

INVITATION
EXPRESSION OF INTEREST

**“FOR ESTABLISHMENT OF A REGIONAL SIMULATION LAB AND CAPACITY
BUILDING CENTRE FOR NURSES AND HEALTH CARE WORKFORCE AT AIIMS,
BHUBANESWAR”**

**NODAL OFFICER, COLLEGE OF NURSING
ALL INDIA INSTITUTE OF MEDICAL SCIENCES
Khurda – Bhubaneswar**

<https://aiimsbhubaneswar.nic.in>

No: AIIMS/BBSR/CON/SIMULATION LAB/67/EoI

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Section - I

AIIMS, BBSR wishes to invite Expression of Interest (Eoi) for Establishment of a Regional Simulation Lab and Capacity Building Centre for Nurses and Healthcare Workforce at AIIMS Bhubaneswar. It is required to submit detail proposal for the above assignment, as per the brief contained in the terms of reference (ToR).

- 1) Name of Work: Establishment of a Regional Simulation Lab and capacity building centre for Nurses and Health care workforce at AIIMS, Bhubaneswar.
- 2) Completion Period for Establishment of a Regional Simulation Lab and capacity building centre – **1 Year**
- 3) The Bidders have to submit their Project Implementation Plan/work methodology along with time flowchart.
- 4) The entire cost for Establishment of a Regional Simulation Lab and capacity building center in College of Nursing , AIIMS, BHUBANESWAR, shall be borne by AIIMS, Bhubaneswar.
- 5) The layout for Establishment of a Regional Simulation Lab and capacity building center at College of Nursing, AIIMS, Bhubaneswar is depicted under:
- 6) **Agreement Period:** The period of Agreement shall be for **01 year** for project. The period may be further extended based on mutually agreed terms.
- 7) **Two Stage Bidding** – Expression of Interest Tenders – Market Exploration :

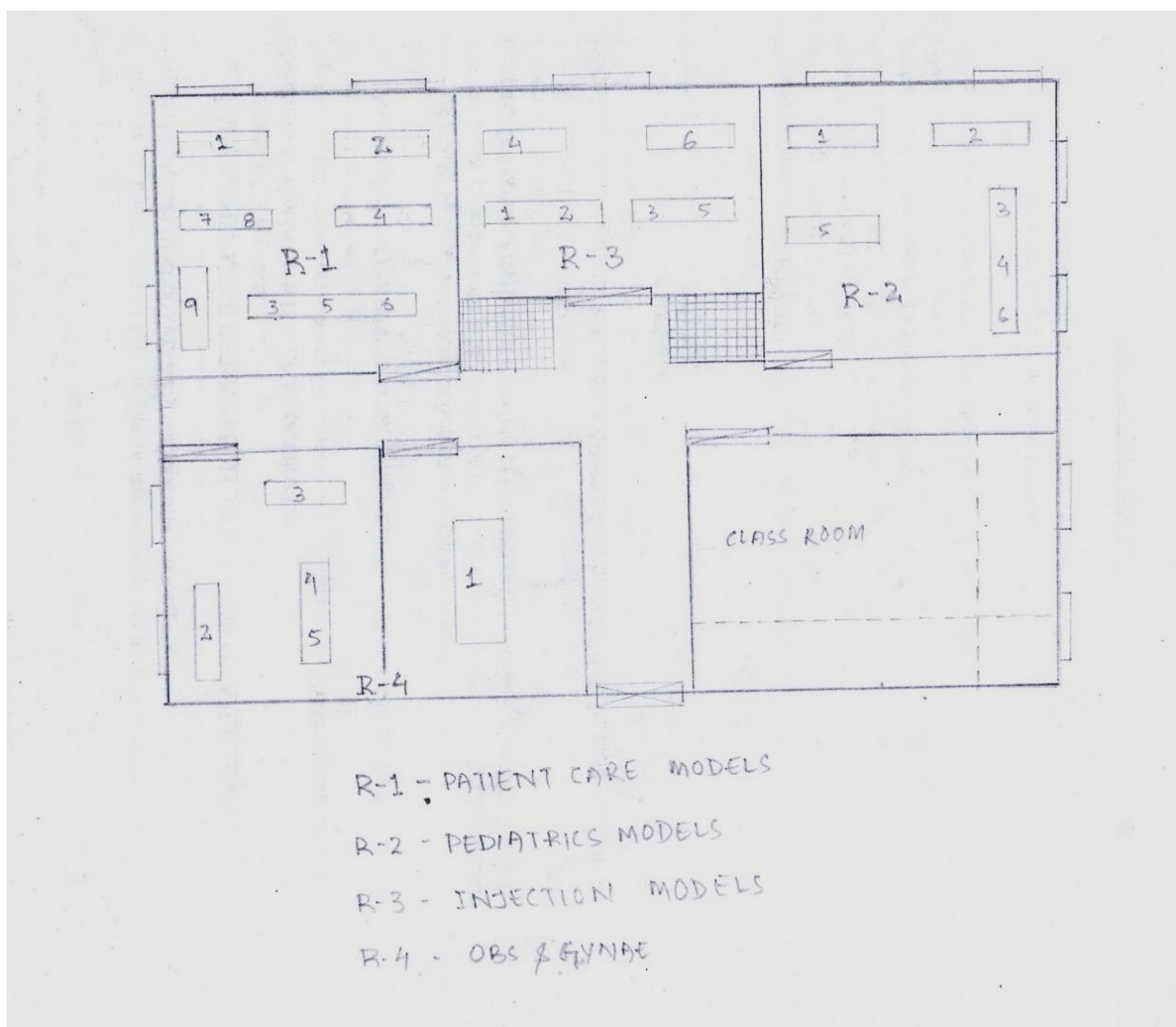
The bids will be obtained in two stages.

