



# राज्य स्वास्थ्य समिति, बिहार



An ISO 9001:2008 Certified Agency

## NOTICE INVITING

### Request for Proposal (RFP)

#### PROPOSAL TO BUILD, OPERATE AND MANAGE CARDIOLOGY CENTRE AT MULTIPLE LOCATIONS IN BIHAR UNDER PPP MODE

Request for Proposal is invited from reputed agencies to Build, Operate and Manage Cardiology Centres in multiple locations in Bihar. The broad details of requirement and terms & conditions may be downloaded from website

(<http://www.statehealthsocietybihar.org/>). Competent interested agencies/ Companies/ are requested to submit the bids to Executive Director, State Health Society, Pariwar Kalyan Bhawan, Sheikhpura, Patna-800014 on or before 08/08/2014 by 5:00 PM through registered post/speed post only. All the bids received by due date will be opened at 11:00 A.M. on 11/08/2014 in front of bidders or their representatives. A pre-bid is scheduled on 24/07/2014 at 03:00 PM.

For any clarification, please contact Ms. Rashi Jayaswal, on 9470003016 during official working hours.

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Executive Director  
State Health Society Bihar

**Establishment and Management of Cardiology Centers  
at Multiple Locations in Bihar under PPP Mode**

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**Building, Establishment and Management of  
Cardiology Centers at Multiple Locations in Bihar under  
PPP Mode**

**1. INTRODUCTION**

Health sector in Bihar has witnessed notable developments in the last few years particularly in fields of improvement in health infrastructure, patients visiting health centres, institutional delivery & reduction in maternal mortality. The results of health initiatives in the Bihar are positive and the state needs to sustain the momentum during the coming years. Continuing with the trend, Government of Bihar intends to establish Cardiology Centers at multiple locations in the state.

State Health Society, Bihar (SHSB) invites Request for Proposal (RFP) from reputed agencies who meet the eligibility criteria individually or as a consortium (maximum of three members shall be allowed in a consortium)-- for building, equipping, operating and managing Cardiology Centres at multiple locations in Bihar.

**1.1 Background**

State Health Society, Bihar is responsible for managing the PPP (Public-Private partnership) projects in health in the state including execution of contracts, disbursement of funds and monitoring of performance. SHSB intends to establish Cardiology Centres in multiple locations of the state with the help of private partners. Under proposed cardiology centre, the private partner will be responsible for refurbishing, equipping and managing cardiology centers within the premises of the Government hospitals.

The location for cardiology centre as advertised in EoI for this tender was:

- i. Purnia District Hospital
- ii. Saran District Hospital
- iii. Saharsa District Hospital
- iv. Muzaffarpur District Hospital

- v. ANMCH, Gaya
- vi. DMCH, Darbhanga

But, in addition to above mentioned locations, SHSB has decided to make available required space in following locations for cardiology centre:

- i. Tekari SDH, Gaya
- ii. Benipur SDH, Darbhanga
- iii. Masaurhi SDH, Patna
- iv. Chakia SDH, East Champaran
- v. District Hospital, Khagaria
- vi. District Hospital, Sheohar

The interested agencies may bid for any of these six new locations in addition to locations mentioned during EoI stage for setting up and managing cardiology centre.

## **1.2 Scope of Work**

1. The bidder will build, equip and manage the center with clinical services including surgical back-up services. Adequate space will be made available for the cardiology centre. In the District Hospital, provision shall be made for 32-bedded cardiology centre.
2. Performing all cardiac procedures including OPD, IPD, Diagnosis and Surgery including emergency cases.
3. Procurement, installation and operation of centres for Invasive Cardiology, Heart Command and Diagnosis.
4. The services should be available during extended hours, Sundays, holidays etc.
5. The Concessionaire would be required to Build, Operate and Manage the Cardiac Centre for 10 years subject to satisfactory performance during review conducted by SHSB or its designated authority every two years since the commencement of the services.
6. The electricity/power will be provided by the government and the recurring cost will be borne by the private partner.
7. Recruitment, management and training of their own medical and non-medical staff for the centre.

8. Patient will be charged the agreed rate for various type of services as per the MOU. No additional charge will be admissible.
9. Procurement of consumables and inventory management.
10. Building and maintaining a data base of all cases and sharing the same with SHSB or other key stakeholders. A suitable database and application software to be installed by the private operator. The private operator may have to feed in their data into Government owned/managed data software like Sanjeevani. The system would monitor incoming patients, source of referral, time taken to provide service, billing etc. The system should maintain patient records.
11. Ensuring a minimum agreed up-time of the facilities.
12. Rent per sq.ft. shall be charged from the service provider for the space provisioned as per relevant Circle Rate where the hospital is situated.
13. The private partner would invest in all the machinery, air conditioning, hospital beds, heart command centre, laboratories etc. The minimum indicative list is indicated below and further the vendor has to ensure back up of each item:

**A. CARDIAC SURGERY AND ICU CTVS—6 bedded (CVTS) + 10 bedded (CCU)**

<b>Sl. No.</b>	<b>DESCRIPTION</b>	<b>Quantity</b>
1	OT TABLE	1
2	OT LIGHT with 3 dome	1
3	PENDANT double arm	1
4	HEART LUNG MACHINE	1
5	ANAESTHESIA Workstation WITH VENTILATOR	1
6	FIBREOPTIC LARYNGOSCOPE	2
	FIBREOPTIC Broncoscope (adult & paed.)	1
7	CAUTERY	2
8		
9	BLOOD WARMER	1
10	SYRINGE PUMPS	5
11	SUCTION MC.	1
12	SURGICAL INSTRUMENTS SET	2
13	MONITORS – REGULAR	1

