

Reply to the pre-bid queries for the work of “Operation & Maintenance of existing 32 bedded hospital and establishment of 150 bedded multi specialty hospital on PPP basis”.

Sl. No.	Clause No.	Query	NMPA reply
1.	RFP Clause no. 1.1.2.	The existing 32 bed hospital to be managed by the Concessionaire for first 2 years. It is understood that for the first 6 months, NMPT will be handholding the Concessionaire. Who will be responsible for the P&L of the hospital. Kindly give us some indication of revenue and expenditure for the existing hospital.	<p>Only the 13 clinical staff who are the permanent employees of the Port Hospital will be supporting the Concessionaire during the transition period, i.e., for 6 months from the appointed date.</p> <p>The existing hospital is for the welfare of the Port beneficiaries that includes</p> <ul style="list-style-type: none"> (i) NMPA employees and their eligible dependents, (ii) NMPA Pensioners and their eligible dependents; and also (iii) those persons or class of persons as approved by the competent Authority from time to time namely CISF, personnel engaged on contract etc. <p>There is no revenue generation.</p> <p>At present, the Hospital provides only primary care services to Port beneficiaries including OPD services. For secondary and tertiary care the patients are referred to empanelled hospitals within Mangalore. The average annual expenditure incurred by the Port on referral for OPD and indoor treatment including expenditure on medicines is appx. ₹.7.00 Cr.</p> <p>Avg no. of OPD cases / annum: ~9,800.</p> <p>Avg. no. of IPD cases / annum: ~485.</p> <p>Concessionaire will be responsible for P&L of the existing hospital. The salary of Port staff will be paid by the Port.</p>
2.	RFP Clause no. 1.1.1.	Estimated Project cost given Rs. 107 crs for establishment of 150 beds hospital. Kindly	<p>The block estimate of the project is as follows;</p> <ul style="list-style-type: none"> Civil Works – 50 cr. Plant & Machinery – 13 cr.

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		give us breakup of this estimate.	Equipment Cost – 30 cr. Furniture Cost – 8 cr. Stamp Duty and IDC – 6 cr. These are just indicative figures, the Bidders shall make their own assessment for the project.
3.	DCA Clause No. 6.1 (b)(i)	For construction related Approvals for 150 beds, NMPT authority is expected to assist the Concessionaire in getting the approvals and licenses.	This provision is included as the obligation of the Authority. Please refer to DCA Clause 6.1 (b)(i): upon written request from the Concessionaire, and subject to the Concessionaire complying with Applicable Laws, provide reasonable support and assistance to the Concessionaire in procuring Applicable Permits required from any Government Instrumentalities for implementation and operation of the Project. The Authority agrees and undertakes that it shall not unreasonably delay or withhold provision of any such reasonable support or assistance to the Concessionaire
4.	General Query	Can you share any market information or project report done for the catchment.	The project has been assessed based on the existing healthcare services, specialties and infrastructure available at Mangalore metropolitan area which has a population of approximately 7.11 Lakhs. The hospital is situated at Panambur, Mangalore, next to NH 66 connecting Panvel, Kochi and Kanyakumari. Mangalore is well connected by road, railway and airways to major metropolitan cities. However, the Bidder is advised to conduct its own investigations & analysis and obtain independent advice from appropriate sources. Please refer to the Clause no. 2.5.1 of the RFP.

Sd/-
Chief Medical Officer