Stage - I: Receipt and evaluation of Technical bids.

Stage - II: Receipt of Final bids along with Financial bids from eligible bidders.

- 8) **Handover of Assets:** The Vendor will complete the installation and hand over the following, before the expiry of the Agreement period:
 - a) Entire Established Regional Simulation Lab and capacity building center for College of Nursing AIIMS, BHUBANESWAR in fully working condition as per technical specifications.
 - b) Information relating to the products installed/services rendered and data relating to the performance of such products / services.
 - c) Entire documents relating to various components of the Project, any data and confidential information related to the Project;
 - d) All other information (including but not limited to documents, records and agreements) relating to the products & services related to the project to enable AIIMS, BHUBANESWAR and its nominated agencies, or its replacing Vendor to carry out due diligence in order to transition the provision of the Project Services to AIIMS, BHUBANESWAR or its nominated agencies, or its replacing Service Provider.

- 9) **Address for Communication: - Nodal officer, AIIMS, BHUBANESWAR:** Principal (College of Nursing),
AIIMS, BHUBANESWAR



Please send/submit only Annexure-1, 2, Pre-qualification criteria and other relevant documents along with signed and sealed downloaded EoI document in a sealed envelope at first stage.

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Section - II

Project Summary & Broad Scope of work

1. Project Summary

With reference to NITI Aayog’s recommendation, the Ministry of Health & Family welfare (Nursing Section), Government of India, New Delhi has instructed AIIMS, Bhubaneswar to develop centers of excellence in nursing that set the benchmarks of academic excellence in the country. In this regard AIIMS, Bhubaneswar proposes to establish a Regional Simulation Lab and Capacity building center for Nurses and Health care workforce. The proposal highlights the importance of competency-based training, establishment of skill lab, infrastructure and resources required to establish regional skill center.

- **Broad objectives:**

1. To train the Nurses and other health care workers with necessary skills.
2. To evaluate the impact/outcome of skill-based training through highly structured tools and system.
3. To validate competencies at regular interval and take corrective action.
4. To make suggestion for restructuring curriculum to stakeholders.
5. Training of Master trainers.

- **Nature of Training to be imparted by the Regional Lab:**

1. Induction.
2. Periodic training.
3. Contingency based programs during epidemic/disasters.
4. Continued Competency Based Programs.
5. Caregiver/Client capacity Building Program.
6. Training of Master trainers.
7. Skill assessment center – Selection, Recruitment, Promotion in Central Government / Overseas.

2. Scope of Work: The Vendor desirous of participation in this effort shall be responsible for the following:

- a) Supplying, configuring and installing, commissioning of Lab items;
- b) Supply and installation of the required furniture for display and storage of the supplied models.
- c) To provide Technical assistance for a period of 1 year for upkeep and maintenance of Nursing Simulation lab;
- d) Provisioning the access control and audit trail mechanism as per industry standard and security norms defined by various regulatory bodies;
- e) Providing facility to define rule-based access depending on usage, time duration, etc.

**List of Equipment's for Regional Simulation Lab and
Capacity Building Center for Nurses and
Health Care Workforce**

Patient Care

S. No.	ITEM NOMENCLATURE	MODEL	QTY
1.	Patient Care Simulator YAE		1
2.	Paediatric Patient Care Simulator		1
3.	Nasogastric Tube Feeding Simulator		1
4.	Airway Suction Training Simulator		2
5.	Tracheostomy Management Simulator		3
6.	Decubitus treatment model		1
7.	Male Catheterization Simulator		1
8.	Female Catheterization Simulator		1
9.	Physical Assessment trainer		1

Injection Models

S. No.	ITEM NOMENCLATURE	MODEL	QTY
1.	Intravenous Arm Simulator		2
2.	Intradermal injection training simulator		1
3.	Arterial Puncture Training simulator		1
4.	Gluteal intramuscular injection model II		1
5.	Pediatric IV Hand Simulator		1
6.	Multipurpose Injection Training Arm		1

Obs & Gynae

S. No.	ITEM NOMENCLATURE	MODEL	QTY
1.	Perinatal Care Simulator		1
2.	Midwifery Practice Model Set		2
3.	Fetal Head Extractor for Obstetric model		3
4.	Female organ model type I		3
5.	Inspection and palpation of breast cancer training model		3

Pediatrics models +

S. No.	ITEM NOMENCLATURE	MODEL	QTY
1.	Baby Neonate BLS Simulator		2
2.	Neonatal Resuscitation Simulator		3
3.	Baby Boy-Newborn for multipurpose practice		3
4.	Baby Girl Newborn for multipurpose practice		3
5.	Neonatal Vital Signs Simulator		1
6.	Infant Model for Nursing Practice		3

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Section - III

Instructions to Bidders

A. General

1. Scope of Expression of Interest (Eoi)

The details are provided under “Project – Summary & Scope of Work” Section II of Eoi document. The selected Vendors will be expected to complete the Work by the Intended Completion Date specified in the “Section -I” and do the maintenance for **5** years. The Vendors shall ensure that all the Lab components, technologies etc. and conforming to latest specifications. The participating vendors will plan and arrange the lab equipment which will be best suited for fulfilment of the objectives of the institute. The equipment should be of latest versions and should have future upgradation facility. Any additional equipment as per latest trend in the industry may also be included in their offer with proper justification at the time of demo of the lab and work plan.

B. Eoi Documents

Key Dates

Sl. No.	DME Stage	Start Date & Time
1.	EOI No.	AIIMS/BBSR/CON/SIMULATION LAB/67/Eoi
2.	EOI issue date	29-01-20202020
3.	Pre-EOI submission meeting for clarifications if any	Date & Time : 12-02-2020, 3:00 PM Venue : Academic Building, Board Room, 1st Floor, S&P Dept., AIIMS, Bhubaneswar.
4.	Last Date of submission of Technical Bid	11-03-2020, 12.30 PM
5.	Place of submission	Academic Building, 1st Floor, S&P Dept., AIIMS, Bhubaneswar.
6	Date & Time of Opening	11-03-2020, 3:00 PM
7.	Any other Instructions to the Bidders	

The Vendor is expected to examine carefully all instructions, scope of work, and conditions of contract, in the Eoi Document. Failure to comply with the requirements of EOI Documents shall be at the Vendors’ own risk.

2. Amendment of Eoi Documents

Before the deadline for submission of offers, the Employer may modify the Eoi by issuing addenda.

Any addendum thus issued shall be part of the Eoi documents and shall be displayed online on the website <https://aiimsbhubaneswar.nic.in/>.

To give prospective Vendors reasonable time in which to take an addendum into account in preparing their offers, the Employer shall extend, as necessary, the deadline for submission of offers.

3. Language of Document.

All documents shall be in the English language.

4. Process to be Confidential

4.1 Information relating to the examination, clarification, evaluation, and comparison of offers and recommendations for the award of a contract shall not be disclosed to Vendors or any other persons not officially concerned with such process until the award. Any attempt by a Vendor to influence the Employer's processing of offers or award decisions may result in the rejection of his offer.

5. Information to Bidders about Two Stage Bidding

To meet the desired objectives of a transparent procurement that ensures value for money simultaneously ensuring upgradation of technology & capacity building- it is prudent to invite a two-stage Expression of Interest (EoI) Bid and proceed to explore the market and to finalize specifications based on technical discussions/ presentations with the experienced manufacturers/ suppliers in a transparent manner.

Two Stage Bidding - Expression of Interest Tenders – Market Exploration:

The bids will be obtained in two stages.

Stage - I: Receipt and evaluation of technical bids only.

Stage – II: Receipt of Final bids along with Financial bids from eligible bidders.

Expression of Interest (EoI) bid has been invited due to following situations:

01. It is not feasible for the Procuring Entity to formulate detailed specifications or identify specific characteristics for the subject matter of procurement, without receiving inputs regarding its technical aspects from bidders;

02. The character of the subject matter of procurement is subject to rapid technological advances or market fluctuations or both;

03. The bidder is expected to carry out a detailed survey or investigation and undertake a comprehensive assessment of risks, costs and obligations associated with the particular procurement.

The procedure for two stage bidding shall include the following:

01. In the first stage of the bidding process, the Procuring Entity shall invite EoI bids containing the broad objectives, technical and financial eligibility criteria, terms and conditions of the proposed procurement etc. through advertised tenders containing the technical aspects and contractual terms and conditions of the proposed procurement without a bid price. On receipt of the Expressions of Interest, technical discussions/presentations may be held with the manufacturers/ suppliers by the Committee, giving equal opportunity to all such bidders to participate in the discussions. During these technical discussions stage the Procurement Entity may also add those

other stakeholders in the discussions who could add value to the decision making on the various technical aspects and evaluation criteria.

Based on the discussions/ presentations so held, one or more acceptable technical solutions could be decided upon laying down detailed technical specifications for each acceptable technical solution, quality benchmarks, warranty requirements, delivery milestones etc., in a manner that is consistent with the objectives of the transparent procurement. At the same time care shall be taken to make the specifications generic in nature so as to provide equitable opportunities to the prospective bidders. Proper record of discussions/ presentations and the process of decision making shall be kept;

02. In revising the relevant terms and conditions of the procurement, if found necessary as a result of discussions with the shortlisted bidders, the Procuring Entity shall not modify the fundamental nature of the procurement itself, but may add, amend or omit any specification of the subject matter of procurement or criterion for evaluation.

03. In the second stage of the bidding process, the Procuring Entity shall invite bids from all those bidders whose bids at the first stage were not rejected, to present final bid with bid prices in response to a revised set of terms and conditions of the procurement;

04. Any bidder, invited to bid but not in a position to supply the subject matter of procurement due to modification in the specifications or terms and conditions, may withdraw from the bidding proceedings without forfeiting any bid security that he may have been required to provide or being penalized in any way, by declaring his intention to withdraw from the procurement proceedings with adequate justification.

05. If the Procuring Entity is of the view that after EoI stage, there is likelihood of further participation by many more bidders and to avoid getting trapped into a legacy technology, the second stage bidding may not be restricted only to the shortlisted bidders of EoI stage. Thereafter in the second stage, normal OTE/ GTE bidding may be done. So participating bidders may treat as 'Non-committal' EoI. The decision of the Competent Authority and recommendations of the Committee in this regard shall be final and binding on procurement process.