14	MONITORS - SLAVE	1
15	DEFIB	1
16	MAYO TROLLEY	1
17	INSTRUMENT TROLLEY	1
18	CRASH CART	1
19	IABP	1

#### **B. POST OPERATIVE RECOVERY-8 BEDS**

<b>Sl. No.</b>	<b>DESCRIPTION</b>	<b>Quantity</b>
1	MONITORS	4
2	VENTILATOR AND HUMIDIFIER	4
3	SUCTION MC.	1
4	DEFIB	1
5	CRASH CART	1
6	SYRINGE PUMPS	10
7	NEBULISER	1
8	ACT MC.	1
9	PRESSURE INFUSION BAGS	4
10	PATIENT WARMING SYSTEM	1
11	VIBRATOR PHYSIO	1
12	ECG	1

#### **C. EQUIPMENT LIST- INVASIVE AND CCU**

##### **I. HEART STATION**

<b>Sl. No.</b>	<b>DESCRIPTION</b>	<b>Quantity</b>
1	Echocardiograph with TEE and Stress Echo package	1
2	PFT Machine	1
3	TMT	1
4	Holter Recorder and Analyser ( 3 recorders)	1
5	Defibrillator	1

6	ECG machines	1
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## II. HEART COMMAND CENTRE- 8 BEDS

Sl. No.	DESCRIPTION	Quantity
1	Central Monitoring System	
A	High end bedside monitors ( 6 channel)	4
B	Low end bedside monitors (4 channel)	6
3	Syringe pump	10
4	Ventilators	3
5	IABP	1
6	Pacemaker	2
7	Pulse Oxymeter	2
8	Defibrillator	1
9	ECG machine	1
10	Blood Gas Analyser	1
11	Mobile X-ray	1

## III. CATH LAB

Sl. No.	DESCRIPTION	Quantity
1	Cath Lab	1
2	ACT machine	1

## D. INVESTIGATIONS

Sl. No.	DESCRIPTION	Quantity
1	X- Ray (300MA) & Developer	1
2	Mobile- X- Ray	1
3	Mobile Echocardiograph	1
4	HCC	10
5	Central Monitoring station	1
6	Syringe Pumps	20
7	Ventilators	2

8	IABP	2
9	Defrib with external Pacer	1
10	ECG machine	1
11	Blood Gas Analyser	1
12	External Pacemaker	2
13	Patient Bed & Accessories	15
14	Bed Pan Washer	1
15	Almirah, Racks, Refrigerator	As per requirement
16	General Care Beds	40
17	Server/ Computer, Printers/ Software	As per requirement
18	Photocopier & Fax	As per requirement
19	Storage Equipment, Racks etc.	As per requirement
20	CSSD Equipment	1
21	Housekeeping Equipment	As per requirement
22	Kitchen Equipment	As per requirement
23	Vehicles (MCCU, Ambulances)	As per requirement
24	Mingograph & accessories	As per requirement
25	External Pacer with overdrive facility	4
26	RF Ablation Machine	1
27	Ventilator portable	1
28	ECG machine with TEE	1
29	Defrib with external Pacer	1
30	Ambulatory BP Monitor	1

**Note:** The capacity/type of equipments, etc. shown above is indicative only. The actual capacity needs to be worked out by the selected PPP partner and should be as per the standard treatment guidelines prescribed for cardiac procedures.

14. The Concessionaire would install only brand new reputed make machines (USA FDA & European CE approved) including accessories. No refurbished machines would be acceptable.



15. The Concessionaire would recruit and manage all the required personnel including Cardiologists, Technicians, nurses, ward boys, security and other support staff. All the personnel required to operate the facility would be on the rolls of the Private Partner and all salary, perks etc will be paid by the Private Partner.
16. The PPP partner would procure only the best quality consumables/accessories. The quality of consumable/accessories would be subjected to periodic inspection by the representatives of Department/ SHSB/ DHS/an appropriate committee appointed by SHSB.
17. Based on proposal adequate built up space will be provided at the hospital. Final layout to be decided based on mutual agreement.
18. A 24 hour call centre/helpline for managing and coordination of the services to be provided by the selected agency.
19. Selected agency will operate, maintain and provide services in these centres as per the standard treatment guidelines.
20. Any civil work required for the purpose like water, drainage system, and other plumbing work shall have to be undertaken by the agency itself.

## **2. INSTRUCTION TO BIDDERS**

### **2.1 Eligibility Criteria**

The Bidder can be a clinical service provider/ ~~original equipment manufacturer/~~ Company (Bidding Company) or a Registered Society or Proprietorship firm or a Partnership firm (Registered) or a Consortium of Companies (Bidding Consortium) with one of the Companies acting as the Lead Member of the Bidding Consortium.

#### **I. TECHNICAL ELIGIBILITY**

##### **Clinical Service Provider:**

- i. The bidder must be a multispecialty hospital/Super Specialty hospital with facilities of Interventional cardiology, Cath lab, Cardio thoracic surgery and at least 30 ICU/ CCU beds.
- ii. The bidder should have at least one hospital with 50 Beds at a single location as on bid due date.

