

## **SCHEME**

Establishment of Fair Price Outlet for  
Medicines, Consumables and Implants at  
selected Government Hospitals through  
Public Private Partnerships (PPP)

**Government of West Bengal  
Health and Family Welfare Department,  
June 2012**

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## 1. Background

- a) **Medicines** constitute an extremely important and considerably large component of health and medical care services in the government health sector in the state of West Bengal. Considering its need, the Department of Health and Family Welfare (DoHFW), Government of West Bengal (GoWB) spends a sizeable amount of the total health budget for medicines. However, despite lot of importance attached to medicines, the DoHFW is still confronted with the issues of greater access to good quality of medicines by the people at affordable cost, as well as, an organized supply and delivery system to cater to the needs of the people at all levels- primary, secondary and tertiary health care facilities across the state.
- b) **Implants and Consumables** also comprise a large component of medical care services especially at the level of tertiary care facilities. Usage of these items is significantly higher in some of the Departments of the Medical Colleges & Hospitals of the State e.g Cardiology, various specialities of Surgery, Orthopaedic and Nephrology (Dialysis). Many of these items are procured by the patients from different sources (Manufacturing Organizations or their Distributors, Wholesalers/Retailers) on the prescription / requisition from medical/paramedical personnel of the hospital with very little control on the part of the hospital authorities for quality and pricing of these items. Over the years, some measures were taken, but these were mostly sporadic and ensuring a proper delivery system of these items at fair price for the benefit of the patients is still a major challenge for the DoHFW.
- c) **Overall**, the magnitude of the above problems is greatly felt in secondary care and tertiary care hospitals, the services of which are being utilized by a vast section of people to avail of the multi speciality service facilities provided in these hospitals. Patients seeking treatment in these hospitals have greater needs for a range of medicines prescribed by the Doctors in line with the requirement for multi speciality services as well as greater access to quality medicines round the clock. However, in view of several issues, the existing supply and delivery system of medicines in these hospitals are insufficient to meet the above-mentioned need. In this situation, patients are dependent, to a large extent, on the private retail pharmacy outlets operating outside the hospitals. Information and reports indicate that these retail outlets have sizeable business volume through the sales of a range of branded medicines at market price to the patients seeking treatment in these government hospitals. It is estimated that 60 – 70% of the total sales of these retail outlets are effected from the prescriptions generated from these hospitals. The Hospital Authorities have neither any control on the pricing of these brands to make these available at lower than the market price and at affordable cost to the patients of the hospital nor can institute its own monitoring mechanism to check, on an ongoing basis, the quality of the medicines being sold in these outlets.
- d) **The challenge** for the DoHFW in the secondary and tertiary care hospitals is, there fore, to establish the most appropriate delivery system to the patients for improved access to good quality medicines, consumables, implants to suit the requirement for multi speciality services at reasonable price round the clock. This is in conformity with the Vision Document 2011-15, an action plan for the DoHFW for five years, which inter alia pledges to make available

quality medicines and medical consumables at affordable cost for the benefit of the patients

- e) In order to streamline the procurement and supply of these items with special emphasis on quality and cost, the DoHFW has now taken an initiative to involve suitable and competent private sector organizations and use their strengths for establishment of round the clock operation of Fair Price Outlet under PPP for quality medicines, consumables, surgical items, implants etc for the benefit of the patients.
- f) **Considering the opportunities and importance, the DoHFW has decided for the present to implement this initiative of fair price outlets under PPP in 35 hospitals of the state covering all the Medical Colleges & Hospitals, all the District Hospitals and selected Sub Divisional (SD) Hospitals/other hospitals as provided under Annexure 1.**
- g) These fair price retail outlets will be known as “**Naiyamuller Aushadher Dokan**” and this will be displayed in each outlet being operated under PPP in regional language
- h) The existing system of procurement and supply of items under Central Medical Stores (CMS) of the DoHFW will continue to operate in the above-mentioned hospitals.

## 2. Purpose of the Scheme

The purpose of this initiative is to ensure round the clock availability of quality medicines, consumables, surgical items, implants etc at pre-approved discounted rates over the Maximum Retail Price (MRP) to provide utmost benefits to the patients through the fair price outlets within the Medical Colleges and District Hospitals/SD Hospitals in the state of West Bengal.

## 3. Products and Services to be delivered

- a) The Private Sector Partner (PSP) selected based on pre defined selection process and operating the fair price retail outlet will mandatorily stock and sell the items provided in **Annexure 2** to meet the requirements of the patients seeking treatment in these hospitals.
- b) In case of medicines, in line with the Government Order issued by GoWB vide Memo No. H/TDE/1160/1411/2005 dated November 14, 2005, regarding mandatory prescription of drugs in Generic Names in Public Health Facilities, the retail pharmacy outlet would mandatorily stock and sell the **Generic Form** of all single ingredient and combination formulation as per the list of **142 items** provided under **Annexure 2**. It is to be noted that more number of formulations may be added in the above list of 142 items as and when required.
- c) However, the retail pharmacy outlet would be free to procure and sell **Branded Medicines** for formulations other than the mandatory list of 142

items as mentioned under 'b' above. In addition, if the generic version for any of the 142 items does not exist, such items may be procured and sold under Branded Medicines.

- d) i. The mandatory list of medicines and other items to be stocked and sold to the customer in all the hospitals comprise of the following:
- o Mandatory list of 142 items for stocking and selling in Generic Form as mentioned under 'b' above.
  - o Medicines/Formulations listed under the guidelines of Janani Sishu Suraksha Karyakram (JSSK) and not included, if any, in the above list of 142 items
  - o Anti-cancer medicines not included, if any, in the mandatory list of 142 items
  - o Medical Consumables (including consumables listed under JSSK) and surgical items.
- ii. In addition to the mandatory list of items, the PSP will be permitted to stock and sell
- o Medicines as mentioned under 'c' above
- iii. In additions to the above items,
- o the fair price outlets operating at **higher tier facilities** (e.g Medical Colleges & Hospitals) will be required to procure and supply Cardiac Implants, Prosthetic Devices and Orthopaedic items / appliances, which are used mainly in tertiary care facilities
- e) The PSP will also be permitted to stock and sell the following items in all the hospitals:
- o Health Drinks/ Nutritional Supplements
  - o Baby products --- Baby powder, soap, cream, shampoo, lotion, oil (except baby and infant food)
  - o Sanitary Napkins
- f) The list of all generic medicines, branded medicines and all other items mentioned under 'd' will be sold at pre-approved discounted rates much lower than the MRP as described in the pricing policy of this scheme under Section 7.
- g) The Procurement Policy and quality assurance system that need to be complied by the PSP are provided under Section 6 and Section 8 respectively.
- h) The PSP will not stock and sell any of the medicines/items banned by the DoHFW, GoWB and Government of India (GoI). A list of such banned drugs is provided in **Annexure 3**.

#### **4. Essence of the Partnership Model and Investment Pattern**

- a) The model for the fair price outlet under PPP shall be operationalized by a legal instrument – a contract signed between the selected PSP and the Medical Superintendent cum Vice Principal (MSVP) of the concerned Medical

College or the Superintendent of the concerned District Hospital/SD Hospital/other hospitals as the case may be.

- b) The initial duration of the contract will be for a period of **four years**. There will be an annual review of performance. The renewal of the contract at the end of four years will be subject to satisfactory consecutive annual review reports during the initial contract period.
- c) The **investment pattern** of both the DoHFW and the PSP are provided in the following table under the terms of the contract:

Partner	Investment Pattern
<p><b>The DoHFW &amp; its various wings</b></p>	<p>1. Ready to use space shall be provided to the PSP within the hospital as per the norms of Drugs and Cosmetic Act 1940 and Rules 1945 as amended hereafter, with additional storage space. <b>The PSP will be required to pay rent for the space as per assessed rate.</b> The allocated space should be adequate for the PSP to manage the expected business volume of the proposed fair price outlet.</p> <p>2. Access to free water supply</p>
<p><b>The PSP</b></p>	<p>1. <b>Performance Security</b> to be furnished by the selected PSP in the form of Bank Guarantee with any scheduled Bank acceptable to the DoHFW valid for <u>54 months</u> from the date of contract for an amount as under.</p> <p>a. Rs 30,00,000/- (Rs Thirty Lac) only each for operating the fair price outlet at any of the following Medical Colleges &amp; Hospitals</p> <ul style="list-style-type: none"> <li>o SSKM Hospital, Kolkata</li> <li>o NRS Medical College &amp; Hospital, Kolkata</li> <li>o Calcutta Medical College &amp; Hospital, Kolkata</li> <li>o R.G. Kar Medical College &amp; Hospital, Kolkata</li> </ul> <p>b. Rs 20,00.000/- (Rs Fifteen Lac) only each for operating the fair price outlet at any of the following Medical Colleges &amp; Hospitals</p> <ul style="list-style-type: none"> <li>o Calcutta National Medical College &amp; Hospital, Kolkata</li> <li>o Bardhaman Medical College &amp; Hospital, Burdwan</li> <li>o Bankura Sanmilani Medical College &amp; Hospital, Bankura</li> <li>o North Bengal Medical College &amp; Hospital, Darjeeling</li> </ul> <p>c. Rs 10,00.000/- (Rs Ten Lac) only each for operating the fair price outlet at any of the following Hospitals</p> <ul style="list-style-type: none"> <li>o Midnapur Medical College &amp; Hospital, Midnapore</li> <li>o Murshidabad Medical college &amp; Hospital</li> <li>o Malda Medical college &amp; Hospital</li> <li>o Sagar Dutta Hospital</li> <li>o J.N.M Hospital, Kalyani</li> <li>o S.N.Pandit Hospital, Kolkata</li> <li>o All District Hospitals</li> </ul> <p>d. Rs 5,00.000/- (Rs Five Lac) only each for operating the fair price outlet at any of the following Hospitals</p> <ul style="list-style-type: none"> <li>o New District Hospitals (Health Districts) [Erstwhile SD Hospitals]</li> <li>o SD Hospitals</li> </ul> <p>2. Internal furnishing and furbishing of the space</p>

Partner	Investment Pattern
The PSP (continued)	3. Installation of furniture, equipment and refrigerator as per requirement of Drugs and Cosmetic Act, 1940 and Rules, 1945 as amended hereafter
	4. Setting up a separate electricity metre in the name of the private partner – for which necessary no objection certificates could be made available by the Rogi Kalyan Samiti (RKS) of the concerned hospital  <i>(However, it is to be noted that DoHFW will arrange at their cost installation of the electrical connection and augmentation if required up to the door step of the operating rooms for the facilities undertaken under PPP)..</i>
	5. Initial procurement of stocks as per products and service to be delivered as described under Section 3.

- d) The usage right of the space allocated to the PSP will be governed by the provisions of the contract signed between the concerned parties as mentioned under 'a' above in this section. The PSP shall not have any claim and / or ownership rights for the space allocated.

## 5. Role and responsibilities of each Partner

### A. The DoHFW and its various wings/hospital authorities

- 1) The DoHFW / hospital authorities will provide ready to use space for the fair price outlet within the Medical College / District Hospital/SD Hospital as per the norms of Drugs and Cosmetic Act 1940 and Rules 1945 as amended hereafter, with additional storage space. The allocated space would be adequate for the private partner to manage the expected business volume of the proposed pharmacy outlet.
- 2) The DoHFW shall fix the rent for the space to be provided to the PSP as per assessed rate.
- 3) In case, ready to use space is not available, the hospital authorities will undertake necessary work to make the space in ready to use condition.
- 4) The hospital authorities will make necessary arrangements for access of free water supply to the PSP round the clock
- 5) Use of electricity will be allowed by DoHFW for which the PSP will pay consumption charges directly to the energy supplier as per prevailing rules of the energy supplier. Necessary NOC from the competent authority of the concerned hospital will be provided to the PSP for procurement of separate electric meter for which the applicable security deposit and installation charges within the operating rooms under PPP will be borne by the PSP. However, it is

to be noted that DoHFW will arrange at their cost installation of the electrical connection and augmentation if required up to the door step of the operating rooms for the facilities undertaken under PPP.

- 6) The DoHFW at the state level shall undertake overall monitoring of policy related areas viz implementation of the procurement policy, pricing policy and quality assurance system as described under section 6,7 and 8 respectively. The authorized personnel of the Rogi Kalyan Samiti (RKS) will undertake regular monitoring relating to operation and management of the fair price outlet under PPP of the concerned hospital.
- 7) The DoHFW shall develop the Standard Operating System (SOP) and management systems to be followed by the PSP. The DoHFW shall develop appropriate soft ware package to enable the PSP to install the same for disseminating information on multiple parameter for operation and management of the fair price shop.
- 8) The RKS of the concerned hospital will extend necessary help and support to the PSP for smooth operation of the fair price outlet

#### **B. The PSP**

- 1) The PSP will complete all formalities for separate electricity connection with electricity metre and comply with all the requirements as described under A4 in this Section.
- 2) All internal equipping, furnishing and refurbishing of the space will be undertaken by the PSP at its own cost
- 3) The PSP will be responsible for maintaining security of the establishment
- 4) Performance Security as described under Section '4c' shall be furnished by the PSP in the form of Bank Guarantee as described under Section 4c and in accordance with the terms of the contract.
- 5) The PSP will ensure timely payment of the rent fixed by the DoHFW for the space provided for the fair price outlet and comply with the terms and conditions for payment of rent as incorporated in the legal contract
- 6) The PSP will arrange its own finances to run its business.
- 7) The PSP will undertake the entire operation and management of the fair price outlet including procurement of the items and deployment of manpower.
- 8) The PSP will appoint, train and maintain its own staff and will also comply with the requirements of engaging registered Pharmacist as per norms
- 9) The fair price outlet will be kept open to the customers round the clock.
- 10) The PSP will fulfil necessary requirements for obtaining Drug License, Trade License and other applicable licenses and norms for the fair price outlet
- 11) The PSP will follow the requirements laid down relating to Products and Services to be delivered as stated under Section 3



- 12) The PSP will comply with the procurement policy, pricing policy and quality assurance norms as incorporated in the scheme
- 13) Adequate inventory of stocks will be maintained by the PSP to avoid any stock out situations
- 14) All items are to be sold to the patients on valid prescriptions at the agreed discount on MRP and in compliance with existing Drugs and Cosmetics Acts and Rules. All receipts/cash memos must be computerized and comply with applicable norms and in addition shall include the percentage of discount given on MRP.
- 15) The PSP will ensure use of bar-coding and optical scanner at the point of sales.
- 16) Necessary soft ware packages as described under A6 in this Section will be installed by the PSP and all transactions will be recorded on daily basis using this soft ware for operation and management of the fair price outlet.
- 17) The PSP will submit monthly reports to the RKS in prescribed formats for each month within 5<sup>th</sup> of the next month.
- 18) The establishment will be kept open for the customers round the clock

## 6. Procurement Policy

- 1) The PSP will procure standard quality of medicines/consumables/surgical items/implants/prosthetic devices / Orthopaedic items/appliances and other items from manufacturing organizations or their marketing organizations or their authorized distributors.
- 2) **a.** The following guidelines are required to be followed by the PSP for procurement of **medicines:**
  - o The Manufacturing Organizations are Revised Schedule M compliant and conform to cGMP standards.
  - o The Manufacturing Organization or their Marketing Organization should have a minimum annual sales turn over of Rs 40 Crores in aggregate of the last two financial years ending March 2011.
  - o The Organization should have its own depot or C&FA in West Bengal with distribution network through authorized distributors in all the districts of West Bengal.
- b.** The PSP will compile a list of manufacturing organizations relating to procurement of medicines taking into account all the above requirements as mentioned under 'a' above and submit the same to the DoHFW at the state level and RKS of the concerned hospital for their record.

- 3) **a.** The procurement of items other than medicines shall also be made with due consideration on the quality of the items, credibility and performance record of the manufacturer, their marketing organizations/authorized Distributor and existing usage of these products in different hospitals
- b.** The Manufacturing Organization or their Marketing Organization for these items should have a minimum annual sales turn over of Rs 10 Crores in aggregate of the last two financial years ending March 2011 in order to qualify for supply of the items
- c.** The PSP will compile a list of manufacturing organizations and their marketing organizations relating to procurement of different items other than medicines taking into account all the above requirements as mentioned under 'a' and 'b' above and submit the same to the DoHFW at the state level and RKS of the concerned hospital for their record
- 4) The above list of manufacturers shall be valid for one year and a review shall be made by the PSP in consultation with the DoHFW at the end of each year for necessary changes.

## 7. Pricing Policy

- a) The PSP will offer maximum discounts to the customers over MRP of all the items. The discounts offered will have to be more than 30% of the MRP on all items to be sold to the patients through the fair price outlet
- b) Contract will be awarded to the applicant who will offer the maximum discount over MRP for all the items after being qualified on technical parameters
- c) Percentage discount will be applicable on the MRP mentioned and will be inclusive of VAT etc. No other component/taxes will be levied on the discounted price.
- d) The PSP will ensure that the discount given over MRP is mentioned in the computerized cash memos provided to the customers.

## 8. Quality Assurance

- a) The hospital authorities would institute the following measures to ensure quality of generic/branded medicines to be procured and sold by the PSP:
- 1 The fair price outlet would procure stocks only from the approved manufacturers as described under Procurement Policy in Section 6
  - 2 The hospital authorities may ask the PSP to submit analytical report from approved and accredited laboratories in the country for certain randomly selected batches of stocks supplied by the manufacturers. In such cases, it is obligatory on the part of the PSP to arrange for

such reports at their own expenses and submit the reports within a specific time frame.

- b) In addition, quality audits would be undertaken time to time from the office of the Director, Drugs Control through its testing laboratory.
- c) The PSP will ensure that items which are near to its date of expiry are not sold to the customers under any circumstances.
- d) All other items must conform to the specification standards as applicable.(e.g. specifications standards laid down by the Bureau of Indian Standards)
- e) As part of other measures, the PSP will ensure use of Bar Coding on each item and optical scanner at point of sales

## 8. Monitoring Mechanism

- a) The competent authority of the Hospital on behalf of RKS shall monitor the day-to-day operational activities of the services undertaken in the fair price outlet.
- b) Performance review will be undertaken by RKS on quarterly basis. Senior Official from the DoHFW will be present during Performance Review..
- c) The PSP will be required to submit monthly reports in prescribed format to concerned officials
- d) Appropriate soft ware packages will be installed by the PSP with the help and support of the DoHFW to disseminate information on multiple parameters on operation and management of the fair price outlet under PPP and include information like inventory status, stock outs, near expiry stocks etc.
- e) The DoHFW at the state level shall monitor implementation of procurement policy, pricing policy and quality assurance as described under the relevant Sections above.

## 9. Causes for Termination

Any of the following events shall constitute an event of default by the PSP entitling the DoHFW to terminate this contract:

- a. Failure to commence services in the Hospital within three months of signing the agreement
- b. Failure to comply with SOPs for operation and management of the services
- c. Over charging from the patients for any of the items in violation of the Pricing Policy
- d. Selling expired or spurious or recycled or a combination of any such products to the customer from the fair price outlet under PPP.

- e. Failure to comply with the statutory requirements, Drugs & Cosmetics Acts, Rules and other applicable norms
- f. Criminal indictment of the promoters, member/s of the Board of Directors, chief functionaries, key personnel engaged by the PSP for operation and management of the fair price outlet.
- g. Engagement of unqualified persons for running of the Services
- h. Use of the allocated space by the PSP for any other purpose other than the approved scheme.
- i. Failure to comply with the terms of the contract relating to the Performance Security to be furnished by the PSP in the form of Bank Guarantee.
- j. Complaints of Stock outs received from the customers also verified by surprise checks in more than three occasions in a month
- k. If the PSP in the judgement of the hospital authorities has engaged in corrupt practices in competing for or in executing the contract parameters
- l. If the PSP has sublet the space to any other Organization for operation and management of the retail outlet.

Upon occurrence of any of the defaults, the DoHFW would follow the procedures of issuing Notice/Show Cause before deciding on termination of the agreement. The decision of the DoHFW shall be final and binding on the PSP.

## 10. Selection Process for selection of the PSP

### **a. Selection Committee**

The DoHFW shall form a Selection Committee (SC) under the Chairmanship of the Director of Medical Education (DME) to undertake selection of the applicant for the fair price outlet under PPP.

### **b. Eligibility Criteria of the Applicant**

The eligibility criteria for application of prospecting applicants for consideration of selection of the Organization for the fair price outlet under PPP are provided as under:

- 1) The applicant must have a minimum of five years experience in managing a Retail Chemist Outlet or as a Wholesaler/Distributor in the pharmaceutical trade in the State of West Bengal.
- 2) The Organization must be holding valid license issued under the provisions of the Drugs & Cosmetics Act as on the date of submission of the application
- 3) The applicant should have valid VAT registration certificate from the appropriate authorities (to be supported by documentary evidence)

- 4) The Organization has not been convicted by the state drug authorities and no case is pending under the provisions of the Drugs & Cosmetic Act 1940 and rules made there under (No Conviction Certificate needs to be produced).
- 5) The Organization should have a minimum sales turnover in aggregate of last two financial years ending on March 2011 as follows :

For organizations with existing Retail Chemist Outlet

- The sales turnover of the Organization must not be below Rs. Ten crore in aggregate of the last two financial years ending March 2011 for those expressing interest in establishing such outlets in Medical Colleges.
- The sales turnover of the organization must not be below Rs. Six crore in aggregate of the last two financial years ending March 2011 for those expressing interest in establishing such outlets in the District Hospitals/SD Hospitals/other hospitals.

For other organization (existing wholesaler/Distributor of pharmaceutical trade)

- The sales turnover of the Organization must not be below Rs. Twelve crore in aggregate of the last two financial years ending March 2011 for those expressing interest in establishing fair price outlets in Medical Colleges.
- The sales turnover of the existing Retail Chemist Outlet must not be below Rs. eight crore in aggregate of the last two financial years for those expressing interest in establishing fair price outlets in the District Hospitals/SD Hospitals/other hospitals.

*(Applicant failing to fulfil any of the above-mentioned Eligibility Criteria will not be considered for selection. However, the Selection Committee may relax one or more of the eligibility criteria excepting sl nos .2, 3 and 4 in case of deserving applicants.)*

**c. Earnest Money Deposit (EMD) and submission of application**

An EMD of Rs 30000/- for applications for Medical Colleges and Rs 15000 /- for applications for District Hospitals, SD Hospitals and other hospitals by way of separate demand draft must accompany each application. *(Details of submission of the EMD and applications are provided under Annexure 4).*

**d. Selection Process**

A single stage selection process which include technical and financial (discount offered on MRP) proposal shall be submitted by the applicant. ***(The details of the procedures for submitting applications have been provided under Annexure4).*** Selection process would involve short-listing of applicants based on marks scored by the applicants on each of the criteria under Technical proposal as under. Physical inspection at the facilities of the applicants with prior intimation may be undertaken by SC or members authorized by SC for gathering information relating to short listing of applicants for further processing for selection.

Criteria	Marks
1. The Organization has experience of running the existing set up for last five years and above.	a. > 05 – 08 years = 10 marks b. > 08 - 12 years = 15 marks c. > 12 years = 20- marks
<p>2. <u>For applicants having existing retail pharmacy outlet</u></p> <p>a. Annual Turnover (in Rupees) of the Organization having retail chemist outlet in aggregate of two financial years and applying for Medical Colleges &amp; Hospitals</p> <p><b>Or</b></p> <p>b. Annual Turnover (in Rupees) of the Organization having retail chemist outlet in aggregate of two financial years and applying for District Hospitals/SD Hospitals/other hospitals</p> <p>2 <u>For applicants having existing wholesale/distribution set up</u></p> <p>a. . Annual Turnover (in Rupees) of the wholesaler/distributor in pharmaceutical trade in aggregate of two financial years and applying for Medical Colleges</p> <p><b>Or</b></p> <p>b. . Annual Turnover (in Rupees) of the wholesaler/distributor in pharmaceutical trade in aggregate of two financial years and applying for District Hospitals/SD Hospitals/other hospitals</p>	<p>a. &gt; 10crore- - 11 crore = 12 marks b. &gt; 11 crore - 12 crore = 15 marks c. &gt; 12 crore = 20 mark</p> <p><b>Or</b></p> <p>a. &gt; 6 crore – 7 crore = 12 marks b. &gt; 7 crore – 8 crore = 15 marks c. &gt; 8 crore = 20 mark</p> <p>a. &gt; 12 crore – 13 crore = 12 marks b. &gt; 13 crore – 14 crore = 15 marks c. &gt;14 crore = 20 mark</p> <p>a. &gt; 8 crore – 9 crore = 12 marks b. &gt; 9 crore – 10 crore = 15 marks c. &gt; 10 crore = 20 mark</p>
<p>3. In case of applicants having existing retail pharmacy outlet, the existing establishment has adequate man power for management of the outlet</p> <p><b>Or</b></p> <p>In case of wholesaler/distributor, the existing organization has experience of supplying products to hospitals under GoWB</p>	<p>a. One full time Pharmacist with four sales persons: 5 marks b. One full time Pharmacist with five sales persons: 10 marks c. One full time Pharmacist with six or more of sales persons: 15 marks</p> <p>a. Have experience in minimum of two hospitals under GoWB : 5 marks b. Have experience in three hospitals under GoWB: 10 marks</p>

Criteria	Marks
	c. Have experience in more than three hospitals under GoWB: 15marks
4.The Organization have applied for fair price outlet for any of the Medical Colleges / District Hospitals / SD Hospitals / other hospitals in the same District where they are located and have business operation in the same District (Kolkata city will be treated as Kolkata District)	If Yes: 20 marks
5.The retail pharmacy outlet or the wholesaler / distributor have existing business operations, which include medical consumables and surgical items apart from medicines	a. Existing business operation include medicines & medical consumables: 10 marks b. Existing business operation include medicines, medical consumables and surgical items: 15 marks
<p>6 <u>For applicants having existing retail pharmacy outlet</u></p> <p>The retail pharmacy outlet has applied for fair price shop for any Medical College and has existing retail pharmacy outlet in front of or surrounding area of the same Medical College</p> <p><b>or</b></p> <p>The retail pharmacy outlet has applied for fair price shop in any District Hospital/SD Hospital/other hospital and has existing operations in front of or surrounding area of the same District Hospital/ SD Hospital/other hospital</p> <p><u>6.</u> <u>For applicants having existing wholesale/distribution set up</u></p> <p>The wholesaler/distributing organisation has been handling business for more than 10 pharmaceutical companies</p>	If Yes: 10 marks

The maximum possible marks, which may be scored by an applicant, are 100. Minimum qualifying marks are 60 out of 100 (i.e. 60 % of the total possible marks). The Organizations scoring 60 and above would be short-listed for next round for selection

2. After short-listing of applicants as mentioned under 'd' above, final selection of the Organization from the short-listed applicants would be made on the basis of the highest discount offer made by an applicant on MRP. The discount offered must be more than 30% of MRP.

*(Please note that the BID on the discount offered by the applicant will be opened only for short-listed applicants as mentioned above.)*

3. The SC can call for any further clarifications or information or documents at any point of time. The applicant may also be called for explaining or clarifying issues, if there be any.

4. Decision of the SC on selection of the Organization is final.

**5. A pre-bid meeting will be held with the interested applicants on July 24, 2012, Tuesday at 12 noon at the Auditorium, 2<sup>nd</sup> floor, Swasthya Bhawan, Department of Health & Family Welfare, Sector V, GN 29 Salt Lake, Kolkata-700091**



## **ANNEXURES**

### **Annexure 1:**

Name of the Medical Colleges, District Hospitals, SD Hospitals and other hospitals for establishment of fair price outlet under PPP

### **Annexure 2:**

List of medicines under mandatory list

### **Annexure 3:**

List of Drugs banned by the DoHFW, GoWB and Gol for marketing in India.

### **Annexure 4:**

Instruction to Organizations regarding submission of application

### **Annexure 5:**

Application Format for the Organizations intending to apply for the scheme

### **Annexure 6:**

Draft of the letter regarding discount to be offered by the Organization over MRP

### **Annexure 7**

Draft of the covering letter to be submitted in the Letter Head of the Organization

**Annexure 1****Name of Medical Colleges, District Hospitals and SD Hospitals for proposed fair price outlets**

Sl no.	District	Name of the Hospital (Medical College/District Hospital/SD Hospital)
1	Kolkata	SSKM Hospital
2	do	Medical College & Hospital, Kolkata
3	do	N.R.S Medical College & Hospital
4	do	R.G.Kar Medical College & Hospital
5	do	National Medical College & Hospital
6	do	S.N.Pandit Hospita
7	North 24 Parganas	Sagar Dutta Medical College & Hospital
8	do	Barasat District Hospital
9	Nadia District	J.N.M Hospital, Kalyani
10	do	Nadia District Hospital, Krishnagar
11	South 24 Parganas	M.R.Bangur Hospital
12	do	Baruipur SD Hospital
13	Howrah	Howrah District Hospital
14	Hooghly	Hooghly District Hospital, Chinsura
15	do	Arambag SD Hospital
16	Bardhaman	Bardhaman Medical College & Hospital
17	do	Asansol District Hospital (new health District)
18	Bankura	Bankura Samnilani Medical College & Hospital
19	do	Bishnupur District Hospital (new health District)
20	Birbhum	Suri District Hospital
21	do	Rampurhat SD Hospital
22	Murshidabad	Murshidabad Medical College & Hospital
23	Purulia	Purulia District Hospital
24	Paschim Medinipur	Midnapur Medical College & Hospital
25	do	Jhargram District Hospital (new health District)
26	Purba Medinipur	Tamluk District Hospital, Tamluk
27	do	Contai SD Hospital
28	Darjeeling	North Bengal Medical College & Hospital (Siliguri)
29	do	Darjeeling District Hospital
30	do	Siliguri SD Hospital
31	Jalpaiguri	Jalpaiguri District Hospital
32	Cooch Behar	MJM District Hospital (District Hospital), Cooch Behar
33	Malda	Malda Medical College & Hospital
34	Uttar Dinajpur	Raiganj District Hospital
35	Dakhin Dinajpur	Balurghat District Hospital

***More number of hospitals may be added as and when required for establishment of fair price outlets through PPP under this scheme.***

**Annexure 2**

**List of items for stocking and selling**

Category of products	
<b>A. Medicines under mandatory list for stocking and selling in Generic Form</b>	
1	Aclofenac Gel 30gms
2	Adrenaline Tartrate IP eq. to adrenaline 1 mg /ml; 01 ml in each
3	Aluminium + Mg Hydroxide Tab
4	Amikacin 250 mg Inj Vial
5	Amikacin 500 mg Inj Vial
6	Amlodipine 5 mg Tab 10x10s'
7	Amoxycillin + Clauvulenic Acid 1.2 mg Vial
8	Amoxycillin + Clauvulenic Acid 625 mg Tabs 6 Tab
9	Amoxycillin 500 mg
10	Ampicillin + Cloxacillin Caps
11	Ampicillin Injection - Ampicillin Sodium IP eq. to Ampicillin anhydrous 500mg / Vial
12	Anti D Immunoglobulin - Inj Polyclonal Human Anti RhD Immunoglobulin 100mg, 300mg
13	Atrovastatin 10 mg Tab
14	Atrovastatin 20 mg Tab
15	Azithromycin 250 mg Tabs
16	Azithromycin 500 mg Tabs
17	Azithromycin Susp (20 mg / 5ml) 15ml
18	Calcium & Vit D3 500 mg Tab
19	Calcium & Vit D3 500 Syrup 200 ml
20	Cap Amoxycillin - Amoxycillin Trihydrate IP eq. to Amoxycillin 250 mg
21	Cap Doxycycline - Doxycycline Hydrochloride IP eq. to Doxycycline 100 mg
22	Cap Nifedipine - Nifedipine IP, 5 mg soft gelatine capsule
23	Capsule Ampicillin - Ampicillin Trihydrate IP eq. to Ampicillin 500 mg
24	Cefadroxil 500 mg
25	Ceftriaxone + Sulbactam Inj 1500 mg Vial
26	Ceftriaxone + Sulbactam Inj 725 mg Vial
27	Ceftriaxone 250 mg Inj Vial
28	Ceftriaxone 500 mg Inj Vial
29	Cefuperazone + Sulbactam 1gm Vial
30	Cefuperazone + Sulbactam 2gm Vial
31	Cefuperazone 1 Gm Inj Vial
32	Ciprofloxacin Iv Inj (2 mg / MI) 100 ml
33	Compound Sodium Lactate IV injection IP (Ringers lactate) - 500 ml
34	Cough Syrup - C P M 2.5 mg, Alum Chloride 135 mg + Sod Cit 57 mg +

Category of products	
	Menthol 0.9 mg      100 ml
35	Dexamethasone injection IP,
36	Dextrose Hyperbaric For Spinal Anaesthesia
37	Dextrose IV injection, I.P- Dextrose anhydrous 5% of w/v, 500 ml in each plastic bottle
38	Di-sodium Hydrogen Citrate Syrup      100 ml
39	Domperidone 10 mg
40	Enalapril 5 mg Tab
41	Etofyllin B Plus, Anhydrous Theophylline IP Combination injection, Etofyllin BP 84.7mg/ml &
42	Folic Acid IP 0.5 mg as entric coated tablets
43	Frusemide Inj 10 mg / Ml      2 ml
44	Glimperide 1 mg Tab
45	Glimperide 2 mg Tab
46	Glucose + Normal Saline (ns)      500 ml
47	Halothane IP, containing 0.01% w/w thymol IP; 200 ml in each bottles
48	Hydroxyethyl starch 6% Hydroxyethyl strach 130/04, 6% sailine solution for infusion
49	Ibuprofen 200 mg Tabs
50	Inj Adrenaline I.P. - 0.18% w/v of Adrenaline Tartrate / ampoule
51	Inj Atropine, IP - Atropine IP 600ug /ml; 01 mlin each ampoule
52	Inj Betamethasone sod. Phosphate, I.P - Betamethasone 4mg per 1 ml in 1ml ampoule
53	Inj Bupivacaine - 0.5% Ip eq. to Bupivacaine Hydrochloride anhydrous 5mg/ml; 20 ml in each vial
54	Inj Dopamine - Dopamine Hydrochloride USP 40 mg/ml; 05 ml in each vial
55	Inj Gentamicin - Gentamicin sulphate IP eq. to Gentamicin 40mg/ml; 2 ml in each Vial
56	Inj Ketamine, Ketamine Hydrochloride inj. Eq to Ketamine hydrochloride base 10 mg / ml;
57	Inj Labetalol, 20 mg in 2 ml ampoule
58	Inj Magnesium Sulphate - Magnesium Sulphate IP 50% w/v; 10ml vials, containing 5.0gm in total volume
59	Inj Menadione ( Vitamin K3) Menadione USP 10mg /ml; 01ml in each ampoule
60	Inj Methylegometrine - Methylegometrine maleate IP, 0.2 mg / ml; 01 ml in each ampoule
61	Inj Ondansetran 2 mg / Ml      2 ml
62	Inj Oxytocin- Oxytocin Ip 5.0 I.U / ml; 02 ml in each ampoule
63	Inj Pentazocine Lactate IP, Pentazocine Lactate to Pentazocine 30 mg per ml; 1 ml in each amp
64	Inj Potassium Chloride
65	Inj Promethazine, I.P Promethazine Hydrochloride 25 mg/ml; 2ml in each ampoule
66	Inj RANITIDINE 50 MG / 2 ml2ml

Category of products	
67	Inj Soda Bicarbonate - Sodium Bicarbonate IP 7.5 w/v; 10 ml in each ampoule
68	Inj THEOPHYLLIN 25.3 MG + ETOPHYLLIN 84.7 mg Amps
69	Inj Thiopentone, Thiopentone 500 mg and sodium carbonate (anhydrous)
70	Inj Vecuronium Bromide, Vecuronium Bromide USP 4 mg per ampoule
71	inj. Calcium Gluconate, 1gm, I.V.-10ml amp containing 10% calcium gluconate
72	Inj. Cefotaxime- Cefotaxime Sodium IP 1 gm per Vial
73	Inj. Cefotaxime- Cefotaxime Sodium IP 1 gm per Vial
74	Inj. Cloxacillin -Cloxacillin Sodium IP eq. to cloxacillin 500mg /vial
75	Inj. Diazepam, IP-10mg in 2ml ampoule
76	Inj. Diclofenac, 25 mg in 3 ml
77	Inj. Dopamine
78	Inj. Hyoscine Butyl Bromide 20 mg in 1 ml ampoule
79	Inj. Lignocaine Hydrochloride IP 2 % w/v; 30 ml in each vial for local anaesthesia
80	Inj. Lignocaine Hydrochloride IP 5% w/v;
81	Inj. Metronidazole - Metronidazole IP 5 mg /ml : 100 ml in ach bottle
82	Inj. Oxytocin - Oxytocin IP 5.0I.U /ml; 02ml in each ampoule
83	Inj. Phenobarbitone IP
84	Inj. Phenytoin BP
85	Inj. Sensorcain, Containing Sensorcain I.P 0.5 mg
86	Inj. Sodium Chloride in IP
87	Inj. Sterile water for IP
88	Levofloxacin 500 mg
89	Losartan 50 mg + H Ch. Thiazide 12.5 mg Tab
90	Losartan Potassium 50 mg TAB
91	Mannitol 20 % 100 ml
92	Menadione injection (Vitamin K3) - Menadione USP 10 mg / ml; 01 ml in each amppoule
93	Meropenem 1gm Inj Vial
94	Metformin Hcl 1000 mg Tab
95	Metformin Hcl 500 mg Tab
96	Metoclopramide Inj 2 ml
97	Metoclopramide Tab 10 mg 10x10s'
98	Metronidazole Inj I/v 5 mg / Ml 100ml
99	Ofloxacin 250 mg + Ornidazole 500 mg
100	Omeprazole 20 mg + Domperidone 10 mg Cap
101	ORS 21 Gm (who) 21 gm
102	Pantoprazole 20 mg Tab
103	Paracetamol 500 mg Tabs
104	Povidine Iodine Solution
105	Povidone Iodine Ointment 5%w/w 15gm
106	Povidone Iodine Solution

Category of products	
107	Providone Iodine Ointment, I.P containing Povidone Iodine, I.P 5% w/w; 15g in each tube
108	Rabiprazole + Domperidone Sr 30 mg
109	Ranitidine 300 mg Tab
110	Ringer Lactate (rl) 500 ml
111	Tab Albendazole 400 mg
112	Silver Sulphadiazine Cream 1% W/w20gm
113	Sodium Bicarbonate, IV Injection - Sodium Bicarbonate IP 7.5% w/v; 10 ml in each ampoule
114	Tab Ciprofloxacin 250 mg
115	Inj Aminophylline
116	Tab Diclofenac Sodium 50 mg
117	Toxoid (Adsorbed) Inj 0.5 ml/dose
118	Syrup Paracetamol 125 mg / 5ml 60ml
119	Tab / Cap, Multivitamin
120	Tab Cetrizine 10 mg 10x10s'
121	Tab Diazepam – Diazepam IP 5 mg
122	Tab Dicyclomine, 500mg oral tab
123	Tab Digoxin – Digoxin IP 250 ug/tab
124	Tab Pantoprazole 40 mg
125	Tab Drotavarine 500 mg
126	Tab Frusemide – Frusemide IP 40 mg
127	Tab Hyoscine Butyl Bromide 500 mg
128	Tab Ibuprofen 400 mg
129	Tab Labetalol 100mg
130	Tab Methyldopa Ip eq. to Methyldopa anhydrous 250 mg
131	Tab Metronidazole – Metronidazole IP 400 mg
132	Tab Misoprostol – Misoprostol IP 200 mcg oral / vaginal
133	Tab Nifedipine, Nifedipine IP, 10mg
134	Tab Nitrofurantoin – IP 100 mg
135	Syrup Paracetamol, I.P 125 mg/5ml
136	Tab Salbutamol – Salbutamol Sulphate IP eq. to Salbutamol 4 mg
137	Tab. Folic Acid IP 400 ug
138	Tab. Iron Folic Acid-large - Dried Ferrous Sulphate IP eq. to Ferrous Iron 100mg & Folic Acid
139	Tramadol 100 mg Inj 2ml
140	Tramadol 50 mg Tab 10x10s'
141	Tramadol 50mg Inj 1ml
142	Vitamin B Complex With Vit C Caps
<b><i>It is to be noted that more number of formulations may be added in the above list of 142 items for stocking and selling in Generic Form as and when required.</i></b>	
<b>B. Products under JSSK</b>	
Medicines/Formulations listed under the guidelines of Janani Sishu Suraksha Karyakram (JSSK) and not included, if any, in the above list.	

Category of products	
<b>C. Oncology Products (Anti Cancer Medicines)</b>	
Carcino-Chemotherapeutic Drugs not included in the above mandatory list of items	
<b>D. Consumables/Surgical/Disposables/Dressing Materials</b>	
1	Absorbent Cotton IP – 1 Kg / roll
2	Absorbent Gauze
3	Absorbant Cotton, IP – 100 g /roll
4	Catgut
5	Cotton Bandage – Each Bandage of 7.6 cm X 1 m
6	Disposable examination Gloves latex free size, 6.0, 6.5, 7.0
7	Disposable Cord Clamp
8	Foleys catheter, 16 No BIS, self retaining catheter
9	Hypodermic Needle for single use BP/BIS, Gauze 23 and 22
10	Hypodermic Syringe for single use BP/BIS, 5ml,10ml,20ml
11	Infusion Equipment BIS, IV set with hypodermic needle, 21 G of 1.5 inch length
12	IV Cannulla (Adult)
13	k-90, Plain Catheter
14	Medicated Soap
15	Mersilk No.2-0, 1-0 on cutting needle
16	Mucus Sucker
17	Polyglycolic acid, braided, coated and absorbable, No. 1 on 1/2 Circle round body needle
18	Spinal Needle Disposable adult as per BIS, 23 Gauze (70-90mm without hub)
19	Sponges
20	Suction Tube
21	Surgical gloves sterile BIS size 7.5
22	Urobag
23	Surgical Spirit, BP 500 ml in each bottle
24.	Surgical Tape
25	Blood Transfusion Set
26.	Plastic Test Tube with cap
27.	Disposable Syringes
28.	Ryles Tube
29.	Ureteric Catheter
30.	Catheter Plain Rubber
31.	Twin Bore Nasal Oxygen set
32.	IV Canulla (child)
33.	Scalp Vein Infussion Set
34.	Pardiatric Infussion Set

Category of products	
35. Disposable Mask	
36. Roller Bandage	
37. Adhesive Plaster	
38. Crepe Bandage	
39. Plaster of Paris Bandage	
Other items not covered in the above list	
<b>E. Orthopaedic Appliances/Devices/Implants</b>	
Orthopaedic supportive, dressings, crape bandages, plaster etc.	
Appliances/devices/implants (for Medical Colleges & Hospitals, District Hospitals and other Hospitals where such items are required)	
<b>F. Cardiac Implants (for Medical Colleges &amp; Hospitals and any other hospitals where such services are undertaken at present)</b>	
Cardiac Stents	
Drug eluding Stents	
Pace makers of different models, parameters, single chamber/dual chamber, programmable/multiprogrammable	
Items not covered in the above list	
<b>G. Immunological Drugs</b>	
<b>H. Miscellaneous items under regular usage category</b>	

In addition to the above mandatory list, the fair price outlet may stock and sell branded medicines for items other than the list of 142 mandatory items of medicines under Generic Form as well as other items as described under Section 3.

The fair price outlet will also be permitted to stock and sell the following items in all the hospitals:

- Health Drinks/ Nutritional Supplements
- Baby products --- Baby powder, soap, cream, shampoo, lotion, oil (except baby and infant food)
- Sanitary Napkins



## Annexure 3

### Drugs Banned by GoI/ the DoHFW, GoWB

Fixed dose combinations of										
1	Vitamins with Anti-inflammatory drugs & Tranquilizers									
2	Atropine and Analgesics and Antipyretics									
3	Strychnine and Caffeine in tonic form									
4	Yohimbine and Strychnine with Testosterone & Vitamins									
5	Iron with Strychnine, Arsenic and Yohimbine									
6	Sodium Bromide / Chloral Hydrate with other drugs									
7	Antihistaminics with anti-diarrhoeals									
8	Penicillin with Sulphonamides									
9	Vitamins with Analgesics									
10	Tetracycline with Vit C									
11	Hydroxyquinolone group of drugs with any other drug except in case of preparations meant of external use									
12	Corticosteroids with any other drug for internal use									
Nomenclature with Description										
13	Chloramphenicol with any other drug for internal use									
14	Crude Ergot preparation except those containing Ergotamine, Caffeine, Analgesics, Antihistamines for treatment of migraine, headache									
15	Anabolic steroids with other drugs									
16	Vitamins with Anti-TB drugs except combination of Isoniazide & Pyridoxine									
17	Oestrogen and Progestin (other than oral contraceptives) containing more than 50mcg of Oestrogen (Ethyl Estradiol equivalent) and Progestin (Norethisterone equivalent) more than 3mg per Tab									
18	Injectable preparations containing synthetic Oestrogen and Progesterone									
19	Sedatives / Hypnotics / Anxiolytics with analgesic-antipyretics									
20	Pyrazinamide and other anti-tubercular drugs except combinations as follows: <table border="0" style="margin-left: 40px;"> <tr> <td>Rifampicin</td> <td>450mg (Minimum)</td> <td>600mg (Maximum)</td> </tr> <tr> <td>INH</td> <td>300mg (Minimum)</td> <td>400mg (Maximum)</td> </tr> <tr> <td>Pyrazinamide</td> <td>1000mg (Minimum)</td> <td>1500mg (Maximum)</td> </tr> </table>	Rifampicin	450mg (Minimum)	600mg (Maximum)	INH	300mg (Minimum)	400mg (Maximum)	Pyrazinamide	1000mg (Minimum)	1500mg (Maximum)
Rifampicin	450mg (Minimum)	600mg (Maximum)								
INH	300mg (Minimum)	400mg (Maximum)								
Pyrazinamide	1000mg (Minimum)	1500mg (Maximum)								
21	Histamine H-2 receptor antagonist with antacids (except those approved by Drug Controller of India)									
22	Essential oils with alcohol having more than 20% proof alcohol (except those preparations given in Indian Pharmacopoeia)									
23	All preparations containing 0.5% w/w or v/v of Chloroform									
24	Ethambutol with INH except: INH Ethambutol 200mg. 600mg. 300mg. 800mg									
25	Preparations containing more than one anti-histamine									
26	Anti-helminthic with cathartic / purgative except for Piperazine									
27	Salbutamol or any other bronchodilator with centrally acting anti-tussive or any other anti-histamine									
28	Centrally acting anti-tussive with anti-histamine having high atropine like activity in expectorants									
29	Liquid preparations containing glycerophosphates and or other phosphates and or central nervous system stimulant and such preparations containing more than 20% proof alcohol									

30	Preparations containing Pectin and or Kaolin with any drug which is systemically absorbed from GI tract except for combination of Pectin and or Kaolin with drugs not systemically absorbed
31	Antidiarrhoeals with electrolytes
32	Antidiarrhoeals containing Kaolin or Pectin or Attapulgitte or Activated Charcoal
33	Antidiarrhoeals containing Phythaly sulphathiazole or sulphaguanidine or Succinyl sulphathiazole
34	Antidiarrhoeals containing Neomycin or Streptomycin or Dihydrostreptomycin including their respective salts or esters
35	Liquid oral antidiarrhoeals or any other dosage form for pediatric use containing Diphenoxylate Lorloperamide or Atropine or Belladonna including their salts or esters or metabolites of Hyoscyamine or their extracts or their alkaloids
36	Liquid oral antidiarrhoeals or any other dosage form for pediatric use containing halogenated hydroxyquinolones
37	Oxyphenbutazone or Phenylbutazone with any other drug
38	Analgin with any other drug
39	Dextropropoxyphene with any other drug except with anti-spasmodics and or Non-steroidal anti-inflammatory drugs (NSAID)
40	Any drug, standards of which are prescribed in the Second Schedule to the said Act with an Ayurvedic, Siddha or Unani drug
41	Parenteral preparations containing Streptomycin with Penicillins
42	Haemoglobin in any form (natural or synthetic)
43	Pancreatin and Pancrelipase containing amylase, protease and lipase with any enzyme
44	Vit B1, Vit B6 and Vit B12 for human use
45	Diazepam and Diphehydramine Hydrochloride
46	Nitrofurantoin and Trimethoprim
47	Phenobarbitone with any anti-asthmatic drug
48	Phenobarbitone with Hyoscin and or Hyoscymine
49	Phenobarbitone with Ergotamine and or Belladonna
50	Haloperidol with any anti-cholinergic agent including Propantheline Bromide
51	Nalidixic acid with any anti-amoebic including Metronidazole
52	Loperamide Hydrochloride with Furazolidone
53	Cyproheptidine with Lysine or Peptone
54	Metoclopramide with other drugs except combination of Metoclopramide with Aspirin / Paracetamol

55	<p>Oral Rehydration Salts other than those conforming to the following standards:</p> <p>55 a. ORS on reconstitution to 1 litre shall contain Sodium 50 to 90 milli osmoles Total osmolarity 240 - 290 milli osmoles Dextrose : Sodium ratio not less than 1:1 and not more than 1:3</p> <p>55 b. ORS on reconstitution to 1 litre shall contain Total osmolarity not more than 2900 milli osmoles Precooked rice - equivalent to not less than 50gm and not more than 80gm as total replacement of Dextrose</p> <p>55 c. ORS may contain amino acids in addition to the above mentioned contents and labelled with the indication "For adult choleraic diarrhoea" only</p> <p>55 d. ORS shall not contain Mono or Polysaccharides or saccharine sweetening agent</p>
56	Laxatives and or anti-spasmodic drugs in enzyme preparations
57	Amidopyrine
58	Phenacetin
59	Penicillin skin / eye ointment
60	Tetracycline Liquid & Oral preparations
61	Nialamide
62	Practolol
63	Methapyrilene & its salts
64	Methaqualone
65	Oxytetracycline Liquid & Oral preparations
66	Demecioycline Liquid & Oral preparations
67	Chloral hydrate as a drug
68	Dovers Powder I.P.
69	Dovers Powder Tablets I.P.
70	Mepacrine Hydrochloride (Quinacrine and its salts) in any dosage form
71	Fenfluramine and Dexfenfluramine
72	Astemizole
73	Terfenadine
74	Phenformin for human use
75	Rofecoxib and its formulations for human use
76	Valdecoxib and its formulations for human use

**Items, if any, not included in the above list and banned vide notification of concerned authorities will be included in the above list.**

#### Annexure 4

##### Instruction to organizations regarding submission of application

- 1) Please read the scheme document carefully before submission of the application.
- 2) An Organization may submit application for more than one hospital. However, the applicant shall have to submit separate application and separate EMD for each of the hospitals.
- 3) The EMD of Rs 30000/- (Rs Thirty thousand) only for applications for Medical Colleges and Rs 15000/- (Rs Fifteen thousand) only for applications for District Hospitals and SD Hospitals and other hospitals by way of separate demand draft/Pay Order from a scheduled Bank must accompany each application. The draft should be made in favour of “Executive Director, West Bengal State Health and Family Welfare Samiti ”
- 4) The EMD of the selected applicant will be returned upon the applicant’s executing the contract and furnishing Performance Security. Unsuccessful applicants’ EMD will be returned within 30 days after the successful completion of the Bidding process. The EMD may be forfeited if the applicant withdraws its BID during the period of BID validity. The EMD of the selected applicants may be forfeited if the organization fails to sign the contract in accordance with the terms and conditions and/or fails to furnish Performance Security as per the terms and conditions.
- 5) The application is to be submitted in the prescribed format containing general and technical information along with copy of documents to be submitted as per Annexure-5 and the Demand Draft/Pay Order by way of EMD. This application is to be sealed and superscribed “General and Technical Information with EMD with copy of required documents submitted by \_\_\_\_\_”
- 6) Format for the percentage of discount to be offered by the applicant on MRP is given in Annexure-6. This document is to be sealed and superscribed: “Offer for Discount on MRP submitted by \_\_\_\_\_”  
( to be submitted in the letter head of the applicant )
- 7) Draft of the covering letter is provided in Annexure 7.  
(to be submitted in the letter head of the applicant)
- 8) The sealed documents as mentioned above under 5, the sealed documents as mentioned above under 6 along with a covering letter as mentioned above under 7 should be put in one envelope superscribed:
  - a. *Application for fair price outlet*
  - b. *Name of the Hospital for which application is submitted:*
- 6). The application is to be submitted in the following address:

**OSD & EO Special Secretary  
Health & Family Welfare Department  
Government of West Bengal  
MS Branch, PPP Cell  
Swasthya Bhawan, 4<sup>th</sup> Floor, Wing-B,  
Salt Lake, Sec: V, Kolkata-700091**

- 7) **The last date for submission of application is August 07 (Tuesday), 2012 till 5 pm. Applications received after 5.00 pm will not be accepted.**
- 8) **If any of the documents as asked for are not submitted along with the application, the application form submitted by the applicant may be rejected.**
- 9) **Interested Organizations desiring to undertake physical inspection of the Hospital before submission of the EoI as well as for any clarification, if required, relating to filling of application may contact over Phone (033) 2333-0613 / 2357-0955.**

**A pre-bid meeting will be held with the interested applicants on July 24, 2012 (Tuesday) at 12 noon at the Auditorium, 2<sup>nd</sup> floor, Swasthya Bhawan, Department of Health & Family Welfare, Sector V, GN 29 Salt Lake, Kolkata-700091**

**Annexure 5**

**Application Form for selection of the Organization for fair price outlet for medicines, medical consumables, surgical items, Orthopaedic items & appliances for Medical College & Hospitals, District Hospitals, SD Hospitals and in addition Cardiac Implants for Medical College & Hospitals under PPP**

***(Pl refer to Instructions provided under Annexure III before filling up the Application Form)***

1. Name and Address of the Medical College & Hospital / District Hospital/SD Hospitals for which application is made	
2. Name of the Organization	
3. Status of the Organization Limited Co. / Private Ltd. Co. / Partnership Firm / Proprietorship Firm / Other (Specify)	
4. Nature of other Businesses / Activities of the Applicant relating to Medical Profession (Please tick)	<ul style="list-style-type: none"> <li>• Retail pharmacy outlet</li> <li>• Authorized distributor/wholesaler of pharmaceutical companies</li> <li>• Others (Specify)</li> </ul>
5. Drug License Nos (Retail/Wholesale) and valid upto	
VAT Registration Details	
6. Complete Address	
7. Other Address, if any, for business operation	
8. Phone & Fax Numbers	
9. E-mail ID	
10. Web site (if any)	
11. Year of incorporation of the organization	
12. Annual sales turnover for last two financial years (2009-10) & (2010-11)	
13. Type of products dealing with (pl tick)	Medicines Medical Consumables Surgical items Orthopaedic items Others (specify)

14. The organisation (if it is retail pharmacy outlet) has business operation in front of or within two kms of the Medical College/District Hospital/SD Hospital/other hospital for which application has been submitted  Or The Organisation (if wholesaler/Distributor) is handling business for more than 10 pharmaceutical companies	Yes/No:    Yes/No
15. Details of number of Staff employed in the existing retail pharmacy outlet  Or The organization (if wholesaler / distributor) has experience of supplying products to hospitals under GoWB	<ul style="list-style-type: none"> <li>• Pharmacist:</li> <li>• Sales Personnel:</li> <li>• Others (specify):</li> </ul> Has experience in <ul style="list-style-type: none"> <li>○ Two Hospitals (with name)</li> <li>○ Three hospitals (with name)</li> <li>○ Four or more hospitals (with name of four hospitals)</li> </ul>
16. Working hours of existing retail outlet	
17. Proposed man power set up in the fair price shop under PPP in case the organisation is selected to operate under PPP	

This is to give undertaking that our Organization has not been convicted by the state drug authorities and no case is pending under the provisions of the Drugs & Cosmetic Act 1940 and rules made there under

Copies of documents enclosed

- 1: Copy of Memorandum & Article of Association (if applicable)
2. Copy of partnership document if it is a partnership firm
- 3: Copy of Drug License
4. Copy of Trade License
5. Copy of VAT registration
6. Copy of audited Balance Sheet for last two financial years (2009-10 & 2010-11)
7. No conviction certificate
8. Documentary evidence relating to point nos 13, 14 and 15 of the application format

**Name of the signatory in full:**

**Designation**

**Signature with stamp**

**Date:**

## Annexure 6

Date:

To:  
OSD & EO Special Secretary  
Health & Family Welfare Department  
Government of West Bengal  
MS Branch, PPP Cell  
Swasthya Bhawan, 4<sup>th</sup> Floor, Wing-B,  
Salt Lake, Sec: V, Kolkata-700091

Sub: Our offer for uniform discount on the printed MRP

Dear Sir,

With reference to your advertisement dated \_\_\_\_\_ for fair price outlet under PPP, we hereby offer to sell medicines/ other items at the rate given below for \_\_\_\_\_ Hospital for which we have submitted the application :

1. Uniform discount on the printed Maximum Retail Price offered on all items of supply

Type of Medicines/ other items	Minimum Discount	Discount offered (in figures)	Discount offered (in words)
All items	30%		

(Organizations quoting discount less than 30% will be summarily rejected)

2. We also give undertaking that the above quoted rate of discount on the printed retail price will be valid till the duration of the contract

3. Percentage discount offered by us on the printed MRP will be inclusive of VAT etc. No other component/taxes will be levied on the discounted price.

Signature of the applicant:  
Name in full & designation:

Date:



**Annexure 7**

**OSD & EO Special Secretary  
Health & Family Welfare Department  
Government of West Bengal  
MS Branch, PPP Cell  
Swasthya Bhawan, 4<sup>th</sup> Floor, Wing-B,  
Salt Lake, Sec: V, Kolkata-700091**

**Draft of the covering letter to be submitted in the Letter Head of the  
Organization along with application and other documents**

**Date:**

**To:**

**Subject: Application and BID in response to your Advertisement dated. -----  
for round the clock fair price outlet under PPP at \_\_\_\_\_ (Name  
of the Medical College/District Hospital/SD Hospital**

**Dear Sir,**

**With reference to your advertisement dated \_\_\_\_\_ for fair price outlet  
under PPP, we beg to submit our Application and offer for discount on the  
MRP for all items for your consideration.**

**As required, we enclose the following documents in sealed cover along with  
this letter:**

- 1. Application Form duly filled in and copy of documents as per Annexure  
5 of the scheme document duly filled in.**
- 2. EMD for Rs \_\_\_\_\_ by Demand Draft/Pay Order no. \_\_\_\_\_ dated  
drawn on \_\_\_\_\_ in favour of \_\_\_\_\_**
- 3. Uniform discount on the printed Maximum Retail Price offered by us on  
all items**

**Yours faithfully,**

**Encl: as state**

**Signature with rubber stamp  
(Name and Designation of the signatory)**