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Section – IV

General Conditions of Contract

4.1 Agreement

AIIMS, BHUBANESWAR shall execute an Agreement with the Vendor as per the terms and conditions of the EOI/OTE/GTE. The conditions stipulated in the agreement must be strictly adhered to and any violation of any of the conditions will entail termination of the contract without prejudice to the rights of “AIIMS, BHUBANESWAR”. In such a case, “AIIMS, BHUBANESWAR” has the right to terminate the entire or part of the contract by giving one month notice period.

4.1.1 Agreement Period: The period of Agreement shall be for 01 Year including 02 months of Implementation period.

4.1.2 Legal Jurisdiction:

The agreement shall be deemed to have been concluded in Bhubaneswar, Odisha and all obligations hereunder shall be deemed to be located at Bhubaneswar, and competent Court within Bhubaneswar will have Jurisdiction to the exclusion of other courts in the country.

4.2 Terms of Reference:

- a) The firm must be a registered body under the prevailing laws of Govt. of India/ State.
- b) All information, document, photos and data coming in the possession of firm, as a result of the execution of the job shall at all times remain the property of AIIMS, BBSR.
- c) The firm shall not make or allow to make an unauthorized copy, use, access or other utilization of these materials commercially or otherwise, directly or indirectly except as agreed to by the AIIMS, BBSR. The firm shall also ensure complete confidentiality of the information and data provided to carrying out the job.
- d) The firm has to complete the job assigned within the jointly agreed time and if the job is not completed within the stipulated time, a penalty @ 10% of the cost of the uncompleted job for each day will be imposed on the firm.
- e) The AIIMS, BBSR will have no liability regarding transportation, boarding and lodging of firm and their staff.
- f) Under no circumstances the firm shall appoint any sub-contractor or sub lease the contract. If violated the conditions, the contract with firm will be terminated and Performance Security deposit of the firm shall be forfeited.
- g) Rate quoted once will be remain firm and valid. Any Conditions by the firm sent along with proposal shall not binding on us. The bid should not be conditional. Conditional bids are liable to be rejected if it is decided so.
- h) TDS as applicable on date will be deducted from the actual bill submitted for payment.
- i) The price accepted and awarded shall be final and no deviation from it will be accepted in this regard.
- j) The selected Vendor shall have to complete the job as per terms and conditions specified above.
- k) The procuring entity reserves the right to accept or reject any or all EoIs without assigning any reason thereof.
- l) Conditional offer/ Eoi submitted by fax/email or after the due date and time will be rejected.
- m) For any query/ clarifications please mail to: nurs@aiimsbhubaneswar.edu.in.

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Section – V (Documents to be submitted)

Annexure -I

Vendors are requested to submit the following documents and details:

Sl. No.	Particulars	Documents to be attached Wherever applicable.		
		Yes	No	Page no.
1.	Letter of interest clearly indicating the Project reference.			
2.	Detailed Company Information with Organization structure, List of manpower with CVs of key personnel (Project Manager/ Maintenance Manager /Head of Operations), Parent company, support agencies and other resources			
3.	Please enclose the list of permanent professionals and their no. of year of association with organization.			
4.	EOI Document with sealed & Signed by the bidder accepting the terms & conditions.			
5.	Details of completion of similar type of contracts in the last Five years and similar contracts/agreements currently under execution under headings: a) Brief scope of work b) Value of work in INR c) Contractual Duration d) Actual completion of Project e) Clients name f) Contact details of the Client (AIIMS, BHUBANESWAR may approach the client directly for the feedback)			
6.	Typical project planning and execution methodology. Details of resources available with bidder relevant to advertised EOI.			
7.	Details of equipment owned by the company relevant to execution of advertised contract.			
8.	Last three years Tax Return (Please attach copy)			
9.	Last three years Profit & Loss Account and Balance Sheet duly certified by CA			
10.	Details of capability to mobilize and commence work to meet AIIMS, BHUBANESWAR's schedule. The Contractor's experience in mobilizing on schedule should be clearly stated.			

11.	List of policies, procedures and quality assurance practices currently in place for the execution of similar work.			
12.	Details of Management, Operating and Maintenance schemes with copies of certification			
13.	Quality assurance & Quality control plan/ procedures in place for the execution of similar type of work, Copy of ISO or any other certification as applicable.			
14	All qualifications brought out in Section III of the document under "Pre-Qualification Criteria.			

