

**Pre-bid meeting minutes For E-15/NHM/SHS/Maintain and Operate Mobile Medical Units/16-17  
For Maintain and Operate Mobile Medical Unit in Maharashtra**

**Following officers were present for the Pre-Bid Meeting:**

- 1. Shri. Dilip Jadhav, Project Director, EMS, NHM**
- 2. Dr. Shashikant Jadhav, Joint Director, NHM**
- 3. Shri. Jaydeep Shere, SAM (Finance), Mumbai – Behalf of Director Finance, NHM**
- 4. Shri. Yogesh Yeole, Procurment Officer, Procurement Cell, NHM**
- 5. Dr. Sameer Agalave, Programme Officer, RT & MMU, NHM**

**In the following Bidder present in the meeting**

- 1. Piramal Swasthya Management and Research Institute**
- 2. Shatayushi Foundation, Majalgaon,**
- 3. Shri. Shivaji Education Society, Amravati**
- 4. HLL Lifecare Ltd. Kerala, India.**
- 5. Savitribai Phule Mahila Bahuddeshiya Santha, Beed**
- 6. Arihant Medical Foundation and Research, Ahmednagar**
- 7. BVG India Pvt. Ltd.**
- 8. Swami Vivekananda, Hingoli**
- 9. Arogyabharathi**
- 10. Wockhardt Foundation**
- 11. YUVA, Ahmednagar**

Sr. No.	Name of Bidder	Tender Specification	Queries Raised By Bidder	Expert Remarks
1	AV industries Private Limited	Page no 12; SECTION-V Point No. 2	<p>The bidder and in case of a consortium all the participants shall have at least three years" experience in providing medical care at community level. In support of this, a statement regarding assignments of similar nature successfully completed during the last three years should be submitted as per Proforma in Appendix _A'.</p> <p>For fair and competitive bid participation We, AV industries Private Limited, request you to please relax the above clause as.</p> <p>The bidder and in case of a consortium, any one participant shall have at least three years" experience in providing medical care at community level. In support of this, a statement regarding assignments of similar nature successfully completed during the last three years should be submitted as per Proforma in Appendix _A</p>	No Change As per tender Document.
2	Innowave IT Infrastructures Limited	Page no 12; SECTION-V Point No. 2	<p>The bidder and in case of a consortium all the participants shall have at least three years" experience in providing medical care at community level. In support of this, a statement regarding assignments of similar nature successfully completed during the last three years should be submitted as per Proforma in Appendix _A'.</p> <p>For fair and competitive bid participation We, AV industries Private Limited, request you to please relax the above clause as.</p> <p>The bidder and in case of a consortium, any one participant shall have at least three years" experience in providing medical care at community level. In support of this, a statement regarding assignments of similar nature successfully completed during the last three years should be</p>	No Change As per tender Document.

			submitted as per Proforma in Appendix _A	
3	BVG India Ltd.	Page no. 12 Section – V Point no. 7	<p>The bidder should have own hospital in each of 6 district/operational area OR The bidder must have affiliation with at least one hospital in each district since last 3 years. Such affiliation will be taken in consideration only if the said hospital is empanelled under Rajiv Gandhi Jeevan dayee Arogya Yojana (This conditional consideration is exempted for Nandurbar district &amp; alternative arrangement of minimum 20 beds from any hospital in the district since last 3 years will be taken in consideration).</p> <p>- We are operating 108 Ambulance Service across Maharashtra as per same we are having affiliation with various hospitals in Maharashtra, will this experience consider.</p>	It is allowed if the bidder have Affiliation with any Govt./Municipal/Trust hospital empanelled under Rajeev Gandhi Jeevan Dayee Arogya Yojana (at least 30 bed capacity) in Maharashtra or any other state, may be considered for last 3 years.
4	BVG India Ltd.	Page no. 12 Section - V Point no. 10	<p>Bombay Nursing Home Registration Act. 1949 certificate of hospital and MoU with affiliated hospital on dated since affiliation must be submitted.</p> <p>- Kindly remove this clause.</p>	No Change As per tender Document.
5	BVG India Ltd.	Page no. 8 Section - II Point no. 7	<p>The Bidder shall provide a declaration of extension guarantee from the bidder in the format given in the “Appendix-G” to the effect that the firm is ready to operate any more new MMU Units/Units if required in the future in the different operational areas/district effectively with the same prices quoted in the bid. The bidder shall keep price valid for the period for 3 years from the date of approval.</p> <p>- Price changes to be allowed and how many such new requirements would be there.</p>	No Change As per tender Document.

