

Minutes of Pre-bid Meeting of the Tender published for Providing X-ray services in District Hospitals, Sub-Divisional Hospitals & Referral Hospitals on Hub and Spoke model under Public Private Partnership (PPP) mode, in the state of Bihar.

1. With reference to the **Notice Inviting Tender (NIT) Reference No.: - 08/SHSB/PPP(X-ray)/ 2019-20** for Providing X-ray services in District Hospitals, Sub-Divisional Hospitals & Referral Hospitals on Hub and Spoke model under Public Private Partnership (PPP) mode in the state of Bihar, published in leading newspapers [PR.06483 (Ni.Ni.) 2019-20] and uploaded on the website "<http://www.eproc.bihar.gov.in/BELTRON>" and "statehealthsocietybihar.org", the Pre-Bid meeting was held on **02/09/2019 at 11.00 AM** in the Conference Hall of the 'State Health Society, Bihar (SHSB), Pariwar Kalyan Bhawan, Sheikhpura, Patna'.
2. The following members of the Technical Committee were present in the Pre-bid Meeting:

(i) Shri Khalid Arshad, Administrative Officer, State Health Society, Bihar	Chairman
(ii) Shri. V.N. Choudhary, Deputy Director, RO, MOHFW, Govt. Of India, Patna <i>(Representative of Dr. Kailash Kumar, Regional Director, MOHFW, Govt. Of India, Patna)</i>	Member
(iii) Shri. Yogendra Prasad, Additional Director (Finance), State Health Society, Bihar	Member
(iv) Shri Ravish Kishore, Deputy Secretary-cum- In-charge-PPP, State Health Society, Bihar	Member Secretary
(v) Dr. Sanjay Kumar Suman, HOD, Radiology Department, IGIMS, Patna	Member
(vi) Shri Sushant Sharma, Representative of SRU, Patna	Member
3. The officer/employee/representative of the following interested bidders participated in the Pre-bid meeting:

1) M/s Brij Systems Ltd., Mumbai	2) M/s All In One Enterprises, Patna
3) M/s Calcutta Heart Research Centre, Kolkata	4) M/s M.E. X-Ray (I) Pvt. Ltd., Kolkata
5) M/s Apollo Tele Health Services, Telangana	6) M/s Manav Arogya Seva Sansthan
7) M/s Unifrolic Pvt.Ltd.	8) M/s Bankura Scan Centre
9) M/s Budhasthali Vidyapeeth	10) M/s Phalguni Construction Pvt. Ltd.
4. The following queries were raised during the Pre-bid meeting/ submitted via email on dxserviceshs@gmail.com :-

Sl. No	NIT Reference	As published in NIT	Query/ Request of interested agencies	Clarifications/ Amendments Recommended by Technical Committee
1	Page 14 Clause 2.4	<i>"If the bidder is operating Digital X-ray/ CT Scan/ MRI centres on its own, then it will be required to provide: ...along with 'Registration under Shops & Establishment Act of each premises', AND 'Registered Rent agreement of each premises OR Electricity bill (not more than 3 months' old) of each premises in name of bidder's entity'</i>	Requested to replace Invoice and Registered Rent Agreement or Electricity bills with 'VALID AERB certificates registered in the bidders or centres name' as the same will suffice the address and company details. Justification: Multiple organisations are operating under mutual agreement with landlord or partnership; hence the electricity bill may be generated in name of landlord only and the rent agreement is not possible	<i>"If the bidder is operating Digital X-ray/ CT Scan/ MRI centres on its own, then it will be required to provide: ...along with 'Registration under Shops & Establishment Act of each premises', AND 'Registered Rent agreement of each premises OR Electricity bill (not more than 3 months' old) OR AERB Certificate of each premises in name of bidder's entity'</i> (The amendment as above is recommended)
2	NA	General	Who will Provide civil and electrical infrastructure required for setting of the X Ray units?	Refer Pg. 21 – Clause 2.5 <i>"All the pre-requisites such as interiors, civil, piping, electrical, air-conditioning, computer or any other changes in the site for installation of machine will be executed by the service provider at its own cost, with due permission of the competent authority of concerned government hospital."</i> (The clarification as above is recommended)
3	NA	General	Are there any existing X-ray units available?	<i>There is no x-ray units available at facilities covered under this tender.</i> (The clarification as above is recommended)
4	NA	General	Is the service provider required to install the equipment within the existing X-ray room?	Refer Pg. 22 – Clause 3.5 <i>"Set up all the equipment and machine(s) at the facilities in the existing room identified by the institution under the project and bear all cost (cost of equipment, training facilities, repair & maintenance, transportation, security, etc.) for setting up of the unit."</i> (The clarification as above is recommended)
5	NA	General	Can the Radiologist required for the X-ray reporting be based anywhere in India?	The Agency may decide to establish tele-radiology centres within Bihar or anywhere in India, or operate through a virtual tele-radiology network without a physical centre. (The clarification as above is recommended)

