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REQUEST FOR PROPOSAL

FOR

FINANCING, EQUIPPING AND MAINTENANCE OF 20 BED GENERAL HOSPITAL

ON

PUBLIC PRIVATE PARTNERSHIP (PPP) MODE

AT

RANCHI, JHARKHAND

November' 2011

Prepared by:

**RANCHI MUNICIPAL CORPORATION
RANCHI, JHARKHAND**



Request for Proposal

Ranchi Municipal Corporation (RMC) has in its possession land and building at a prime location for running a 20 bed General Hospital.

1. Introduction

Ranchi Municipal Corporation invites Request for proposal (RFP) from existing hospitals, nursing homes or Doctors for financing, equipping, operation and maintenance of 20 Bed General Hospital on Public Private Partnership at Ranchi (Jharkhand). Concessionaire shall equip, run and maintain 20 beds General Hospital complying norms laid under Bureau of Indian Standards (BIS)/ Indian Public Health Standards (IPHS) / NABH (National Accreditation Board for Hospitals) besides applicable Guidelines/Policies of State and Central Government.

2. Site Specifications

Location	Rathu Road, Ranchi- Jharkhand
Ownership	Ranchi Municipal Corporation
Area	Land area :4000 Square Feet Covered Area of the Building: 6000 Sq ft.

3. Infrastructure Available With The RMC

- 3.1. Land with an area of around 4000 square feet at Rathu Road, Ranchi
- 3.2. Two storey newly constructed building with a provision of emergency, reception, OPD area, two operation theaters, and IPD area with a provision for 20 beds at first floor.
- 3.3. Five doctor's cabins at ground floor.
- 3.4. Three rooms at Ground floor.
- 3.5. One casualty/ Emergency at ground floor.
- 3.6. Parking space available.
- 3.7. Area for chemist shop.



* Reference Image

Bidders are requested to visit the site to appraise them about the infrastructure available.



4. PPP Framework

PPP Model	Management Contract
Concessions	<p>a. Land and building on “as-is-where-is-basis” shall be provided by RMC.</p> <p>b. Concessionaire shall procure plant and machinery and equipments to meet the project objectives of setting up 20 bed hospital.</p> <p>c. Concessionaire shall operate and manage the hospital.</p> <p>d. Private Player shall form Special Purpose Vehicle (SPV) for execution of project.</p> <p>e. Concession Period shall be 15 years, renewable upto 20 years.</p> <p>f. Facility so created shall revert to RMC after end of concession period free of cost.</p> <p>g. Concessionaire shall: Reserve 20 % of total capacity of IPD and 20% of total capacity of OPD for BPL patients and RMC employees to be treated free/ as per guidelines framed by Ranchi Municipal Corporation from time to time.</p> <p>h. Shall be free to charge other patients at market rates after informing RMC in this regard.</p>
Concessioning Authority	Ranchi Municipal Corporation
Confirming Party	Preferred Bidder
Concession period	15 years renewable for another five years.
	Land, Building, fixed and movable assets of SPV to be transferred to RMC after the end of concession period free of cost.

5. Revenue Potential

The hospital will have various revenue earning options. Selected bidder shall prepare a business model and submit to Governing Council for approval while signing the Concession Agreement. Some of these could be:

	<p>Primary Services (medical in nature):</p> <ul style="list-style-type: none"> ○ Rentals and fees from IPD patients ○ Fees from surgeries/ medical procedures ○ Rental from OPD slots ○ Diagnostic Services ○ Rental from pharmacy/ chemist shop <p>Auxiliary Services (non-medical):</p> <ul style="list-style-type: none"> ○ Ambulance Charges ○ Canteen/ Café ○ Parking
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6. Monitoring Mechanism

To ensure that the project is being developed and run in accordance with the Concession Agreement between RMC & Concessionaire, a Governing Council shall be constituted by RMC to administer the functioning of the SPV.

7. Objective And Scope Of Work

Objective	To provide healthcare services at Ranchi, Jharkhand by equipping, financing, running and maintenance of a Hospital on Public Private Partnership (PPP) Mode.
Project Name	General Hospital On Public Private Partnership At Ranchi
Proposed Facilities	<p>20 beds General Hospital complying norms laid under Bureau of Indian Standards (BIS)/ Indian Public Health Standards (IPHS) / NABH (National Accreditation Board for Hospitals) besides applicable Guidelines/Policies of State and Central Government.</p> <p>The hospital should have following fully equipped departments/wings:</p> <ul style="list-style-type: none"> • OPD • IPD • Surgery • Medicine • Orthopedic • Gynecology • Pediatric • Ophthalmic • Emergency/ICU • DOT centre and designated microscopy centre • X Ray/Sacn/Diagnostic/ Pathology <p>The above list is indicative and the Concessionaire shall however be free to add / delete services with the consent of RMC.</p>
Proposed Ancillary Services and Amenities	<ul style="list-style-type: none"> • Ambulance Services • Dietary Services • Central Sterile Supply Department • Laundry and Linen Services • Waste Management Including Biomedical Waste • Nursing Services • Parking • Pharmacy/ Chemist Shop • ATM/Canteen/Coffee Shop/ STD/Fax/Internet <p>The above list is indicative and the Concessionaire shall however be free to add / delete services with the consent of RMC.</p>



8. Instructions to Applicants

PROPOSED SELECTION METHOD	
8.1	<p>Proposed Bidding Process</p> <p>Two stage bidding process: Stage I: RFP for short-listing based on technical and financial capacity. Stage II: The Financial Bid of only short listed candidates will be opened.</p>
8.2	<p>Proposed Selection Method</p> <p>The bidder has to apply in two separate sealed envelopes with the first envelope having technical Submission and the second envelope having Financial offer. These two envelopes should then further be sealed in an outer envelope .</p> <p>Bidder offering highest financial bid towards following would be selected:</p> <p>a. Annual Revenue (to be paid quarterly) payable to Ranchi Municipal Corporation.</p>

9. Qualifying Criteria

9.1. Technical Criteria

- i. A Doctor or Consortium of not more than three (3) Doctors having post qualification experience of 10 years or more. Or a Company having experience of operating a hospital of minimum 20 beds for past 5 years
- ii. Minimum qualification of the Applicant Doctor(s) shall be M.B.B.S with post graduation like MD/MS /DNB or equivalent.

Note:

- a. Applicant having an experience of running hospital or nursing home shall be given more weightage.
- b. Experience in number of completed years after post graduation only shall be considered.

9.2. Financial Criteria:

- i. Applicant(s) shall have aggregate annual turnover of at least Rs. 30 lakhs in the last three financial years ending March 31, 2011 from the medical profession.

AND

- iii. Applicant(s) shall have a minimum Net-Worth of Rs. 20 lakhs at the close of the preceding financial year i.e. financial year ending on March 31, 2011.



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9.3. Evaluation Criteria



S.No	Criteria	Max Marks	Marking System
1	Technical	60	
1a	Experience in Operation & Maintenance of a Hospital, having a bed capacity of not less than 10. a. Less than 3years b. 3-7years c. 7-12years d. More than 12years	20	a. 0 b. 5 c. 10 d. 20
1b	Applicant Doctor's Post Qualification Experience in number of years: a. Less than 10 b. 10-15 c. 15-20 d. More than 20	40	a. 0 b. 30 c. 35 d. 40
1b(i)	In case of Consortium of two Doctors each Applicant Doctor will be given marks e. Less than 10 f. 10-15 g. 15-20 h. More than 20	20	e. 0 f. 15 g. 17.5 20
1b(ii)	In case of Consortium of three Doctors each Applicant Doctor will be given marks i. Less than 10 j. 10-15 k. 15-20 l. More than 20	13.33	h. 0 i. 10 j. 11.66 h. 13.33
1b(iii)	In case of company, Doctors identified by the company to work in the hospital will be given marks as per 1b/1b(i)/1b(ii) as applicable		



