



**Bach khan medical Complex  
Medical Teaching Hospital Swabi**

**EXPRESSIONS OF INTEREST**

**For**

**ESTABLISHMENT, OPERATION & MANAGEMENT OF 1.5 TESLA  
OR MORE MAGNETIC RESONANCE IMAGING (MRI) SCAN  
SERVICES AT BACHA KHAN MEDICAL COMPLEX-MTI, SWABI  
THROUGH PUBLIC-PRIVATE PARTNERSHIP**

**Manager Material Management**

**HOD Radiology**

**Hospital Director**

<b>NAME OF PROJECT</b>	Establishment, Operation & Management Of 1.5 Tesla MRI Scan Services
<b>Availability of Invitation for EOI document</b>	Document can be download from website : <a href="http://www.gkmcs.edu.pk">www.gkmcs.edu.pk</a>
<b>Pre Bid Meeting</b>	<b>00/00/000</b>
<b>Last Date of Submission of EOI</b>	<b>00/00/0000</b>
<b>Address of Submission of EOI</b>	BACHA KHAN MEDICAL COMPLEX SWABI ADMINISTRATION BLOCK

## **TERM OF REFERENCE**

### **Introduction:**

Bacha Khan Medical Complex Swabi attached teaching institution of Gajju Khan Medical College. It is located on the main Swabi-Jehangira road at judicial complex shahmansoor swabi, Shah Mansoor, at a distance of 3 kilometers from Swabi Motorway Interchange.

The establishment of a Hospital such as the Bacha Khan Medical Complex in Swabi was in accordance with the dire need for enhancing the quality of medical education and thereby ensuring the provision of better health services to people of the area. It promises to be a bright prospect, opening doors for the influx of modern medical education for the people and thus ensuring better health standards.

### **Objectives:**

Installation of 1.5 Tesla or more MRIs at selected for the hospital, along with provision of services for equipment, maintenance, HR, operations and reporting, on a pay per performance model for an initial period of 5 years which may be extendible based on performance.

### **Roles and Responsibilities of the Private Party**

1. The private party should inspect the proposed location provided by the authority where the MRI system must be installed. They are required to submit the plan for the complete MRI Scan Centre on a turnkey basis in the proposal including timelines for when the service will start after award of contract.
2. The private party will be responsible for operation, maintenance and repair of the Machinery
3. The minimum up-time for the MRI services should be 95%
4. The private party would be responsible for developing Electronic Medical Records (EMR) and Queue Management System (QMS), approved by the relevant Hospital Director.
5. Provision of all HR, including a Radiologist, will be the responsibility of the private party
6. Emergency reporting will be done on immediate basis, bypassing QMS, and normal reporting will be done within 24 hours
7. All reports must be signed and verified by the Radiologist.

8. Ensure separate electric connection to MRI, proper load to calculated.
9. The private party may be allowed to carry out scans of patients not referred by the hospital on a predetermined rate to be paid by patient, with the understanding that referred and emergency patients to remain a priority.
10. The scope of work includes complete Civil work, Electrical, Plumbing, Furnishing, Air conditioning, Firefighting and miscellaneous works for the construction of MRI Scan Centre in accordance with national/international guidelines as well PNRA. While preparing the plan, the following aspects must be addressed:
  - a. Minimal effect of fringe magnetic field on surrounding areas.
  - b. Adequate demarcation of areas lying within 5 Gauss line for cordoning off. Adequate warnings are to be provided.
  - c. Provision of back-up electricity supply
  - d. Easy operation of the patient stretchers/ trolleys through corridors and doors.
  - e. Provision of Radio Frequency (RF) shielding for doors, walls, glass viewer etc.
  - f. Provision of furniture like desk, chairs, shelves etc. g. Provision of a comfortable waiting area for patients and attendants.
  - h. The MRI Scan Centre shall consist of the following rooms:
    - i. MRI Room
    - ii. Console room
    - iii. Equipment room
    - iv. Patient preparation room
    - v. Patient waiting area
    - vi. Radiologist room

### **Civil Work**

Propose building construction or demolition of existing structure/walls and reconstruction is included in the turnkey scope of work. This includes, but is not limited to:

1. Expanding the area of MRI room to make it compliant for installation of a 1.5T strength magnet.
2. Civil construction work including construction of brick wall, plastering, flooring as per the approved plan and equipment layout plan.
3. Provision of a concrete bed at MRI equipment area.

4. Provision of a platform for unloading and shifting the MRI should be provided if necessary.
5. Platform for Chiller unit would be provided. Fencing and weather protection facility should be provided for the Chiller unit.
6. Cable tray, trench & channels at required location.
7. Active and passive room shielding for magnetic, fringe field should be provided as per the requirement of the equipment.
8. The entire complex to be made rodent/pest proof.

Note

1. Prospective third parties are advised to visit the site of work to acquaint themselves with the levels of sub soil water, drainage facility for dewatering, accessibility to site.
2. All sanitary wares & CP brass fitting & fixtures shall be of first quality and of standard make.
3. Private Party may bid for one or more hospitals. Each hospital will be considered as a separate project

Miscellaneous:

The Third-Party must ensure:

1. Cabling of Network (LAN) connectivity for camera system, console system, workstation, and computers.
2. Broadband connection for remote services of MRI system.
3. Provisions to mitigate potential fire hazards.

**Financial & Audit matters**

- a. The cash handling in respect to this facility will be performed by the designated staff of the Hospital, route all receipts through HMIS.
- b. The profit share will be distributed on 40:60 (hospital: service provide) ratio after the expenditures incurred on the provided facility.
- c. A joint bank account will be opened and maintained at Bank of Khyber Bacha Khan Medical Complex Swabi Branch where all receipts will be deposited and both parties reconcile the accounts by any fifth day of the month and share the profit according to above formula. Monthly accounts will be signed by both parties.

**Cost Fixation:**

Both parties set together and work on Per Scan Cost and fix Rate if Scan accordingly.

**Site visit and verification of information**

- a. Bidders are encouraged to submit their respective bids after visiting the project site and ascertaining for themselves the site conditions, patient volumes, location, surroundings, availability of power, water and other utilities for operation of facility, access to site, applicable law and regulations, and any other matter considered relevant by them.
- b. The interested bidder, after taking prior appointment, may inspect the location where the services are to be rendered during 10:00 AM TO 3:00 PM on any working days till last date of submission of tender as per the tender schedule.

**Pre-bid Meeting**

1. Pre-bid meeting with the interested bidders will be held on \_\_\_\_\_ at 10:00 hrs in Manager Material Management department of the Institution. The maximum number of authorized representatives allowed to each bidder will not be more than two.

**General Terms & Conditions**

1. The EOI document in all respect should reach the undersigned by 11:00 Hrs on \_\_\_\_\_ which shall be opened at 11:30 Hrs on the same day in Hospital director office of the administration block in the presence of the procurement committee and the bidders / representatives, who may choose to attend.
2. In the event of any of the above-mentioned dates being declared as a holiday /closed day for the purchase organization, the tenders will be sold/received/opened on the next working day at the appointed time.
3. The undersigned shall not be responsible for any postal or courier delays.

4. No Bidder shall submit more than one Bid. A Bidder, bidding individually or as a member of a joint venture / Consortium shall not be entitled to submit another bid either individually or as a member of any Consortium, as the case may be.
5. In case the bidder is a Consortium, the members thereof should furnish a Power of Attorney in favor of the Lead Member.
6. The EOI document and all communications in relation to or concerning the bidding documents shall be in English language.
7. A bidder shall not have a conflict of interest (the "Conflict of Interest") that affects the bidding process. Any bidder found to have a conflict of interest shall be disqualified.
8. All the bidders are required to provide annexure wise complete requisite documents with page marking for their Technical Evaluation / Qualification as prescribed under the rules.
9. Bidders are essentially required to provide correct and latest postal/email/web addresses, phone/mobile/fax numbers for actively and timely communication.
10. For any query, clarification regarding Services / EOI document, the applicants may send a written request at least five (5) days prior to the opening date.
11. Any direct or indirect effort by a bidding firm to influence this institution during the process of selection of a bidder or award of contract may besides rejection of its bid result into its disqualification from participation in the BKMC's future bids.

## INSTRUCTION FOR SUBMISSION OF EOI APPLICATION

AVAILABILITY OF INVITATION FOR EXPRESSION OF INTEREST (EOI) Invitation for Expression of Interest (EOI) document can be downloaded from [www.GKMC.edu.pk](http://www.GKMC.edu.pk) Language of EOI Application. The EOI Application and related documents shall be submitted by Applicant in English language only.

## EVALUATION CRITERIA

Total Marks = 70

Qualifying Marks = 49

S.no	PARAMETERS	SUB-PARAMETERS	MARKS
<b>01</b>	Legal Requirement	Manufacturer Authorization Certificate, or Partnership Deed with manufacturer	Mandatory
		Most Recent Audit Report duly signed by external Auditor (from chartered accountant)	Mandatory
		Firm Must have Registration with (GST, NTN, KPRA)	Mandatory
		Sales Tax / PST (Last 1 Year)	2
		Income tax (Last 3 years)	3
<b>2</b>	<b>Product &amp; Manufacture Certifications</b>		<b>11</b>
	US FDA	US Food and Drug Administration (FDA) 510K	3
	CE(MDD)	European Community (CE) MDD	3
	JIS/MHLW	Japanese industrial standard/ Ministry of Health, Labour and Welfare of Japan	3
	ISO 9001	Valid ISO 9001 Quality Management Certificate	1
	ISO 13485	Valid ISO 13485 Quality Management Certificate	1
<b>3</b>	<b>PEC &amp; DRAP Registration</b>		<b>6</b>
	PEC Registration	Firm registered with Pakistan Engineering Council	3
	DRAP Registration	Firm registered with Drug Regularity Authority of Pakistan	3



<b>04</b>	<b>Relevant Experience</b>		<b>9</b>
		02 Marks per each Project/performance certificate	8
<b>05</b>	<b>Financial Capabilities</b>		<b>15</b>
	Turnover in Millions of Last one year (Attached Audit Report)	one year (Attached Audit Report) Rs. 500 million onwards =15 marks	15
		Rs. 400 million to less than Rs. 200 million = 10 marks	10
		Rs. 300 million to less than Rs. 200 million = 5 marks	5
<b>06</b>	<b>Technical Staff</b>		<b>6</b>
		Diploma Engineer 01 mark each Diploma Engineer	3
		Graduate Engineers. 1.5 Marks per engineer	3
		Manufacturer Trained Engineer in Pakistan on quoted Equipment. (Visa and certificates should be attached)	
<b>07</b>	<b>Networking</b>		<b>10</b>
	Supplier's office for maintenance and 24/7 support	Availability of workshop in Khyber Pakhtunkhwa to be verified with Ownership / Rent Agreement with Owner / Rent Agreement with Company Name	5
		Availability of workshop at National level to be verified with Ownership / Rent Agreement with Owner/ Rent Agreement with Company Name.	5
<b>08</b>	<b>Testing &amp; Calibration Equipment</b>		<b>8</b>
		List of tools, testing equipment and calibration equipment relevant to the product	4
		Spare Parts readily availability (Inventory list)	4

**Financial Criteria (30 Marks):**

S #	Parameters	Sub-Parameters	Total Marks:
	Price		30
		Lowest Price will get full marks.  The formula to calculate the marks for the price submitted is:  [Lowest Price (Fm)/Price of Bid under consideration (F)] x100 x 0.30	30

**Total Marks (Technical Criteria + Financial Criteria): 100**

Financial bids of only technically responsive bidders will be opened publicly at the time to be announced by the Procuring Agency. The Financial Bids of technically disqualified bidders will be returned un-opened to the respective Bidders. After getting the financial score from the remaining **30** marks, the two scores will be combined to identify the best evaluated bid.

## **FORMAT AND SIGNING OF EOI APPLICATION**

- A. Applicant shall submit their EOI Application in the Forms provided in Appendix-1 and in line with the other instructions mentioned in this EOI document.
- B. EOI Application shall consist of the following document:
  - I. Details of Applicant as per Form-1
  - II. Net Worth & Turnover as per Form-2
  - III. Details of Relevant Experience as per Form-3
  - IV. Agreement as per Form-4
- C. EOI Application shall be signed and stamped on each page initialed by a person duly authorized to sign on behalf of Applicant. The EOI Application shall be in hardbound/ spiral binding form with all pages numbered serially. In case of JV partner, the power of attorney shall be attached as per the Form-5. The JV partners will not change at the time of bidding. The allowed number of JV partner for the services will be one.

## **SEALING AND MARKING OF EOI APPLICATION**

- A. EOI Application shall be submitted in a sealed envelope containing the EOI Application and the following written on the top:
- B. ESTABLISHMENT, OPERATION & MANAGEMENT OF 1.5 TESLA OR MORE MRI SCAN SERVICES AT HOSPITALS IN KHYBER PAKHTUNKHWA THROUGH PUBLICPRIVATE PARTNERSHIP.
- C. Sealed envelope containing the EOI Application shall be addressed to:
  - Hospital Director**
  - Bacha khan Medical Complex – MTI, Swabi**
- D. Envelope containing the EOI Application shall indicate the name, address and contact number of the applicant.

# Appendix-1: Format for Submitting EOI Application

## From – 1: Details of the Applicant

S.no	Name and Legal status of applicant	Particulars Required	Document Required
01	Name of Applicant		
02	Legal status of applicant (Sole Proprietorship, Private Limited)		
03	Date of incorporation/ registration		Enclose certified copy of certificate of incorporation/ registration
04	In case of Joint Venture, only one firm shall join as partner. Moreover, a partner firm can form JV with only one Lead Bidder in this project		Relevant Documents must be attached.
05	The firm / partner firm (in case of JV) should be a legal entity having registered • NTN, GST Certificate of FBR. • KP Revenue Authority registration for services Tax Number.		Proof to be submitted in the form of valid certificates.
06	Income Tax Returns of Lead Bidder/JV Partner (For JV, each partner should submit its Income Tax Returns Separately).		Proof to be submitted in the form of FBR generated tax returns.
B.	Contact Details of Applicant -		
01	Name and Designation of Authorized Contact Person		
02	Postal Address		
03	Telephone Number		
04	Mobile No.		
05	E-Mail		
06	Website		
C	Brief Description of Applicant		
01	Organization profile	Enclose Details	Company profile must be attached
02	Management Structure	Enclose Details	Organogram of firm must be attached in

			addition to brief bios of the project staff.
03	Main Line of Business	Enclose Details	Purchase Orders must be attached.
	Status	Eligible/Not Eligible	

**Signature of the Bidder:**

**Stamp of Bidder:**

**From-2: Criteria of Net Worth & Turnover**

<b>A</b>	<b>Turnover PKR</b>	<b>Required Documents</b>
	Annual Turn Over of lead bidder/JV Partner for any of the last two Financial Years accumulatively i.e.	To be verified from the submitted Income Tax Returns from FBR/Audit Reports
	Status	Eligible/Not Eligible

Signature of the Bidder:

Stamp of Bidder:

**Form-3: Relevant Experience**

S.N	Particulars	
	Name of Project/ Facility	
	Date of Establishment	
	Project Cost (In Millions)	
	Role of Applicant Developer Owner Operator Service Provider	Explain the Role of Applicant
	Years of Experience as Developer/ Owner/Operator/ Service Provider	

Note: -

Applicant shall submit supporting documents/ evidence e.g. work order/ completion certificate/ copy of contract agreement/certifications etc. for size of the project / services offered in support of relevant experience claimed in the above Form-3.

**Signature of the Bidder:**

**Stamp of Bidder:**

**FORM-4: JV AGREEMENT**

Power of Attorney (To be submitted on stamp paper of worth Rs. 100 duly notarized by oath commissioner) KNOW ALL MEN BY THESE PRESENTS that by this Power of Attorney (“Power of Attorney”), [Insert Name of JV Partner] having its registered office [address of JV Partner], does hereby nominate, appoint and authorize [Lead bidder Authorize Name] of [Lead Bidder Name] having its registered Head Office [Address of Led Bidder] hereinafter referred to as the "Attorney", to do in our name and on our behalf the following:

- I. Sign and submit to BKMC, or its authorized nominee the for Expression of Interest in response to the Expression of interest documents dated [Insert Last date of submission] issued by BKMC and all other documents and instruments required to submit the Application for expression of interest.
- II. Execute all such deeds, documents and instruments as may be considered necessary and expedient in relation to the foregoing; and
- III. Do and carry out all other actions as may be required by BKMC in connection with the Expression of interest process as a whole;
- IV. To immediately notify BKMC in writing of any impending or actual revocation as well as any change in the terms of this Power of Attorney. We, [Insert Name of JV Partner] do hereby ratify and confirm whatsoever the Attorney shall do by virtue of these presents and further agree that whatever the Attorney shall do or cause to be done pursuant to this Power of Attorney shall be binding on [Insert Name of JV Partner] Furthermore, each provision of this Power of Attorney is severable and distinct from the others. The invalidity, illegality or unenforceability of any one or more provisions of this Power of Attorney at any time shall not in any way affect or impair the validity, legality and enforceability of the remaining provisions hereof.

IN WITNESS WHEREOF, we have executed this POWER OF ATTORNEY as of [Insert Date] [Insert Name of JV Partner]

By: Designation:

NIC No.

NIC No

WITNESSES: Witness 1:

Witness 2

Name:

Name:

Address:

Address: