

**NOTICE INVITING EXPRESSION OF INTEREST**  
**FOR**  
**BUSINESS ASSOCIATE TO SET UP REFERRAL**  
**LABORATORY IN NOIDA**

**HLL/CHO/HCS/EOI/2017-18/1**

Corporate and Regd. Office  
HLL Bhavan, Poojapura  
Thiruvananthapuram – 695 012  
Ph. 0471-2354949

**JULY 2017**

HLL/CHO/HCS/EOI/2017-18/1

13<sup>th</sup> July 2017

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**BUSINESS ASSOCIATE FOR SETTING UP REFERRAL LAB IN NOIDA**

HLL Lifecare Limited (HLL) is a public sector undertaking under the administrative control of the Ministry of Health & Family Welfare, Government of India. HLL's purpose of business is "to be a globally respected organization focusing on inclusiveness by providing affordable and quality healthcare solutions through continuous innovations". 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.

HLL has established its diagnostic services division under the brand name HINDLBAS in 2008. The first HINDLABS unit was established at R.K Puram in New Delhi, in collaboration with CGHS. The services offered at the lab is at CGHS determined rates, which are 30-40% less than the market rates.

The R.K.Puram lab of HLL currently performs all the routine tests under hematology, biochemistry, clinical pathology, serology and immunology. Approximately 95 tests are performed in the lab and the specialized high end tests are currently being outsourced for testing.

The Healthcare Services Division (HCS) of HLL is planning to set up a Referral lab : an advanced medical laboratory, in Sector-62, Noida. For this expansion plan, HLL is in the lookout of Business associate to provide complementary services which will enable HLL establish the laboratory.

HLL wishes to enter into business partnership with a business associate who can run a Path lab business in the said premises.

## I. Features of the Proposed Referral Lab:

- The lab space of about 8,000 sq ft is available at HLL Lifecare Limited Office, at sector 62, Noida.
- The Lab at Noida will have no zone for walk-in. All the samples for the testing will have to be brought in to the lab through collection centers. Adequate number of collection centers, will have to be established around the referral lab.
- The referral laboratory is an independent lab which performs unique high end tests which the primary lab does not usually perform. The referral lab shall contain the adequate manpower, equipment and other facilities for conducting the high end tests. The following departments are proposed apart from the routine tests:

S. No.	Name of Department
1	Biochemistry
2	Hematology
3	Immunology
4	Histopathology
5	Microbiology
6	Serology
7	Clinical Pathology
8	Molecular Biology

- The proposed referral lab shall cater to the samples from R.K. Puram lab as well as to the patients from the various private hospitals/residential areas/franchisees around the region. The samples will also be brought from the other states like UP, Rajasthan, Uttarakhand, Haryana etc. for conducting the specialized tests.
- The tentative list of tests planned to be offered at the referral lab is attached as **Annexure 1**.

## **II. Scope of Work**

Two working options are proposed:

### **Option I**

- The Deliverables /Roles and Responsibilities of HLL will be as below:
  - Fully functional space and infrastructure
  - All equipment in the lab (Existing in CGHS and New purchase or reagent rental)
  - No rent with free electricity, Biomedical waste management and infra maintenance
- Deliverables/R&R from Business associate
  - Operational Expenses
  - Manpower
  - Reagents
  - Software
  - Logistics and Phlebotomy team
  - Sales Team
  - Opening of franchisee centers and business know how
  - NABL Accreditation for the lab

### **Option II**

- The Deliverables /Roles and Responsibilities of HLL will be as below:
  - Fully functional space and infrastructure
  - Existing equipment in the lab (Existing in CGHS)
  - No rent with free electricity, Biomedical waste management and infra maintenance

➤ Deliverables/R&R from Business associate

- All new equipment purchase or reagent rental placement
- Operational Expenses
- Manpower
- NABL Accreditation for the lab
- Reagents
- Software
- Logistics and Phlebotomy team
- Sales Team
- Opening of franchisee centers and business know how

### **III. Revenue Sharing Pattern**

The payment to the business associate shall be through revenue sharing basis. The parties may in their bid propose the options for revenue sharing for the operation and maintenance of the lab. The payment to the business associate shall be made on a monthly basis on a fixed percentage of the revenue, mutually agreed by HLL and the party. The model for revenue sharing shall be finalized with the shortlisted party.

### **IV. Minimum Eligibility criteria**

1. The Applicant must have:

- Post graduation (MD) in Pathology/Microbiology/Biochemistry from a MCI recognized institution. Copy of the certificates to be submitted as proof.
- Minimum 10 years experience in Medical Laboratory field. The work experience certificate copy to be submitted.