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6	Page 29 Clause 7	<i>"The payment will be made on monthly basis to the agency by the concerned District Health Society (DHS)/ entity authorised by SHSB"</i>	<p>Payment will made by DHS; however, it has been experienced that in a decentralized payment approach, the delay happens due to change in signatory authorities in the bank or the transfer of MS/ CMO/ CMS/ Medical officer of PHC.</p> <p>Recommendation: Centralised payment system – through SHSB. Verification process can be done at source by way of electronically verifying all such cases referred by the hospital authorities for X-rays that are to be build for services rendered during the month.</p>	<p>Proper on-ground documented verification of the quantity and quality of services is mandatory before release of public funds. However, as stated in clause 7.3, DHS will ensure release of 80% of the invoice amount latest by 21st of the month, in case of any delay in the verification process.</p> <p>This shall ensure that any private agency partnering with the SHSB/DHS will receive timely payments. Further, in case of any delay in release of remaining amount, agency will be paid an interest of 0.5% per month; thereby ensuring financial security for the agency.</p> <p>However, at later stage, the SHSB may consider to roll-out a centralised payment mechanism, based on feasibility and practicality.</p> <p>(The clarification as above is recommended)</p>
7	Page 30 Clause 8.1.1	<i>"The bidder/agency shall furnish a report as set forth in "Annexure-J", no later than 7 (seven) days after the close of each month and as and when requested by the Authority"</i>	Request acceptance of reports (in format Annexure-J) through an electronic reporting mechanism. Agency can develop a dashboard, which can be accessed anytime and anywhere for reporting and monitoring purposes.	<p>The selected agency may choose to develop a dash-board, and provide its access to the SHSB</p> <p>(The clarification as above is recommended)</p>
8	Page 35 Clause 2	<i>"The agency will ensure availability of atleast 3 radiologists per cluster on its tele-radiology network to study and release signed reports..."</i>	Requested clarification if the agency can choose count of radiologists based on actual work-load	<p>This project will cater to 146 facilities (~30-40 per cluster); therefore, the work-load is expected to be much higher than the defined requirement of 3 radiologists per cluster. In order to ensure quality analysis of x-ray images, and quality report generation, this is a minimum benchmark that any selected bidder will need to maintain; however, may be increased based on actual demand.</p> <p>(The clarification as above is recommended)</p>
9	Page 29 Clause 5.1	<i>"The Project will be awarded for a period of 5 years from the date of agreement and may be extended for three years, and further extendable by two more years (maximum upto total of 10 years' project duration)"</i>	Requested increase in project duration from 5+3+2 years to minimum 7 years in first phase.	The bidders request is not acceptable.

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10	NA	General	Requested clarification on who will be responsible to provide back-up power at X-ray units	Refer Pg. 38 – Clause 6 “The agency shall provide uninterrupted power supply, and ensure availability of power back-up in the event of power failure. The agency shall not be necessarily required to install generators to ensure power back-up, and may even choose to provide power back-up through alternate sources, such as agreement with local generator vendor at the facility (if available) or outside the facility.” <i>(The clarification as above is recommended)</i>												
11	NA	General	Requested SHSB to share the existing load of X-rays across DH/SDH/RH, which will allow the bidders to estimate the cost(s) to run the project and submit competitive bids	Data related to x-ray count is not available, however, bidders may refer to OPD/IPD data enclosed as Annexure-1 , to estimate the X-ray demand. <i>(The clarification as above is recommended)</i>												
12	Page 22 Clause 3.11	“The Agency will be responsible to install the X-Ray machines as per given details: <table><tr><th>Facility Type</th><th>X-Ray Machine Specification</th></tr><tr><td>District Hospitals (DH)</td><td><ul style="list-style-type: none">▪ High Frequency X-ray generator delivering min 50kW power (500 mA or higher)▪ Rotating anode with anode heat storage capacity of min 300 KHU▪ Retrofit DR System having Flat Panel detector size 41cmX41cm or more. Detector spatial resolution of 200µm or less▪ US FDA/ European CE approved</td></tr><tr><td>Sub-Divisional Hospitals (SDH) & Referral Hospitals (RH)</td><td>X-Ray 300 mA (Computerized Radiography) – High Frequency</td></tr></table>	Facility Type	X-Ray Machine Specification	District Hospitals (DH)	<ul style="list-style-type: none">▪ High Frequency X-ray generator delivering min 50kW power (500 mA or higher)▪ Rotating anode with anode heat storage capacity of min 300 KHU▪ Retrofit DR System having Flat Panel detector size 41cmX41cm or more. Detector spatial resolution of 200µm or less▪ US FDA/ European CE approved	Sub-Divisional Hospitals (SDH) & Referral Hospitals (RH)	X-Ray 300 mA (Computerized Radiography) – High Frequency	Requested review of specifications	<table><tr><th>Facility Type</th><th>X-Ray Machine Specification</th></tr><tr><td>District Hospitals (DH)</td><td><ul style="list-style-type: none">▪ High Frequency X-ray generator delivering min 50kW power (500 mA or higher)▪ Rotating anode with anode heat storage capacity of min 300 KHU▪ Retrofit DR System having Flat Panel detector, size 14 inch X 17 inch▪ Detector spatial resolution of 200µm or less▪ US FDA/ European CE approved</td></tr><tr><td>Sub-Divisional Hospitals (SDH) & Referral Hospitals (RH)</td><td>X-Ray 300 mA (24 kW) High Frequency X-ray machine with CR System/ Retrofit DR System having flat panel detector, size 14 inch X 17 inch</td></tr></table> <i>(The amendment as above is recommended)</i>	Facility Type	X-Ray Machine Specification	District Hospitals (DH)	<ul style="list-style-type: none">▪ High Frequency X-ray generator delivering min 50kW power (500 mA or higher)▪ Rotating anode with anode heat storage capacity of min 300 KHU▪ Retrofit DR System having Flat Panel detector, size 14 inch X 17 inch▪ Detector spatial resolution of 200µm or less▪ US FDA/ European CE approved	Sub-Divisional Hospitals (SDH) & Referral Hospitals (RH)	X-Ray 300 mA (24 kW) High Frequency X-ray machine with CR System/ Retrofit DR System having flat panel detector, size 14 inch X 17 inch
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13	NA	General	Does the service provider need to run the X-ray units on the days of gazetted and festival holidays	<p>Refer Page 20 – Clause 1.5</p> <p><i>"Maintain and manage all the facilities and provide 24X7 (round the clock) services"</i></p> <p><i>Clarification: X-ray services being part of critical health-care service needs to be operational 24X7, however, in case of holidays based on hospital calendar, bidder has to ensure presence of atleast one trained technician who can attend the x-ray at the facility on call.</i></p> <p>(The clarification as above is recommended)</p>

Annexure - 1

FY 2018-19

	District	Total OPD FY 2018-19 (DH/SDH/RH)	Total IPD FY 2018-19 (DH/SDH/RH)
Cluster 1	Begusarai	194049	7753
	Munger	346275	27827
	Khagaria	366424	45956
	Nawada	234813	23757
	Banka	449775	59025
	Bhagalpur	456173	45561
	Jamui	241925	41971
	Lakhisarai	164101	29168
	Nalanda	624340	84567
	Sheikhpura	182460	14806
Cluster 2	Katihar	441744	46685
	Kishanganj	142387	36530
	Purnia	356048	45759
	Madhepura	211205	11797
	Saharsa	165653	40766
	Araria	541297	55887
	Madhubani	215242	32629
	Supaul	358025	61779
	Samastipur	329756	72683
	Darbhanga	99463	17854
Cluster 3	Saran	538258	64641
	Sitamarhi	252044	19308
	Vaishali	896269	165811
	Gopalganj	374203	48223
	Siwan	443823	72727
	East Champaran	304952	39326
	West Champaran	246739	61078
	Muzaffarpur	300881	15112
	Sheohar	77245	10354
Cluster 4	Arwal	140317	8288
	Aurangabad	588888	50271
	Gaya	354006	19608
	Jehanabad	262889	7947
	Bhojpur	562876	74523
	Buxar	173740	9760
	Kaimur Bhabua	730347	43924
	Patna	765138	78060
	Rohtas	369588	34705
		13503358	1626426

Source: HMIS FY 2018-19

Note: Status of few healthcare facilities has been upgraded from CHC/RH to SDH/RH.