- iii. The bidder should have been operating at least one cardiac Cathlabs in any of its hospitals for at least 3 years.
- iv. Total experience in healthcare delivery of the entity should be more than 10 years as on Bid due date

## II. **FINANCIAL ELIGIBILITY**

### **Clinical Service Provider:**

- i. The Average annual turnover of the bidder shall be minimum INR 15 (fifteen) crores for the period of three financial years i.e., 2010-11, 2011-12, & 2012-13 to qualify.
- ii. The Net worth of the bidder at the end of the preceding financial year i.e. March 2013 shall be greater than INR 10 (ten) crores. To become eligible to bid for more location the net worth should increase by minimum 2 crore for each additional location( e.g firm having net worth of Rs. 5/10/15/20/25 crores can bid for 2/4/6/10/12 locations respectively).

**In case of consortium, credentials of the consortium as a whole will be taken for eligibility evaluation.**

### **2.2 General terms of bidding**

- i. Agency may bid for establishing centre at single or multiple locations. MoU shall be decided and signed separately for each location.
- ii. An appropriate committee would be appointed by SHSB to monitor the quality and delivery of services.

### **2.3 Cost of bidding**

The Bidder is responsible for all costs incurred in connection with participation in this process, including, but not limited to, costs incurred in conduct of informative and other diligence activities, participation in meetings/discussions/presentations, preparation of proposal, in providing any additional information required by SHS, Bihar to facilitate the evaluation process, and in negotiating a definitive Service Agreement or all such activities related to the bid process. This RFP does not commit SHS, Bihar to award a contract. Further, no reimbursable cost may be incurred in anticipation of award.

## **2.4 Site visit and verification of information**

Interested Bidders may inspect the proposed hospital buildings before submission of their RFP to decide requirement at their own cost. Before submitting an RFP, the bidder will be deemed to have satisfied themselves by actual inspection of the site and locality of the works that all conditions liable to be encountered during the execution of the works are to be taken into account.

## **2.5 Right to accept or reject any or all bids**

The State Health Society Bihar reserves all rights to reject any or all the EOI/tender without assigning any reason.

## **2.6 Clarifications**

Bidders requiring any clarification on the RFP Document may notify SHSB in writing within such date as specified in the Schedule of Bidding Process at Clause 2.10 below. Based on its sole discretion, SHSB may forward to all Bidders, copies of SHSB response, including a description of the enquiry but without identifying its source.

## **2.7 Pre-Bid**

To know the views of potential bidders on the project concept, clarify doubts etc a **Pre-bid meeting** has been arranged **on 24<sup>th</sup> July (Thursday) 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](mailto:spm@statehealthsocietybihar.org).

## **2.8 Preparation and submission of bids**

### **2.8.1 Language and Currency**

The Proposal and all related correspondence and documents shall be written in the English language. Supporting documents and printed literature furnished by the Bidder with the Proposal should be in English. The currency for the purpose of the Proposal shall be the Indian Rupee (INR).

### **2.8.2 Format and signing of bids**

i. Bidders would provide all the information as per this RFP Document and in the specified formats. SHSB reserves the right to reject any Proposal that is not in the specified formats.

ii. The Proposal should be submitted in three parts:

**Part 1: Pre-qualification**, which would include documents as mentioned in Section 3.2.

**Part 2: Technical Proposal** as per format set out in Section 3.3.

**Part 3: Financial Proposal** as per the format set out in Section 3.4.

iii. The Bidder shall prepare one original of the documents comprising the Proposal as described clearly marked "ORIGINAL". In addition, the Bidder shall make one copy of the Proposal, clearly marked "COPY". In the event of any discrepancy between the original and the copy, the original shall prevail.

iv. If the Proposal consists of more than one volume, Bidder must clearly number the volumes and provide an indexed table of contents.

v. The Proposal and the copy shall be typed or printed in indelible ink and the Bidder shall initial each page. All the alterations, omissions, additions, or any other amendments made to the Proposal shall be initialled by the person/s signing the Proposal.

### **2.8.3 Sealing and marking of bids**

i. The Bidder shall seal the Pre-qualification, Technical Proposal and the Financial Proposal in separate envelopes, duly marking the envelopes as "PRE-QUALIFICATION", "TECHNICAL PROPOSAL" and "FINANCIAL PROPOSAL". These envelopes shall then be sealed in an outer envelope.

ii. The original and the copy of the Proposal shall be provided in separate envelopes, duly marking the outer envelopes as "ORIGINAL" and "COPY".

iii. Each envelope shall indicate the name and address of the Bidder

iv. The envelopes shall clearly bear the following identification:

**“PROPOSAL TO BUILD, OPERATE AND MANAGE CARDIOLOGY CENTRE AT  
MULTIPLE LOCATIONS IN BIHAR UNDER PPP MODE”**

**“TO BE OPENED BY TENDER OPENING COMMITTEE ONLY”**

**and**

**“Submitted by**

**Name, Address and Contact Phone No. of the Applicant”**

v. The envelope shall be addressed to:

**The Executive Director,  
State Health Society, Bihar  
Parivar Kalyan Bhawan,  
Sheikhpura  
Patna - 800014  
Bihar**

vi. If the envelope is not sealed and marked as instructed above, the Proposal may be deemed to be non-responsive and would be liable for rejection. SHSB assumes no responsibility for the misplacement or premature opening of such Proposals submitted.

#### **2.8.4 Bid due date**

Proposals should be submitted before or by 1700 hours IST on the Proposal Due Date mentioned in the RFP, to the address provided above in the manner and form as detailed in this RFP Document. Applications should be submitted only through registered post/speed post.

