

Expression of Interest (EOI) for Development and Augmentation of BHEL Hospitals, across five
Locations *On Public Private Partnership Basis*



Ref No: AA:GAX:21:MA:620

Dated: 16.12.2021

EXPRESSION OF INTEREST

FOR

**DEVELOPMENT AND AUGMENTATION OF BHEL HOSPITALS,
ACROSS FIVE LOCATIONS
On Public Private Partnership Basis**

Issued by:

**Bharat Heavy Electricals Limited
BHEL House, Siri Fort New Delhi-110049, India
(hereinafter referred to as 'BHEL')**



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DISCLAIMER

All information contained in this EOI provided / clarified are in good interest and faith. The information contained in this Expression of Interest document or subsequently provided to Applicant(s), whether verbally or in documentary or any other form, by or on behalf of BHEL, is provided on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided.

The purpose of this EOI is to provide interested parties with information that may be useful to them in the formulation of their application for interest and subsequent selection pursuant to this EOI. This EOI is not an offer by BHEL to the prospective Applicant(s) or any other person. This EOI is neither intended nor shall it be construed as creating or requiring any ongoing or continuing relationship or commitment with any party or person. This is not an offer or invitation to enter into an agreement of any kind, nor does it grant the Interested Agency any exclusivity. Neither the information contained in this EOI nor any further information made available in connection with the EOI will form the basis of any contract.

Though adequate care has been taken in the preparation of this EOI document, the interested firms shall satisfy themselves that the document is complete in all respects. The information is not intended to be exhaustive. Interested Agencies are required to make their own enquiries and assumptions wherever required. Intimation of discrepancy, if any, should be given to the specified office immediately. If no intimation is received by this office by the date mentioned in the document, it shall be deemed that the EOI document is complete in all respects and firms submitting their interest are satisfied with the EOI document in all respects.

The issue of this EOI does not imply that BHEL is bound to select and shortlist Applicant(s) for next stage or to enter into any agreement(s) with any Applicant(s). BHEL reserves all right to reject any applications submitted in response to this EOI document at any stage without assigning any reasons thereof. BHEL also reserves the right to withhold or withdraw the process at any stage. Neither BHEL nor its employees and associates shall be liable in any way whatsoever for any loss, expense or damage which may arise from or be incurred or suffered in connection with anything contained in this EOI document or any matter deemed to form part of this EOI document, the information and any other information supplied by or on behalf of BHEL. BHEL accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance/use of any statements/information contained in this EOI by the Applicant. BHEL is not making any representation or warranty, express or implied, as to the accuracy or completeness of any information/statements made in this EOI.

The Applicant shall bear all costs associated with or relating to the preparation and submission of its Application including but not limited to preparation, copying, postage, delivery fees, visit to BHEL office, expenses associated with any demonstrations or presentations which may be required by BHEL or any other costs incurred in connection with or relating to its Application. All such costs and expenses will remain with the Applicant and BHEL shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation or submission of the Application, regardless of the conduct or outcome of the EOI.



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1. Introduction

This Expression of Interest (EOI) seeks response from Corporates / Private Hospitals / Trusts / Societies / Non-Profit Organization / Partnership firms of repute having expertise in creating and running Health care institutions or hospitals or medical colleges, that are ready to associate with BHEL for augmenting the existing facilities of BHEL hospitals across four locations, and one newly proposed hospital at Noida, in phased manner. This EOI seeks basic information of the applicant, locations of interest and any suggestions on the proposed preliminary project concepts.

2. About BHEL

Established in 1964, Bharat Heavy Electricals Limited (BHEL) is the largest engineering and manufacturing enterprise in India in the energy and infrastructure sector with the capability to manufacture the entire range of power plant equipment.

BHEL caters to core sectors like Power Generation, Transmission, Industry, Transportation, Renewable Energy, Oil & Gas, Water, Defense, & Aerospace, and e-Mobility & Energy Storage Solutions, and has references in 86 countries across the globe. BHEL's mammoth size of operations is evident from its widespread network of 16 Manufacturing Units, 2 Repair Units, 4 Regional Offices, 8 Service Centers, 1 Subsidiary, 3 Overseas Offices, 3 active Joint Ventures, 15 Regional Marketing Centers and more than 150 project sites across India and abroad.

More details about the entire range of BHEL's products and operations can be obtained by visiting our web site www.bhel.com.

