



**GOVERNMENT OF ANDHRA PRADESH
HEALTH, MEDICAL AND FAMILY WELFARE DEPARTEMNT**

**Andhra Pradesh Diagnostic Service PPP
Request for Expressions of Interest**

9 February 2010

The Government of Andhra Pradesh (GoAP) wishes to undertake a pilot Public Private Partnership (PPP) project for providing specialized diagnostic services in three of its Medical College Hospitals aimed at enhancing public service delivery targeted primarily towards low and middle income groups. The GoAP has retained the services of International Finance Corporation (“IFC”) as its Lead Transaction Advisor.

The scope of the PPP project covers supply / financing of equipment, including MRI and CT; the provision of radiology services as well as building / up-gradation of radiology facilities.

Details of minimum qualification criteria, mandatory submissions and formats can be accessed at the DME website <http://dme.ap.nic.in> . The notice at the above mentioned site will be considered as the authorized version and this advertisement is an abridged version meant to disseminate the opportunity widely to all interested parties.

Interested parties should submit their EOI in required formats by 2nd March 2010 to Dr.T.Ravi Raju, Director of Medical Education AP, Hyderabad, email: dmegoap@yahoo.co.in with a copy to Mr.Bhanu Mehrotra, International Finance Corporation, New Delhi email:bmehrotra@ifc.org

Sd/- Dr. T.Ravi Raju,
Director of Medical Education AP



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The Government of Andhra Pradesh (GoAP) wishes to undertake a pilot Public Private Partnership (PPP) project for providing specialized diagnostic services in three of its Medical College Hospitals aimed at enhancing public service delivery targeted primarily towards low and middle income groups. The GoAP has retained the services of International Finance Corporation (“IFC”) as the Transaction Advisor for structuring and implementing the upgradation of the radiology services, through a PPP.

The scope of the PPP project is likely to include procurement of specialized equipment for the Radiology Department such as MRI and CT Scan and possibly other radiology related equipment, construction of new building and/or renovation of existing one to house the equipment(s), providing technical and specialist staffing support to optimize the usage of the equipment(s), maintenance of the equipment(s) and facility (ies) as well as their financing.

1.0. Tender process:

The GoAP and IFC are launching a tender process that will entail the following stages:

1. The present Request for Expression of Interest;
2. Immediate access to due diligence data, and site visits by all applicant(s) having expressed interest and meeting the screening criteria stated below;
3. Request for Proposals (RFP) to all applicant(s) having expressed interest and satisfying the screening criteria stated below;
4. Execution of transaction agreements.

The GoAP and/or IFC reserve the right to modify the contents, terms and conditions of this Request for Expressions of Interest, at their discretion to the extent permitted by law.

2.0. Screening Criteria:

All applicants must satisfy the following criteria (collectively “Relevant Diagnostic Services Experience”):

A. Experience as radiology services provider

The applicant(s) must be able to demonstrate extensive experience in operating radiology facilities, with a 1.5 (or higher) Tesla MRI and a 16-slice (or higher) CT scan at a minimum of two centers with compliance to Atomic Energy Regulatory Board [AERB] Guidelines. This should be supported by a true copy of installation order of the mentioned equipments along with the latest compliant note from AERB for each of the above locations. The firm/consortia should be able to demonstrate cumulative patient volumes, over the last two years (2007-08 and 2008-09) averaging a minimum of 15 patients for MRI scans/day and 25 patients for CT scans/day, per centre.

OR

B. Experience in equipment commissioning and maintenance

The applicant(s) must be able to demonstrate experience in installing a minimum of 10 MRI and 25 CT Scans of at least the above-mentioned specifications, in India; in addition, applicant(s) should provide references for maintenance contracts held, in India over the last three years, for both MRI and CT equipments of the above-mentioned specifications.

AND

C. Financial Criterion

The applicant(s) must be able to provide audited financial statements, duly certified by independent practicing Chartered Accountant or the statutory auditor, for the last two years (2007-08 and 2008-09) that demonstrate good financial standing with average annual radiology related revenues of at least Rs. 10 crore collectively.

3.0. Who can apply:

The applicant(s) may be a single entity or a group of entities (the “**Consortium**”), coming together to implement the PPP project . Each **Consortium** shall designate a Lead Member who is required to meet at least one of the first two criteria, i.e. criterion (A) OR (B). A **Consortium** having expressed interest and satisfying the screening criteria cannot subsequently change its composition at the time of submission of detailed proposals.

The composition of the Consortium may be changed with the prior written consent of GoAP, subject to the condition that the designated Lead Member continues to be the Lead Member of the Consortium throughout the bidding process.

Any member of a **Consortium**, except the Lead Member can be a member of more than one **Consortium**. Each Consortium shall be solely responsible for the implementation of appropriate measures to avoid any conflicts of interests or risk of collusion that may arise between **Consortium** on account of having common members.

The GoAP and/or IFC may in its sole discretion place additional conditions on the ability of applicant(s) to affiliate or form consortia at the time of submission of proposals.

The GoAP and/or IFC , reserve the right to seek any additional clarification and/or information from the applicant(s).

