



Ref No:MDX-EOI/ 2020-21

Dated 13.05.2020

EXPRESSION OF INTEREST

FOR

AUGMENTATION OF BHEL, HARIDWAR MAIN HOSPITAL

ON

TIE UP BASIS

FOR

Phased Expansion of Hospital

Issued by:

Bharat Heavy Electricals Limited, having registered office at

BHEL House, Siri Fort New Delhi-110049 and

also office at

Heavy Electricals Equipment Plant, Ranipur , Haridwar -249403, INDIA

(hereinafter referred to as 'BHEL')

DISCLAIMER

All information contained in this EOI provided / clarified are in good interest and faith. The information contained in this Expression of Interest document or subsequently provided to Applicant(s), whether verbally or in documentary or any other form, by or on behalf of BHEL, is provided on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided.

The purpose of this EOI is to provide interested parties with information that may be useful to them in the formulation of their application for qualification and subsequent selection pursuant to this EOI. This EOI is not an offer by BHEL to the prospective Applicant(s) or any other person. This EOI is neither intended nor shall it be construed as creating or requiring any ongoing or continuing relationship or commitment with any party or person. This is not an offer or invitation to enter into an agreement of any kind with any party.

Though adequate care has been taken in the preparation of this EOI document, the interested firms shall satisfy themselves that the document is complete in all respects. The information is not intended to be exhaustive. Interested Agencies are required to make their own enquiries and assumptions wherever required. Intimation of discrepancy, if any, should be given to the specified office immediately. If no intimation is received by this office by the date mentioned in the document, it shall be deemed that the EOI document is complete in all respects and firms submitting their interest are satisfied with the EOI document in all respects.

The issue of this EOI does not imply that BHEL is bound to select and shortlist Applicant(s) for next stage or to enter into any agreement(s) with any Applicant(s). BHEL reserves all right to reject any applications submitted in response to this EOI document at any stage without assigning any reasons thereof. BHEL also reserves the right to withhold or withdraw the process at any stage. Neither BHEL nor its employees and associates shall have any liability, loss, expense or damage which may arise from or be incurred or suffered in connection with anything contained in this EOI document or any matter deemed to form part of this EOI document, the information and any other information supplied by or on behalf of BHEL. BHEL accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance/use of any statements/information contained in this EOI by the Applicant. BHEL is not making any representation or warranty, express or implied, as to the accuracy or completeness of any information/statements made in this EOI.

The Applicant shall bear all its costs associated with or relating to the preparation and submission of its Application including but not limited to preparation, copying, postage, delivery fees, visit to BHEL office, expenses associated with any demonstrations or presentations which may be required by BHEL or any other costs incurred in connection with or relating to its Application. All such costs and expenses will remain with the Applicant and BHEL shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation or submission of the Application, regardless of the conduct or outcome of the EOI.

1.0 INTRODUCTION

This Expression of Interest (EoI) seeks response from Corporates / Private Hospitals / Trusts / Societies / Non Profit Organization / Partnership Firms of repute having expertise in creating and running Health Care / Hospital infrastructure meeting the eligibility criterion as mentioned in this document as Pre Qualifying Requirement (PQR) and ready to associate with BHEL for augmenting the existing facilities of BHEL, Ranipur , Haridwar Main Hospital in phased manner and submit business plan as per annexure.

2.0 ABOUT HARIDWAR

Haridwar is an ancient city and municipality in the Haridwar district of Uttarakhand. It is the headquarters and the largest city of the district. Today, the city is developing beyond its religious importance, with the fast developing industrial estate of State Industrial Development Corporation of Uttarakhand (SIDCUL), and the close by township of Bharat Heavy Electricals Limited as well as its affiliated ancillaries. Sidcul having more than 1000 companies having ITC, Mahindra, Hero, Havelles, C&S are few of them, is the home of several manufacturing industries, chemical industries, IT industries, auto industries, etc. BHEL Hospital is situated in BHEL Township of Haridwar adjacent to Haridwar city and SIDCUL

Haridwar district is having population of 1890422 as per 2011 censuses. City is well connected by Road , Train and Air. Nearest airport is Jolly Grant at a distance of approx. 40 km. Distance from Delhi by road is 200 km. City is surrounded by Rishikesh, Nazibabad, Roorkee, Dehradun and Saharanpur.

3.0 ABOUT BHEL

Established in 1964, Bharat Heavy Electricals Limited (BHEL) is the largest engineering and manufacturing enterprise in India in the energy and infrastructure sector with the capability to manufacture the entire range of power plant equipment.

BHEL caters to core sectors like Power Generation, Transmission, Industry, Transportation, Renewable Energy, Oil & Gas, Water, Defence & Aerospace, and e-Mobility & Energy Storage Solutions, and has references in 83 countries across the globe. BHEL's mammoth size of operations is evident from its widespread network of 16 Manufacturing Units, 2 Repair Units, 4 Regional Offices, 8 Service Centres, 1 Subsidiary, 3 Overseas Offices, 3 active Joint Ventures, 15 Regional Marketing Centres and more than 150 project sites across India and abroad.

More details about the entire range of BHEL's products and operations can be obtained by visiting our web site www.bhel.com.

4.0 : About BHEL Hospital

BHEL Haridwar Main Hospital is fully functional hospital registered under Clinical Establishment Act Uttarakhand (valid upto November 2024) and under AB-PM-JAY. Hospital is situated in BHEL Township having following :

- i. The total land area of hospital 42540 sq meter with 7572 sq meter covered area and designated parking area also. Hospital having 30 CCTV cameras and PA system.
- ii. 183 beds to cater IPD patients with average occupancy around 45%.
- iii. OPD running in 5 wings with 1 minor operation theatre and 47 rooms including vaccination room, ante natal clinic room, ECG room, Audiometry room, Optometry room, and 21 vacant rooms.
- iv. 07 Air Conditioned General Wards.
- v. 14 Air Conditioned private rooms in different wards.
- vi. Central oxygen and suction supply aided 15 bedded air condition Casualty complex - with CPR room, doctor's duty room, staff duty room and minor operation room. It has 4 Cardiac Monitors, 1 Portable X-ray, 1 ECG Machine.
- vii. Central oxygen and suction supply aided 8 bedded ICU with 1 Isolation room - All beds with air mattress. ICU has 2 ventilators, 8 central working monitor unit. 1 defibrillator, 1 portable x-ray machine, 1 illuminator, 9 infusion pumps, 4 BiPAP machines, 1 ECG machine, 2 Crash Cart, Intubation + CVC sets.
- viii. Operation Theatre –2 major operation theatre (with 2 LED ceiling lights, 2 Anaesthesia machine with Anaesthesia ventilator, 2 Cardiac monitors, 2 manual O.T. tables. 1 remote operated O.T. table, 1 'C' arm, 1 Laproscopy equipment set, 1 Phaco machine, 2 operating microscope, 1 ENT Endoscopy set, ENT micro debrider. Central oxygen and suction supply and 2 autoclaves.
 - 1 minor operation theatre equipped with central oxygen and suction supply, 1 ceiling light, 1 Anaesthesia machine, 1 manual operation table, 1 Colposcopy, 1 Colonoscopy, 1 Cryo machine etc.
- ix. 2 X-ray rooms with digital X-ray machine.
- x. ECG room with 2 ECG machine.
- xi. PFT and EEG 1 each.
- xii. Physiotherapy Department having 1 gym and different rooms having short wave diathermy, cervical & lumbar traction, physiomaster – ultrasonic / vaccum etc
- xiii. 2 Dialysis Machine with 1 R.O. plant.
- xiv. Fully functional Path Lab with 12 rooms - Doing Haematology, Biochemistry and Microbiology test.
- xv. 15 Specialist Doctors with Post Graduate Qualification – 2 Ophthalmic Surgeon, 3 Physicians, 1 General Surgeon, 1 Orthopaedic Surgeon, 1 Paediatrician, 2 Gynaecologist, 1 ENT Surgeon, 2 Anaesthetist, 1 ICU Anaesthetist, 1 Pathologist
- xvi. 16 doctors with MBBS qualification, 2 doctors with BDS qualification
- xvii. Trained Nursing Staff 20 with GNM qualification.
- xviii. Pharmacist 15, Technician 14 (Lab Technician 5, Physiotherapist 1, Optometrist 1, Dental Technician 2, X-ray Technician 1, Audiometrist cum Speech Therapist 1, ECG Technician 2, Vaccinator 1).
- xix. Pharmacy with 3 dispensing counter. Separate Medical Store and cold storage.
- xx. Kitchen
- xxi. Mortuary
- xxii. ETP Plant (under process)

Dispensaries

5 different dispensaries across BHEL township having 4 consultation rooms with 1 dressing room, 1 injection room, independent pharmacy dispensing counter having 2 windows and toilets in each dispensary.

"As per our estimate, hospital with existing facilities, could cater upto Rs.20 Cr business potential for Bhel beneficiaries.

With augmented facilities further potential of Rs. 30 Cr for Bhel can be explored. "

For details of BHEL Hospital visit link [Hospital Site](#) .

5.0 Purpose

The intent of this Expression of Interest hereinafter referred to as the "EOI" is to invite applications from interested Party/Parties who are willing to augment and take over existing facilities for 30 years on payment of license fee/profit sharing basis to BHEL. The augmentation schedule of the facilities in phased manner is given at Annexure-3, interested party shall indicate land requirement for augmentation of infrastructure required.

The tie up partner should provide cashless health care facilities to BHEL beneficiaries (Approx. 35122 nos.) on concessional rate basis for OPD & IPD (pharmacy on discounted rate on MRP).

As on date, BHEL Haridwar Main Hospital has 15 no, specialist and 16 nos. MBBS and 02 nos. BDS doctors. 49 Nos. Technical and Nursing staff. All such regular employees will continue **to be** on BHEL Rolls with their pay/ perks to be borne by BHEL and revised from time to time as per policy. The tie up partner shall also operate the existing and augmented facilities with an condition to use specialist doctors and option **to use** the services of present regular MBBS doctors, BDS doctors, Technicians and Staff Nurses employees of BHEL at the location, till their superannuation in accordance with BHEL Service Rules. Financial and Administrative modalities of using services of specialist doctors and other BHEL regular staff if taken over as option should form a part of business plan. Business plan should also indicate role of BHEL in managing the operations of Augmented facilities under heading Role of BHEL in Business Plan at Annexure 4 .

Tie Up Partner will have option to utilize Dispensaries along with Main Hospital same should be part of business plan.

It is envisaged that the selected party shall immediately start augmentation activities at Hospital to complete it in phased manner in time. Selected party shall be free to use so developed facilities for serving non-BHEL beneficiaries / ESI / Ayushman Bharat beneficiaries on chargeable basis at their own terms & conditions. Rates / Profit sharing for catering non BHEL beneficiaries will be decided mutually.

Main Hospital has enough land bank (refer 4 (i) above) to augment the facilities and in case further land is required for extension same will be made available as per mutual agreement. BHEL shall enter into a MoU/BSA (Business Sharing Agreement) with the selected party. The other financial obligations among BHEL and party shall be in line with specific terms of the agreement of MOU/BSA at a later stage.

BHEL shall select party who meet the PQR as per clause 7 of this EOI. Respondents are encouraged to visit main hospital situated at BHEL, Haridwar at their cost and seek further details from the BHEL Haridwar by approaching contact person as given at S.No. 6.0 of this EOI.

Possibility of "AYUSH" (A Govt, of India initiative) may be explored.

6.0 INSTRUCTION TO APPLICANTS:

Eligible entities may submit their application as per Annexure - 1 (along with supporting documents for PQR and detailed business plan as per Annexure- 4) by Post / e-mail so as to reach us on or before **07.07.2020** (**8 weeks from the date of issue**) at the following address:

Dr. Surajit Das
Medical Superintendent
Main Hospital, BHEL, Ranipur,
Haridwar, Uttarakhand - 249 403
Email: dr.surajit.das@bhel.in
Phone: 01334-285247
Mobile: +919917337999

The details submitted by the Applicant(s) shall be complete in all respects and BHEL may seek clarifications/additional information as considered necessary. Any request for further information or clarification on the EOI document may be submitted to above address *within 30 days from date of issue*

The EOI process involves seeking willingness of interested party/parties and selecting party/parties amongst all who make an application in response to this EOI. Through this EOI, BHEL intends to identify prospective Agencies for augmenting the existing facilities of BHEL, Ranipur, Haridwar Main Hospital in phased manner.

Responses to EOI are to be submitted in English / Hindi only. Supporting documents, as required, should also be in English / Hindi language. In case of some documents being available in languages other than English / Hindi, the Applicant shall necessarily provide duly authenticated translated version of the same in English / Hindi.

Duly authorized representative of the Applicant(s) shall sign on each page of the document. Response to EOI should be prepared in such a way so as to provide a straight forward, concise description of Applicant's capabilities.

Notwithstanding anything contained in this EOI, BHEL reserves the right to accept or reject any Application and to annul the EOI Process in whole or part, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof.

BHEL reserves the right to verify all statements, information and documents submitted by the Applicant in response to the EOI. Any such verification or lack of such verification by BHEL shall not relieve the Applicant of his obligations or liabilities hereunder nor shall it affect any rights of BHEL.

The EOI process shall be governed by, and construed in accordance with, the laws of India and the Courts at Haridwar shall have exclusive jurisdiction over all disputes arising under, pursuant to and/ or in connection with the EOI process.

All costs incurred for participation in the EOI shall be borne by the Applicant (s).