3. About BHEL Hospitals

BHEL operates its four hospitals in four major locations across India, namely Haridwar, Hyderabad, Bhopal, and Tiruchirappalli. In addition, BHEL is currently planning on converting one of its existing buildings into a multispecialty/super-specialty hospital at Noida under the aegis of public-private partnership (PPP). The hospitals at these four cities primarily caters to BHEL employees, retired/ex-employees, and their dependents. BHEL has about 1.77 lakh beneficiaries avail medical facilities provided by BHEL hospitals. Each of the existing four hospitals, and the newly proposed hospital at Noida, are a part of a larger BHEL campus. While currently, the BHEL hospitals have differing bed capacities, as specified in Table 1 below, in most cases, there is additional build up or land area available for further expansion and scale up. Additionally, the four existing BHEL hospitals, have dedicated clinicians and staff that provide the currently available services. (Refer to Annexure II for Google map images and postal addresses of the five locations).

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Table 1: Overview of the BHEL hospital facilities

Location*	Plot/ Campus Area	Built up Area of (for) the hospital	Existing hospital beds	Existing hospital staff	Additional BUA may be constructed	BHEL beneficiari es in region
Haridwar	42,540 sq meters	7,572 sq meters	128	95 (32 doctors, 18 nurses, 42-other staff)	Maximum 670,000 sq ft BUA	32,494
Bhopal	96,425 sq meters	21,344 Sq. meters	300	208 (55 doctors-both full-time and part-time doctors/consulta nts, 78 nurses, and 75-other staff)	Maximum 520,000 sq ft BUA	43,000
Hyderabad	65,337 sq meters	9,421 sq meters	157	140 (39 doctors- both full-time and part-time doctors/consulta nts, 63 nurses, and 38-other staff)	100,000 sq ft BUA	27,259
Tiruchirappalli #	48647.9 sq meters	9696.5 sq meters	195	240 (27 doctors, 77 nurses, and 136 other staff)	Nil	60,000
Noida (Proposed)	42,474.9 sq meters	7,472.5 sq meters	Nil	Nil	190,000 sq ft BUA	14,180

[* details of location provided in Annexure II]

Total hospital land coverage area

4. Purpose

The intent of this Expression of Interest hereinafter referred to as the "EOI" is to invite applications from interested Party/Parties who are willing to participate in the phased development and augmentation of the existing facilities to for a payment of lease rental and/or discounted tariffs for BHEL beneficiaries. The upgraded facility is meant to serve BHEL beneficiaries (at pre-agreed tariffs – CGHS / Discounted rates) and non BHEL beneficiaries (at prevailing market rates).

The EOI also intends to explore the interest of interested party/ parties in their willingness to set up medical colleges/nursing college/ paramedical college, at the proposed locations, subject to availability of land/ built up area, as per the required regulations.



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The proposed project concepts for the five locations have been specified in Annexure I and the application is encouraged to provide their comments/ suggestions on changes and modifications they may seek on the proposed project concepts.

It is envisaged that the selected party shall be responsible for designing, financing and development for new facilities (wherever applicable) and/ or augmentation and upgradation of existing facility, in a phased manner. The proposed phasing plans are with the consideration to ensure minimal disruption and ensure continuation of services to existing beneficiaries.

Selected party/ parties shall be free to use the thus augmented and newly developed facilities for serving non BHEL beneficiaries/ Ayushman Bharat beneficiaries on chargeable basis at their own terms & conditions. Rates for BHEL beneficiaries are expected to be provided at a reasonable discount to the current rate chart, as approved under the medical attendance rules, provided in **Annexure III**.

Interested party/ parties are encouraged to visit the site and interact with the Point of Contact (PoC) for any clarifications (refer Annexure II). All costs incurred for participation in the EOI shall be borne by the Applicant (s).

5. Instruction to applicants

Eligible entities may submit their application as per Annexure - 1 (along with supporting documents) by Post / hand so as to reach the tender box on or before **14.01.2022 by 1400 hrs (4 weeks from the date of issue)** at the following address. The offer shall be opened on **14.01.2022 at 1500 hrs** at following address.

**BHEL House
Siri Fort, August Kranti Marg,
New Delhi-110049**

For queries, following officials can be contacted

Sh. Md. Ajmal Hussain Sr. Manager (ISMG) BHEL House, Siri Fort, Delhi Ph: 011-66337402 Mob: 9910110849	Sh. Manish Bhaskar Dy. Manager (ISMG) BHEL House, Siri Fort, Delhi Ph: 011-66337439 Mob: 9871008176
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The details submitted by the Applicant(s) shall be complete in all respects and BHEL may seek clarifications/additional information as considered necessary. Any request for further information or clarification on the EOI document may be submitted to above address *within 4 weeks from date of issue*. The EOI process involves seeking willingness of interested party/parties and selecting party/parties amongst all who make an application in response to this EOI. Through this EOI, BHEL intends to identify prospective and interested agencies for development and augmenting of existing facilities across 5 locations in India.

Responses to EOI are to be submitted in English / Hindi only. Supporting documents, as required, should also be in English / Hindi language. In case of some documents being available in languages other than



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English / Hindi, the Applicant shall necessarily provide duly authenticated translated version of the same in English / Hindi.