Declaration:

This is to certify that I/We before signing this job assignment have read and fully understood all the terms and conditions contained in the document and undertake myself/ourselves to strictly abide by them.

Signature of the Officer,

Name:

Designation:

Seal Date: __/__/____

Work Experience Parameters

Criteria	Description	Page No.
Based on Past Projects by the Bidder with value	The bidder should have experience of at least TWO (02) projects at State/Central Government/ Reputed Private Hospitals in India. Work Completion/ Continuing certificate document to be provided.	
Experience	The Bidder should have prior relevant experience to provide services in health sector/hospital. Work Completion Certificate to be submitted.	
Competencies:	a) Past experience in commissioning and installation in Simulation Lab very professionally. b) Excellent technical skills and project management skills c) Strong team with communication skills to guide clearly and compellingly for technical and training modules for curriculum development. d) Ability to respond quickly to the maintenance requirement in the post commissioning phase. e) Awareness on the latest smart technologies for capability development. f) If any changes are required in post commissioning phase then bidder need to provide the same.	

(Should be supported by relevant documents)

Annexure- III

Qualification Criteria

The Vendor shall fulfil all of the following **Eligibility Criteria**:

Sr. No.	Pre-Qualification Criteria	Supporting Documents	Page No.
1	Vendor should be an Indian Company, registered under the Companies Act 1956/2013 OR a registered Partnership Firm	Certificate of Incorporation along with Memorandum & Article of Association/ Partnership deed.	
2	It is not a loss-making entity - the Vendor should have been making profit aggregated over the last three financial years 2016-17, 2017-18 & 2018-19	Copy of audited financial Statements including P & L statements for last 3 financial years.	
3	Vendor should have achieved minimum Annual turnover of Rs 5.00 Crores during the last three Financial Years, i.e. 2016-17, 2017-2018 & 2018-19.	Copy of audited financial Statements for last 3 financial years. Certificate from CA for revenue from Infrastructure Provisioning business.	
4	Vendor must have valid Registration Certificate under Shops & Establishments Act	Copy of valid Registration Certificate.	
5	Vendor must have valid certificate for ISO 9001, 27001	Copy of ISO 9001 / 27001 Certificate.	
6	The Vendor shall submit a self-declaration for being not under legal action for corrupt or fraudulent practices (blacklisted) by any Ministry/ Department of GoI/ State/UT Government/Government Organizations in last 3 years as on 31 st December 2019 & current year.	Self-Attested Declaration on company letter-head signed by Authorized Signatory.	
7	The Vendor should be registered with GST and carry a valid GST no., PAN Number.	Copy of the certificate of GST, PAN.	
8	Letter of Authorization to sign the bid/ contract by Managing Director or Board.	Original copy should be signed On Company letter head.	
9	If the Vendor is an authorized dealer/ distributor of any manufacturer of equipment.	Copy of authorization letter from OEM as appended below.	

(Should be supported by relevant documents)

The Committee will make a comparative statement and finalize as per the weightage marks given as per the available documents submitted by the bidders.

Authorization Letter from OEM

Date:

To,

.....
.....
.....

**Subject: Authorization Letter to _____ for the participation in the bid “ESTABLISHMENT OF
A REGIONAL SIMULATION LAB AND CAPACITY BUILDING CENTRE FOR NURSES AND HEALTH
CARE WORKFORCE AT AIIMS, BHUBANESWAR”**

Ref :

Sir,

We _____ (name and address of the manufacturer) who are established and reputed manufacturers of _____ having registered office at _____ (addresses of manufacturing / development locations) do hereby authorize _____ having their office at _____, to bid, negotiate and conclude the contract with you against the above mentioned tender for the above equipment / software manufactured / developed by us.

We herewith certify that the above-mentioned equipment's / software products are not end of the life and we hereby undertake to support this equipment / software for the duration of 5 years from the date of Submission of the go-live.

