

**Government of Odisha**  
**Health & Family Welfare Department**  
**Request For Expression Of Interest (REOI)**  
**for**

**Establishment of Cardiac Centre in Jharsuguda through Public-Private Partnership (PPP) Mode**

Memo No:10517

Dated: May 30, 2015

Health & Family Welfare Department, Government of Odisha ("**Authority**") proposes to establish an advanced and specialized cardiac care super specialty hospital in Jharsuguda to be operated by a professional & reputed private healthcare partner under Public-Private-Partnership (PPP) mode ("**Project**"). The **objective** is to bridge the gap in the demand and supply of cardiac care in Jharsuguda and nearby districts of western Odisha, provide access to good quality medical care to the people at affordable rates and ensure mechanism where there is no discrimination against poor patients.

**Description of the Project**

Odisha is a major state in eastern India with a population of 4.1 crores (Census 2011). Since the year 1947, there has been a gradual improvement in the health status of the population due to several factors including developmental and educational interventions, economic improvement and better health care services. Jharsuguda, a mineral rich district, is amongst the most industrially developed districts of Odisha. The district has a total population of ~5 lakhs consisting of 352 villages with urban and rural population of ~1.8 lakhs and ~3.3 lakhs respectively. Several industrial units like Vedanta Alumina, Odisha Power Generation Corporation, Mahanadi Coalfields Ltd, Tata Refractories etc. are operating in the district. The Government is keen to develop the city of Jharsuguda and has initiated developmental projects like airport, sports stadium and a new bus terminal.

The existing healthcare services in Jharsuguda are unable to meet the growing demand for cardiac treatment and services due to inadequacy of resources and infrastructure. The Authority plans to develop the capacity for treatment of cardiac patients to make the treatment more accessible and affordable to the patients of the city and state.

In order to complement the Authority to achieve the aforementioned objectives, Mahanadi Coalfields Ltd (MCL, a subsidiary of Coal India Limited) has agreed to support with a funding of Rs. 30 crore initially for the construction and procurement of equipment to establish the 50 bed cardiac care super specialty hospital (**Hospital**) in Jharsuguda. Additional funding support shall be considered at an appropriate stage, if required. The Authority will provide land, construct building, procure equipment and will facilitate issue of relevant licenses and permits for the Hospital.

The Authority intends to select private partner to operate and maintain the Project on PPP basis, whereby the private partner will operate & maintain the various elements of the Project for a fixed period of time on the basis of an agreement entered into with the Authority. At the end of project term the Hospital will be transferred to the Authority. The Authority intends to begin construction of the Hospital after appointment of the private partner so that inputs of the partner can be considered during designing and construction of the Hospital.

**Role of Private Partner:** The selected private partner will be responsible for operating, and maintaining the Project for the term to be specified subsequently.

**Selection of Private Partner:**

The Authority now invites Expressions of Interest ("**EOI**") applications from prospective reputed and professional healthcare providers or consortia of healthcare providers interested in the development and operation of the Project. Interested parties shall submit their EOI application in the prescribed format along with the details and supporting documents provided in Annexure I and Annexure II of this REOI Document. Interested parties may provide any additional information considered relevant for expressing their interest in and commitment to the Project, including their brochures or corporate literature.

Please note that this REOI is to commence a consultative process and does not constitute part of the bidding process. Subsequent to this announcement, the Authority intends to follow an open competitive bidding process for selection of the preferred bidder for the Project. This REOI does not constitute an offer or a qualification process. Qualification criteria will be separately prescribed as a part of the bidding process. The Authority reserves the right to modify, cancel, suspend or terminate any aspect of the selection process at any time, for any reason, without giving prior notice and the Authority (including their officers, employees and/or agents) will not be bound by this

REOI. It is clarified that any person /bidder /consortia, who do not respond to this REOI, will not be restricted from participating in the open competitive bidding process for selection of the private partner for the Project.

The Authority reserves the right to require additional information from any interested party, at its absolute discretion. Submissions of EOI must be made latest by **June 15, 2015** and no later than **4.00 pm** Indian Standard Time (IST) **by email (not exceeding 5 MB)** with subject line "**Expression of Interest (EOI) for establishment of cardiac centre in Jharsuguda**" or **in hard copies** super scribed as "**Expression of Interest (EOI) for establishment of cardiac centre in Jharsuguda**". The EOI applications shall be addressed to:

Attention:

[Sibo Narayan Sahu]

[Deputy Secretary]

[Health & Family Welfare Department]

[Govt. of Odisha, Secretariat Building, Bhubaneswar]

Telephone-[0674-2391164]

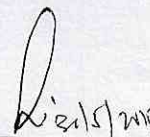
Mob No.-09438911772

Email: [orhealth@nic.in]

Authority may organize an Investor's Conference at a date to be decided later for high level discussions on key structuring, technical and commercial issues of the Project and may request the interested parties to depute their senior representatives to participate in the aforementioned Investors' Conference.