#### **2.8.5 Rejection of bids**

i. SHSB reserves the right to accept or reject any or all of the Proposals without assigning any reason and to take any measure as it may deem fit, including annulment of the bidding process, at any time prior to award of Project, without liability or any obligation for such acceptance, rejection or annulment.

ii. SHSB reserves the right to invite revised Financial Proposals from Bidders with or without amendment of the RFP Document at any stage, without liability or any obligation for such invitation and without assigning any reason.

iii. SHSB reserves the right to reject any Proposal if:

(a) at any time, a material misrepresentation is made or uncovered;

OR

(b) the Bidder does not respond promptly and thoroughly to requests for supplemental information required for the evaluation of the Proposal.

This would lead to the disqualification of the Bidder. If the Bidder is a Consortium, then the entire Consortium would be disqualified / rejected. If such disqualification / rejection occur after the Financial Proposals have been opened and the L1 Bidder gets disqualified / rejected, then SHSB reserves the right to:

(a) either invite the next lowest Bidder to match the Financial Proposal submitted by the L1 Bidder;

OR

(b) take any such measure as may be deemed fit in the sole discretion of SHSB, including annulment of the bidding process.

#### **2.8.6 Validity of bids**

i. The Proposal shall indicate that it would remain valid for a period not less than nine (9) months from the Proposal Due Date. Prior to expiry of the original Proposal Validity Period, SHSB may request that the Bidders extend the period of validity for a specified additional period. A Bidder may refuse the request without forfeiting its Bid Security. A Bidder agreeing to the request will not be allowed to modify its Proposal, but would be

required to extend the validity of its Bid Security for the period of extension and comply with Clause mentioned in this document in all respects.

ii. The Successful Bidder shall extend the Proposal Validity Period till the date of execution of the Concession Agreement.

iii. SHSB reserves the right to reject any Proposal that does not meet this requirement.

### **2.8.7 Confidentiality**

Information relating to the examination, clarification, evaluation and recommendation for the short listed Bidders shall not be disclosed to any person not officially concerned with the process. SHSB will treat all information submitted as part of Proposal in confidence and will ensure that all who have access to such material treat it in confidence. SHSB will not divulge any such information unless it is ordered to do so by any Government authority that has the power under law to require its disclosure.

### **2.8.8 Correspondence with bidders**

BIDDER shall not approach SHS, Bihar officers beyond office hour and/ or outside SHS, Bihar office premises, from the time of the Bid opening to the time of finalization of successful BIDDER.

Any effort by a BIDDER to influence SHS officers in the decisions on Bid evaluation, Bid comparison or finalization may result in rejection of the BIDDER's offer. If the BIDDER wishes to bring additional information to the notice of the SHS, Bihar it should do so in writing to the Executive Director, SHSB.

### **2.9 Bid security**

i. Proposals should be accompanied by a Bid Security for an amount of Rs 25 Lakhs only (twenty five lakhs only) **per location** in the form of a bank draft drawn on any Nationalised Bank/ scheduled commercial bank having branch at least one branch and the bank draft should be in favour of Executive Director, State Health Society, Bihar payable at Patna.

ii. The Bid Security shall be kept valid through the Proposal Validity Period and would be required to be extended if so required by SHSB.

iii. The Bid Security shall be returned to unsuccessful Bidders. The Bid Security submitted by the Successful Bidder shall be released upon furnishing of the Performance Security.

## 2.10 Schedule of Events

Sl. No.	Description	Schedule
1.	Pre-bid date	July 24 <sup>th</sup> 2014 (03.00 PM)
2.	Closing Date and Time of Receipt of Tender	8 <sup>th</sup> August 2014 (05.00 PM)
3.	Time, Date and Venue of Opening of Technical Bid	11 <sup>th</sup> August 2014 (11.00 am)
4.	Time, Date and Venue of Opening of Financial Bid	To be communicated to bidders by SHSB
5.	Contact Person	Rashi Jayaswal, State Programme Manager, SHSB #9470003016

## 3. EVALUATION OF BIDS

### 3.1 Opening and evaluation of bids

i. SHSB will open bids at time and date mentioned in the advertisement. BIDDER's representative may attend the opening at SHSB. Technical Bid will be considered for those BIDDERS whose bids shall meet all the eligibility criteria mentioned in the Pre-qualification documents.

ii. In Stage I of Proposal Evaluation, the key submissions as mentioned under Pre-qualification envelope submitted by the Bidders shall be checked for responsiveness with the requirements of the RFP Document. The evaluation of Technical Proposal of a Bidder shall be taken up only after the contents of the Pre-qualification are found to meet the requirements of this RFP Document. SHSB reserves the right to reject the Proposal of a



Bidder without opening the Technical Proposal if the contents of Key Submissions are not substantially responsive with the requirements of this RFP Document.

iii. After pre-qualification, the Technical proposals will be opened. The minimum qualifying marks of the Technical Evaluation is 75 as mentioned in section 3.3.

iv. In Stage II, the Financial Proposals of all the Bidders who pass the Stage I evaluation will be opened in the presence of the Bidders' representatives who choose to attend. The Bidders' representatives who choose to be present shall be required to sign and record their attendance. Representatives should come with an authorization letter on their company's letter head along with a valid identity proof. Representative should also bring seal of their company along with them.

v. In the event that two or more Bidders bidding for the same amount, SHSB may:

(a) invite fresh Proposals from the Bidders;

OR

(b) declaring the bidder securing highest technical marks amongst the bidders securing same overall score, as preferred bidder

OR

(c) take any such measure as may be deemed fit in its sole discretion or annulment of the bidding process.

vi. SHSB may either choose to accept the Financial Proposal of the Preferred Bidder or invite him for negotiations.