2	Financial Criteria	40	
2a	Aggregate Annual Turnover (Rs.Lacs) a. Less than 30 b. 30-50 c. More Than 50	10	a. 0 b. 5 c. 10
2b	Aggregate Net worth (Rs.Lacs) a. Less than 20 b. 20-40 c. More than 40	30	a. 0 b. 25 c. 30

Note : Minimum qualifying marks out of hundred: 60

10. Special Conditions for a Consortium

- 10.1. In case the Applicant is a Consortium, the Applicants in the consortium should jointly meet the experience criteria as stated in **Clause 9**
- 10.2. Lead Member shall commit to hold a minimum equity stake equal to 51% of SPV company at all times during the Concession Period.

11. Instructions to Applicants

- 11.1. The Applicant should submit a Power of Attorney as per the format enclosed as **Appendix 2**, authorizing the signatory of the Application to submit the Application.

Applications submitted by a Consortium should comply with the following additional requirements:

- a. The Application should contain the information requested from each member;
- b. An applicant who has applied for a Project in its individual capacity or as part of a Consortium cannot participate as a member of any other Consortium applying for the Project. A Letter of Exclusivity has to be annexed along with the Application in the format prescribed in **Appendix 5**.
- c. Members of the Consortium shall execute a Power of Attorney as per the format enclosed at **Appendix 3** designating the Lead Consortium Member.
- d. Members of the Consortium shall enter into a Memorandum of Understanding (MOU) for the purpose of making the Application and submitting Proposal in the event of being short-listed and attach a signed copy of the same clearly mentioning the name of the lead member of the Consortium and the share holding pattern of the consortium members.



The MOU should include:

- a. Convey the intent of the Lead Member to enter into a long-term management agreement with the Bidder and form a joint venture company with shareholding pattern. Such Lead Member or joint venture company, as the case may be, would enter into a Concession Agreement and subsequently carry out all the responsibilities as Concessionaire in terms of the Concession Agreement, in case the Concession to undertake the Project is awarded to the Consortium;
- b. Clearly outline the proposed roles and responsibilities of each member of the Consortium;
- c. Include a statement to the effect that all the members of the Consortium shall be liable jointly and severally for the implementation of the Project in accordance with the terms of the Concession Agreement. A copy of the MOU should be submitted with the Application. The MOU entered into between the members of the Consortium should be specific to this Project and should contain the above requirements, failing which the Application shall be considered non-responsive.

11.2 Selected bidder shall be expected to devote full attention to the proposed Hospital Project. Governing Council may further impose suitable conditions to ensure that interests of the proposed hospital project are not compromised in any way.

11.3 Any entity/individual which has earlier been blacklisted and / or barred by Ranchi Municipal Corporation, Government of Jharkhand or any state government or central government from participating in projects would not be eligible to submit the Application, either individually or as member of a Consortium if such a bar imposed exists and is in effect on the Application Due Date.

11.4 Number of Applications

Each Applicant shall submit only one Application in response to this RFP. Any Applicant, who submits or participates in more than one Application will be disqualified and will also cause the disqualification of the Consortium of which it is a member.

11.5 Application Preparation and Submission Cost

The Applicant shall bear all expenditure associated with the preparation of its Application and its participation in the RFP process. The RMC will not be responsible or in any way liable for such expenditure.

11.6 Pre-requisite for Application Submission

11.6.1 It would be deemed that by submitting the Application for RFP, the Applicant has made a complete and careful examination of the RFP document.

11.6.2 The Ranchi Municipal Corporation, Government of Jharkhand shall not be liable for any mistake or error on the part of the Applicant in respect of the above.