Yours faithfully,

for and on behalf of M/s (Name of the manufacturer)

Signature :
Name :
Designation :
Address :

Company Seal

Date

Note: This letter of authority should be on the letterhead of the concerned manufacturer and should be signed by a person competent and having the **power of attorney** to bind the manufacturer.

**Mandatory undertaking / Self declaration
(to be filled by the bidder)**

To,

{Procuring entity},

In response to the Ref. No. _____ dated _____
_____ for {Project Title}, as an
Owner/ Partner/ Director/ Auth. Sign. Of _____
_____, I/ We hereby declare that
presently our Company/ firm _____, at the time of bidding,

- a. possess the necessary professional, technical, financial and managerial resources and competence required by the Bidding Document issued by the Procuring Entity;
- b. have fulfilled my/ our obligation to pay such of the taxes payable to the Union and the State Government or any local authority as specified in the Bidding Document;
- c. is having unblemished record and is not declared ineligible for corrupt & fraudulent practices either indefinitely or for a particular period of time by any State/ Central government/ PSU/ UT.
- d. does not have any previous transgressions with any entity in India or any other country during the last three years.
- e. does not have any debarment by any Central/ State Govt. procuring entity;
- f. is not insolvent in receivership, bankrupt or being wound up, not have its affairs administered by a court or a judicial officer, not have its business activities suspended and is not the subject of legal proceedings for any of the foregoing reasons;
- g. the company/ firm and the directors and officers have not been convicted of any criminal offence related to their professional conduct or the making of false statements or misrepresentations as to their qualifications to enter into a procurement contract within a period of three years preceding the commencement of the procurement process, or not have been otherwise disqualified pursuant to debarment proceedings;
- h. does not have a conflict of interest as mentioned in the bidding document which materially affects the fair competition.
- i. will comply with the code of integrity as specified in the bidding document.

If this declaration is found to be incorrect then without prejudice to any other action that may be taken as per the provisions of the applicable Act and Rules thereto prescribed by GoI, my/ our security may be forfeited in full and our bid, to the extent accepted, may be cancelled.

Thanking you,

Name of the Bidder: -

Date:

Authorized Signatory: -

Seal of the Organization: -

Place:_____

Evaluation Methodology

The following parameters shall be used for evaluation of bids. The bidders participated in the EOI shall be awarded marks as per the norms fixed. The bidders securing 60 marks minimum out of 100 shall be selected and financial bid shall be invited from those qualifying bidders.

Parameters for Evaluation

Sn	Criteria	Total Marks	Norms	Qualifying marks	Marks Obtained
1	Past experience of the firm with similar requirements.	20	At least TWO (02) projects at State/Central Government/Reputed Private Hospitals in India. Documents of Completion/ Continuing Certificate to be provided. <i>>Rs.90.00 lakh - 20 marks</i> <i>Rs.70.00 to 90.00 lakh – 15 marks</i> <i>Rs.70.00 lakh – 10 marks</i>	10	
2	Financial strength of the vendor (Turnover for last three years)	15	<i><5.00 Cr per year – 0 marks</i> <i>5.00 Cr Per year - 10 marks</i> <i>5.00 Cr to 7.00 Cr per year - 12</i> <i>7.00 Cr to 11.00 Cr per year - 15</i>	10	
3	ISO 9001:2008/2015, 27001: 2013.	10	ISO 9001:2008/2015 certified	10	
4	I. Copy of provident fund registration certificate and HR declaration Letter II. Copy of latest Provident fund return certificate	15	<u>PF Return from website (TRN No.)</u> <i><25 employees: 0 marks</i> <i>25 to 50 employees: 10 marks</i> <i>50 to 100 employees: 12 marks</i> <i>> 100 employees: 15 marks</i>	10	
5	No. of commissioned Simulation lab in Govt./Pvt./Public projects.	10	Minimum one Project in hand/ Completed. Per project 5 marks subject to maximum of 10 marks.	05	
6	Presentation on similar ongoing projects, latest smart technologies with methodology to be adopted in AIIMS, BBSR.	25	Jury members from AIIMS, BBSR and / or outside expert to evaluate and allot marks.	15	
	Total :	100		60	

The bidders securing minimum 60 marks shall be qualified in the technical evaluation.