

**VISAKHA INSTITUTE OF MEDICAL SCIENCES,
VISAKHAPATENAM**

Corrigendum : Selection of Consultancy Firm for RFP

Section :I

S.No	Clause/Page No.	Concern	Suggestions	Reply						
1	Eligibility (Page-5)	The eligibility criteria mentioned is not suitable for small business enterprises having better exposure and capabilities to deliver. Also no marks have been allocated to the eligibility criteria.	Rs. 100 crores to be reduced to Rs. 50 crores and 10 RFP(s) should be changed to 5 projects comprising of feasibility study, architectural works and partner search. As the major works is not preparing of RFP which has very less weightage in terms of man-- -hours required.	Agreed						
2	Team Composition (15 Page)	Hospital Management professionals are not mentioned who will help in conducting the feasibility study to provide service and facility mix. Also no marks & years of experience have been	Hospital Management Consultants required in the team. The authorities need to mention the years of experience and marks against each consultant.	Form Tech-3 <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 10%;">K1</td> <td style="width: 70%;">Team Leader</td> <td style="width: 20%;">15 years</td> </tr> <tr> <td>K2</td> <td>Infrastructure Specialist (Hospital Design Expert/Architect)</td> <td>10 years</td> </tr> </table>	K1	Team Leader	15 years	K2	Infrastructure Specialist (Hospital Design Expert/Architect)	10 years
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		allocated to each consultant.		<table border="1"> <tr> <td>K3</td> <td>Finance Specialist</td> <td>10 years</td> </tr> <tr> <td>K4</td> <td>Engineering Specialist (Civil)</td> <td>5 years</td> </tr> <tr> <td>K5</td> <td>Engineering Specialist (Biomedical)</td> <td>5 years</td> </tr> <tr> <td>K6</td> <td>Hospital Management Consultant</td> <td>15 years</td> </tr> </table>	K3	Finance Specialist	10 years	K4	Engineering Specialist (Civil)	5 years	K5	Engineering Specialist (Biomedical)	5 years	K6	Hospital Management Consultant	15 years
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3	4.2 Scope of works (17 Page)	The authorities did not provide any specialty to be planned at VIMS with justifications with reference to epidemiology surveys and their understanding for proposing for the same. What if the specialties suggested by VIMS are not suitable to the location and catchment?	<p>A Pre-- -feasibility study (Rapid Assessment) should be conducted by VIMS to define the scope of proposed specialties clearly indicating tentative cost of project, level of infrastructure, level of technology and level of care delivery.</p> <p>Based on which a comprehensive Feasibility Study should be done to prepare the DPR & RFP(s) for civil contracting.</p>	<ol style="list-style-type: none"> 1. Cardio Vascular Surgery & Cardiology 2. Cancer care 3. Gastro , Liver and Biliary Liver Transplantation 4. Kidney transplantation and Urology 5. Critical care 6. Neurology & Neuro-surgery 7. Neonatology 8. Infertility, Fetal medicine 9. Cranofacial surgery 10. Microvascular, hand surgery and Robotic Surgery 												

4	4.2 Scope of works (17 Page)	The authorities have not mentioned anything about remodeling of existing badly planned VIMS hospital. Still we can see the installations of fire system is going on.	A comprehensive infrastructure assessment needs to be conducted after understanding the scope derived from the Pre-- -Feasibility Study. This may take a month to identify the gaps, provide revised floor plans and related MEP changes & budget. All works should be ceased to save cost and duplication of works until the consultant provides a concrete remodeling plan.	VIMS shall provide available details to winning bidder
5	4.2 Scope of works (17 Page)	As stated in the meeting that the service provider will be selected after completion of feasibility study and will be involved in planning of the hospitals/blocks. This will lead to over supervision of the works prepared by the consultant and unwarranted delays will happen due to conflicts. Who will ensure & on what basis that the	The authorities should define the benchmark for hospital planning viz. JCI or NABH accordingly the consultant will design the hospital/blocks. These standards are universally accepted and will help in quickly designing the facilities for DPR & RFP preparation.	NABH bench- mark

		team provided by the provider is competent in hospital planning?		
6	4.3 Time frame (17 Page)	<p>It is mentioned that each DPR & RFP will be prepared in 15 days. Which is not practical and sufficient to conduct a comprehensive feasibility study, architectural planning, MEP, Structural & Interior drawings and preparation of BOQs for the RFP.</p> <p>It is clearly envisaged that none of the proposed hospitals/blocks would be less than 100 beds comprising of over 70,000 SFT of space. Which either will be accommodated in the existing unplanned buildings and/or new blocks.</p>	<p>The time period suggested by the authorities has not been properly envisaged. The following time-- -frame would actually help to successfully do the works –</p> <ol style="list-style-type: none"> 1. Feasibility Study – 30 workings days 2. Due Diligence of existing Infrastructure & proposed changes – 45 working days 3. Preparation of DPR (Construction drawings) for each block – 90 days 4. Preparation of RFP for each block – 15 days 5. Identification, selection & negotiation with provider 	<p>Feasibility Study – 30 workings days</p> <ol style="list-style-type: none"> 2. Due Diligence of existing Infrastructure & proposed changes – 30 working days 3. Preparation of DPR (Construction drawings) for each block – 60 days 4. Preparation of RFP for each block – 15 days each 5. Identification, selection & negotiation with provider-90 days including tender time . <p>The authority shall take a maximum of 10 working days for review of documents in</p>

				every phase of the project
7	4.3 Payment Terms (18 Page)	No upfront advance has been mentioned in the RFP.	The authorities should develop a deliverable wise payment plan for the consultant along with success fee on signing of contract with the provider. Suggested payment milestones:	Mobilisation advance 10 % of quoted bid.
			<ol style="list-style-type: none"> 1. Advance – % of the project cost derived from the pre-- - feasibility study 2. Submission of feasibility technical report 3. Submission of financial feasibility report 4. Submission of Concept Designs 5. Submission of Architectural Layout plans 6. Submission of MEP drawings 7. Submission of Structural and Working Drawings 8. Submission of BOQs 9. Submission of Final DPR 10. Submission of RFP 11. Signing of contract with the provider 	<p>30 % upon feasibility study and DPR</p> <p>30 % upon submission of all RFPs</p> <p>30% upon successful bidding</p>

			<p>(SUCCESS FEE)</p> <p>Success fee should be percentage of the total contract value. Success fee to search for a provider will boost the interest of the consultants to lookout for suitable providers and convince them to invest. As we see no motivating factor has been devised by the authorities for the same.</p>	
8	4.5 Penalty Clause (18 Page)	<p>Authorities have mentioned 0.3%- -0.5% of penal charges for delays beyond 15 and 90 days respectively. Without defining any time frame for deliverables practically. (As stated above 15 days is an impossible deadlines)</p>	<p>Authorities needs to define timeframe for each deliverable along with 5-- -7 days of internal reviews taken by themselves for approvals and finalization. This should be clearly mentioned in the revised RFP. We are not against penalty clause however it should be strictly monitored and defined.</p>	<p>The consultant shall be liable for penalty equivalent to 0.3 % per week of delay in any phase of the project.</p>

Section :II

S.No	Clause No.	Clause detail	Query /Clarification	Request	Reply
1	Clause 4.2.1 – Scope of Work and Clause 4.3- Time Frame	Scope of work: “Preparation of RFP for hiring of Civil Infrastructure Construction firm for specialized blocks at VIMS, Vishakhapatnam. The RFP should contain model drawings as per the site details of the proposed block”& Time Frame- “The time for preparation of an individual RFP is 15 days from the date of work order.”	Does the consultant require to prepare the model drawings for the proposed blocks? The suggested time frame for preparation of individual RFPs is too short for development of RFPs. Also please clarify, if the consultant will get 15 days for preparation of each RFP or 15 days in total for the developed of the three proposed RFPs	1. VIMS to provide model drawings of the proposed block since these drawings need to be prepared by architect firms	Yes. To the winning bidder
				2.Request to relax the timelines and increase them to minimum 60 days	

2	Clause 4.2.1 – Scope of Work and Clause 4.3- Time Frame	Scope of work : Time Frame- “The time for preparation of an individual RFP is 15 days from the date of work order”.	Also please clarify, if the consultant will get 15 days for preparation of each RFP or 15 days in total for the development of the three (3) proposed RFPs	1.Request time frame for submission of three 3 (RFPs to be 60 working days	
3.	Clause 4.2.2 – Scope of Work	Scope of work: “Preparation of RFP for hiring of service provider for operation of specialized departments at VIMS, Visakhapatnam. The RFP must contain the minimum set of equipment and service details to be rendered by the provider. Specifications of the required equipment should also be included”.	No. of specialized department considered for PPP is not mentioned in the RFP document. Will this include development of multiple RFPs or a single RFP ?	1.Please confirm no. of departments	<ol style="list-style-type: none"> 1. Cardio Vascular Surgery & Cardiology 2. Cancer care 3. Gastro , Liver and Biliary Liver Transplantation 4. Kidney transplantation and Urology 5. Critical care 6. Neurology & Neuro-surgery 7. Neonatology 8. Infertility, Fetal medicine 9. Cranofacial surgery 10. Microvascular, hand surgery and Robotic Surgery 11.
				2.Different	Accepted