Duly authorized representative of the Applicant(s) shall sign on each page of the document along with annexures. The Applicant shall submit a Power of Attorney in favour of the authorised representative (Refer Annexure V)

Response to EOI should be prepared in such a way that it provides a straightforward, concise description of Applicant's capabilities.

Notwithstanding anything contained in this EOI, BHEL reserves the right to accept or reject any Application and to annul the EOI Process in whole or part, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof.

BHEL reserves the right to verify all statements, information and documents submitted by the Applicant in response to the EOI. Any such verification or lack of such verification by BHEL shall not relieve the Applicant of his obligations or liabilities hereunder nor shall it affect any rights of BHEL.

In the event of any dispute arising out of this EOI, the decision of the Officer In-charge, BHEL shall be final and binding. The EOI process shall be governed by, and construed in accordance with, the laws of India and the Courts at Delhi locations shall have exclusive jurisdiction over all disputes arising under, pursuant to and/ or in connection with the EOI process.

All costs incurred for participation in the EOI shall be borne by the Applicant (s).

6. Minimum Criterion

The applicant should own a minimum 100 bed tertiary care hospital with experience of minimum 3 years of operation and management of the unit.



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7. Annexures

Annexure I: Information / documents to be submitted by Applicant

1. Name of the Company
2. Legal status of the Company
3. Brief description of the Company including details of its business groups/subsidiaries/ affiliates
4. Date of Incorporation
5. Date of Commencement of Business
6. No of hospitals, their locations and operational beds
7. Medical education programs (MBBS, Nursing, BDS, etc) and their annual intake
8. Full address including Telephone nos. / Fax nos.
 - Registered Office:
 - Head Office:
 - Address for communication:
 - Contact Details:
 - Office Address in India, if any:
9. Additional information with supporting documents (wherever applicable)
 - Last three years financial statements (P&L, Balance sheet, Cash flows). Please provide Income Tax Return (ITR) copy of the same
 - Information of any proposed/ planned or ongoing projects under construction
 - Sources of financing the proposed projects
10. Duly signed & stamped copy of EOI along with all annexures
11. Annexure IV

Table 2 below provides an overview of the preliminary proposed project concepts for the five locations. These project concepts and estimated investment costs are based on market assessment report by independent consultants.



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Table 2: Overview of the proposed facilities

Location	Proposed project concept	Focus specialties	Additional BUA to be constructed (1)	Estimated project cost (INR in Million) (2)
Noida	Option 1- 100 beds	Secondary care specialties- Pediatrics, Orthopedics, Gen Surgery, Internal medicine, OBGYN, Anesthesia Tertiary care specialties- Neurology, Neurosurgery, Nephrology and Nephro Surgery, Advanced Ortho & Spine & Chemotherapy	Nil	751
	Option 2- 300 beds	Phase I: Pediatrics, Orthopedics, Gen Surgery, Internal medicine, OBGYN, Anesthesia; Cath labs; Nephrology, Chemotherapy Phase II (additional): CVTS, Onco-surgery, Reconstructive and plastic surgery; Neurosurgery, Nephro-surgery	180,000 sq ft	2,100
Haridwar	Option 1- 120-125 beds	Secondary care specialties- Pediatrics, Orthopedics, Gen Surgery, Internal medicine, OBGYN, Anesthesia, ENT, Ophthalmology Tertiary care specialties- Nephrology and Nephro Surgery, Advanced Ortho & Spine & Chemotherapy	Nil	730
	Option 2- 470 beds across phased manner	Phase I: Pediatrics, Orthopedics, Gen Surgery, Internal medicine, OBGYN, Anesthesia; Cath labs; Neurology, Neurosurgery, Nephrology and Nephro Surgery, Advanced Ortho & Spine & Chemotherapy, CVTS, ENT, Skin & VD, Psychiatry, Ophthalmology Phase II (additional): Onco surgery, Reconstructive and plastic surgery; Neurosurgery Optional- Radiation Oncology	270,000 sq ft for Phase I	2,799
	Option 3- Medical college and teaching hospital (470-beds)	As stipulated by National Medical Commission (NMC)	12 acres additional land parcel	3,093
Hyderabad	Option 1- Total 200 beds, in a phased manner	Focused on advanced CoE around Oncology, Gastroenterology and Cardiac sciences	100,000 sq ft for Phase I	1,600
	Option 2- Total 200 beds, in a phased manner	Pediatrics, Orthopedics, Gen Surgery, Internal medicine, OBGYN, Anesthesia; Cath labs; Nephrology, Chemotherapy; CVTS, Onco-surgery, Reconstructive and plastic surgery; Neurosurgery, Nephro surgery	100,000 sq ft for Phase I	1,450



