

HLL LIFECARE LIMITED

(A Government of India Enterprise)

HEALTH CARE SERVICES DEPARTMENT

HLL BHAVAN, POOJAPPURA,

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GLOBAL NOTICE INVITING

EXPRESSION OF INTEREST (EOI)

FOR

**TECHNOLOGY TIE-UP FOR ARTIFICIAL INTELLIGENCE IN TELE-RADIOLOGY
REPORTING SERVICE**

DATE : 01st AUGUST 2019

Eoi Ref No : HLL/HCS/TELERAD/2019/Eoi/ AI/02

BID SUBMISSION DETAILS

SL. NO.	PARTICULARS	DESCRIPTION
1	Last Date & Time for submission of bid	21/08/2019, 03.00 PM
2	Date & Time of opening of Technical bid	21/08/2019, 03.30 PM Though the deadline for the submission is 21/08/2019, the EOIs will be evaluated as and when they are received.
3	EARNEST MONEY DEPOSIT (EMD)	Rs. 25,000/- (Twenty five thousand)
3	Technical Presentation	Will be intimated later to Minimum eligibility qualified bidders
4	Place of submission & opening of Bids	Health Care Services Division, HLL Lifecare Limited, Corporate Head Office, HLL Bhavan , Poojappura, Thiruvananthapuram -695012

*EMD shall be submitted as a demand draft favoring “ HLL Lifecare Ltd” payable at Thiruvananthapuram.

1. INTRODUCTION:

This Expression of Interest (EoI) seeks response from Original Technology Manufacturer of Radiology Artificial Intelligence meeting the requirements of this EoI and are willing to be associated with HLL through a License & Technology Collaboration Agreement on long term basis to enable HLL to use the support of solution in Tele Radiology reporting service.

2. About HLL Lifecare Ltd

HLL Lifecare Limited (HLL) is a Public Sector Enterprise under the administrative control of the Ministry of Health & Family Welfare, Government of India. HLL's purpose of business is "to provide quality healthcare products and services at affordable rates". In its quest to become a comprehensive healthcare solutions provider, HLL had diversified into hospital products and healthcare services, while nurturing its core business of providing quality contraceptives.

The Diagnostic Services Division of HLL-"HINDLABS", provides quality and affordable Diagnostic Services (Path lab and Imaging) to partner institutions in a Public -Public Partnership model.

HLL is having teleradiology facility and through this we are providing teleradiology reporting services to various hospitals and Imaging clinics. Our Radiologist Panel consist of eminent and experienced Radiologists with high proficiency in speciality reporting including neuro-radiology, muskulo-skeletal imaging, paediatric imaging and abdominal imaging. Hindlabs Tele-radiology is being used by its own scanning centres spread all over India, other than that various government and private institutions are utilizing our services.

3. Objective of the EOI:

The purpose of this exercise is to seek proposals for shortlisting of the vendors who are capable of implementation of Artificial Intelligence in Radiology reporting to augment and enhance the speed, efficiency and productivity of Radiologist in generating of diagnostic reports.

The primary driver behind the emergence of AI in medical imaging has been the desire for greater efficacy and efficiency in clinical care. Radiological imaging data continues to grow at a disproportionate rate when compared with the number of available trained readers, and the decline in imaging reimbursements has forced health-care providers to compensate by increasing productivity. These factors have contributed to a dramatic increase in radiologists' workloads. Studies report that, in some cases, an average radiologist must interpret one image every 3–4 seconds in an 8-hour workday to meet workload demands. As radiology involves visual perception as well as decision making under uncertainty, errors are inevitable — especially under such constrained conditions.

A seamlessly integrated AI component within the imaging workflow would increase analysis accuracy, efficiency, reduce errors and avoid missed diagnosis, achieve objectives with minimal manual input by providing trained radiologists with pre-screened images and identified features. The technology of artificial intelligence and machine learning are fast emerging brands of science. Based on the proposals received, HLL will analyze the usefulness of various solutions proposed and shortlist the vendors.

4. Scope of cooperation:

HLL is seeking response from Original Technology Manufacturer of Radiology Artificial Intelligence through a License and Technology Collaboration Agreement. Prospective collaborator shall be responsible for transferring necessary know-how & know-why to enable HLL to use the support of Artificial Intelligence solution in Tele Radiology reporting service. HLL intends to cater to domestic market in India as well as overseas market. Interested manufacturers meeting the Pre-Qualification Requirements (PQRs) are invited to submit their offer in response to this EoI. Upon receipt of responses against this EoI, HLL will review the responses to ascertain suitability of the offer and shortlist prospective collaborator for further discussions. Detailed discussions on commercial and other terms and conditions to finalize the Technology Collaboration Agreement (TCA) shall be held with shortlisted prospective collaborator. The detailed terms and conditions for such a paid-up license agreement shall be mutually agreed upon.

5. Eligibility Conditions

The invitation of bids is open to all entities registered in India as well as abroad, who fulfil the criteria as specified below:

- a. The interested vendor should be a legal entity recognized under Indian laws and in case of a foreign company, should be registered under the laws of such foreign country and authorized to participate in Government of India bidding process by the competent authority in India.
- b. The said legal entity should have been in existence for a period of at least 3 years on the date of submission of proposal as evidenced by the documents submitted by such entity in its proposal.
- c. The Agency should have a turnover of not less than Rs. 1 Crore in the preceding three years. Turnover is defined as sale proceeds as per audited Profit & Loss account of the entity, submitted for last three financial years. The copies of income tax returns for preceding three years should also be submitted along with.
- d. Agencies should have experience and proven track record of providing Radiology Artificial Intelligence product / service. A statement of work undertaken along with documentary proof within last three years need to be submitted with EoI. The agency should undertake a work order value of INR.10,00,000/- in providing AI services within 3 years. The following documents shall be submitted as documentary proof regarding the experience.
 - a. Work order copy / agreement copy from the client; and
 - b. Satisfactory certificate for the performance of product / service from the same client.

- e. Preference will be given to the solutions which have accreditations of CE/ FDA and standardised in Indian scenario.
- f. The Bidder shall not be black listed by any Govt. Agency.
- g. General Software Specification: The software solution shall comply with the following specifications.
 - The solution should be web based application. It should be accessible via Internet from anywhere in the world with any browser
 - Should be platform independent and should work with Windows, Linux and MAC.
 - It should be work integrate with Tele PACS software.
 - Irrespective of bandwidth available user should able to start viewing reports immediately after login to the system
 - Offline cache: User should able to cache the data for offline viewing.
 - Reporting Module should have option for attaching report as PDF and HTML Format.
 - Category wise report selection option also required.
 - Should support report search engine.
 - Software server should work without static IP.
 - Admin should be able to view the logged in users and their activities.
 - Admin should have the audit trail support.
 - **Group Management:** Admin should be able to define groups
 - **User Management:** Admin should be able to define any number of users. Users can be assigned to a particular group.
 - **Billing:** Admin should able to generate various reports based on time duration, centre and reporting doctor.
 - **Log Monitoring:** Admin should be able to view running logs for various processes for debugging purpose.
 - Should have unlimited concurrent user license.

6. General

1. The deadline for submission of the EOI is 3-PM (IST) on 21-08-2019. Expression of Interest shall be submitted in three copies in sealed envelope clearly super scribing on top of envelope "EXPRESSION OF INTEREST FOR TECHNOLOGY SHARING OF ARIFICIAL INTELLIGENCE TO BE IMPLEMENTED IN THE TELERADIOLOGY."
2. Though the deadline for the submission is 21-08-2019 the EOIs will be evaluated as and when they are received.
3. All technical and commercial terms and conditions shall be decided through separate agreements on case to case basis.
4. At this juncture, company is open to any model-whether existing in the industry or new-for this strategic alliance. Once the EOI are received, HLL will evaluate the proposals that are in line with our interests and finalize the most suitable model for its participation in these growth businesses.
5. While the Expression of Interest has been prepared in good faith, HLL does not make any representation or warranty, express or implied, or accept any responsibility or liability, whatsoever, in respect of any statement or omission herein, or the accuracy, completeness

- or reliability of information contained herein, and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of this request, even if any loss or damage is caused by any act or omission on its part.
6. Organizations are requested to keep the information and details strictly confidential. We are looking for your support and co-operation in getting fully responsive Expression of interest.
 7. HLL shall not be responsible for any expense incurred by partner in connection with the preparation and delivery of their EOI and other expenses.
 8. HLL reserves the right to reject any or all the Expressions of Interest without assigning any reason thereof.
 9. The process of inviting EOI is for ascertaining various options available to HLL. After evaluation / examination of the offers, HLL may at its sole discretion decide further course of action.
 10. HLL reserves the right to deal with the proposal in any manner without assigning any reasons for the same. The decision of HLL in this regard shall be final.
 11. Organizations shall also prepare Power Point presentations in respect of EOIs, submitted by them. HLL may invite Organizations, if required, to make Power Point presentations of their case.

7. Presentations on proposed Solution/ Methodology

The firms shortlisted based on the eligibility criteria may be invited to make a presentation at a date & time notified by HLL. The purpose of the presentation would be to allow the participants to present their solution/ methodology, experience, capabilities, infrastructure, and other key points, if any.

8. EARNEST MONEY DEPOSIT:

- i. Each bid must be accompanied by Earnest Money Deposit (EMD) of Rs. 25,000/- (Twenty Five thousand only) in the form of Demand Draft of any Nationalized/Scheduled commercial Bank taken in the name of HLL Lifecare Limited payable at Thiruvananthapuram. Bids received without Earnest Money Deposit are liable to be rejected.
- ii. The original copy of EMD should reach this office address as mentioned in the Notification on or before the time of opening of bid. The original should be hosted/couriered /given person to the concerned authority of HLL Lifecare Limited, latest by the last date and time of the bid submission otherwise uploaded bid will be rejected. EMD in any other form will not be accepted.
- iii. EMD shall be valid for a period of Forty-five (45) days beyond the final bid validity period.
- iv. EMD of all unsuccessful bidders would be refunded by HLL Lifecare Limited within 30 days of the bidder being notified by HLL Lifecare Limited, as being unsuccessful and after receiving a written request from the unsuccessful bidder for refund of the same. EMD of the successful bidder would be returned upon submission of Security Deposit.
- v. No interest shall be payable by HLL Lifecare Limited to the Bidder(s) on the EMD amount for the period of its currency.
- vi. The bid without adequate EMD, as mentioned above, will be liable for rejection without providing any further opportunity to the bidder concerned.

- vii. The bidder shall extend the validity of EMD on request by HLL Lifecare Limited.
- viii. EMD may be forfeited:
 - a. If a bidder withdraws its bid during the period of bid validity or any extension thereof agreed to by the bidder.
 - b. If any of the bidders modify their bid during the validity period.
 - c. If the Proposal is varied or modified in a manner not acceptable to HLL Lifecare Limited after opening of Proposal during the validity period or any extension thereof.
 - d. If the Bidder tries to influence/jeopardize the bidding/evaluation process or submits any forged documents.

9. Mode of submission of Expression of Interest.

Documents in electronic form will not be accepted. A prospective partner may submit alternate model(s) for partnership. In case a partner wishes to suggest alternate model(s) of partnership with HLL Lifecare, multiple model(s) may be submitted for partnership. It is suggested that the length of submission (for each unique submission) may not exceed 20 pages – power point or word document – in response to this EoI. The submission may be organized in one document with each page marked with the title of submission and the name of the partner. A summary may be separately attached if deemed helpful. The response shall necessarily be accompanied with details on following:

- I. Company background
- II. Product profile.
- III. AI solution being offered along with its technical details.
- IV. Reference list of customers.
- V. Relevant certificates.
- VI. Annual audited financial reports for last three (03) years including auditor's report.
- VII. The Core Competencies/ Core Area of working of the Organizations.
- VIII. Experience in India, and/or other key markets.
- IX. Scope of Work and Detailed execution methodology envisaged by organizations.
- X. Which model(s) does the organization propose to partner with HLL.
- XI. In partner's estimate what is a reasonable value range which HLL can generate from the proposed partnership (with high level assumptions).
- XII. Evidence of previous proven record in management and execution of similar work in concerned domain.

The attested documents should be submitted in a sealed envelope super scribed 'EXPRESSION OF INTEREST (EOI) FOR TECHNOLOGY TIE-UP FOR ARTIFICIAL INTELLIGENCE IN TELE-RADIOLOGY REPORTING SERVICE'.

Senior Manager (OM-MI)
Hindlabs Tele Radiology Reporting Service
Healthcare Services Division
HLL Lifecare Limited.
HLL BHAVAN, POOJAPPURA,

THIRUVANTHAPURAM-695012, KERALA, INDIA
PH.NO. 0471-2350323, 0471-2354949

10. Guidelines for Submitting Tender Documents: -

The Tender Document consists of Two Parts: Pre-Qualification Documents & Technical Bid

These duly filled-in tender forms shall be placed in two separate packets as detailed below:

- i. **Packet A** – EMD along with documents required to meet the pre-qualification criteria.
- ii. **Packet B** – Signed EOI document to be covered in a single cover.

Packet A :- Earnest Money Deposit (EMD) of Rs. 25,000/-, (Rupees Twenty-Five thousand only) along with all documentary evidence to meet the pre-qualification criteria. The Cover should be super scribed as Packet A, Prequalification Ref HLL/HCS/TELERAD/2019/EoI/ AI/02 Dated: 01.08.2019.

Packet B : - Technical Bid: The EOI document duly signed should be kept in Technical Bid along with all the documents mentioned in eligibility criteria duly signed in all pages should be kept in a Cover and super scribed as Packet –Technical Bid Ref HLL/HCS/TELERAD/2019/EoI/ AI/02 Dated: 01.08.2019.

Main Cover: Packets A and B should further be put in a Master envelope sealed and super scribed with the name of the work and Tender Ref: HLL/HCS/TELERAD/2019/EoI/ AI/02 Dated: 01.08.2019.

11. DISCLAIMER

- i. This Expression of Interest (EOI) is not an offer by the Office of the HLL Lifecare Ltd but an invitation to receive offers from interested parties. The purpose of this EOI is to provide the necessary information that may be useful to such interested parties in formulating their proposals in response to this EOI.
- ii. No contractual obligation whatsoever shall arise from the EOI process unless and until a formal contract is signed and executed between the HLL Lifecare Ltd and the selected party.
- iii. HLL reserves the right to modify or even not to proceed with the proposed EOI at any stage.

12. JURISDICTION

Disputes if any, shall be subject to the exclusive jurisdiction of the courts at Trivandrum, Kerala.