11.7 Right to Accept or Reject any of the Application

11.7.1 The Ranchi Municipal Corporation, Government of Jharkhand reserves the right to accept or reject any Application or to cancel the Application process at any point of time at its sole discretion without any liability or obligation for such cancellation / rejection and without assigning any reasons for the same.

11.7.2 The Ranchi Municipal Corporation, Government of Jharkhand reserves the right to reject any Application if:

- i. At any time, a material misrepresentation is made or discovered, or
- ii. The Applicant does not respond promptly and diligently to requests for additional information required / requested for towards evaluation of the Application Rejection of the Application by the Ranchi Municipal Corporation, Government of Jharkhand as aforesaid would lead to the disqualify the RFP of the Applicant. If the Applicant is a Consortium, then the entire Consortium would be disqualified / rejected.

11.8 Amendment of RFP

11.8.1 At any time prior to the Application Due Date, the RMC may, for any reason, and at its own initiative modify the RFP Document by the issuance of Addenda. Such Addenda would be posted on the website.

11.8.2 In order to provide the Applicants a reasonable time to examine the Addendum, or for any other reason, the Ranchi Municipal Corporation, Government of Jharkhand may, at its own discretion, extend the Application Due Date.

11.8.3 The Ranchi Municipal Corporation, Government of Jharkhand will not be responsible for any mistakes / oversights of the prospective Applicants failing to check the contents of the addenda (if any, as and when issued).

11.9 Language

The Application and all related correspondences and documents shall be written in Hindi or English language.

11.10 Validity of Application

The Application shall remain valid for a period not less than and up to six (6) months from the Application Due Date (Application Validity Period). The RMC reserves the right to reject any Application which does not meet this requirement.

11.11 Extension of Validity of Application

In exceptional circumstances, prior to expiry of the original Application Validity Period, the RMC may request Applicants to extend the Application Validity Period for a specified additional period. Applicants not extending the Application Validity Period when so requested will stand automatically disqualified.



11.12 Format and Signing of Application

- 11.12.1 Applicants would provide all the information as requested in this RFP. The Ranchi Municipal Corporation, Government of Jharkhand will evaluate only those Applications that are received in the required format and complete in all respects.
- 11.12.2 The Applicant shall prepare one original set of all documents comprising the Application and clearly mark the same as "ORIGINAL". In addition, the Applicant shall make one (1) additional set of the Application; clearly mark the same as "COPY". In the event of any discrepancy between the original and the copy, the original shall prevail.
- 11.12.3 The Application and its copies shall be typed or written in indelible ink and the Applicant shall initial and stamp each page of the Application. All alterations, omissions, additions, or any other amendments made to the Application shall be initialed by the person(s) signing the Application.
- 11.12.4 One copy of the RFP document has to be made by the Applicant and signed and stamped in original on each page (including the cover page) of the RFP document and sent along with the Application as a documentary evidence of the fact that the Applicant has read each and every provision of the RFP and has agreed to the contents of the same.

11.13 Sealing and Marking of Application

- 11.13.1 The Applicant shall seal the original and the copy of the Application in separate envelopes, duly marking the envelopes as "ORIGINAL" and "COPY". The envelopes shall then be sealed in an outer envelope. The signed copy of the RFP can be put in the inner envelope which contains the original Application. The copies of the Application also need to be signed and stamped on each page by the authorized signatory in case of a single Applicant or the authorized signatory of the lead member in case of a consortium
- 11.13.2 Enevelope 1: **Technical Submission**
- Letter of Application (**Appendix 1**)
 - Power of Attorney for Signing of the Application (**Appendix 2**)
 - In case of Consortium, Power of Attorney for designating the Lead Member (**Appendix 3**)
 - Application Form (in case of Consortium, the *Organization Profile and Related Experience* will need to be provided by the Lead Member for the other members of the consortium also). (**Appendix 4**)
 - In case of Consortium, Memorandum of Understanding between the members.
 - Demand Draft of **Rs. 5000 (Rupees Five Thousand)** only towards the cost of RFP Document by way of a cross demand draft in favor of **C.E.O, RMC, Ranchi** (Should be submitted with the application).



- g. A letter of declaration clearly mentioning that the Applicant has not been blacklisted by any of the state governments or central government across the country in the past (in case of consortium, the same needs to be submitted separately on their respective letter heads for all consortium members).
- h. A Letter of Exclusivity (**Appendix 5**)

Interested Doctors/ Nursing Homes **must** submit the following documents:

- i. Letter of interest
- ii. Experience and Capability of the applicant during the past 3 years
- iii. Financial capacity of the applicant during the last 3 years duly certified by Chartered Accountants.
- iv. Detailed information on current operational capacity and past experiences.
- v. A photocopy of Doctorate Degree.

Technical Submission envelopes shall clearly bear the following identification

“ Technical Proposal for Financing, Equipping and Maintenance of 20 Bed General Hospital”

11.13.3 Envelope 2 : “ Financial offer”

Financial bid as per the format prescribed in clause 8.2 of the RFP document

Financial submission envelope shall clearly bear the following identification

“ Financial proposal for Financing, Equipping and maintenance of 20 Bed General Hospital”

11.13.4 The envelopes shall clearly bear the following identification:

Ranchi Municipal Corporation invites Request for Proposal (RFP) from existing hospitals, nursing homes or Doctors for financing, equipping, operation and maintenance of 20 Bed General Hospital on Public Private Partnership at Ranchi (Jharkhand).



11.13.5 The envelope shall be addressed

C.E.O

Ranchi Municipal Corporation

Kutchury Road

Ranchi-834001

11.13.6 If the envelope is not sealed and marked as instructed above, the Ranchi Municipal Corporation, Government of Jharkhand assumes no responsibility for the misplacement or premature opening of the contents of the Application submitted and such Application may, at the sole discretion of the Ranchi Municipal Corporation, Government of Jharkhand, be rejected.

11.14 Application Due Date

11.14.1 Applications should be submitted on or before the time and the Application Due Date mentioned in the Schedule of Application Process (Clause 11.20) to the address provided in **Clause 11.13.5**.

11.14.2 In the manner and form as detailed in this RFP. Applications submitted by either facsimile transmission, email or telex will not be acceptable.

11.14.3 The RMC may, in exceptional circumstances, and at its sole discretion, extend the Application Due Date by issuing an Addendum in accordance with **Clause 11.8**, uniformly for all Applicants.

11.15 Late Applications

Applications received after the Application Due Date and Time shall not be accepted by the Ranchi Municipal Corporation.

11.16 Modifications/ Substitution/ Withdrawal of Applications

Applications once submitted cannot be withdrawn or modified / altered in any fashion.

11.17 Short listing of Applications

11.17.1 The Ranchi Municipal Corporation, Government of Jharkhand will open the Applications on any working day after Application Due Date for the purpose of short-listing.

11.17.2 The RMC will subsequently examine and short-list Applications in accordance with the criteria set out in Clause 9 of this RFP document.

11.17.3 The Ranchi Municipal Corporation, Government of Jharkhand reserves the right to reject any Application, if:

- i. At any time, a material misrepresentation is made or discovered; or
- ii. The Applicant does not respond promptly and diligently to requests (as and when requested for by the Ranchi Municipal Corporation, Government of Jharkhand) for additional information that may be required for the short listing of the Application by the Ranchi Municipal Corporation, Government of Jharkhand



11.18 Confidentiality

- 11.18.1 Information relating to the examination, clarification, evaluation, and recommendation for the short-listed applicants shall not be disclosed to any person not officially concerned with the process. The RMC will treat all information submitted as part of Application in confidence and would require all those who have access to such material to treat the same in confidence.
- 11.18.2 The RMC will not divulge any such information unless it is ordered to do so by any authority pursuant to applicable law or order of a competent court or tribunal, which requires its disclosure.

11.19 Clarifications

To facilitate evaluation of Applications, the Ranchi Municipal Corporation, Government of Jharkhand may, at its sole discretion, seek clarifications in writing from any Applicant regarding its Application.

11.20 Schedule of Application Process

S.No.	Event description	Date
1	Date of Issue	
2	Last date of submission	
3	Opening of Technical Bid	
4	Opening of Financial Bid	



Appendix 1

Format for Letter of Application

To,
CEO
Ranchi Municipal Corporation
Ranchi

Re: Financing, Equipping, Operation and Maintenance of 20 Bed General Hospital

Dear Sir,

I/Being duly authorized to represent and act on behalf of_____. (hereinafter referred to as “the Applicant”), and having reviewed and fully understood all the information provided in the Request for Proposal (RFP) document released by the Ranchi Municipal Corporation, Government of Jharkhand, the undersigned hereby submits the Application in one original and two copies in response to the RFP, for your consideration.

I/We confirm that my/our Application is valid for a period of Six (6) months from _____ (Tender Submission Date).

I/ We also hereby agree and undertake as under:

Notwithstanding any qualifications or conditions, whether implied or otherwise, contained in our Application, I/we hereby represent and confirm that our Application is unqualified and unconditional in all respects.

Signature of the Authorized Person

Name of the Authorized Person

Date _____

Note:

On the Letterhead of the Applicant or Lead Member of Consortium
To be signed by the Lead Member in case of a Consortium.



Appendix 2

**Format for Power of Attorney for Signing of Bid
(in case of Consortium)**

(On Rs 100 non-judicial stamp paper)

Power of Attorney

Know all men by these present, We.....(name and address of the registered office) do hereby constitute, appoint and authorise Dr.(name and residential address) as our attorney, to do in our name and on our behalf, all such acts, deeds and things necessary in connection with or incidental to our application for the project titled

“Ranchi Municipal Corporation invites Request for Proposal (RFP) from existing hospitals, nursing homes or Doctors for financing, equipping, operation and maintenance of 20 Bed General Hospital on Public Private Partnership at Ranchi (Jharkhand).” including signing and submission of all documents and providing information / responses to the Ranchi Municipal Corporation, Government of Jharkhand, representing us in all matters before the RMC, GOJ in all matters in connection with our Application for the said Project. We hereby agree to ratify all acts, deeds and things lawfully done by our said attorney pursuant to this Power of Attorney and that all acts, deeds and things done by our aforesaid attorney shall and shall always be deemed to have been done by us.

Dated this the _____ day of _____ 2011

For _____

(Name, Designation and Address)

Accepted

_____(Signature)

(Name, Title and Address of the Attorney)

Date : _____

Note:

- To be executed by the Lead Member in case of a Consortium.
- The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required the same should be under common seal affixed in accordance with the required procedure.
- In case the Application is signed by an authorised Director/Partner of the Applicant, a certified copy of the appropriate resolution/ document conveying such authority may be enclosed in lieu of the Power of Attorney.



Appendix 3

Format for Power of Attorney for appointing Lead Member of Consortium

(On a Stamp Paper of relevant value)

Power of Attorney

Whereas the Ranchi Municipal Corporation, Government of Jharkhand, has invited Applications from interested parties for financing, equipping, operation and maintenance of 20 Bed General Hospital on Public Private Partnership at Ranchi (Jharkhand).

Whereas, the members of the Consortium are interested in bidding for the Project and implementing the Project in accordance with the terms and conditions of the Request for Proposal (RFP) Document,

And

Whereas, it is necessary under the RFP Document for the members of the Consortium to designate the Lead Member with all necessary power and authority to do for and on behalf of the Consortium, all acts, deeds and things as may be necessary in connection with the Consortium's Application for the Project who, acting jointly, would have all necessary power and authority to do all acts, deeds and things on behalf of the Consortium, as may be necessary in connection with the Consortium's Application for the Project.

NOW THIS POWER OF ATTORNEY WITNESSETH THAT;

We, M/s. _____ (Lead Applicant), M/s _____ (other Applicants) *(the respective names and addresses of the registered office)* do hereby designate

M/s. _____ being one of the members of the Consortium, as the Lead Member of the Consortium, to do on behalf of the Consortium, all or any of the acts, deeds or things necessary or incidental to the Consortium's Application for the Project, including submission of Bid/proposal, participating in conferences, responding to queries, submission of information/ documents and generally to represent the Consortium in all its dealings with the Ranchi Municipal Corporation, Government of Jharkhand, any other Government Agency or any person, in connection with the Project until culmination of the process of bidding and thereafter till the Concession Agreement is entered into with the Ranchi



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Municipal Corporation, Government of Jharkhand.

In case of partnership firm: name and address of principal office of the partnership firm to be provided.

We hereby agree to ratify all acts, deeds and things lawfully done by Lead Member, our said attorney pursuant to this Power of Attorney and that all acts deeds and things done by our aforesaid attorney shall and shall always be deemed to have been done by us/Consortium.

Dated this the _____ day of 2011

(Executants)

(To be executed by all the members of the Consortium)

Note: The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executants(s) and when it is so required the same should be under common seal affixed in accordance with the required procedure.



Appendix 4

Format for Application

A. Organization Profile & Related Experience

APPLICANT STATUS: Single entity / Consortium (please tick the relevant status)

If the Application Status is “Consortium”, each member should submit the information in the format given below.

A1. Basic Details:

- i. Name of the Applicant:
- ii. Address:
Home:
Office:
- iii. Telephone:
- iv. Name of the authorized Signatory of the Application:
- v. Mobile Number of the Authorized Signatory
- vi. Email ID:

A2. Previous Experience of the Bidder

S.No.	Particulars	Supporting
1	Applicant's Doctor's Qualification	Relevant supporting Documents should be provided
2	Applicant Doctor's Post Qualification Experience	Relevant supporting Documents should be provided
3	Applicant Doctor's Experience in Operation & Maintenance of a Hospital	Relevant supporting Documents should be provided

A3. Experience of working with the Government in Health Sector on PPP If any

Narrative Description of Project: not more than 200 words for each project.

B. Applicant's Appreciation of the Project based on personnel experience.

(Not more than five A4 size pages)

- Understanding of the Management of Public Health Facilities
- Proposed Approach to Management of Proposed Hospital
- Proposed Approach to Quality Management
- Proposed Financial Management Structure.



C. Financial Details

i. Turnover

Year	Turnover
2008-09	
2009-10	
2010-11	

ii. Net Worth as on 31.03.2011: _____

General Instructions:

Net Worth and turnover to be certified by the Auditor in case of Company/ by Chartered Accountant in case of firm and individuals. The Applicant shall also provide the audited annual financial statements as required for this RFP. Failure to do so would be considered as a non-responsive bid. The Applicant should clearly indicate the calculations and references in the financial statements in arriving at the above numbers. The Applicant should provide the Financial Capability based on its own financial statements. Financial Capability of the Applicant's parent company or its subsidiary or any associate company will not be considered for computation of the Financial Capability of the Applicant.



Appendix 5

Letter of Exclusivity

(To be executed on Applicants letter head)

I/ We, _____, hereby declare that we are/ will not associate with other firm/entity/consortium for submitting an Application for the Project “Financing, Equipping, Operation and Maintenance of 20 Bed General Hospital on Public Private Partnership at Ranchi (Jharkhand)” under consideration.

Dated this the _____ day of _____ 2011

For _____

(Name, Designation and Address of the Chief Executive Officer of the Bidder (lead agency in case of consortium)

Accepted

_____ (Signature)

(Name, Title and Address of the Bidder/s)

Date : _____

Note:

- *To be executed by the Lead Member in case of a Consortium*