6	BVG India Ltd.	Page no. 10 Section – IV Point no. 1.3	To arrange supply free of cost good quality generic drugs and consumables as per the requisitions received from the service provider and to make all effort to keep the MMUs well stocked with drugs and consumables at all the times. Supplies shall be made within 3 days of requisitions.  - List of generic medicines to be provided	List of Medicine to be expected in MMU as per Government of India Guideline is to be followed. Copy enclosed here with reference page no. 10.
7	BVG India Ltd.	Page no. 10 Section - IV Point no. 2 (Obligations of the service provider)	Obligations of the service provider:  - 1. How many MMU's are available with the state? 2. How many are operational & How many are stand by 3. Conditions of the equipment's is existing MMU, will replacement of non-functional equipment's be done by authority or by us, if it is to be done by us then would be paid at actuals.	1 & 2. Total 40 MMU are operating in Maharashtra under NHM.  3. Conditions of the equipment's is existing MMU, will replacement of non-functional equipment's be done by Service Provider and funds will be provided from MMU operational cost per annum equipment maintenances. However service provider has to follow the procedures/norms of SHS to incur the expenditure.
8	BVG India Ltd.	Page no. 11 Section - IV Point no. 2 (8)	The service provider would procure all necessary road and goods permits for the MMU and maintain the same throughout the period.  - Will the service provider be exempted from tolls and taxes since they are operating the vehicles for medical purposes.	MMU vehicle is registered in the name of District Health Officer in respective district. So, service provider be exempted from tolls.
9	BVG India Ltd.	Page no. 11 Section – IV Point no. 2(15)	If required in the future, service provider shall operate any more new MMU Unit/Units in the different operational area/district (not mentioned in the agreement) effectively with the same prices quoted in the bid.  - Same price would not be possible cause any change in fuel	No Change As per tender Document.

			charges, taxes, wages etc. need to be considered as well.	
10	BVG India Ltd.	Page no. 14 Section - VI Point no. 4 (d)	The total cost of tender would be the basis to calculate nor operative cost per MMU per day. For all days when a certain number of MMU has not been functional, cost deducted would be:  - In case the MMU is non-functional due to break down and no stand by is available then in such cases deductions would happen.	No Change As per tender Document.
11	BVG India Ltd.	Page no. 15 Section - VI Point no. 9	Termination of Agreement  - Kindly relax this as either EMD or Security should be forfeited and not both.	No Change As per tender Document.
12	BVG India Ltd.	Page no. 16 Section - VI Point no. 11	General Terms and Conditions  - What would be the operational hours? Would it be different terrain wise? Does the helpline have to be operational 24X7?	MMU Operational Hour Minimum 9 Hours compulsory per day (If more beneficiaries, MMU staff need to stay more time in village.) In case of emergency/need time shall be extended and no extra payment will be made to vendor.  No any 24X7 Help line
13	BVG India Ltd.	Page no. 6 Section - II Point no. 1 (d)	The prices quoted shall be firm and shall include all taxes and duties. This shall be quoted in the format as per attached Appendix =D only.  - Kindly make the price bid as exclusive of all the present taxes as applicable and all the other taxes which may be levied by the Govt. from time to time, as you will agree that it is not possible to anticipate which taxes the Govt. may levy in future.	The prices to be quoted exclusive service tax. However revised format of Appendix-D is enclosed here with reference page no. 12. The payment will be subject to TDS as per Income Tax rules and other statutory deductions as per applicable laws.