7.0 Pre-Qualifying Criteria (PQR):

The prospective party/ respondent must meet the pre-qualification requirement as applicable and tabulated below, supported with relevant documents/ credentials/ certificates for further consideration:

Technical Criteria	
7.1	Running of Hospital
A.	Applicant should have minimum 3 years of experience in running multi specialist hospitals.
B.	Applicant should have experience of running total 200 beds in hospital.
C.	Should have secondary care facility having minimum 3 super speciality services preferably Cardiology or Nephrology.
7.2 Financial Criteria	
A.	Net current assets {(Current assets + loans & advances) – (current liabilities + provision)} and/or documents including banking reference (Credit Line), should show that the applicant has access to or has available liquid assets, lines of credit and other financial means to meet cash flow of INR 10 Crores for this tie up, net of bidder's commitments for other Contracts.
B.	Minimum average annual turnover in equivalent INR 50 Crores in last five financial years.
C.	The Applicant should have positive Net worth in any three out of last Five financial years. This will be judged from audited financial data of last five financial years.

Annexure-1

Information to be submitted by Applicant

1. Name of the Company:
2. Legal status of the Company:
3. Brief description of the Company including details of its business groups/subsidiaries/ affiliates:
4. Date of Incorporation:
5. Date of Commencement of Business:
6. Full address including Telephone nos. / Fax nos.:

Registered Office:

Head Office:

Address for communication:

Contact Details:

Office Address in India, if any:

7. Documents to be enclosed:

Filled up Annexure -2 along with all applicable documents considered relevant to meet PQR and support evaluation criteria indicated in Applicant's response column of Annexure 2.

(Sign & Company Seal)

Authorized signatory

Expression of Interest (Eoi) for Augmentation of BHEL, Hospital on Tie up basis
BHEL, HEEP, Haridwar

Annexure-2

<i>Eligibility Criteria</i>		<i>Applicant's Response</i>	
<i>Technical Criteria</i>		<i>Meeting the criteria Yes / No</i>	<i>Documentary evidence: Enclosed / To be submitted later</i>
1	Running Of Hospital		
A.	Applicant should have minimum 3 years of experience in running multi specialist hospitals.		
B.	. He should have experience of running total 200 beds in hospital.		
C.	Should have minimum one running hospital with secondary care facility having minimum 3 super speciality services – preferably Cardiology or Nephrology.		
2	Financial Criteria		
A	Net current assets {(Current assets + loans & advances) – (current liabilities + provision)} and/or documents including banking reference (Credit Line), should show that the applicant has access to or has available liquid assets, lines of credit and other financial means to meet cash flow of INR 10 Crore for this tie up, net of bidder's commitments for other Contracts.		
B	Minimum average annual turnover in equivalent INR 50 Crore in last five financial years.		
C	The Applicant should have positive Net worth in any three out of last Five financial years. This will be judged from audited financial data of last five financial years.		

Annexure 3

Following services needs to be provided round the clock with manpower

Phase I (Immediate) Running existing facilities

Phase II (within 1 year)

Addition of:

- i. Dialysis 04 units
- ii. Cardiac Cath Lab
- iii. CCU
- iv. Ultrasound – 2 and 1 ECHO
- v. CT Scan
- vi. Blood Bank – Separator
- vii. Medical Oncology
- viii. NICU

Upgradation of existing facilities :

- i. General Surgery : Laparoscopic surgeries, Fascio Maxillary surgery
- ii. Orthopaedics : Joint Replacement, Spine Surgery
- iii. Ophthalmics : Posterior segment surgery
- iv. Gynae & Obst : Laparoscopic surgery, Managing & Delivery of high risk pregnancy
- v. ENT : Endoscopic surgery, Skull base surgery
- vi. Pathology : Round the clock Lab services including Histopathology, Harmonal & Immunoassays
- vii. Operation Theatre: Anaesthesia work station, Anaesthesia Machine
Anaesthesia Ventilator, Cardiac Monitor
Respiratory Gas Monitor
- viii. ICU : 16 bedded with 8 ventilators

Phase III (within 3 years)

Expansion of infrastructure to cater AYUSH and all super speciality services and fully functional hospital including following facilities

- i. Gastroentrology / GI Surgery.
- ii. Urology.
- iii. Oncology .
- iv. Neurosurgery.
- v. Endocrionology.
- vi. MRI.
- vii. AYUSH infrastructure.
- viii. Any other department planned.

Phase IV (within 6 years)

- i. Development of hospital as centre of Excellence
- ii. Establish research centre
- iii. Develop Infrastructure and operate medical Education.

DETAILED BUSINESS PLAN

BRIEF

ROLE OF BHEL

ROLE OF APPLICANT

BUSINESS MODEL

PROPOSED REVENUE SHARING ARRANGMENT

Note :-

1. The above format for business plan is indicative only and applicant is to free to devise their own business and expansion plan with detail terms of engagement and with likely benefits flowing to BHEL from the arrangement proposed, including proposed sharing of managerial/ operational control and engagement plan of specialist and also separately for other regular staff (if opted).
2. The detailed business plan should broadly cover all the above requirements and should be feasible and implementable.
3. The applicant should be ready to share the detailed presentation/ workings with BHEL based on which the business plan is prepared by the applicant.