement themselves. The question on premium cannot be discussed at this point as only after a period of 1.5 to 2 years can a project's viability be assessed. The bidders were shown the linkage to SHSB website where this data is available.
4.	On which CGHS rate has the discount to be quoted -Super-specialty/NABH/General?	The Committee opined that a Cardiology Centre is being set up and therefore discount on NABH/General CGHS rate would be applicable
6.	Circle Rate for providing rent should be provided to the bidders	Bidders would have to source this information on their own
7.	SHSB has asked for Demand Draft as	Recommended by Committee

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	bid security amount which should be valid for 9 months. In current scenario DDs are valid for only 3 months therefore SHSB should allow Fixed Deposit Receipts as bid security also	
8.	Have the bidders to quote discount on CGHS rate only or Premium an CGHS rate shall also be considered	Only discount on CGHS rate shall be considered
9.	SHSB has asked for details with names of Manpower to be deployed by bidders in the project. This is not possible as manpower shall be finalised only after the award is given. This is not done in other tenders floated by other States.	One of the criterias of technical evaluation is the type of manpower which the bidder shall be proposing and the evaluation shall be done based on the experience and qualification of proposed manpower, therefore details with names have to be provided for technical assessment of the proposal as per Annexure VIII of the RFP and this would also reflect on the level of commitment of the prospective bidder. This might be not done in other States, SHSB tender requires the same.
10.	SHSB should consider AIIMS Rates in cases where rates are not available under CGHS-Delhi	In the proposal the bidders should clearly mention which are the services for which rates are not approved under CGHS-Delhi in which case AIIMS, Delhi rates may be considered. <i>for discounting.</i>
11	Approximately a space of 25000 sq.ft. shall be required for one Cardiology Centre	The bidders should mention the space requirement in their proposals
12	What is required to be given under Annexure IX of RFP - Hospital Management Software Information?	The bidder has to indicate the type and features of the proposed software and hardware. The assessment would be done on the basis of various features in the software
13	Bid Security amount has to be paid for each location?	Yes as stipulated in the RFP
14	Number of cumulative beds figure which is required is for general beds or specific Cardiac beds	Number of cumulative beds figure has to be given for Cardiac beds only
15	Specification of equipments have to be provided or not	RFP does not require detailed specification of equipments. An indicative list of equipments has been given in the RFP which have to be necessarily provided. Additionally RFP requires that bidder would install only brand new reputed make machines (USA FDA & European CE approved) including accessories. No refurbished machines would be acceptable

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16	In the financial bid quoting format, have each type of services to be mentioned and thereafter discount on each has to be provided?	Yes
17	The bid has to be given in two copies- one original and one copy?	Yes and the copy should also be duly signed
18	Can the bidders propose for one type of Cardiology service in one location and additional requirements of Cath Lab etc in a location which is close to the earlier one like in DMCH, Darbhanga and some facility in DH-Muzaffarpur/SDH-Benipur?	No, in one location a complete Cardiology Centre is to be set up
19	Will the Government allow us to do investigations related to Cardiology/Cardiac, for which rates would be charged from patients?	Government provisions for free diagnostic services across the State. Request of bidders cannot be considered.
20	State is expecting commissioning of Cardiology Centres within 6 months including construction of buildings	Building has already been constructed and the bidders will just have to renovate/refurbish the same.
21	The project has been proposed for 10 tenures which should be extended to 15 years keeping in mind the huge investment involved	Recommended
22	The review mechanism should also include private partner in the Committee	It has been mentioned in the RFP that the bidder would be required to Build, Operate and Manage the Cardiac Centre subject to satisfactory performance during review conducted by SHSB or its designated authority every two years since the commencement of the services. Private Partner may be included during the review conducted.
23	The locations identified for setting up of Cardiology units is not viable. The	Modifications on the same cannot be considered.

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	proposed MCHs do not have ample space to meet this requirement.	
24	The eligibility criteria should be kept as initial tender for ensuring participation from reputed players.	Not recommended
25	Electricity connection: Bidders enquired whether the government will provide uninterrupted power supply and/or in case of load shedding, whether government will provide backup from their Generator?	Committee clarified that the bidder has to install their own generator/online UPS on their own costs for power backup.

Approval of the Executive Director may be solicited on the above recommendation.

Representative
B-TAST

(Rashi Jayaswal)
SPM, SHSB

(Dr. Y.N. Pathak)
Nodal Officer of RCH, SHSB

(Dr. Nishant Tripathy)
IGIMS, Patna

(Dr. Rajendra Nath Prasad)
IGIC, Patna