- More than 5 years work experience in operating a business franchisee model.
- Should not own any laboratory in the locations where HLL is planning to set up the laboratory.
- Experience in managing a NABL accredited lab.
- Preference will be given to a female entrepreneur
- Preference to the individuals/Company with foreign collaboration, who could bring in better technology and know how.
- The party must provide proof of sufficient fund to operate a laboratory through a bank statement mentioning that the party have maintained a minimum balance of 10-15 Lakhs for past 6 months
- The party should declare all the previous legal disputes whether official or personal.

## **V. Submission of EOI and Terms & Conditions**

- The interested parties must submit the EOI document with all the required proof with respect to the minimum eligibility criteria on or before 2<sup>nd</sup> August 2017 at 2.30 P.M.
- The EOI along with the supporting documents must be enclosed in an envelop super scribing “EOI FOR BUSINESS ASSOCIATE TO SET UP REFERRAL LABORATORY IN NOIDA”.
- Any EOI received after the stipulated time period shall be considered late and will be rejected by HLL.
- The parties shall be evaluated based on the eligibility criteria and only those parties qualifying the same shall be short listed for further discussion with HLL.
- The EOI is valid for a period of 90 days from the date of publishing.
- Further details on the scope of work, time period for execution and completion shall be shared with only the shortlisted parties.
- While the Expression of Interest has been prepared in good faith, HLL does not make any commitment 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, statue, 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.
- 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.
- HLL shall not be responsible for any expense incurred by Parties in connection with the preparation and delivery of their EOI and other expenses.
- HLL reserves the right to reject any or all the Expressions of Interest without assigning any reason thereof.
- After evaluation / examination of the EoI, HLL may at its sole discretion decide further course of action.

- HLL reserves the right to deal with the EoI in any manner without assigning any reasons for the same.
- The decision of HLL in this regard shall be final.
- Any changes in the EOI shall be updated in HLL's website; [www.lifecarehll.com](http://www.lifecarehll.com) only. The parties are advised to regularly visit the website for any amendments or addendums to the EOI conditions.
- A pre-bid meeting shall be conducted on 25<sup>th</sup> July 2017, 2:00 P.M. at HLL Lifecare Limited, HLL Bhavan, B-14A, Sector-62, Noida. The interested parties are requested to attend the pre bid meeting.
- Interested parties may express their interest in writing to the following address along with relevant documents.

**Associate Vice President (Healthcare Services)**  
**HLL Lifecare Limited**  
**HLL Bhavan, Poojapura**  
**Thiruvananthapuram – 695 012**  
**Email: [hcs@lifecarehll.com](mailto:hcs@lifecarehll.com)**



## **ANNEXURE – I**

## Departments Proposed

S. No.	Name of Department
1	Biochemistry
2	Heamatology
3	Immunology
4	Histopathology
5	Microbiology
6	Serology
7	Clinical Pathology

## Microbiology Tests: Culture & Sensitivity

s.no	Test name
1	Routine C/S( Urine, Stool,Sputum,pus,HVS,Throat swab,all fluids)
2	Fungal C/S
3	Blood c/s
4	Gram stain
5	AFB stain
6	KOH Preparation
7	Hanging drop preparation
<b>Special</b>	
1	TB culture
2	PCR
a	HPN DNA
b	TB PCR
c	GENEXPERT
d	VIRAL LOAD(HEPATITIS B,C,HIV, syphilis,CMV,HSV 1&2 etc)
<b>Elisa reader</b>	

1	HIV
2	HBsAG
3	HCV
4	HAV
5	HEV
6	ANA
7	DSDNA
8	Dengue IgG&IgM
9	NS1
10	TTG
11	TORCH
12	Chikungunya IgM& IgG

**Biochemistry :**

S.NO	Name of Test
<b>Routine test</b>	
1	Glucose
2	Total bilirubin
3	Direct bil
4	ALT
5	AST
6	ALP
7	Total protien
8	Albumin
9	GGTP
10	Calcium
11	Phosphrous
12	CK NAC
13	CK MB
14	HBAIC
15	Sodium

16	Potassium
17	Chloride
18	LDH
19	Uric Acid
20	Urea
21	Triglyceride
22	Creatinine
23	Cholestrol
24	HDL
25	magnesium
26	Amylase
<b>Special Test</b>	
1	Ferritin
2	RF(Quantitative)
3	CRP (Quantitative)
4	ASO (Quantitative)
5	C4
6	C3
7	APO-A1
8	APO-B
9	HBAIC
10	Drug testing
11	Valporic acid
12	therapeutic drug monitoring
13	immunoglobulin A,G,M
14	HS-CRP
15	Transferrin
16	Iron study

17	drugs of abuse in urine(cocaine, methadone etc.)
18	d-dimer
19	lactate
20	Microalbumin
21	ceruloplasmin
22	Amphetamines/Ecstasy
23	Amphetamines/Ecstasy
24	Amphetamines/Ecstasy
25	Barbiturate
26	Barbiturate (Semi-Quantitative)
27	Benzodiazepine
28	Methadone
29	Opiates
30	Opiates (Semi-Quantitative)
31	THC
32	THC (Semi-Quantitative)
33	Carbamazepine
34	Digitoxin.
35	Digoxin
36	Gentamicin
37	Paracetamol
38	Phenobarbital
39	Phenytoin
40	Theophylline
41	Alpha-1-Acidglycoprotein
42	Alpha-1-Antitrypsin
43	Anti-Streptolysin O
44	Apolipoprotein A1

45	Apolipoprotein B.
46	Beta-2 Microglobulin
47	Ceruloplasmin
48	Complement 4
49	Haptoglobin
50	Immunoglobulin A
51	Immunoglobulin G
52	Immunoglobulin M
53	Myoglobin
54	Prealbumin
55	Rheumatoid Factor
56	Transferrin

### Hematology Tests:

S.NO	Name of Test
<b>Routine test</b>	
1	Hb
2	TLC
3	DLC
4	RBC
5	PCV
6	MCV
7	MCH
8	MCHC
9	Platelet count
10	Retic count
11	MPV
12	RDW
13	AEC
14	ANC
15	ALC
16	PCT

17	PDW
<b>Coagulometer</b>	
1	PT
2	APTT
3	D Dimer
4	Fibrinogen
5	FDP
6	factor I to XIII
7	PROTEIN S &C
<b>Urine analyzer</b>	
1	Urine R/M
<b>HPLC</b>	
1	HB electrophoresis
2	HBA1C
<b>FLOCYTOMETRY</b>	
1	CD4
2	CD8
3	LEUKEMIA panel ( acute leukemia panel, chronic leukemia panel & myo leukemia panel)
4	HLA typing

### Histopathology

<b>Histopathology</b>	Routine Histopathology routine cytopathology
	Immnuohistopathology
	immunofluorescent microscopy
	liquid based cytology

## Serology

S.NO	Name of Test
<b>Routine test</b>	
1	RA factor semi quantitative
2	CRP semi quantitative
3	ASO semi quantitative
4	Typhi dot
5	Widal
6	Chikungunya IgM (card test)
7	Dengue IgG&IgM(card test)
8	NS1(card test)
9	Malaria antigen (card test)
10	HBsAG (card test)
11	HCV (card test)
12	HIV 1 &2 (card test)
13	VDRL
<b>Nephelometer</b>	
1	RA FACTOR
2	CRP
3	ASO
4	PROCALCITONIN
5	HBA1C

## Immunoassay

S.NO	Name of Test
<b>Routine test</b>	
1	T3
2	T4
3	TSH
4	FT3
5	FT4
6	PSA (TOTAL& FREE)
7	LH
8	PROLACTIN
9	FSH
10	VIT B12



11	VIT D
<b>Special Test</b>	
1	ACTH
2	AFP
3	ANTI CCP
4	ANTI HAV
5	ANTI HAV IgM
6	ANTI HBC
7	ANTI HCV
8	ANTI TPO
9	CA125
10	CA15.3
11	CA 19.9
12	DHEA-S
13	CMV
14	FERRITIN
15	ESTRADIOL
16	HE4
17	IGE
18	HSV 1,&2 IGG
19	INSULIN
20	PTH
21	PROGESTRONE
22	RUBELLA(IgG& IgM)
23	TESTOSTERONE
24	human growth hormone
25	HBsAg(confirmatory)
26	Bhcg
27	$\beta$ -CrossLaps/serum
28	C-Peptide
29	Calcitonin
30	CEA
31	CMV IgG
32	CMV IgM
33	Cortisol
34	HBsAg
35	Folate III
36	Folate (RBC Hemolyzing Reagent)
37	HCG STAT
38	HSV-1 IgG
39	N-MID Osteocalcin

40	proBNP II
41	Progesterone II
42	SHBG
43	Toxo IgG
44	Troponin I
45	Troponin I STAT
46	Troponin T