### **3.2 Pre-qualification**

i. The following are the conditions, which are to be necessarily fulfilled, to be eligible for technical evaluation of the proposed solution. Only those interested BIDDERS who satisfy the following eligibility criteria should respond to this RFP. The Pre-qualification envelope should attach documentary proof for each of the documents listed below:

- Cover letter to participate as per **Annexure I**
- Brief profile of the participant as per **Annexure II**.

- Earnest Money Deposit (EMD) INR 25,00,000/- only (Twenty Five lakhs only) for each location being applied for in favour of State Health Society Bihar payable at Patna.
- Company registration certificate/ incorporation
- Copies of Income Tax Return for the last three last three assessment years i.e 2011-12, 2012-13 & 2013-14.
- Tenderer shall submit Audited annual Report comprising of Balance Sheet and Profit & Loss Accounts for last three financial years i.e. 2010-11, 2011-12, & 2012-13.
- Proof of Registration with Commercial Taxes Department/ Service Tax Department
- Permanent Account Number (PAN) issued by income Tax department
- No-conviction certificate for the last three years submitting affidavit that they are not 'blacklisted or /barred/ or have been given adverse recommendation/fined' by any Govt. Dept. /Govt. organization and/or the Competition Commission of India/ Central Vigilance Commission/ Comptroller and Auditor General of India/ World Bank/ADB/DFID or any other funding agency for bid rigging & cartelization or corrupt or fraudulent practices/ unethical/ negligence of duty as per **Annexure III**.
- A Power of Attorney for signing of Proposals needs to be furnished in favour of Authorised Signatory as per **Annexure IV**.
- In the case of a Consortium, the Members should submit a Power of Attorney in favour of the Lead Member as per format at **Annexure V**.
- Completion certificates of the activities undertaken in last three years and particulars of its operational experience for the last three years as per the format given in **Annexure VII** supported by satisfactory certificates issued by the clients for major services wherever feasible and applicable.
- Contact details of the experts responsible for implementation of the project

ii. In case of **Consortium**, the following needs to be also provisioned -- a formal agreement between the members accepting severe and joint responsibility for

implementing the project. Reference of the lead member and percentage of holding of each in the consortium should also be given.

- Members of the Consortium shall nominate one member as the lead member (the “**Lead Member**”), who shall be the clinical service provider. The nomination(s) shall be supported by a Power of Attorney signed by all the other members of the Consortium;
- The key personnel, as given by the-bidder in the technical proposal should not change during the tenure of the contract, without prior approval of the Government.
- In case the applicant is a consortium of two or more companies the proposal shall be signed by the duly authorized signatory of the lead member and shall be legally binding on all the members of the Consortium for the execution and completion of the Project.
- The proposals shall contain the information about percentage holding of each member, consortium agreement, financial statements and other documents as required for each of the member of the Consortium.
- An individual Applicant cannot at the same time be member of a Consortium. Further, a member of a particular Applicant Consortium cannot be member of any other Applicant Consortium

### 3.3 Technical Evaluation

- i. The technical bid should be accompanied by the cover letter as per **Annexure VI**.
- ii. The technical bid should contain detailed execution plan and planning for the proposed Cardiology Centre.
- iii. The technical proposal for the Project would be evaluated on the following basis and should be accompanied with HR details (refer Annexure VII & VIII):

#### A. Previous Experience of the bidder

Sl. No.	Description	Max Marks
1	Number of multispecialty hospital/Super Specialty hospital with facilities of Interventional cardiology, Cath lab, Cardio thoracic surgery as on Dec 2013	20

	<ul style="list-style-type: none"> <li>i. Operating and managing five (5) or more hospitals =20</li> <li>ii. Operating and managing three hospitals and less than five hospitals=15</li> <li>iii. Operating and managing one hospital and less than 3 hospitals=10</li> </ul>	
1	<p>Previous period of experience in managing cardiac centres as on <b>December, 2013</b></p> <ul style="list-style-type: none"> <li>iv. Operating and managing Cardiac centre for more than seven (7) years = <b>20</b></li> <li>v. Operating and managing Cardiac centre for less than seven (7) years and more than five (5) years = <b>15</b></li> <li>vi. Operating and managing Cardiac centre for less than five (5) years and more than three (3) years = <b>10</b></li> </ul>	20
2	<p>Number of cumulative beds as on <b>December, 2013</b></p> <ul style="list-style-type: none"> <li>i. Operating Cardiac centres with more than 100 cumulative beds (all centres) = <b>20</b></li> <li>ii. Operating Cardiac centres with less than 100 and more than 75 cumulative beds (all centres) = <b>15</b></li> <li>iii. Operating Cardiac centres with more than 50 and less than 75 cumulative beds (all centres) = <b>10</b></li> </ul>	20
<p>Note: In case of part year, only the completed years will be counted. For example five (5) years and eight (8) months will be counted as five (5) years.</p> <p>In case of multiple centres, the maximum experience would be considered. For example in case of one centre with six years and another with four years of operation, six years would be considered as experience and not the summation of</p>		

both i.e. ten.

## **B. Experience of Medical and Technical Staff**

- iv. The bidder should also inform about the qualifications of the manpower that they have deployed in their current and previous operations including the number and type of surgeries/operations undertaken by these manpower and should be accompanied with HR details **as per Annexure VIII:**

The following minimum number of personnel with minimum qualification (indicative list) and experience would required to be provided by the Private Partner.

### **Human Resource requirement for proposed Cardiac Centre**

Description	Yr1	Yr2	Yr3	Yr4	Yr5
Interventional Cardiologist	2	3	3	4	4
Non Invasive Cardiologist	1	1	1	1	1
Senior Resident	3	3	3	3	3
Staff Nurse	21	21	21	21	21
Heart Station Technician	2	2	2	2	2
Cath Lab Nurse	2	2	2	2	2
Cath Lab Technician	2	2	2	2	2

### **Surgery Team**

Sr Cardiac Surgeon	1	1	1	1	1
Jr Cardiac Surgeon	2	2	3	3	3

Cardiac Anaesthesist	2	2	3	3	3
Jr Anaesthesist	1	1	1	1	1
Purfunionist	2	2	2	2	2
Intensivits	3	3	3	3	3
OT Technician	1	1	1	1	1
OT Nurse	2	2	2	2	2

Sl. No.	Description	Max Marks
2	<p>Qualifications in the relevant field for Cardiology/Cardiac Surgeon</p> <ul style="list-style-type: none"> <li>i. DM (Cardiology)/M.Ch (CBTS) = 10</li> <li>ii. DNB (Cardiac) = 05</li> </ul> <p>Qualifications in the relevant field for Other Staff (Technicians and Nurses)</p> <ul style="list-style-type: none"> <li>i. Post Graduates = 5</li> <li>ii. Bachelors degree = 3</li> <li>iii. Additional Technical qualifications = 2</li> </ul> <p>Person wise matrix would be prepared to arrive at average overall ratings</p>	<p>10</p> <p>05</p>
	<p>Experience in the relevant field for Cardiology/Cardiac Surgery</p> <ul style="list-style-type: none"> <li>i. More than 6 = 10</li> <li>ii. 3 years to 6 years = 07</li> <li>iii. Less than 3 yrs = 05</li> </ul>	<p>10</p> <p>05</p>

	<p>Experience in the relevant field for other staff (Technicians and Nurses)</p> <ul style="list-style-type: none"> <li>i. More than 6 = 5</li> <li>ii. 3 to 5 = 3</li> <li>iii. 2 to 3 = 2</li> <li>iv. Less than 2 = 0</li> </ul> <p>Person wise matrix would be prepared to arrive at average overall ratings</p>	
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\* The Team proposed should be valid for at least 3 years. It is understood that there could be some changes in the team composition during the tenure of the contract. Any such changes during the contract period shall be informed to DoMH&FW and the Private Partner has to satisfy DoMH&FW that the new team or team member is of the same quality as offered in the bid.

**C. Hospital (MIS) Software to ensure daily reporting to Government = 10**

The assessment would be done qualitatively based on features of proposed software and hardware. Details to be provided as per Annexure IX.

- v. The minimum qualifying marks of the Technical Evaluation is 75.
- vi. The Financial bids of those bidders would be opened who secure at least 75 in their Technical bid.

**3.4 Financial Evaluation**

- i. Selection of agency will be on the basis of lowest quoted rate (discount on CGHS Delhi rate) for various services.
- ii. Format for financial bid is as follows:

<b>Financial bid for Cardiology Centre</b>				
Sl. No.	Services Proposed	CGHS Delhi rate (in Rs.)	Percentage Discount proposed on CGHS rate	Proposed Rate (in Rs.)
1				
2				
3				

**4. SPECIAL TERMS AND CONDITIONS:**

1. Commencement of the Center: The Center shall have to be commissioned within 6 months of the peaceful handover (date of issuance of official letter to the agency by DHS/MCH/DH about space allocation) of the site.

2. Penalty Clause: The agency will be bound to establish the Center within the stipulated period as mentioned above, failing which the following penalty will be levied on the agency (to be deducted from the EMD/Performance Security Deposit).

a. For delayed setting up of Centers: A penalty of 0.5% of the security deposit per week will be imposed subject to a maximum of 25% of the security deposit.

b. For Non-setting up of Centers:- Security Deposit of the firm shall be forfeited.

The decision of the State Health Society Bihar shall be final, and no enquiries, or application for review, shall be entertained. The State Health Society Bihar reserves the right to modify the terms & conditions partially or wholly or cancel the RFP without assigning any reason.

For any clarification, please contact Ms. Rashi Jayaswal on 9470003016 during official working hours.

Executive Director  
State Health Society Bihar





**ANNEXURE -I**

**RFP Cover Letter (on Stamp paper of min. INR 100 value)**

To

The Executive Director

Bihar Health Society

Patna

Bihar

Dear Sir

Having examined the RFP document for **“PROPOSAL TO BUILD, OPERATE AND MANAGE CARDIOLOGY CENTRE AT MULTIPLE LOCATIONS IN BIHAR UNDER PPP MODE”**, the receipt of which is hereby acknowledged, we, the undersigned, offer to provide our equipment and services under the above-named Contract in full conformity with the said RFP document.

1) We submit our interest for the following locations: \_\_\_\_\_

2) The information, documents, data of financial status and credibility, details of operational experience etc. Furnished along with the RFP are true and authentic to the best of my knowledge and belief. I / we, am / are well aware of the fact that furnishing of any false information / fabricated document would lead to rejection of my RFP at any stage besides liabilities towards prosecution under appropriate law.

3) I/ We have appraised myself/ our self fully about the job to be done during the period of agreement and also acknowledge bearing consequences of non-performance or deficiencies in the services on my part.

Signed: \_\_\_\_\_

Date: \_\_\_\_\_

In the capacity of \_\_\_\_\_

Duly authorized to sign this bid for and on behalf of \_\_\_\_\_

**Signature & stamp of tenderer**

**Note:**

- **This form must be signed & stamped in original to be submitted to this office along with EMD**

## ANNEXURE -II

### DETAILS OF THE BIDDER

NAME OF THE BIDDER...

1	Name Of Tendering Hospital/Institution	
2	Name Of Owner / Directors	
3	Full Particulars of Office	
	A) Address	
	B) Contact Telephone Nos.	
	C) Fax No.	
	D) E-Mail	
4	Registration Details:	
	(A) PAN / GIR NO.	
	(B) Service Tax Registration No.	
	C) ESI	
5	Details Of Non Refundable fee	
	A) Amount (INR.)	
	B) D.D. / P.O. No. and date	
	C) Drawn On Bank	
6	Name Telephone and Mobile No. of the dealing	
7	Any other information.	

Note: Submit similar details of consortium partners also in case it is a consortium

Signature of authorized signatory

Name:

Place:

Seal

**ANNEXURE III**

**Format for Affidavit**

**Format for Affidavit certifying that Entity/Promoter(s) / Director(s)/Members of Entity are not Blacklisted/Barred/ or have been given adverse recommendation /Fined  
(On a Stamp Paper of relevant value)**

**Affidavit**

I, M/s..... (Sole Applicant / Lead Member / Member/Affiliate), (the names and addresses of the registered office) hereby certify and confirm that we or any of our promoter(s) /director(s) are not not blacklisted or / barred/ or have been given adverse recommendation/fined by State Health Society, Bihar/ or any other entity of GoB or any Govt. Dept. /Govt. organization and/or the Competition Commission of India/ Central Vigilance Commission/ Comptroller and Auditor General of India/ World Bank/ADB/DFID or any other funding agency for bid rigging & cartelization or corrupt or fraudulent practices/ unethical/ negligence of duty, either individually or as member of a Consortium as on the \_\_\_\_\_(Date of Signing of Application).

We further confirm that we are aware that, our Application for the captioned Project would be liable for rejection in case any material misrepresentation is made or discovered at any stage of the Bidding Process or thereafter during the agreement period and the amounts paid till date shall stand forfeited without further intimation.

Dated this ..... Day of ....., 2014.

Name of the Applicant  
Signature of the Authorized Person

Name of the Authorized Person

*Note: To be executed separately by all the Members in case of Consortium.*

## **ANNEXURE IV**

### **Power of Attorney**

#### **Format for Power of Attorney for Signing of Application**

*(On a Stamp Paper of INR 100)*

### **Power of Attorney**

Know all men by these presents, We M/s .....  
(name and address of the registered office) do hereby constitute, appoint and authorize Mr / Ms..... (name and residential address and PAN), duly approved by the Board of Directors in their meeting held on (Copy of board resolution enclosed), who is presently employed with us and holding the position of ..... as our attorney, to do in our name and on our behalf, all such acts, deeds and things necessary in connection with or incidental to our bid for "PROPOSAL TO BUILD, OPERATE AND MANAGE CARDIOLOGY CENTRE AT MULTIPLE LOCATIONS IN BIHAR UNDER PPP MODE" including signing and submission of all documents and providing information / responses to the State Health Society, Bihar, representing us in all matters before State Health Society, Bihar in all matters in connection with our bid for the said Project. We hereby agree to ratify all acts, deeds and things lawfully done by our said attorney pursuant to this Power of Attorney and that all acts, deeds and things done by our aforesaid attorney shall and shall always be deemed to have been done by us.

Dated this the ..... day of 2014

For \_\_\_\_\_

(Name, Designation and Address)

Accepted \_\_\_\_\_

(Signature)

(Name, Title and Address of the Attorney)

Date: \_\_\_\_\_

## **ANNEXURE V**

### **Power of Attorney for Lead Bidder**

#### **Format for Power of Attorney for Lead Member of Consortium**

*(On a Stamp Paper of relevant value)*

#### **Power of Attorney**

Whereas the State Health Society, Government of Bihar (GoB) has invited applications from interested parties for “PROPOSAL TO BUILD, OPERATE AND MANAGE CARDIOLOGY CENTRE AT MULTIPLE LOCATIONS IN BIHAR UNDER PPP MODE”.

Whereas, the members of the Consortium are interested in bidding for the Project and implementing the Project in accordance with the terms and conditions of the Request for Proposal (RFP) Document and other connected documents in respect of the Project, and Whereas, it is necessary under the RFP Document for the members of the Consortium to designate the Lead Member with all necessary power and authority to do for and on behalf of the Consortium, all acts, deeds and things as may be necessary in connection with the Consortium's bid for the Project who, acting jointly, would have all necessary power and authority to do all acts, deeds and things on behalf of the Consortium, as may be necessary in connection with the Consortium's bid for the Project.

NOW THIS POWER OF ATTORNEY WITNESSETH THAT;

We, M/s. \_\_\_\_\_ (M/s \_\_\_\_\_ (Member (s)) (the respective names and addresses of the registered office) having formed a bidding consortium named \_\_\_\_\_

(insert name of the consortium) (hereinafter called as consortium), vide the consortium agreement dated \_\_\_ (copy enclosed) as approved by the Board of Directors of each member and having mutually agreed to appoint M/s \_\_\_\_\_ as the lead member of the said consortium, as our duly constituted lawful attorney hereinafter called the lead to do on behalf of the Consortium, all or any of the lawful acts, deeds or things as necessary or

incidental to the Consortium's bid for the Project, including submission of application/proposal, participating in conferences, responding to queries, submission of information/ documents and generally to represent the Consortium in all its dealings with the Department, any other Government Organization or any person, in connection with the Project until culmination of the process of bidding and thereafter in the event of the Consortium being selected as successful bidder, this Power of Attorney shall remain valid and binding and irrevocable till the Agreement period as is entered into with State Health Society , Government of Bihar (GoB) and the Consortium.

We hereby agree to ratify all acts, deeds and things lawfully done by Lead Member, our said attorney, pursuant to this Power of Attorney and that all acts deeds and things done by our aforesaid attorney shall and shall always be deemed to have been done by us/Consortium and shall be binding till the Agreement period on all members individually and collectively.

Dated this the \_\_\_ day of 20

(Executants)

**Note:** The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executants (s) and the same should be under common seal affixed in accordance with the required procedure

## **ANNEXURE VI**

### **Technical Bid Cover letter**

To  
The Executive Director  
State Health Society Bihar  
Pariwar Kalyan Bhawan  
Sheikhpura, Patna  
Bihar-800014

Reference. RFP No. ....Dated.....

Sir,

We hereby declare

1. We are equipped with adequate manpower / machinery / technology for providing the Services as per the parameters laid down in the Tender Document and we are prepared for live/technical demonstration of our capability and preparedness before the representatives of SHS, Bihar and We/our principals are also equipped with adequate maintenance and service facilities within India for supporting the offered document.

2. We hereby offer to provide the Services at the prices and rates mentioned in the Financial Bid.

3. We do hereby undertake, that, in the event of acceptance of our bid, the Services shall be provided as stipulated in the schedule to the Bid document and that we shall perform all the incidental services.

4. We enclose herewith the complete Technical Bid as required by you. This includes:

a) This Bid Letter

b) Details of the proposed cardiology centre, proposed Methodology & Timeline



5. We agree to abide by our offer for a period of 9 (nine) months days from the date fixed for opening of the Technical Bids and that we shall remain bound by a communication of acceptance within that time.

6. We have carefully read and understood the terms and conditions of the tender and the conditions of the Contract applicable to the tender and we do hereby undertake to provide services as per these terms and conditions.

7. Bid Security (Earnest Money) for an amount equal to Rs.25, 00,000 (Rs. Twenty Five Lakhs Only) x \_\_\_\_\_ no. of locations=Rs. \_\_\_\_\_ /- is enclosed. We do hereby undertake, that, until a formal contract is prepared and executed, this bid, together with your written acceptance thereof or placement of letter of intent awarding the contract, shall constitute a binding contract between us.

Dated this \_\_\_\_\_ Day of 2014

(Signature)

(In the capacity of)

Duly authorized to sign the Tender Response for and on behalf of:

(Name and Address of Company)

Seal/Stamp of BIDDER

Witness Signature: Witness Name:

Witness Address:

## ANNEXURE VII

### PROFORMA FOR PAST EXPERIENCE STATEMENT (Technical Evaluation)

#### CLINICAL SERVICE PROVIDER

##### a. Hospital Details

Sno	Name of Hospital	Type of Hospital (multispecialty hospital/Super Specialty hospital & what type of facility-- Interventional cardiology, /Cath lab/Cardio thoracic surgery)	Month & Year of commencement	Number of beds	Ownership Type (Own managed /Managed by other)	Running Status (Unit Running/ Unit Closed w.e.f.....)	Documentary Proof Submitted (Yes/No)
	Total year of experience as health care service provider						

##### b. Cathlab Details

Name of Hospital with Cathlab	Location	Cathlab Operational Since and present status	No. of ICU/CC U beds	Month & Year of commencement	Running Status (Unit Running / Unit Closed w.e.f.....)	Ownership Type (Own managed /Managed by other)	Documentary Proof Submitted (Yes/No)

Note:

- Only the applicable category should be chosen and details filled in for that particular

category.

- b. Bidders need to attach the requisite documents as evidence to claim the experience as mentioned above
- c. The details to be approved/ certified by the Auditors
- d. The registration certificate of the entity and operational certificate for all hospitals/ centers to be attached
- e. Undertaking regarding the no. of operational beds hospital wise on company letterhead signed by authorized signatory and certified by auditor
- f. Website details, brochure etc. to be attached wherever it supports the claims
- g. The bidder should also inform about the qualifications of the manpower that they have deployed in their current and previous operations including the number and type of surgeries/operations undertaken by these manpower

**ANNEXURE – VIII**

**Details of Medical and Non Medical Staff (Technical Evaluation)**

The bidder would provide detail of the proposed medical and technical human resources to be deployed as per indicative list shown in

**Details of Qualifications**

Sno	Position	Name	Qualifications			Any other information	Contact details (e-mail id, mobile number, address)
			Graduate	Post Graduate	Others		
1							
2							
3							
4							
5							

Attach relevant supporting document wherever applicable

A person wise matrix would be prepared to arrive at average overall ratings based on criteria indicated in section .

**Details of Experience**

Sno.	Position	Name	Experience	
			Field of Work	Years

A person wise matrix would be prepared to arrive at average overall ratings based on criteria indicated in section

## **Annexure IX**

### **Details of Hospital management software proposed**

Please indicate type and features of the proposed software and hardware.

The assessment would be done on the basis of various features in the software such as:

- i. Patient Electronic Medical Record (EMR)
- ii. Data base portability
- iii. User friendliness
- iv. Report generation etc
- v. Inventory management – purchase, stock, issuance and weighted average price of each item.
- vi. Number of servers, client, local area networking etc