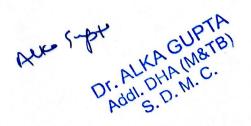
## SUB: Reply to Pre Bid Queries on Tender for outsourcing Dialysis.

During the pre bid meeting held on 1/10/2020 at 11.30 a.m. in the O/o Addl. Commissioner (H) interested vendors were present. Certain queries where raised by the vendors. The Department considered the representations that were received in time so as to address their concerns and took a decision which as under:

1.

S N O	Tender Referenc e (section No.)	Content of Tender requiring clarification		Department decision
1	Evaluatio n Criteria	SN 1- (Manufacturer s will get 2 marks vs service provider/ consortium gets 1 mark):	Since this is a contract for delivery of dialysis services and not equipment procurement, why are manufacturers so highly favored while penalizing the service providers. The RfP already mentions that the bidder has to procure brand new equipment, maintain the same and ensure upto 90% uptime, hence, the concerns around equipment are already addressed. We view this is an unfair clause which penalizes service providers for no fault of their own and hence request you to remove this clause or give equal marks to all.	Department stands by T&C of the tender.
		If 2 bidders get same marks, the firm with more turnover will be given preference:	Only India turnover should be calculated for the services business of manufacturers since it is service contract. Manufactures can have a very high percentage of their revenue coming from consumables, equipment selling etc. which doesn't have any relationship with the revenue they generate by actually providing dialysis services to patients. This effectively decides the bid in the favour of large global manufacturers without considering their ability to deliver on services in India.	As per T&C of the tender.
		Global Presence:	Please clarify how many countries does the bidder has to have presence in for Global presence. Please also let us know what documents are required to be submitted here.	Presence in any country /countries other than India specifies global presence.
2	Terms & Condition s (Section VII)		Please clarify if any of the documents have to be submitted offline apart from uploading the same. Please specify the bid validity period (as per section VII – Terms & Conditions)	All documents are to be uploaded online.



4		RFP only mentions Rs.1400/- price point, we request you to clarify if the rates for seropositive patients is Rs.1650/- (as per CGHS pricing for Non NABH Hospital for seropositive dialysis session). Also, are private patients allowed to use the services by paying the same price?  Globally, measuring Fibre Bundle Volume is the most widely accepted scientific and accurate methodology to determine the number of reuses for a dialyser. We would suggest that the service provider should be allowed to reuse the dialyser as long as the fibre bundle volume(FBV) is greater than or	tender  Only single use dialyser as per T&C of
		equal to 80%. The government may ask service providers to maintain a log of FBV print outs after each dialysis session to ensure no misuse of this criteria. Request you to implement reuse of dialysers since this will make this bid commercially viable while having no significant impact on overall quality.	
5		We request that the Duty Medical Officers be provided by the authorities.	Not acceded to
6	Proof of having officer in Delhi NCR (Clause 4.1 – Preparation of Tender under Technical Bid):	Please specify the documents that would be accepted to show the office presence in Delhi NCR.	Enclosure: any or all of  1. Rent agreement  2. Ownership document  3. Aadhar card of company  4. Electricity bill  5. Telephone bill

per ( pte Dr. ALKA GUPTA)
Dr. ALKA GUPTA
Addi. DHA (M8TB)
Addi. S. D. M. C.

N 1	Refer ence secti on No.)	Tend er Refer ence (Page No.)	Content of Tender requiring clarification	Points of clarification required	Departments Decision
I I c	Section – III Instructions to Bidder s 1.	3	The prices fixed shall be firm and shall include all applicable taxes and duties. This shall be quoted in the format as per attached Appendix 'F' only. (Tariff rate provided above  include lump sum cost of treatment/proced ure, diagnostic investigations, registration charges, admission charges, admission charges, procedure charges, injection charges, doctor's consultation and visit charges, monitoring charges, transfusion charges, cost of disposables, including catheters and all sundries required as a part of the procedure, cost of medicines required during the procedure,	laboratory investigations and procedure charges shall not be included in the dialysis charges as it cannot be financially viable for the service provider.	As per T&C of tender

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			related routine and essential investigations, nursing care and charges for its services}.		
2		7	Maximum Marks ** Manufacturer & or its subsidiary : 2 Consortium/Sole Provider :I	This regarding should be revised as the machine manufacturer may not have experience in providing dialysis services. But just on the basis of being a machine manufacturer, they will be assigned 2 points, whereas the service provider having extensive experience in providing dialysis services will be assigned I point. This tender is for dialysis services and requires service provider to be experienced in providing quality services to dialysis patients, which is the basis of inviting this tender.	As per T&C of tender
3	Sectio n - VII Terms and Condit ions Point No.20	17	The concessionaire shall be responsible for the power back-up system (Inverter etc.) of dialysis centre.	We request the tender inviting authority to provide power back-up facility through the hospital's generator/power back-up system.	Power backup will be provided by concessionaire as per T&C of the tender.
4	E. Recommend ations for dialyz er use		Dialyzer will be single use for both Seronegative as well as seropositive cases	We hereby request the tender inviting authority to allow the service provider to reuse the dialyzer upto 8 times for seronegative patient as it is not financially viable to provide single use dialyzer at the CGHS rate of	As per T&C of tender

Dr. ALKA GUPTA Dr. ALKA GUPTA Addl. DHA (M. C. T. S.)

in HD:	1400 per dialysis, as the cost of
Point	the dialyzer itself would be 45% to
No.6	50% of the dialysis cost. Also the
	tender inviting authority should
	factor in the amount of biomedical
	waste generation it will lead to.

Add1.DHA(M&TB)

AUM S.D. M. C.