

## Request For Proposal Development of “Radiology Diagnostic Centers in the State of Punjab” on Public Private Partnership (PPP) mode



\* Image for illustration purpose only

### PROJECT DETAILS

- Location:** Various District Hospitals in the State of Punjab divided into 3 (three) clusters as per the following:

Cluster	District Hospitals
1	Amritsar, Jalandhar, Hoshiarpur, Gurdaspur, Kapurthala, Tarn Taran
2	Bathinda, Faridkot, Ferozepur, Barnala, Women & Children Hospital (Bathinda), Mansa, Moga, Muktsar
3	Ludhiana, M.K.H.Patiala, Mohali, Ropar, Sangrur, Nawan Shahar, Fatehgarh Sahib,

- Geographical clustering of hospitals
- Concession Period – 10 (ten years) with first right of refusal**
- Built up space at each hospital for setting up of Radiology Diagnostic Center shall be provided
- State-of-art Diagnostic facilities at affordable prices
- Extended service hours
- Economies of scale through pooling of volumes from multiple government hospitals and large catchment population.

### SCOPE OF WORK

The selected bidder shall be responsible for the following:

- Development/ Upgradation of various radiology diagnostic centers in the various district hospitals of the particular cluster
- Operation and Maintenance of the facility for a predetermined Concession Period
- Collecting charges from the users as per the laid down provisions of the RFP document.
- Note : The detailed parameters of the project are covered in the Request for Proposal (RFP) document.**

### SUBMISSION OF PROPOSALS

Request for Proposal (RFP) document consisting of detailed Scope of Work, Eligibility Criteria and other project details etc. can be sent/issued to interested parties on receipt of a written request from them, along with contact details to Feedback Infrastructure Services Pvt. Ltd office, along with a non-refundable Demand Draft/ Bankers Cheque of Rs. 5,000/- (Rupees Five Thousand only) as processing fee in favour of ‘Punjab Infrastructure Development Board’ payable at Chandigarh. Interested bidders may submit their Proposals to the office of Punjab Infrastructure Development Board (PIDB) at the address mentioned below, on or before 30<sup>th</sup> August 2011 not later than 1600 hrs. A pre-bid meeting for prospective bidders would be held in the conference room of PIDB at Chandigarh on 11<sup>th</sup> August 2011 at 1500 hrs.

**\*PIDB reserves the right to accept or reject any application and to annul the process at any time, without any liability and assigning any reason thereof.**

### MINIMUM ELIGIBILITY CRITERIA

Interested Bidders i.e. only a registered Partnership Firm, Society or a Company. The Bidder applying for the Project can also be a Joint Venture (JV) of Companies, registered Societies and/ or registered Partnership Firms. The Bidder should be legally competent to enter into a contract as per prevailing laws.

Only those Bidders meeting both the following “Minimum Eligibility Criteria” and other relevant documents as per Clause 5 and other provisions of Section-I of the RFP Document shall be “Technically Qualified” for the Project. Bidders can apply for eligibility under any one of Category 1 or Category 2 or High Net-worth Route. It is expressly clarified here that a bidder can apply and would be considered for eligibility only under one of the eligibility categories. Bidders are advised to explicitly specify the category under which eligibility is sought.

#### Category 1

##### a) Technical Capability

The Bidder should have “owned, operated & maintained radiology diagnostics facilities for at least 2 (two) years prior to the Proposal Due Date/ submission date or during the preceding 2 (two) financial years, i.e., 2009-10 and 2010-11 and must have at least following machines installed: Minimum One (1) CT Scan(6 slices or higher), Minimum One (1) MRI (0.5 tesla or higher) , Minimum Two (2) Ultrasonography (2 D BW or higher) and/or Color doppler. It is further specified that the bidder shall have a minimum of total of Three (3) machines installed across CT Scan and MRI meeting the minimum specifications. The above experience, in Category 1, can be demonstrated by a single individual Bidder or Joint Venture (JV) members. However, the technical capacity of only the technical member shall be ascertained for qualification purposes.

##### b) Financial Capability

The Bidder should have a minimum Net Worth of at least Rs. Rs. 7,50,00,000 (Rupees Seven Core Fifty Lakhs only) at the close of the preceding financial year i.e. 2010-11. The single individual Bidder or JV members shall be collectively evaluated for Net Worth criteria. AND Collected and appropriated average annual revenues of at least Rs 3,00,00,000 (Rupees Three Crore only) from Radiology and Diagnostic Imaging services during the last 2 (two) financial years i.e. 2009-10 and 2010-11. Only the technical member/ partner of the Joint Venture who is a radiology diagnostic centre(s) owner and operator shall be evaluated for turnover.

#### Category 2 :

##### a) Technical Capability

The Bidder should have manufactured and installed, at minimum 2 (two) locations in the State of Punjab, during the 2 (two) years period prior to the submission date/ Proposal Due Date or during the preceding 2 (two) financial years, i.e. 2009-10 and 2010-11, the following type of Radiology Diagnostic Equipments: CT Scan – (minimum 2 machines, 6 slices or more) , MRI – (minimum 2 machines, 1 Tesla or more). This experience, in Category 2, has to be demonstrated by a single individual bidder, who is an OEM (Original Equipment Manufacturer) for CT Scan and MRI, without forming a JV. Further such single individual bidder should have a registered office in India for the last 3 (three) years and shall also have a service office/ service centre in Punjab/ Chandigarh. It is expressly clarified here that any distributor/ agents of the OEMs, whether authorised or otherwise cannot participate in the Project as Category 2 player.

##### b) Financial Capability

The Bidder should have a minimum Net Worth of at least Rs. 12, 00, 00,000 (Rupees Twelve Crore only) at the close of the preceding financial year i.e. 2010-11. AND Collected and appropriated average annual revenues of at least Rs. 25,00,00,000 (Rs. Twenty Five Crore) from sales of Radiology Diagnostic Equipment(s) during the last 2 (two) financial years i.e. 2009-10 and 2010-11. The Net Worth and Revenue, as asked for in Category 2 (OEM), has to be demonstrated individually without forming a JV.

#### High Net Worth Route

The prospective Bidder(s) having a Net-worth of Rs 70,00,00,000 Crore (Rupees Seventy Crore only) & above, at the close of the preceding financial year i.e. 2010-11 will be exempted from the above stated “Minimum Eligibility Criteria”. However, such Bidder shall have to demonstrate this Net-worth independently, without forming a Joint Venture.

**Note:** The Bidders shall have the right to submit the Proposals for all the 3 (three) Clusters, subject to meeting the Eligibility Criteria.

**\*However it is hereby clarified that in case a bidder is bidding for more than one cluster, then in such case, the financial capability for above categories shall be commensurately increased. For illustration, a bidder is applying for three clusters under High Net Worth route; he must have net worth of 3\* Rs. 70 Crores i.e. Rs. 210 Crore or more. Similarly, the financial threshold for owner & operator category and manufacturer Category shall be doubled in case bidder is applying for two clusters and trebled in case bidder is applying for three clusters.**

### FOR FURTHER INFORMATION PLEASE CONTACT

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Making Infrastructure Happen

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**LAST DATE FOR RECEIPT OF PROPOSALS IS 30 AUGUST 2011**