



**DEPARTMENT OF HEALTH & FAMILY WELFARE  
GOVERNMENT OF ODISHA**

**Request for Proposal for Operation, Maintenance and  
Management of Cardiac Centre in Jharsuguda on PPP mode**

Ref. No. ME-II-M-7/14CF+ 2700

Dated 5<sup>th</sup> February 2016

- Reference:** 1) RFP issued by this office of undersigned vide notification No. ME-II-M 7/14 Pt. dated 15.12.2015  
2) Pre-bid meeting held on 8<sup>th</sup> January 2016  
3) Queries received from bidders

**Response to the Pre-bid Queries**

S No.	Query Received	Ref. clause of RFP	Response
1	We don't have cardiac facility in our present set up but we have a cardiac team. Can we bid by showing any association with any cardiac set up to compete with bidding process?	Clause 2.1.1.1	As per Clause 2.1.1.1 of the RFP, "The Bidder shall be a single entity. No consortium is allowed".
2	The land identified for the project has got high tension electrical lines passing over it which would hamper the installation of the equipment as well as against NBC norms for the hospital	Clause 2.1 of RFP and Schedule A of Draft Concession Agreement	The Project Site has been revised and a new site of 5.05 acre of plot no. 73/3028 in Khata no. 216/367 beside upcoming District Hospital is earmarked for the project. Please refer Addendum 2.
3	The Project land does not have a direct approach from the road and is preceded by private land which may not be given for the project to the Government. In which case, the Government has planned a 30 ft approach road from the main road which itself is 50ft. Presumably causing congestion of traffic in the future	Clause 2.1 of RFP and Schedule A of Draft Concession Agreement	The new Project Site is located along the Black Diamond College road.
4	The proposed land is 4 KM from the Airport which invites an NOC from the Airport Authority.	Clause 6.2 of the Draft Concession Agreement	As per Clause 6.2 (a) of the Draft Concession Agreement "Authority shall obtain at its cost Applicable Permits, required for construction of the Hospital Buildings, in accordance with the terms of the Concession Agreement"

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5	The entire district does not have Physicians in Internal Medicine or technical staff like technicians which means that the manpower cost for the operator would be very high.	Clause 5.7 of Draft Concession Agreement	As per Clause 5.7 (a) of the Draft Concession Agreement, "Concessionaire shall recruit and maintain manpower for providing services as per the Concession Agreement subject to the minimum requirement specified under Schedule D of the Concession Agreement"
6	The equipment like CT Scan or Heart Lung Machine for CTVS are not included in the procurement list.	Clause 6.3 (c) and Schedule B of Draft Concession Agreement	Heart Lung Machine has already been included in the list.  However final list and specifications of medical equipment shall be finalized by Project Commissioning Panel to be formed after signing of Concession Agreement. This panel will have member from Concessionaire.
7	The availability of Technical support from companies is only from Kolkata mostly, hence, the uptime cannot be 100% as mentioned in the KPI but would be somewhere around 90% or even slightly less.	Sr. no. 2 of Schedule I of Draft Concession Agreement	As per Sr. no. 2 of Schedule I of the Draft Concession Agreement, the target for Medical Equipment Availability is 95% uptime.
8	Though the option of catering to only 10% of patients of the BPL category is encouraged from the Government, Free OPD time of 4 hrs per day is a matter of concern as there is no specific number where we can freeze the registration. There is risk of spill over time for investigations and follow up and hence, leading to loss of revenue.	Clause 18.1 of Draft Concession Agreement	The terms & conditions of RFP remains unchanged as it would be difficult to freeze the number of outpatients for OPD Services.
9	In cardiac, most of the patients are scheme patients and the rich and wealthy always prefer to go the higher places like Hyderabad, Mumbai and Delhi and last in the preference would be Bhubaneswar.		Demand risk need to be borne by the Concessionaire.  As per Clause 6.4 of the Draft Concession Agreement, Authority shall issue an order within 45 (forty five) days of the date on which an application has been made by the Concessionaire in accordance with the Applicable Laws, for empanelment with Authority to become eligible under OSTF guidelines or any amendment or substitute or thereof.
10	The Government would invest in the infrastructure and assets, but costly		Concessionaire is free to make tie-ups as required as per the market

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	manpower and revenue generation will not be as expected from the belt. The major source of income is either the Plants which cater through ESI or farming who are again enrolled through KBBY.		terms subject to complying with the terms and conditions of the Concession Agreement.																		
11	Please provide the break- up of hospital beds	Schedule B of Draft Concession Agreement	<p>The breakup of Hospital beds of Cardiac Centre is as below:</p> <table border="1" data-bbox="1002 529 1441 906"> <thead> <tr> <th>Category</th> <th>No. of beds</th> </tr> </thead> <tbody> <tr> <td>Intensive Care Unit (ICU)</td> <td>12</td> </tr> <tr> <td>Postoperative Care</td> <td>3</td> </tr> <tr> <td>General</td> <td>18</td> </tr> <tr> <td>Twin Sharing</td> <td>8</td> </tr> <tr> <td>Single</td> <td>5</td> </tr> <tr> <td>Deluxe</td> <td>1</td> </tr> <tr> <td>Casualty</td> <td>3</td> </tr> <tr> <td><b>Total</b></td> <td><b>50</b></td> </tr> </tbody> </table> <p>Please refer Addendum 2</p>	Category	No. of beds	Intensive Care Unit (ICU)	12	Postoperative Care	3	General	18	Twin Sharing	8	Single	5	Deluxe	1	Casualty	3	<b>Total</b>	<b>50</b>
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*Handwritten signature and date: 5/29/2016*

Joint Secretary

Department of Health & Family Welfare