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Bhopal	Option 1- Total 230-250 beds	Pediatrics, Orthopedics, Gen Surgery, Internal medicine, OBGYN, Anesthesia; Cath labs; Nephrology, Chemotherapy; CVTS, Onco-surgery, Reconstructive and plastic surgery; Neurosurgery, Nephro surgery	Nil	1,125
	Option 2- Total 400 beds	Pediatrics, Orthopedics, Gen Surgery, Internal medicine, OBGYN, Anesthesia; Cath labs; Nephrology, Chemotherapy; CVTS, Onco-surgery, Reconstructive and plastic surgery; Neurosurgery, Nephro surgery	130,000 sq ft	2,240
	Option 3- Medical college and teaching hospital (470 beds)	As stipulated by NMC	As per NMC requirements	3,093
Tiruchirappalli	Option 1 – Total 120-125 beds	Pediatrics, Orthopedics, Gen Surgery, Internal medicine, OBGYN, Anesthesia, Nephrology, Nephro surgery, ENT, Ophthalmology	Nil	540

Notes:

- (1) Estimated additional build up area to be constructed, for the proposed project concept
- (2) Project cost includes cost of building construction, equipment (medical and non-medical) and other preoperative expenses. Applicants are requested to independently review these estimates.

Applicants are requested to provide their interest and suggestions in the table listed below, pertaining to the proposed project concept across these five locations. **The bidder can choose one or more options from the table below.**

Note: The land can be provided for this project on license basis to the private bidder. As per the definition suggest, BHEL can allow / grant another party the land and project on “right to use” basis. Additionally, the license can be given for 5-7 years initially and renewed as and when required based on the management's decision/ on mutual consent.

Table 3: Interest or Suggestions on the Proposed Project Concept

Location	Proposed project concept	Interest (Yes/ No)	Any modifications/ changes (3)
Noida	Option 1- 100 beds		
	Option 2- 300 beds		
Haridwar	Option 1- 120-125 beds		
	Option 2- 470 beds in phased manner		
	Option 2- Medical college and teaching hospital (470- beds)		
Hyderabad	Option 1- Total 200 beds, in a phased manner		



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	Option 2- Total 200 beds, in a phased manner		
Bhopal	Option 1- Total 230-250 beds		
	Option 2- Total 400 beds		
	Option 3- Medical college and teaching hospital (470 beds)		
Tiruchirappalli	Option 1- 120-125 beds		

(To be filled by the applicant)

Note:

- (3) Any proposed modifications to the project concept, specialty-mix or the bed size as deemed appropriate to improve your participation

Annexure II: Site locations and Details

Table 4: Site Locations details

Site Location	Address	Maps Location
Haridwar	Main Hospital, BHEL Township, Ranipur, Haridwar, Uttarakhand - 249403	https://goo.gl/maps/xU4966VuC34AjZxz6
Hyderabad	BHEL General Hospital, BHEL Township, Ramachandrapuram, Telangana 502032	https://goo.gl/maps/xJjEbSCx6rV6dfgP7
Bhopal	Kasturba Hospital, Kasturba Market, BHEL, Habib Ganj, opposite Habibganj Station, Bhopal, Madhya Pradesh, 462024	https://goo.gl/maps/PioXYTGtVpkZaK2b9
Tiruchirappalli	BHEL Hospital (Main), BHEL Main Hospital Road, BHEL Tiruchy Township, Kailasapuram, Thiruverumbur, Tamil Nadu, 620014	https://goo.gl/maps/F5rZox6DcNJzQqP8
Noida	BHEL complex, Plot no.-25, Sector-16-A, Noida, Uttar Pradesh, 201301	https://goo.gl/maps/bXiqQSaFrB73dhid6



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Annexure III: Extracts of BHEL medical attendance rules and HR policies manual

All the existing BHEL hospitals are engaged with private hospitals on the tariff rates equivalent to CGHS 2014 tariff rates for providing services to the BHEL patients.

Annexure IV: Power of Attorney

(To be typed on non-judicial Stamp Papers of Rs 100 duly attested by notary public)

KNOW ALL MEN BY THESE PRESENTS, that I/We [name of the Company], do hereby make, nominate, constitute and appoint Ms./Mr. [name of the authorised signatory], whose signature given below herewith, to be our true and lawful Attorney for responding to the EOI and to do in our name and on our behalf, all such acts, deeds and things necessary in connection with or incidental to the EOI.

We hereby agree to ratify all acts, deeds and things lawfully done by our said attorney pursuant to this Power of Attorney and that all acts, deeds and things done by our aforesaid attorney shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF the common seal of the company has been hereunto affixed in the manner hereinafter appearing on the document.

Place & date:

Signature of Mr./Ms (Attorney)

Witness:

1.

2.

Signature of the CEO/Country Head/ Director/
equivalent.

Attested by: CEO/Country Head/ Director/ equivalent