14	BVG India Ltd.		<p>Price Variation</p> <ul style="list-style-type: none"> <li>Kindly incorporate a Price Variation Clause in the tender taking care of the Minimum wages, fuel hike, medical equipment maintenance, drugs and consumables etc.</li> </ul>	<p>No Change As per tender Document.</p>
15	Piramal Swasthya Management and Research Institute	Page No. 12 Section - V Point No. 7	<p>The bidder should have own hospital in each of 6 district/operational area OR The bidder must have affiliation with at least one hospital in each district since last 3 years. Such affiliation will be taken in consideration only if the said hospital is empanelled under Rajiv Gandhi Jeevandayi Arogya Yojana (This conditional consideration is exempted for Nandurbar district &amp; alternative arrangement of minimum 20 beds from any hospital in the district since last 3years will be taken in consideration).</p> <ul style="list-style-type: none"> <li>Request that this criteria be relaxed. We operate MMU's in states of Assam and Andhra Pradesh in PPP mode and all referrals are mapped to the nearest PHC /CHC in that village</li> </ul>	<p>The applicant having experience of operating MMUs in Maharashtra or any other state may be considered. (Private/Public Sector)</p>
16	Piramal Swasthya Management and Research Institute	Page No. 12 Section - V Point No. 10	<p>Bombay Nursing Home Registration Act. 1949 certificate of hospital and MOU with affiliated hospital on dated since affiliation must be submitted.</p> <ul style="list-style-type: none"> <li>Request that this criteria be relaxed as we do not have any affiliations with any hospitals in Maharashtra or other states where we operate the MMUs</li> </ul>	<p>It is allowed if the bidder have Affiliation with any Govt./Municipal/Trust hospital empanelled under Rajeev Gandhi Jeevan Dayee Arogya Yojana (at least 30 bed capacity) in Maharashtra or any other state, may be considered for last 3 years.</p>
17	Piramal Swasthya Management and Research Institute	Page No. 14 Section - VI. Point -7	<p>Says payment will be made monthly however page 38 mentions it will be two monthly</p> <ul style="list-style-type: none"> <li>Request for clarification on payment terms</li> </ul>	<p>Should be read as in Section – VI, Point No. 7 Periodicity of Payment  The payment will be made on</p>

18	HLL Lifecare Ltd. Kerala, India		<p>In one Clause, it is mentioned as the payment will be on monthly basis whereas in another clause it is mentioned as bi-monthly.</p> <p>- Request you clarify the payments terms</p>	<p>quarterly basis, after submission of invoice and other requisite document.</p> <p>Should be read as in Appendix -I , Point No. 11.2, The payment will be made on quarterly basis, after submission of invoice and other requisite document.</p>
19	Piramal Swasthya Management and Research Institute	Page No. 17 Section No. – VI Point 13. Penalty	<p>GPS-GPRS breakdown should be informed to the state on the same day else a penalty will be charged.</p> <p>- We request that alternate proofs of service being held at the designated location should be considered.</p>	<p>No Change As per tender Document.</p>
20	Piramal Swasthya Management and Research Institute		<p>Physical inspection of the existing MMU's before submitting the bid</p> <p>- We request that our Fleet Management team be allowed to conduct a physical inspection of the existing vehicles before submission of the bid.</p>	<p>Allowed to conduct a physical inspection of the existing vehicles.</p>
21	Piramal Swasthya Management and Research Institute	Page No. 46 Annexure III	<p>Appointment of MBBS doctor</p> <p>- We request that this criteria be relaxed to allow BAMS or Ayush doctors as it is very difficult to get MBBS doctors to work in remote locations.</p>	<p>No Change As per tender Document.</p>
22	HLL Lifecare Ltd. Kerala, India.	Page no. 12, Section-V, point no. 7	<p>The bidder should have own hospital in each of six districts / operational area or the bidder must have affiliation with at least one hospital in each district since last 3 years. Such affiliation will be taken in consideration only if the said hospital is empanelled under Rajiv Gandhi Jeevandayi Arogya Yojana (This conditional consideration is exempted for Nandurbar district and alternative arrangement of minimum 20 beds from any hospital in the district since last 3 years will be taken in consideration)</p>	<p>It is allowed if the bidder have Affiliation with any Govt./Municipal/Trust hospital empanelled under Rajeev Gandhi Jeevan Dayee Arogya Yojana (at least 30 bed capacity) in Maharashtra or any other state, may be considered for last 3 years.</p>

			- Request to kindly allow the bidders who have affiliation with hospitals in other states where they are running the MMUs.	
23	HLL Lifecare Ltd. Kerala, India	Page no. 12, Section – V, point no. 10	Bombay Nursing Home Registration Act. 1949 certificate of hospital and MoU with affiliated hospital on dated since affiliation must be submitted. - Request to kindly clarify the clause. It is for the bidder or the affiliated hospitals with whom the bidder will tie up.	No Change As per tender Document.
24	HLL Lifecare Ltd. Kerala, India	Page no. 9, Section-III, point no. 4 (Criteria / Parameter - 2)	- Request to kindly allow bidders who have Diagnostic lab running in Maharashtra.	No Change As per tender Document.
25	HLL Lifecare Ltd. Kerala, India	Page no. 9, Section-III, point no. 4 (Criteria / Parameter - 3)	- Request to kindly allow bidders who already have MMUs running in other states apart from Maharashtra.	The applicant having experience of operating MMUs in Maharashtra or any other state may be considered. (Private/Public Sector)
26	HLL Lifecare Ltd. Kerala, India		Request to clarify the running of the MMU, average kilometer per day.	No Change As per tender Document.
27	HLL Lifecare Ltd. Kerala, India		Request you clarify the no. of working days of the MMU.	No. of Working days of the each MMU is 24 days per month.
28	HLL Lifecare Ltd. Kerala, India		Are the MMU equipment proposed in the RFP needs to be procured by the bidder? If yes then where to book the expenses as it is not mentioned in the same.	No Change As per tender Document. (Please read Page No. 10 Section – IV 2.1).
29	HLL Lifecare Ltd. Kerala, India		Bid Submission date  - Request to extend the bid submission date for another 10 more days so that the actual scenario for the MMUs can be analysed at all the 8 districts.	The last date for Bid submission will be 2 <sup>nd</sup> November, 2016 up to 2.00 pm and Technical Bids will be Opened on 3 <sup>rd</sup> November, 2016 2.00 pm.



30	Everybody has raised the query regarding names of blocks and No. of Villages for Mobile Medical Unit.	_____	_____	<p><b>Addendum-</b> Mobile Medical Unit Name of Block and No. of Villages as follows.</p> <table border="1" data-bbox="1579 284 1989 857"> <thead> <tr> <th colspan="4">Mobile Medical Unit</th> </tr> <tr> <th>Sr. No.</th> <th>District Name</th> <th>Name of Block</th> <th>No. of Villages</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Satara</td> <td>Mahabaleshwar</td> <td>62</td> </tr> <tr> <td>2</td> <td>Parbhani</td> <td>Gangakhed, Palam, Purna</td> <td>40</td> </tr> <tr> <td>3</td> <td>Raigad</td> <td>Karjat</td> <td>60</td> </tr> <tr> <td>4</td> <td>Plaghar</td> <td>Jawhar &amp; Mokhada</td> <td>52</td> </tr> <tr> <td>5</td> <td>Nanded</td> <td>Dharmabad, Biloli, Himayatnagar</td> <td>45</td> </tr> <tr> <td>6</td> <td>Nandurbar - Akkalkuwa</td> <td>Akkalkuwa</td> <td>46</td> </tr> <tr> <td>7</td> <td>Nandurbar - Taloda</td> <td>Taloda</td> <td>57</td> </tr> <tr> <td>8</td> <td>Nandurbar - Dhadgaon</td> <td>Dhadgaon</td> <td>44</td> </tr> </tbody> </table>	Mobile Medical Unit				Sr. No.	District Name	Name of Block	No. of Villages	1	Satara	Mahabaleshwar	62	2	Parbhani	Gangakhed, Palam, Purna	40	3	Raigad	Karjat	60	4	Plaghar	Jawhar & Mokhada	52	5	Nanded	Dharmabad, Biloli, Himayatnagar	45	6	Nandurbar - Akkalkuwa	Akkalkuwa	46	7	Nandurbar - Taloda	Taloda	57	8	Nandurbar - Dhadgaon	Dhadgaon	44
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**Commissioner (FW) & Director  
NHM, Mumbai**

## MMU Medicines and Consumable List

Type of Medicine	Name of medicine/consumable	Type of Medicine	Name of medicine/consumable
<b>EMERGENCY MEDICINE</b>	Inj. Atropine sulphate 0.6 mg	<b>ANTIBIOTICS</b>	Tab. Roxithromycin 150 mg
	Inj. Calcium Gluconate 10%		Tab Erythromycin 250 mg
	Inj. Theophyllin 50.6mg + Etophyllin 169.4mg/2 ml		Tab. Ciprofloxacin 250 mg
	Inj. Dexamethasone 2 mg/ml		Tab. Norfloxacin 400 mg
	Inj. Oxytocin		Furazolidine Tab.
	Inj. Sodabarbonate 7.5 mg		Furazolidine Syp. Bottles
	Inj.ChlopheniramineMaleate (2ml)		Metronidazole Tab (400 mg)
	Inj.Adrenaline 1 mg		Metronidazole Tab (200 mg)
	Inj.Lignocaine 2%		Cap. Amoxicillin 250mg
	Inj.Dopamine 200 mg		Syp. Amoxicillin 250mg
	Inj. Diazepam		Septran SS Tab
	Inj. Vit.K 10 mg/ml (Menadion bisulphate)		Sofracort Eye + Ear drops
	Inj Anti Snake Venum serum		Soframycine Ointment
	Inj. Frusemide		Syp. Ampicilin
	Inj. Anti-Rabies		Amoxicillin syp. Bottels
	Tab. Amlodipine 5 mg		Ampicillin Caps (250 mg)
	<b>GENERAL MEDICINE AND NON COMMUNICABLE DISEASES</b>		Amitriptyline tab.
Omeprazole Cap.		Ciplox – TZ tab	
Metoclopramide		Sy. Cotrimazole (septran)	
Hydrochlorothiazide		Sy. Furazolidine 60 ml	
Lasix Tab.		Tab. Furazolidine 100 mg	
Amlodipine Tab		Tab. Metronidazole 200 mg	
Paracetamol Tab		Whitfield's ointment	
Phenobarbitone Tab.		Griseofulvin Tab	
Prednisolone Tab.		Fluconazole Tab	
Ranitidine Tab.		Miconazole Tab	
Salbutamol Tab.		Tab. Griseofulvin 125 mg.	
Sorbitrate		Tab. Multivitamin	
Cough syrup. Bottles		Tab/Cap Iron Folic Acid (S R)	
CPM Tab.		Vitamin A/E Capsule	
Codeine Tab.		Vit. A Solution	
Diclofenac + Dicyclomine Tab.		Vit. D Sache	

	Diclofenac SR Tab.		Tab. Vitamin B.Complex
	Dicyclomine Tab.		Tab. Calcium Carbonate
	Digoxin Tab		Tab. Etophylline & Theophylline SR
	Antacide Tab	<b>ANTIMALARIALS</b>	Primaquine Tab.
	Brufen Tab.		Pyrimethamine + Sulphadoxine Tab.
	Aspirin Tab		ACT (A/SP, Adult) DMO
	Asthalin Respiratory solution		Chloroquine syrup bottles
	Atenolol Tab		ACT (A/SP, <1 yr)
	BC tab		Normal Saline 500 ml
	Betamethasone Ointment (Betnovate)	<b>DISINFECTANTS</b>	Dextrose 5 % 500 ml
	Calamine lotion		I.V.Dextrose in Normal Saline 500 ml
	Calcium Tab		Ringer lactate 500 ml
	Carbamazepine Tab	<b>DISINFECTANTS</b>	Povidone Iodine Solution 500 ml
	Amlodipine Tab.		Denatured sprit
<b>OTHERS</b>	Sy. Albendazole 10 ml	<b>OTHER CONSUMABLES</b>	Surgical Gloves
	Tab. Albendazole 400 mg		Scalp Vein set
	Sy. Paracetamol 60 ml		Kidney tray (Plastic) 12"
	Tab.Paracetamol 500 mg		Scapel Blade
	Tab. Cetrizine 10mg		Cotton roll 500 gm
	Urine Dip Sticks		Rolled bandages
	Condoms		Paper Adhesive Tape
	Tab.Diclofenac sodium 50 mg		Elastic Crepe Bandages Non-sterile-10 cm
	Inj. Diclofenac sodium		Sterile water for injection
	Cap.Omperazole 20 mg		Disposable Syringes – 2cc, 5cc
	Inj. Ondansterone 2mg/ml		IV Set
	Inj. TT	Disposable Needle – 22G, 24G, 23G	
	DEC Tab	<b>WORMICIDALS</b>	Albendazole syp.
	Inj. Tonaboline		Albendazole tab.
ORS Powder 27.5 gm W H O Formula	<b>LABORATORY EQUIPMENTS</b>	Tourniquet	
Gama Benzene hexachloride 1% w/w Lotion		Collection bulbs-EDTA, PLAIN	
Framycetin sulphate BP 15 mg (1.5%)		Lancet needles	
Povidone-iodine-Ointment		Stains field-A, B	
Cream. Miconazole		Pregnancy Test Card	
Sukhade Oint-(Ayurvedic)		Multi Uri Sticks	
Ciprofloxacin eye drop		Widal Test kit	
White Petroleum Jelly		Slides-Standard	
Lignocaine 2% Jelly		Urine routine – Albumin/Sugar strips	
Gentamycin eye/ear drop		Two sets of the IUCD kit having following instruments-Stainless steel tray with lid, Steel bowl, Cusco/Sim's speculum, Sponge holding forceps, Anterior vaginal wall retractor, Uterine sound, Long curved scissors, Artery clamp	
Xylocaine Jelly 2 %			

## FINANCIAL BID

1. Name of the Bidder:.....
2. Prices Quoted :-

### Table (A)

Table (A-1) (2016-17)

S.No	Cost Head per MMU	Operational Cost Per annum (INR)	No. of Units quoted for	Total Cost
01	Human Resources (Per MMU)			
02	Maintenance and Repair of vehicle, POL			
03	Equipment Maintenance			
04	Consumables & Regents (excluding drugs)			
05	Medicine			
06	Contingency			
07	<b>Total Cost per MMU</b>			
	<b>Total Cost of the proposed project per annum</b>			
	<b>Taxes if any (like Service Tax etc.)</b>			
	<b>Grand Total</b>			

(In words Rs.....)

**Table (A-2) (2017-18)**

S.No	Cost Head per MMU	Operational Cost Per annum (INR)	No. of Units quoted for	Total Cost
01	Human Resources (Per MMU)			
02	Maintenance and Repair of vehicle, POL			
03	Equipment Maintenance			
04	Consumables & Regents (excluding drugs)			
05	Medicine			
06	Contingency			
07	<b>Total Cost per MMU</b>			
<b>Total Cost of the proposed project per annum</b>				
<b>Taxes if any (like Service Tax etc.)</b>				
<b>Grand Total</b>				

(In words.....)

**Table (A-3) (2018-19)**

S.No	Cost Head per MMU	Operational Cost Per annum (INR)	No. of Units quoted for	Total Cost
01	Human Resources (Per MMU)			
02	Maintenance and Repair of vehicle, POL			
03	Equipment Maintenance			
04	Consumables & Regents (excluding drugs)			
05	Medicine			

06	Contingency			
07	<b>Total Cost per MMU</b>			
	<b>Total Cost of the proposed project per annum</b>			
	<b>Taxes if any (like Service Tax etc.)</b>			
	<b>Grand Total</b>			

(In words.....)

**Table (B)**

Total Recurring cost for oprationalization of Mobile Medical Units

<b>Financial Year (a)</b>	<b>Per MMU Per Annum (b)</b>	<b>Total Cost of the proposed project per annum (Excluding Service Tax ) (c)</b>	<b>Taxes if any (like Service Tax etc.) (d)</b>	<b>Total (e = c + d)</b>
<b>2016-2017 Table (A-1)</b>				
<b>2017-2018 Table (A-2)</b>				
<b>2018-2019 Table (A-3)</b>				
<b>Total (Total Cost of the proposed project for 3 yrs.)</b>				

(Total project cost for 3 years Rs. In Words \_\_\_\_\_)

In case of Increase or decrease in quantity during contract period, the payment will be binding on the agency per approved unit cost only.

The Opex cost should include Human Resources (Per MMU) Maintenance and Repair of vehicle, POL, Equipment Maintenance, Consumables & Medicine, Contingency. Above lists of Opex is only indicative and not exhaustive.

The successful bidder should produce invoices for the payment.

Rates of the eligible bidders will be compared with L1 (Lowest one) on Total recurring Cost excluding Service Tax for operationalization of Mobile Medical Unit given in Table (B) as total project cost .

Signature.....

Name.....