

## NOTICE INVITING

### EXPRESSION OF INTEREST

**BUSINESS ASSOCIATES FOR SETTING-UP,  
OPERATION AND MAINTENANCE OF  
MEDICAL DIAGNOSTIC IMAGING CENTRE,  
MEDICAL DIAGNOSTIC LABORATORY,  
DIALYSIS CENTRE, WELLNESS CENTRE &  
POLYCLINIC FACILITIES  
AT VARIOUS LOCATIONS IN INDIA**

**HLL/CHO/SP/EOI/HCS/2015-16/1**

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10<sup>th</sup> February 2016

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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.

The Healthcare Services Division of HLL provides Medical Diagnostic Services (Laboratory and Imaging) and other facilities like Dialysis, Wellness Clinic/Polyclinic to partner institutions in a PPP model. Our first center in association with CGHS started in February 2008 in New Delhi. Presently HLL operates 4 Medical Laboratories with High end equipments. We have installed four 1.5 Tesla MRI scanners in 4 Government Medical colleges in Kerala and all the four are operated by us in partnership with Government of Kerala.

The Healthcare services division is invites EOI from eligible applicants as Business Associates for setting up, operation and maintenance of Medical Diagnostic (Imaging), Medical Diagnostic (Laboratory), Dialysis, Wellness Centres/ Polyclinic Facilities in various parts of India.

SL NO.	NATURE OF BUSINESS UNIT	NO OF FACILITIES	*TENTATIVE NOS & LOCATIONS
1	MEDICAL DIAGNOSTIC IMAGING CENTRE	12	KERALA – 5 ODISHA - 2 ANDHRA/TELEGANA - 2 MAHARASHTRA - 1 KARNATAKA – 2
2	MEDICAL DIAGNOSTIC LABORATORY	16	KERALA – 4 ODISHA – 3 TELEGANA – 4 HARYANA – 1 PONDICHERY – 1 GOA – 1 MADHYA PRADESH – 1 WEST BENGAL – 1
3	DIALYSIS CENTRE		KERALA – 1
4	WELLNESS CENTRE & POLYCLINIC	30	DELHU – 5 ANDHRA/TELEGANA - 5 MAHARASHTRA - 5 KARNATAKA - 5 MADHYA PRADESH - 5 WEST BENGAL – 4

\*Possibility for units PAN India based on market potential of the Business segment may be considered.

The Healthcare Services Division has numerous projects on hand and intends to explore the possibility to have business associates for upcoming projects.

### **Eligibility**

- Parties who submit the EoI (Herein after referred as Parties) must have **minimum 2 years of relevant experience** of running Medical Diagnostic(Imaging or Laboratory)/ Dialysis Facility or combination of any of the listed facilities.
- Quality Certification from NABH-MIS for the Medical Imaging Units / Quality Certification from NABL for the Medical Laboratory Units
- NABH accreditation for Polyclinic - Wellness Centres (Desirable)
- OEM's should have ISO 9001:2008 certification.
- Turnover of the parties submitting EOI for Medical Diagnostic Imaging Centre, Medical Diagnostic Laboratory, Dialysis Centre, Wellness Centre & Polyclinic or combination of any of the listed facilities shall be Minimum Rs. 2 Crores in the Financial Year 2014-15.  
The Turn over certificate duly certified by a Chartered Accountant shall be submitted as proof of the above.
- The Net Worth of the party shall be positive in the last 3 financial years. Balance sheet and P & L Account duly certified by a Chartered Accountant for the last 3 financial year shall be submitted along with the EOI as a proof for positive net-worth.
- The Parties should have business presence preferably in more than two states.
- The parties shall not have any criminal record or should not have been convicted by any court of law in India or abroad. Parties shall give a declaration to this effect.
- The Parties should have efficient communication and logistic system for sample collection across the labs( for Medical Laboratory Services)

- The Parties should have multiple Imaging Facilities(any two modalities) like Ultrasound, CT Scan, MRI Scan, X-ray, Gamma Camera, PET Scan, BMD etc ( for Medical Imaging Services).
- Original Equipment Manufacturer (OEM) of medical equipments or an agency having relevant experience in running medical diagnostic/clinical facility can also submit Eol.
- The parties submitting Eol should be ready to extend long term support to meet requirements of customers.

### **General**

1. **The deadline for submission of the EOI bid is 16:00Hrs. (IST) on 03<sup>rd</sup> March 2016.** Expression of Interest shall be submitted in three copies in sealed envelope clearly super scribing on top of envelope NOTICE INVITING EXPRESSION OF INTEREST FOR BUSINESS ASSOCIATES FOR SETTING UP, OPERATION AND MAINTENANCE OF MEDICAL DIAGNOSTIC IMAGING CENTRE, MEDICAL DIAGNOSTIC LABORATORY, DIALYSIS CENTRE, WELLNESS CENTRE & POLYCLINIC FACILITIES AT VARIOUS LOCATIONS IN INDIA
2. Separate tender mentioning the various techno-commercial terms for all the business segments will be invited from the qualified parties among the same EOI.
3. While the EOI responses may contain indicative commercially relevant information, it will not be construed to be a commercial bid.
4. The company is open to innovative business models other than existing in the industry or new Business alliance. Once the EOI's are received, HLL will evaluate and finalize the most suitable model for its participation in these growth business segments.
5. Eol submitted for each business segment may not to exceed Five (5) pages -. The submission may be organized in one document with each page marked with the title of submission and the

name of the parties. A summary may be separately attached, if deemed helpful. Each response should contain following minimum information:

- Background about the Parties.
  - The Core Competencies/ Core Area of working of the Organizations.
  - Experience in India, and/or other key markets.
  - Scope of Work and Detailed execution methodology envisaged by organizations.
  - Which model(s) does the organization propose to partner with HLL.
  - Evidence of previous proven track record in management and execution/Operation of Dialysis Projects/ Medical Laboratory Facility/ Medical Imaging Facility etc
6. 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, 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.
7. 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.
8. HLL shall not be responsible for any expense incurred by Parties in connection with the preparation and delivery of their EOI and other expenses.
9. HLL reserves the right to reject any or all the Expressions of Interest without assigning any reason thereof.

10. 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.
11. 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.

Interested parties qualifying the following conditions may express their interest in writing with a brief on the proposed partnership to the following address along with relevant documents.

**Vice President (Strategic Planning & Govt. Business)**

**Registered & Corporate Head Office**

**HLL Lifecare Limited**

**HLL Bhavan, Poojapura**

**Thiruvananthapuram – 695012**

**Email: [rajendranb@lifecarehll.com](mailto:rajendranb@lifecarehll.com)**