Bidder (s) shall bear the cost incurred in preparation and submission of Bid to the Authority and the Authority shall not in any way be responsible for the costs incurred by the Bidders(s).

(Signature)



Name: (Sibo Narayan Sahu)

Designation: (Deputy Secretary)

**Government of Odisha**  
**Health & Family Welfare Department**

**Request for Expression of Interest (REOI) for establishment of Cardiac Centre in Jharsuguda through Public-Private Partnership (PPP) Mode**

Health & Family Welfare Department, Government of Odisha ("Authority") proposes to establish cardiac care super specialty hospital in Jharsuguda (Hospital) to be operated by a private healthcare partner under PPP mode ("Project"). The Authority shall be responsible for designing, constructing, equipping and capital financing of the Hospital and the private partner shall be responsible for operating and maintaining the Project.

The Authority invites Expressions of Interest ("EOI") applications from reputed and capable healthcare providers or consortia of healthcare providers interested in the Project. Interested parties may submit their EOIs in the prescribed format along with the details and supporting documents as specified in the REOI document. The detailed REOI document can be downloaded from [http://www.odisha.gov.in/health\\_portal/index.html](http://www.odisha.gov.in/health_portal/index.html) The EOI applications must be submitted on or before **June 15, 2015, 4 pm**

Please note that this Request for EOI is to commence a consultative process and does not constitute part of the bidding process.

For further details, please contact [insert name] at [insert contact details]

**ANNEXURE I**  
**Letter comprising the Expression of Interest**

Dated:

To,  
Deputy Secretary  
Health & Welfare Department  
Government of Odisha  
Telephone: 0674 - 232 3860

**Sub: Expression of Interest (EOI) for establishment of cardiac centre in Jharsuguda through public-private partnership (PPP) mode.**

Dear Sir,

With reference to your Request for Expression of Interest (REOI) document dated ....., I/we, having examined the REOI document and fully understood its contents, hereby submit my/our Expression of Interest (EOI) for the establishment of cardiac centre in Jharsuguda through public-private partnership (PPP) mode.

I/ We represent and confirm that:

(i) I/ We have examined and have no reservations to the REOI document, including any Addendum issued by the Authority.

(ii) I/ We certify that all information provided in the Application for EOI and in Annexes is true and correct nothing has been omitted which renders such information misleading; and all documents accompanying such Application are true copies of their respective originals.

(iii) I/ We abide by all the terms and conditions of the REOI document and submit this application under and in accordance with the terms of the REOI document.

Yours faithfully,

Date: (Signature, name and designation of the Authorised Signatory)

Place: Name and seal of the Applicant/ Lead Member

**Annexure II-  
Formats for submission of the EOI**

1. Details of the Applicant

- a) Name:
- b) Address of the corporate headquarters and its branch office head in the State, if any:
- c) Country of incorporation
- d) Date of incorporation and/or commencement of business:

2. Brief description of the Trust/ Society/ Company including details of its main lines of activities

3. Details of individual(s) who will serve as the point of contact/communication for the Authority:

- a) Name:
- b) Designation:
- c) Company:
- d) Address:
- e) Telephone Number:
- f) E-mail Address:
- g) Fax Number:

4. Summary of experience in respect of hospitals having cardiac service/cardiac centre operated and/or managed by the interested partner:

#	Name & Address of the Hospital/ cardiac centre	Association with Hospital/ cardiac centre (Operator/Owner/Both)	Equity stake (% holding)	No. of Hospital Beds	Date of commissioning of cardiac services
1.					
2.					
3.					
4.					
	TOTAL				

5. Financial capacity of the interested partner

Year	Revenues	Net Profit	Net Worth <sup>1</sup>
FY 2015			
FY 2014			

<sup>1</sup>Net Worth shall mean (Subscribed and Paid-up Equity + Reserves) less (Revaluation reserves + miscellaneous expenditure not written off + reserves not available for distribution to equity shareholders).

FY 2014			
FY 2013			
TOTAL			

6. Annual Reports for last three financial years.
7. In case of a consortium of partners is interested to participate in the project the information above (1-6) should be provided for all the Members of the Consortium.

*(Signature)*

Name:

Designation: