

**Government of West Bengal**  
**Department of Health & Family Welfare**  
**PPP Cell**  
**Swasthya Bhawan, Sector – V, Salt Lake**  
**Kolkata – 700 091**

No. HF/SPSRC/37/2020/PPP/ 1376

Date: 13/11/2020

**Minutes of the Pre-Bid Meeting for Request for Proposal for Selection of Private Service Provider for Upgradation, Operation, Maintenance and Management of Dialysis Unit and High Dependency Unit at the Premises of Urban Primary Health Centre-82, KMC under Public Private Partnerships (PPP) mode)**

**Venue** – UCHC-82, KMC-29/5, Chetla Central Road, Kolkata -700027

**Date** – 12-11-2020 from 11.00 AM to 1.30 PM

**Present:**

- Special Secretary, MERT, DoH&FW, Govt. of WB and Chairperson-State Level Tender Selection Committee For FPDC
- Director IPGME&R, SSKM Hospital, Kolkata – Member, State Level Tender Selection Committee For FPDC
- Prof. (Dr.) Rajendra Pandey, HOD, Nephrology IPGME&R, SSKM Hospital, Kolkata – Member, State Level Tender Selection Committee For FPDC
- Chief Medical Health Officer, Kolkata Municipal Corporation – Member, State Level Tender Selection Committee For FPDC
- Chief Manager – Health, Kolkata Municipal Corporation – Member, State Level Tender Selection Committee For FPDC
- TO SPSRC, PPP Cell, DoH&FW, Govt. of WB, Member Convenor, State Level Tender Selection Committee For FPDC
- PMU team, SPSRC, PPP Cell, DoH&FW, Govt. of WB
- Representative of Bidders
- Representative of OEM partner (Fresenius and Aqua Star)

A pre-bid meeting was held for Request for Proposal for Selection of Private Service Provider for Upgradation, Operation, Maintenance and Management of Dialysis Unit and High Dependency Unit at the Premises of Urban Primary Health Centre-82, KMC under Public Private Partnerships (PPP) mode). The pre-bid meeting was chaired by the Special Secretary, MERT, DoH&FW, Govt. of WB and the Chairperson of the State Level Technical Committee for FPDC.

The Chairperson welcomed all the participants in the meeting. Representative of five bidders were presented in the meeting as mentioned below:

- BMRC Hospital Ltd.
- Sterling Hospital
- Health Point
- EskagSanjeevani Pvt. Ltd.
- Sytco INC

A representative of OEM partner (Fresenius and Aqua Star) was also presented in the meeting. Few bidders also joined the pre-bid meeting through Zoom link. In the meeting the Chairperson briefed about the project and informed that the estimated project cost is approximately, Rs.1.5 crores. The Chairperson asked the PMU team to present the key details of the proposed project and bidding process. The PMU team made presentation covering the following areas:



- Objectives of the project
- Key terms of project
- Key terms of bidding

After the presentation, the Bidder was asked to raise their queries. Some of the key queries and their responses are tabulated below:

Sl. No.	Queries	Response
1.	What will be the scope of responsibility of the Concessionaire for operating and maintaining of HDU unit?	The primary scope of the HDU back up will be for providing emergency services to dialysis patients. If required, the patients may be kept in the HDU for resuscitation after completion of dialysis process. There will be four dedicated HDU beds along with 15 dialysis bed in the proposed Dialysis Unit.
2.	Will there be any reimbursement for HDU unit for providing HDU services to government referred patients?	As mentioned above, the primary scope will be for providing support services for dialysis patients. However, if any other services related to HDU needs to be provided in near future, the DoHFW may reimburse the cost of services as per the SwasthySathi rate/WBHS rate as may be deemed fit.
3.	Is there any extra cost to be paid by the DoHFW for operating, maintaining and managing the HDU unit?	The equipment in respect of HDU unit will be handed over to the Concessionaire as part of Dialysis Unit. The Concessionaire needs to operate, maintain and manage the HDU unit at its own cost as per the provision of the agreement.
4.	Will there be any isolated beds for sero positive patients?	The technical expert committee mentioned that as per norms and rules of human rights commission, a health facility can not demark a bed as sero positive bed. The Concessionaire needs to maintain and follow all universal precaution while treating the patients as per the SOP for dialysis services issued by the Government of West Bengal,
5.	The rate of dialysis is fixed for concession period. Is there any scope of increment of the operational payment?	The committee inform the bidder that the decisions will be taken in respect of increase in operational payment after discussion with the concerned department of state government
6.	The CMC for dialysis machine mentioned in the RFP is for per dialysis machine. The bidder asked to provide composite CMC charges for all 15 dialysis machine and they also mentioned that the CMC charges is on the higher side. In respect of RO plant only AMC charges is mentioned. Bidder requested to provided CMC charges for RO plant.	The committee requested representative of Fresenius who installed the dialysis machine to provide composite CMC charges for 15 dialysis machines.  The representative of Aqua Star to provide CMC charges for RO plant  The revised CMC/AMC charges will be uploaded on e-procurement through

Sl. No.	Queries	Response
		corrigendum.
7.	Is the CMC/AMC charges negotiable?	CMC/AMC charges mentioned in the documents is as per the CMC/AMC charges quoted by the OEM partner. There will not be any scope of negotiation.

Based on the above deliberation followings decisions were taken

- The Bidders participated in the meeting were asked to submit their written queries at [spsrc.ppp@gmail.com](mailto:spsrc.ppp@gmail.com) and [spsrc.tapp@gmail.com](mailto:spsrc.tapp@gmail.com) or before 13/11/2020 at 5.00 PM. No further representation will be allowed after this date and time.
- Further, the bidders were advised to go through the websites <https://wbtenders.gov.in> & [www.wbhealth.gov.in](http://www.wbhealth.gov.in) to see if there is any clarification provided or change made in the bid document by way of Corrigendum.
- The DoH&FW shall upload response to the queries received on or before before 13/11/2020 at 5.00 PM and corrigendum on e-procurement.

The meeting ended with a vote of thanks to the Chairperson and all participants.



Special Secretary, Medical Education , DoH&FW, Govt. of WB  
& Chairperson State Level Tender Selection Committee For FPDC

No. HF/SPSRC/37/2020/PPP/1376

Date: 13/11/2020

1. IT CELL with a kind request for web posting of the minutes of the meeting.



Special Secretary, Medical Education , DoH&FW, Govt. of WB  
& Chairperson State Level Tender Selection Committee For FPDC