				department would require different PPP model (O & M BOT, etc.)	
4	4.2.3.- Scope of work	Scope of work “ Preparation of RFP for hiring of service provider for construction and operations of the new hospitals on Built, operate and transfer/annuity basis”	Please specify if a feasibility for development of the facility onh BOT basis has been undertaken? The consultant will only develop the RFP and will not be responsible for viability assessment or defining the facility mis and other details related to the project concept	Please confirm	Consultant shall support VIMS in preparation of bid, bidding process and successful conclusion of bids
5	Clause 4.3. Time frame	Time Frame: “An individual bid must be concluded in 90 days from publication”	Bid Closure in time line is dependant on the response of bidders. Consultant would only play a role of bid process management and outcome of the bid is not dependant on the consultant.	Please suggest and remove the time cap of 90 days	As detailed earlier

6	Clause 4.4. Payment terms	Payment Terms : “Authority shall make 50 % payment of the allotted work on RFP completion and balance 50 % on conclusion of bidding process”	Will the authorities consider the following payment structure <ul style="list-style-type: none"> • Advance payment – 25 % • Submission of 3 RFPs – 25 % • Evaluation of Bidder Response for each RFP-30 % divided by No. of RFPs submitted • Signing of the contract- 20 % 	Please consider the suggested	Mobilisation advance 10 % of quoted bid. 30 % upon feasibility study and DPR 30 % upon submission of all RFPs 30% upon successful bidding		
7	Clause-Team Composition	Team composition “Professionals requested ”	A mix of professionals is suggested, however no details of qualifications and no. of years of experience is mentioned, Can you please include this to ensure better comparison across bidders It would be vital if a health care expert with experience in medical devices is considered as a part of	Include the profile for Healthcare Expert Also please request you to clarify on the qualifications and years of experience	K1	Team Leader	
					K2	Infrastructure Specialist (Hospital Design Expert/Architect)	10 years
					K3	Finance Specialist	10 years
					K4	Engineering Specialist (Civil)	5 years

			the team.; This will help leverage greater value for contextualization of the project		K5	Engineering Specialist (Biomedical)	5 years
					K6	Hospital Management Consultant	15 years
8	Clause 6.1 Data Sheet	Data Sheet : “The selection of the successful bidder shall be based on L-1 basis out of technically qualified bidders”	We request to consider QCBS system of selection since technically capabilities are highly relevant to this project	Please consider QCBS method of evaluation of bidders instead of L-1	Not accepted		
9	Clause 7.1 Data Sheet submission opening and evaluation	The consultant must submit ;proposal (1) original and one (1) copy	Is this two envelope process ? Or do we include the financial and technical proposal together	Please clarify	Technical bid in two copies, each in separate cover, financial bid in one copy in separate cover, all in a single cover.		
10	Clause 4.5 Penal Charges	Penal Charges : “The consultant shall be liable	Delay can't be accounted only to the consultant but could be due to	Please delete this one sided clause.	The consultant shall be liable for penalty equivalent to 0.3 %		

		for penal charges to the amount of 0.3 % per day of delay beyond 15 days for RFP preparation & Panel Charges –“The Consultant shall be liable for penal charges to the amount of 0.05% per day of delay beyond 90 days for bid conclusion	delay in information provided by the client and response from the bidders.		per week of delay in any phase of the project.
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Section :III

S.No	Query	Answer
1	Please confirm if parties submitting the RP proposal are entitled to also bid for the project.	Yes. Both technical and Financial bid is to be submitted as part of RFP
2	VIMS agreed to pay advance fee of 35 % on signing of work contract	Detailed in pages above
	VIMS agreed to lower down the eligibility criteria to 50 Crores	Accepted
	VIMS agreed to provide the Specialty mix along with tentative project cost to understand the project	Accepted
	VIMS agreed to look in to 15 days time frame to be increased	Detailed in pages above (Section-1, point no.6)
	VIMS agreed to revise RFP after internal discussion. Please share the revised RFP	As done through this corrigendum/clarification

Section :IV

The revised schedule for submission of Bids:

Last date of Bid Submission : 14th March, 2017 : (11-00 AM)

Evaluation of Bid : 14th March, 2017 : (1-00 PM)