



**ODISHA STATE MEDICAL CORPORATION LIMITED
(A GOVT. OF ODISHA UNDERTAKING)**

**Request for Expression of Interest (REOI)
for
Setting up a Skill Centre
for
Universal Eye Health Programme (UEHP), Odisha, Sunetra
(under Department of H & FW, Govt. of Odisha)**

No. OSMCL/ UEHP/ 2018-19/ 01

Date: 09.08.2018

Odisha State Medical Corporation Ltd. (OSMCL), Bhubaneswar, a Govt. Of Odisha Undertaking, on behalf of Universal Eye Health Programme (UEHP), Odisha, Sunetra, under the Department of Health and Family Welfare, Government of Odisha, invites Expression of Interests (EOIs) from interested Industries (Manufacturing/ Service) for setting up a Skill Centre for imparting skills to all ophthalmic and para-ophthalmic personnel including optical dispensing and support personnel such as biomedical engineering and information technology. The entire training program will be module-based and will use the state-of-art augmented and virtual reality for training. The details regarding eligibility criteria, scope of work to be taken up, EOI schedule, terms and conditions and the prescribed application formats are available on the website www.osmcl.nic.in & www.odisha.gov.in, which may be downloaded for use. Hard copy of the EOI can be collected by the intending applicants from the office of OSMCL, Bhubaneswar between **11 A.M. to 4 P.M.** on any working day between **10.08.2018 to 24.08.2018**. Interested applicants may send their offers containing all the requisite details in sealed covers to the undersigned by **4 P.M. of 25.08.2018** through Registered Post/Speed Post/ Courier only and the same will be opened at **4.30 P.M. on the same day**. The Authority reserves the right to accept or reject any or all the offers without assigning any reason thereof.

**Sd/-
Managing Director
Odisha State Medical Corporation Ltd., Bhubaneswar**

**Convent Square, Unit-3, Bhubaneswar – 751007, Odisha,
Ph. No. - (0674) 2380608, Website: www.osmcl.nic.in, E-Mail: adm.osmcl@nic.in**



Expression of Interest (EOI)

for

Setting up a Skill Centre

for

Universal Eye Health Programme (UEHP), Odisha, Sunetra

(under Department of H & FW, Govt. of Odisha)

DISCLAIMER

1. All information contained in this EOI subsequently provided are in good faith. This EOI is not an agreement or an offer by OSMCL/ UEHP, Bhubaneswar to the prospective applicants or any other person. The purpose of this EOI is to provide interested parties with information that may be useful to them in the formulation and submission of their applications pursuant to this EOI.
2. This EOI includes statements, which reflect various assumptions and assessments arrived at by OSMCL/ UEHP, Bhubaneswar in relation to the selection of industry partner. Such assumptions, assessments and statements do not purport to contain all the information that each applicant may require.
3. OSMCL/ UEHP, Bhubaneswar accepts no liability of any nature whether resulting from negligence or otherwise however caused arising from reliance of any applicant upon the statements contained in this EOI.
4. OSMCL/ UEHP, Bhubaneswar may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumption contained in this EOI, without assigning any reason or providing any notice and without accepting any liability for the same.
5. The issue of this EOI does not imply that OSMCL/ UEHP, Bhubaneswar is bound to select an applicant or to appoint the selected applicant, as the case may be. OSMCL/ UEHP, Bhubaneswar reserves the right to cancel this request for EOI and/ or invite afresh with or without amendments to this request for EOI, without liability or any obligation for such request for EOI and without assigning any reason. Information provided at this stage is merely indicative.

1. Introduction

Odisha State Medical Corporation Limited (OSMCL) has been incorporated on 8th November, 2013, under the Companies Act, 1956, in pursuance to the Government Resolution No. 8844, dated 26th June, 2013, to act as an independent procurement agency for the Department of Health and Family Welfare, Government of Odisha.

Universal Eye Health Programme (UEHP), Odisha, Sunetra is started with the objective: all people should enjoy access to the best quality eye care. To achieve the above objective, Universal Eye Health Programme is aimed to involve the following:

- Offering comprehensive eye care services to all the people of Odisha (for eye health promotion, prevention, treatment and rehabilitation)
- Integrating eye health into the wider health system
- Providing access to free eye care for everyone, including the poor, minorities and the disabled.

The focus areas are as follows -

- To develop outstanding skilled workforce
- To improve both in scale and quality of skill development in the State
- For development and application of new knowledge for the benefit of the society

The core areas are as follows -

- Ophthalmic Diagnostic
- Ophthalmic Surgery
- Ophthalmic Dispensing

The Applicants have to mention in their EOIs their area of competency in one or more of the above core areas.

The UEHP, under the Department of Health and family Welfare is proposing to set up a 'Skill Centre'. The centre will impart skills to all ophthalmic and para-ophthalmic personnel including optical dispensing and support personnel such as biomedical engineering and information technology.

2. Instructions to Applicants

- a) Odisha State Medical Corporation Ltd. (OSMCL), Bhubaneswar, a Govt. Of Odisha Undertaking, on behalf of Universal Eye Health Programme (UEHP), Odisha, Sunetra, under the Department of Health and Family Welfare, Government of Odisha, invites Expression of Interest (EOI) from interested Industries (Manufacturing/ Service) for setting up a Skill Centre for

imparting skills to all ophthalmic and para-ophthalmic personnel including optical dispensing and support personnel such as biomedical engineering and information technology.

- b) This center will be housed over 18,600 sq. ft. (Approx. Carpet Area) in the World Skill Center, Bhubaneswar.
- c) The entire training program will be module-based and will use the state-of-art augmented and virtual reality for training.
- d) The contract shall be initially for a **period of 3 (three) years** from the date of signing of contract, subject to satisfactory performance of the Industry Partner, which will be evaluated after each year of completion of the contract.
- e) The contract may be renewed further after the initial period of 3 years subject to satisfactory performance of the Industry Partner and with the mutual consent of both the parties.

3. General Information

Sl. No.	Information	Details
1.	EOI No. and Date	OSMCL/ UEHP/ 2018-19/ 01 Date:09.08.2018
2.	Last Date & Time of Submission of EOI	25.08.2018 by 4 P.M.
3.	Date & Time of Opening of EOI	25.08.2018 at 4.30 P.M.
4.	Presentation by the shortlisted applicants	To be intimated to the technically qualified bidders
5.	Contact person for any assistance	Dr. Bijay Kumar Dhal, Medical Officer Phone No. 0674 – 2380608, Extn.-232
6.	Address for submission of EOIs	Odisha State Medical Corporation Ltd. Convent Square, Unit – 3, Bhubaneswar, Odisha – 751007

4. Compliant Proposals/ Completeness of Response

Applicants are advised to study all instructions, forms, terms and conditions, requirements and other information in the document carefully. Submission of the EOIs shall be deemed to have been done after careful study and examination of the document with full understanding of its implications.

Failure to comply with the requirements of this paragraph may render the EOI as non-compliant and the EOI may be rejected.

Applicants must:

- a) Include all documents specified in this EOI;
- b) Follow the formats of this document and respond to each element in the order as set out in this document;
- c) Comply with all requirements as set out within this document.

5. **Objective**

The basic objective of this EOI for selection of Industry Partner (s) for UEHP, Bhubaneswar is to set up a Skill Centre for imparting skills to all ophthalmic and para-ophthalmic personnel including optical dispensing and support personnel such as biomedical engineering and information technology.

6. **Responsibilities of UEHP, Bhubaneswar**

The UEHP, Bhubaneswar shall be responsible for –

- a) Core facility management
- b) Providing the required space in World Skill Center, Bhubaneswar for setting up the centre in accordance with the Master Plan to be made in consultation with the Industry Partner (s)
- c) Bring in teachers beyond the industry trainers
- d) Bring in trainees for different training modules
- e) Oversee all the training and administrative activities
- f) Overall guidance as a member of the committee comprising representatives of UEHP, Bhubaneswar and the Industry Partner. The role of the committee is to-
 - i) Review the periodic updating of syllabus, curriculum and course content
 - ii) Review adequacy of courses offered vis-a-vis industry demand and suggest addition/ modification or discontinuation of courses
 - iii) Periodic performance evaluation against pre-defined milestones/ deliverables

7. **Scope of Work/ Responsibilities of the Industry Partner**

The Industry Partner shall be responsible for –

- a) Setting up a Skill Centre
- b) Installation of all necessary equipments, tools, furniture and fittings at no cost to the Government
- c) Fixing non-functional instruments and devices, if required
- d) Safe upkeep of all the equipments
- e) Ensuring that the facilities in the centre are constantly updated so as to be abreast with the technological advancements
- f) Designing the interior as per the specific need
- g) Establishing a digital library

- h) Establishing a ophthalmic museum
- i) Engaging permanent staff such as one Centre-in-Charge of the designated area managed by the company.
- j) Enlisting a panel of Instructors as appropriate.
- k) Imparting skills to all ophthalmic and para-ophthalmic personnel including optical dispensing such as Ophthalmic Assistants, Surgical Assistants, Optometrists, Opticians & Ophthalmologists and support personnel such as Biomedical Engineers & Information Technology Staff in their respective skills using real machines & virtual realities.
- l) Provide project based learning
- m) Deploying appropriate trainers for module-based training
- n) Inviting different ophthalmic company experts and teachers periodically to offer short courses at no cost to the centre
- o) Organizing yearly or half-yearly Hackathon to innovate new ideas so that the centre could work as an Incubation Centre
- p) Designing of training programmes & modules to bridge the gap between the skills, knowledge and competencies of each trainee
- q) Selection of appropriate courses, design the course structure, curriculum and pedagogy based on industry demand
- r) Conducting courses at international standard for such period as will be tailor made for each trainee, which may be short-term (1 Month), medium-term (1 Month to 3 Months) and long-term (more than 3 Months)
- s) Preparation of a comprehensive report in consultation with UEHP, Bhubaneswar, which will include designing of the training programmes, tools & methodologies, team composition, deliverables, time plan, budget, etc.
- t) Preparation of a training calendar
- u) The Industry Partner shall evaluate the training effectiveness in a phase-wise manner:
 - i) 1st phase will include evaluation of trainees at the end of training programme.
 - ii) 2nd phase will include evaluation of trainees by his reporting authority after two months of completion of training programme.
 - iii) Identification of the re-training programmes, immediate training programmes through effective training evaluation.
- v) The Industry Partner shall be responsible for maintenance of MIS.

8. Eligibility Criteria for Participating in the EO!

Industries wishing to participate in the EO! must have -

- a) Minimum 15 (fifteen) years of business experience as on 31st March, 2018. **(Self-attested copy of Certificate of Incorporation/ Registration to be furnished)**

- b) Minimum 3 (three) years of experience as on 31st March, 2018 in establishing Skill Training Centres along with imparting skill development programmes for any Government/ PSU/ Private Sector Organization. **(Self-attested copies of Work Orders/ Agreements/ Completion Certificates in support of work done during the last 3 financial years i.e. 2015-16 to 2017-18 to be furnished)**
- c) Established Skill Training Centres along with imparting skill development programmes in 3 (three) or more nos. of Government/ PSU/ Private Sector Organizations during the last 3 financial years i.e. 2015-16 to 2017-18. **(Self-attested copies of Work Orders/ Agreements/ Completion Certificates in support of work done during the last 3 financial years i.e. 2015-16 to 2017-18 to be furnished)**
- d) Conducted minimum of 50 nos. of similar kind of training programmes during the **last 3 Financial Years i.e. 2015-16 to 2017-18. (Self-attested copies of Work Orders/ Agreements/ Completion Certificates in support of work done during the last 3 financial years i.e. 2015-16 to 2017-18 to be furnished)**
- e) Average annual turnover of not less than Rs.150 Crores during the last three financial years i.e. 2014-15, 2015-16 & 2016-17. **(Self-attested copy of annual turnover statement (original) certified by a Chartered Accountant as in Annexure - II along with the Audited Profit & Loss Accounts for last three financial years i.e. 2014-15, 2015-16 & 2016-17 to be furnished.) (Provisional turnover shall not be considered)**

9. Submission of EOI

The EOIs need to be submitted as per the formats enclosed in **Annexure – I**. The EOI document along with all supporting documents and certificates shall be submitted in a single sealed cover, which shall be super scribed as **“EXPRESSION OF INTEREST FOR SETTING UP A SKILL CENTRE”**.

- a) The EOIs shall be supported by the documents as listed in **Annexure - I**.
- b) While preparing the EOI, the applicant is expected to examine this document in detail. Material deficiencies in providing the information requested in the document may result in rejection of the EOI.
- c) The applicants shall bear all costs associated with the preparation and submission of their EOIs and OSMCL, Bhubaneswar shall not be responsible or liable for those costs, regardless of the conduct or outcome of the selection process.
- d) OSMCL, Bhubaneswar is not bound to accept any EOI and reserves the right to annul the selection process at any time prior to the selection.
- e) The EOI shall be signed in original and stamped on each page.
- f) If the envelopes and packages with the EOI are not sealed and marked as required, OSMCL, Bhubaneswar shall assume no responsibility for the misplacement, loss or premature opening of the EOI.

g) The EOI or its modifications must be sent to the address indicated in Point No.15 of this EOI and must be received by OSMCL, Bhubaneswar no later than the deadline indicated there in or any extension to this deadline. Any EOI or its modification received by OSMCL, Bhubaneswar after the deadline shall be declared late and rejected.

h) The EOI shall be valid for a minimum period of **120 days**.

10. Confidentiality

a) From the time the EOIs are opened to the time the selection is declared, the applicant should not contact OSMCL/ UEHP, Bhubaneswar on any matter related to its EOI evaluation. Information relating to the evaluation of EOI and award recommendations shall not be disclosed to the applicants who submitted the EOI or to any other party not officially concerned with the process, until the publication of the selection declaration.

b) Any attempt by the shortlisted applicants or anyone on behalf of the applicant to influence improperly the client in the evaluation of the EOI or agreement award decisions may result in the rejection of its EOI.

11. Disqualification

The EOI would be disqualified at any time during the evaluation process at the sole discretion of the OSMCL, Bhubaneswar for the following reasons:

a) Submitted the EOI after the response deadline;

b) Made misleading or false representations or suppressed relevant information in the EOI (including documents, forms, statements, attachments, presentations, etc.) submitted as proof of the eligibility requirements or as part of the EOI;

c) Failure to meet any of the eligibility criteria as mentioned in the document;

d) Failure to provide clarifications, non-responsive and/or substantive responses, when sought;

e) Debarred/ Blacklisted by any Government/ Semi Government/ Government owned Agency including Quasi-Government Sector Organization for corrupt, fraudulent practices or reasons related to non-performance in an engagement on the date of opening of EOI.

f) On any other ground as may be deemed fit by OSMCL, Bhubaneswar.

12. Right to Accept Any EOI and To Reject Any or All EOIs

OSMCL, Bhubaneswar reserves the right to accept or reject any EOI and to annul the evaluation process and reject all EOIs at any time prior to award of contract, without liability or any obligation and without assigning any reason or any obligation to inform the affected EOIs or applicants of the grounds for OSMCL, Bhubaneswar action.

13. Method of Selection of Industry Partner (s)

- a) A Committee constituted by the OSMCL, Bhubaneswar shall carry out a detailed evaluation of the EOIs received by it in order to determine whether they are substantially responsive to the requirements set forth in the EOI. In order to reach such a determination, the committee shall examine the information supplied by the applicants and shall evaluate the same as per the eligibility criteria specified in this EOI. Inability to submit requisite supporting documents/ documentary evidence, may lead to rejection.
- b) The Committee may ask for meetings with the applicants to seek clarifications on their EOIs.
- c) Each of the responses shall be evaluated as per the criteria and requirements specified in this document at **Annexure - III.**
- d) **The qualifying score in the evaluation is 75 out of the total score of 100.**
- e) If adequate nos. of firms do not qualify, then, OSMCL, Bhubaneswar may reduce the qualifying score, however, it shall not be less than 60.
- f) The applicants qualified in the evaluation shall be asked to make a power-point presentation on the details of processes, practices and expertise available with them.
- g) **Contract shall be awarded to the highest-ranked responsive bidder (s) for the respective core area.**
- h) In case two applicants secure the same highest score, the applicant with the highest average annual turnover during the last 3 financial years i.e. 2014-15, 2015-16 & 2016-17 shall be awarded the contract.
- i) No correspondence shall be entertained outside the process of negotiation/ discussion with the Committee.

14. Signing of Agreement

Upon selection, an agreement shall be executed between UEHP, Bhubaneswar and the Industry Partner.

15. Time Schedule

The interested Industries (Manufacturing/ Service) are requested to submit the EOIs in the prescribed format at **Annexure-I** in duplicate through Registered Post/Speed Post/ Courier **on or before 4 P.M. of 25.08.2018** at the address given below–

To

**The Managing Director
Odisha State Medical Corporation Ltd.,
Convent Square, Unit – 3, Bhubaneswar, Odisha – 751007.**

Please specifically superscribe “**EOI for Setting up a Skill Centre**” on the envelope.

16. Submit your Queries

You are requested to ask for any query related to this EOI on or before **17.08.2018** through e-mail to **proc.osmcl.od@nic.in**. No phone call will be entertained in this regard. No query will be answered after **17.08.2018**.

Application for Expression of Interest (EOI)

APPLICANT ORGANISATION DATA FORMAT

Date of submission of application: _____

1) Name and address of the agency/ institution/ organisation along with contact No., fax, e-mail id & web-site: _____

2) Date of incorporation/ registration: _____

3) Legal Status: Society/ Company/ Others- please specify _____

4) Area of Working: _____

5) Core Area of Competency: _____

(Ophthalmic Diagnostic/ Ophthalmic Surgery/ Ophthalmic Dispensing)

6) Name & designation of the contact person along with address, e-mail id and Contact No.:

**7) Please provide basic information on the assignments done on similar lines in the last 3 Financial Years
i.e. 2015-16, 2016-17 & 2017-18 -**

Sl. No.	Name of the assignment	Duration of the assignment	Name of the Client	Type of Client (Govt./ Semi-Govt./ PSU/ Private)	Contract Amount (Rs.)	Deliverables	Date of completion of the assignment as per contract	Actual date of completion of the assignment	Reason for delay, if any
1.									
2.									
3.									
4.									
5.									

8) Proposed brief methodology for need assessment and conducting training

- a. Background (Maximum 250 words)
- b. Thematic Areas of Training & Capacity Need Assessment (Maximum 500 words)
- c. Tools & Methodology (Maximum 1,000 words)
- d. Time Plan (Maximum 250 words)
- e. Team Composition (Maximum 250 words)
- f. Deliverables

9) Please attach following documents also with the application:

- a. Self attested copies of Annual Reports of the organization for the last three financial years i.e. 2014-15, 2015-16 & 2016-17.
- b. Copy of GST Registration Certificate.

I hereby declare that all the information and statements made in this EOI are true and accept that any of our misrepresentations contained in it may lead to our disqualification.

I hereby further declare that our company has not been debarred/ blacklisted by any Government/ Semi Government/ Government owned Agency including Quasi-Government Sector Organization.

I certify that I am the competent authority in my company authorized to make this declaration.

Yours sincerely,

Authorized Signatory [In full and initials]:

Name and Title of Signatory:

Company/ Organization Seal

Date:

Place:

ANNEXURE - II

ANNUAL TURNOVER STATEMENT

I hereby certify that M/s. _____ (Name & address) is having the following annual turnover and the statement is true and correct -

Sl. No.	Financial Year	Turnover
1.	2014 – 15	Rs. (Rupees _____) only
2.	2015 – 16	Rs. (Rupees _____) only
3.	2016 – 17	Rs. (Rupees _____) only

Signature of the Applicant

Date:

Signature of the Chartered Accountant

Membership No. :

Seal:

ANNEXURE – III**FORMAT FOR EVALUATION OF EOI**

Name & address of the Applicant:				
(For office use only)				
Sl. No.	Criteria	Maximum Marks	Marks Obtained	Remarks
1.	Years of business experience: a) Between 20 to 25 years: 10 marks b) Above 25 years: 12 marks c) Above 30 years: 15 marks	10		
2.	Years of experience in establishing Skill Training Centres along with imparting skill development programmes for any Government/ PSU/ Private Sector Organization: a) Between 3 to 5 years: 10 marks b) Above 5 years: 15 marks c) Above 8 years: 20 marks	20		
3.	Nos. of Government/ PSU/ Private Organizations for which established Skill Training Centres along with imparting skill development programmes during the last 3 financial years i.e. 2015-16, 2016-17 & 2017-18: a) Between 3 to 5 nos.: 10 marks b) Between 6 to 10 nos.: 15 marks c) Above 10 nos.: 20 marks	20		
4.	Nos. of training programmes conducted during the last 3 financial years i.e. 2015-16, 2016-17 & 2017-18: a) Between 50 to 75 nos.: 10 marks b) Between 76 to 100 nos.: 15 marks c) Above 100 nos.: 20 marks	20		
5.	Average annual turnover (last 3 financial years i.e. 2014-15, 2015-16 & 2016-17): a) Between Rs.150Crores to Rs.174Crores: 10 marks b) Above Rs.175 Crores: 12 marks c) Above Rs.200 Crores: 15 marks	15		
6.	Proposed Methodology and Work Plan (to be assessed by a Committee of the Corporation) a) Thematic Areas of Training & Capacity Need Assessment: 5 marks b) Tools & Methodology: 4 marks c) Time Plan: 3 marks d) Team Composition: 3 marks	15		
Total		100		

Note: For point No.2 above, where the services are provided to private organizations, the minimum value of the project cost should not be less than Rs.2 Crores.