

**OFFICE OF DIRECTOR GENERAL MEDICAL HEALTH & FAMILY WELFARE DEHRADUN**

**EXPRESSION OF INTEREST FOR SETTING UP NEPHROLOGY CENTER AT DEEN DAYAL UPADHAYA (CORPORATION) HOSPITAL, DEHRADUN IN PPP MODE**

Request-for-proposals are invited from suitable organizations fulfilling the pre-qualification criteria for setting up a Nephrology Centre at Deen Dayal Upadhyaya (Corporation) Hospital, Dehradun in Public Private Partnership mode. The complete details are available in <http://hupppc.org>. The date of submission of RFP is 20<sup>th</sup> November 2005 to the Directorate of Health and Family Welfare, 107, Chander Marg, Dehradun. **Contact Person Dr. S Bahuguna** (Mobile: 09412084614, Telephone: 0135-2720311)

8cm(w) x 6cm(h)=48Ss 07

H.T. (All Editions)	439 34 x 48	21088.00
The Hindu (Chennai & Bangalore)	127 90 x 48	6708.00
Tol (All editions except Delhi Editions)	646 90 x 48	31761.00
Total		58278.00
Service Tax 1.545		900.00
Grand Total		59178.00

**Bid Evaluation Report for Setting up Nephrology Centre in BOT at Deen Dayal Upadhyaya Hospital**  
**Test of Responsiveness**  
**Part 1**  
**Annexure 1**

Sr No.	Name of the Applicant	Received By Proposal Due Date	Signed & Sealed	Contains Information as Requested in the RFP Document	Contains Format	Proposal Validity Period	Tender Document Cost	Bid Security	Acknowledgment of RFP Document	Anti Collusion Certificate	Power of Attorney for Signing of RFP	Power of Attorney for Consortium	Joint Bidding Agreement	Remarks
1	IRAH Care Private Limited	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Board Resolution provided	Yes	Yes	Power of Attorney for LM of the Consortium - 1 line is missing as per format provided in the RFP
2	MAX Healthcare Institute Limited	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	NA	NA	Joint Bidding Agreement - proportion of shareholding not mentioned in point no. 6
3	Apollo Health and Lifestyle Limited	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Board Resolution provided	NA	NA	

Dr. Asha Singh  
 Smt. Kavita Nabiyal  
 Dr. M. Bahuguna

Shri Krishan Singh Rautela  
 Dr. Vikram Singh

Shri Sumit Barua  
 Dr. R.K. Pant

Shri T.K. Pant

Dr. S. Bahuguna  
 Dr. C.P. Arya

Dr. K.L. Arya

**Bid Evaluation Report for Setting up Nephrology Centre in BOT at Deen Dayal Upadhyaya Hospital**  
**Test of Responsiveness**  
**Part 2**  
**Annexure 2**

Sr No.	Name of the Applicant	Other Member 1	Other Member 2	Service Tax Registration	Service Tax Registration No.	Certificate of Incorporation	Date of Incorporation	Remarks
1	RAHI Care Private Limited	Dr. Ajay Aggarwal	Jayshree Petrochemicals Private Limited	No	NA	Yes	LM : November 06, 1990 OM 2: September 01, 1989	Undertaking provided by the Lead Member and Other Member 2 that Service Tax Registration is not applicable to them. No such undertaking is provided for Other Member 1
2	MAX Healthcare Institute Limited	N.A.	N.A.	Yes	R-12/494/AR/MHC/05	Yes	18-Oct-02	
3	Apollo Health and Lifestyle Limited	N.A.	N.A.	No	No	Yes	05-Dec-79	Service tax Registration is not provided

**Dr. Asha Singh**  
**Smt. Kavita Nabiyal**  
**Dr. M. Bahuguna**  
**Shri. T.K. Pant**  
**Shri Kishan Singh Rautela**  
**Dr. Vikram Singh**  
**Dr. S. Bahuguna**  
**Dr. R.K. Pant**  
**Dr. K.L. Arya**  
**Shri Sumit Barua**  
**Dr. C.P. Arya**

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**Bid Evaluation Report for Setting up Nephrology Centre in BOT at Deen Dayal Upadhyaya Hospital  
Financial Capability  
Annexure 3**

Sl. No.	Name of the Applicant	Other Member 1	Other Member 2	Average Annual Turnover (In Lakhs)								Remarks		
				Lead Member			Other Member 1		Other Member 2				Average	
				2006-07	2007-08	2008-09	2006-07	2007-08	2008-09	2006-07	2007-08	2008-09		
1	PAH Care Private Limited	Dr. Ajay Agrawal	Jayshree Petrochemicals Private Limited	0.00	0.00	0.00	45.11	47.58	57.44	4892.88	4258.95	7138.03	5479.99	Other Member 1 Financial Statements not provided for Financial Year 2007-08 Form 3 CB provided
2	Max Healthcare Institute Limited	N.A.	N.A.	13489.64	22141.18	26658.01	0.00	0.00	0.00	0.00	0.00	0.00	20762.94	Income from Health care facilities, trading sales of drugs, pharmaceuticals and medical supplies and income earned from other healthcare service providers have been considered. Sponsorship income of Rs. 60.31 lakhs have not been considered.
3	Apollis Health and Lifestyle Limited	N.A.	N.A.	89101.37	121477.18	145797.76	0.00	0.00	0.00	0.00	0.00	0.00	118792.10	

*DR. Ashwini Singh*  
Smt. Kavita Nabiyal  
N.B.  
Dr. M. Bahuguna

Shri Kishan Singh Rautela  
*Vikram Singh*  
Dr. Vikram Singh  
Shri T.K. Pant

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*C.P. Arya*

Bid Evaluation Report for Setting up Nephrology Centre in BOT at Deen Dayal Upadhyaya Hospital  
 Technical Capability  
 Annexure 4

Sr No	Name of the Applicant	Other Member 1	Other Member 2	Experience in Operating and Managing		Experience in Operating Specialized Hospital/ Nursing	
				Nephrology Centre, Urology Units or Dialysis Unit	Details of Experience	With atleast 50 Beds	Details of No of Beds
1	FAHIT Care Private Limited	Dr Anay Aggarwal	Jayshree Petrochemicals Private Limited	Yes	OM 1: Affidavit attached 15 years of experience in operating Dialysis Unit		90 Beds Hospital
2	IAAK Healthcare Institute Limited	N/A	N/A	Yes	Experience in running Max Hospital at Noida & Pitampura with 3 & 2 Dialysis Machines since Aug 2002 & May 2002 respectively	Yes	
3	Apollo Health and Lifestyle Limited	N/A	N/A	Yes	Apollo Hospitals Chennai has been performing more than 2000 Haemodialysis Sessions per month with a capacity of 28 Machines since 1983		

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*[Signature]*  
 Dr. Asha Singh  
*[Signature]*  
 Dr. Kavita Nabiyal  
*[Signature]*  
 Dr. M. Bahuguna

*[Signature]*  
 Shri Kishan Singh Rautela  
*[Signature]*  
 Dr. Vikram Singh  
*[Signature]*  
 Dr. S. Bahuguna  
*[Signature]*  
 Shri T.K. Pant

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 Shri Sumit Barua  
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 Dr. R.K. Pant  
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 Dr. K.L. Arya  
*[Signature]*  
 Dr. C.P. Arya

Bid Evaluation Report for Setting up Nephrology Centre in BOT at Deen Dayal Upadhyaya Hospital  
 Technical Proposal  
 Annexure 5

Sr No.	Name of the Applicant	Previous experience of the bidder in managing similar centres				Number of cumulative dialysis machines in operation		Qualifications in the relevant field for Nephrologist		Experience of medical and Technical Staff					Features of software offered		
		Operating and Managing Nephrology centre, Hemodialysis units or Dialysis Units	Operating Specialised Hospital/ Nursing Homes with atleast 50 Beds	Operating dialysis centres with more than 15 machines (all centres)	Operating dialysis centres with 10 and less than 15 machines (all centres)	DM (Nephrology)	DNB (Nephrology)	Post Graduates	Bachelors degree	Additional Technical qualifications	More than 3 yrs	Less than 3 yrs	More than 6 yrs	3 to 5 yrs		2 to 3 yrs	Less than 2 yrs
	Maximum Marks	40	30	25	20	20	10	10	5	5	10	5	5	3	2	0	10
1	RAJ C care Private Limited	Yes				Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
2	AAA Healthcare Institute Limited	Yes				Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
3	Archie Health and Lifestyle Limited	Yes				Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes

*[Signature]*  
 Dr. Asha Singh  
 Smt. Kavita Nabiyal

Dr. M. Bahuguna

*[Signature]*  
 Shri T.K. Pant

*[Signature]*  
 Shri Kishan Singh Rautela  
 Dr. Vikram Singh

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 Shri Sumit Barua  
 Dr. R.K. Pant

*[Signature]*  
 Dr. K.L. Arya

Bid Evaluation Report for Setting up Nephrology Centre in BOT at Deen Dayal Upadhyaya Hospital  
 Summary  
 Annexure 6

Sr No.	Name of the Applicant	Test of Responsiveness	Financial Capability	Technical Capability	Technical Proposal	Technical Proposal Marks	Remarks
1	RAHI Care Private Limited	Yes	Yes	Yes	Yes	98	Following information shall be sought in case the Bidder is selected before the signing of the Concession Agreement : 1) Power of Attorney for LM of the Consortium Typographical error '1' line is missing as per format provided in the RFP 2) Jt Bidding Agreement : proportion of shareholding not mentioned in point no. 6 3) Financial Statement of Other Member 1 is not provided for Financial Year 2007-08. Form 3 CB provided.
2	MAX Healthcare Institute Limited	Yes	Yes	Yes	Yes	100	
3	Ayolo Health and Lifestyle Limited	Yes	Yes	Yes	Yes	100	Following information shall be sought in case the Bidder is selected before the signing of the Concession Agreement : 1) Service tax Raigstration is not provided

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Dr. Asha Singh  
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Bid Evaluation Report for Setting up Nephrology Centre in BOT at  
Deen Dayal Upadhyaya Hospital, Dehradun

**Recommendation**

Based on evaluation process carried out all the 3 Bidders have qualified technically. Details are enclosed as Annexure 1,2,3,4,5, & 6.


However in case RAHI Care Private Limited or Apollo Health and Lifestyle Limited are selected the following documents shall be requested from them before signing of the Concession Agreement.

1. RAHI Care Private Limited :
  - a. Power of Attorney for LM of the Consortium : Typographical error 1 line is missing as per format provided in the RFP and the same should be incorporated.
  - b. Jt Bidding Agreement : proportion of shareholding to be mentioned in point no. 6
  - c. Financial Statement of Other Member 1 to be provided for Financial Year 2007-08. Form 3 CB is already submitted.
2. Apollo Health and Lifestyle Limited :
  - a. Service tax Registration

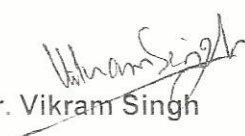
Hence it is recommended to open the Financial Proposals of all the 3 Bidders after informing the Government.

  
Dr. Asha Singh

  
Shri Kishan Singh Rautela

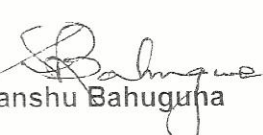
  
Shri Sumit Barua

  
Smt. Kavita Nabiyal

  
Dr. Vikram Singh

Dr. R.K. Pant

  
Dr. Manorama Bahuguna

  
Dr. Sudhanshu Bahuguna

  
Dr. K.L. Arya

  
Shri T.K. Pant

  
Dr. C.P. Arya



## Financial Bid Evaluation for operation of Nephrology Center at Coronation Hospital on PPP mode

Yr	Rs/Procedure			PV of Rs/Procedure				PV Factor 12%
	Max Health Care	Apollo Health	Rahi Care	Max	Apollo	Rahi		
1	1,643	936	1,290	1,467	836	1,152		0.8929
2	1,765	936	1,400	1,407	746	1,116		0.7972
3	1,772	936	1,525	1,261	666	1,085		0.7118
4	1,979	936	1,650	1,258	595	1,049		0.6355
5	2,020	936	1,800	1,146	531	1,021		0.5674
				1,308	675	1,085		

- > Financial bids of three technically qualified bidders were opened on 7<sup>th</sup> Jan 2010. The three bidders are Max Health Care Institute, Delhi, Apollo Health & Life Style Ltd., Chennai and Rahi Care Pvt. Ltd., Chandigarh.
- > The lowest Present Value (PV) is Rs. 675.00 per dialysis procedure offered by Apollo.
- > The Government would pay Rs. 936.00 to the PPP partner M/s Apollo Health & Life Style Ltd., Chennai per dialysis procedure every year for five years.

Kishan Rautela

Smt. Kavita Nabiyal

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**Budgetary Allocation for Nephrology Center at Pandit Deen Dayal (Coronation) Hospital**

S No	Description	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5
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1	Estimated Numbers	11,880	11,880	11,880	11,880	11,880
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**Payment to PPP Partner**

2	Per Procedure (Rs)	936	936	936	936	936
3	Rs lakhs	111.20	111.20	111.20	111.20	111.20

**Other Costs to Government**

4	Project Monitoring Cost	6.00	6.00	6.00	6.00	6.00
5	Contract Employee Cost	4.00	4.00	4.00	4.00	4.00
6	Consumable cost of BPL	36.53	36.53	36.53	36.53	36.53
7	Sub Total	46.53	46.53	46.53	46.53	46.53

**Users Charges receivable from APL**

8	Per Procedure (Rs)	150	150	150	150	150
9	Rs lakhs	12.47	12.47	12.47	12.47	12.47

10	Net outflow for Govt	145.25	145.25	145.25	145.25	145.25
	(3) + (7) - (9)					

Kishan Rautela

Sumit Barua

Dr. Vikram Singh

Dr. R.K.Pant

Smt. Kavita Nabiyal

Dr. K.L. Arya

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Dr. C.P. Arya

Value-for-Money for 5 year operation of Nephrology Center on BOT mode

Rs Lakhs

No	Description	Government Outflow		Savings to Govt on PPP mode
		Govt Project	PPP mode	
1	Capital Cost	132.00	0.00	132.00
2	O & M Expenses	459.00	0.00	459.00
3	PV of Annual Grant for 5 yrs	0.00	522.00	(522.00)
4	Total	591.00	522.00	69.00

S No	Description	PSC	Shadow Bid	Actual Bid (A.pollo)	Savings
1	Number of procedures	49,500	59,400		
2	Cost per procedure (Rs)	1,193.00	879.00	675.00	518.00
3	PV of Annual Grant (Rs Lakhs)	591.00	522.00	401.00	190.00
	Kishan Rautela Smt. Kavita Nabiyal	Sunit Barua Dr. K.L. Arya	Dr. Vikram Singh	Dr. S. Bahuguna	Dr. R. K. Pant
	Shri T.K. Pant		Dr. C.P. Arya		