4.0. Required submissions (format as provided below)

1. Composition of consortium or group of affiliated firms, if any (Statement-1), and Letter of Affiliation, signed by all members of a consortium, or affiliates, authorizing the Lead member to submit the EOI, or alternatively, signatures and seals on the EOI Submission by each consortium member
2. List of 1.5 Tesla (or higher) MRI Installations (Statement-2 for radiology services providers/ Statement-4 for equipment providers); and copy of Installation Orders and copy of AERB Compliant Certificates
3. List of 16 Slice (or higher) CT Scan Installations (Statement-3 for radiology services providers/ Statement-5 for equipment providers), and copy of Installation Orders and copy of AERB Compliant Certificates
4. Statement(s) on radiology related revenues for 2007-08 and 2008-09 (Statement-6), and Audited Financial Statements for 2007-08 and 2008-09,

5.0. The decision of the GoAP shall be final and binding.

Notwithstanding anything to the contrary contained herein, GoAP reserves the right to accept or reject any application(s) and to annul the bidding process and reject all or any application(s), at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons therefor.

GoAP reserves the right to reject any application(s) if:

- (a) At any time, a material misrepresentation is made or uncovered, or
- (b) The applicant(s) does not provide, within the time specified by GoAP and/or IFC, the supplemental information sought by GoAP and/or IFC for evaluation of the application(s). Such misrepresentation/ improper response shall lead to the disqualification of the applicant(s). If the applicant(s) is a **Consortium**, then the entire **Consortium** shall be disqualified / rejected.

The decision of GoAP to accept or reject any or all of the application(s) shall be final and binding and shall not be subject to any review or revision by any judicial or quasi-judicial authority.

6.0. Governing Laws and Jurisdiction:-

This Request for Expressions of Interest shall be interpreted, enforced and otherwise governed by the laws of India, without reference to its conflict of law principles and the courts at Hyderabad, India shall have the exclusive jurisdiction in respect of matters arising in relation to this Request for Expressions of Interest

7.0. Submission deadline and address:

Kindly provide us with the details of your experience and qualifications by 2nd March 2010. Submissions in soft copies (with each e-mail not exceeding 5 MB), should be sent to the following addresses:

A. Health, Medical and Family Welfare Department

Attn: Dr. Ravi Raju,
Director, Medical Education
DM&HS Campus
Sultan Bazaar
Koti, Hyderabad – 500095
dmegoap@yahoo.co.in

With copy to: IFC

- B. Attn: Mr. Bhanu Mehrotra
International Finance Corporation
50 M Shanthi Path, Gate #3
Niti Marg
Chanakyapuri
New Delhi 11021
India
bmehrotra@ifc.org

Statement 1: List of consortium members/ affiliated firms

Name of Lead Member	Status	Contact Details	Main role
	Partnership/ Private Limited Company/ Public Limited Company etc.	Official Website: Authorized representative: Address: Telephone: Mobile: Email:	(Radiology Services provider/ Procurement/ Maintenance/ Financial investor/ Other (specify))

S.No.	Other firms	Status	Main role
1.		Partnership/ Private Limited Company/ Public Limited Company etc.	Radiology Services provider/ Procurement/ Maintenance/ Financial investor/ Other (specify)

Statement 2: Details of 1.5Tesla or higher MRI Installations

(To be filled for each affiliated firm/ member of the consortium with relevant experience)

Firm Name: _____

S.No	Address of MRI Installations	Brief Equipment Specs	Year of Installation	Number of MRIs performed			Installation Order Attached (Y/N)	AERB Certificate Attached (Y/N) If Y, attach copy certificates
				2007-08	2008-09	Average per day		

Statement 4: Details of Experience in Equipment Commissioning

(To be filled for each affiliated firm/ member of the consortium with relevant experience)

Firm Name: _____

S.No	Nature of Equipment	Brief Equipment Specs	Name of Client, with contact details	Address of Installation	Year of Installation	Reference Attached (Y/N)
	1.5 or higher Tesla MRI/ 16 Slice or higher CT Scan/ Other (please specify)					

Statement 5: Details of Experience in Equipment Maintenance

(To be filled for each affiliated firm/ member of the consortium with relevant experience)

Firm Name: _____

S.No	Nature of Equipment	Brief Equipment Specs	Name of Client, with contact details	Address of Installation	Period over which maintained	Reference Attached (Y/N)
	1.5 Tesla or higher MRI/ 16 Slice or higher CT Scan/ Other Radiological Equipment (please specify)					

In addition to the above statement, the firm should provide Reference Letters for maintenance over the last three years for both 1.5 Tesla or higher MRI and 16 Slice or higher CT equipment. The letters should contain the following information:

1. Address of the installations
2. The specification of equipment installed
3. Date of installation
4. A brief comment on the quality and level of service provided

Statement 6: Radiology related revenues for 2007-08 and 2008-09
(To be filled for each affiliated firm/ member of the consortia with relevant experience)

Firm Name: _____

Year	Revenues from Radiology Equipment Supply and Installation (if available,separately)	Revenues from Radiology Equipment Maintenance (if available, separately)	Revenues from Radiology Services (if available, separately)	Total Radiology Related Revenues
2007-08				
2008-09				