



Pre RFQ Meet- Response to Queries

S. No	Reference Clause	Query	Response / Clarification
1.	2.2.5 (d) commit that the member, whose Technical Capacity (In case of not being the Lead Member) will be evaluated for the purposes of this RFQ, shall subscribe to 26% (twenty six per cent) or more of the paid up and subscribed equity of the SPV and shall further commit that each such member shall, for a period of 10 (ten) years from the date of commercial operation of the Project, hold equity share capital not less than: (i) 26% (twenty six per cent) of the subscribed and paid up equity share capital of the SPV; and (ii) 5% (five per cent) of the Total Project Cost specified in the Concession Agreement;	i. Can the company issue other financing instruments such as convertibles, debentures? ii. Is it necessary to maintain the equity share capital of 5% of Total Project cost?	(i) Financial instruments such as convertibles, debentures can be issued, as long as each member holds 26% of the subscribed and paid up equity share capital of the SPV. (ii) Yes.
2.	Appendix V, Clause 4.3 The present thinking of the DHFW is to offer the prime lands at each location on long-term lease for construction of a minimum 250-bed Super Specialty hospital in each of these locations with a combination of general medical facilities and at least one specialty/super-specialty service	i. What would be lease period?	The lease period, for each site, would be mentioned at the RFP stage
3.	Appendix V, Clause 4.4 In lieu of the prime lands, the private Service Provider, in turn, would be required to provide free/subsidized medical services to the BPL population, in addition to paid services for the rest of population.	i. How would the BPL population be accommodated? ii. How this service would be quantified and delineated?	The Details shall be provided at RFP Stage.
4.	3.2 Technical Qualification Criteria, Category A	i. Would individual credentials of the promoters act as qualification for an organization, which is run by them but without the mandated 5 years of management experience?	(i) No.



Department of Health & Family Welfare, Government of Karnataka



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		ii. Request for relaxation in qualification criteria	(ii) The qualification criteria as in the RFP stand unchanged.
5.	1.3 Schedule of Bidding Process Application Due Date	i. Request for extension of last date for submission of RFQ applications.	The last date for submission of RFQ has been extended to 26 August 2010. Please refer corrigendum for extension in time.
6.	3.3 Financial Qualification Criteria For each location, the Applicant / Lead Member of the Consortium shall be required to fulfill Financial Qualification Criteria as on 31 March 2010: i. Networth (last preceding financial year) Rs. 30 crore ii. Minimum Annual turnover (last 3 financial years) Rs. 40 crore	i. Request to also consider companies with accounting year as December	All applicants have to submit their financials upto 31-March 2010. For the purpose of evaluation of Networth, audited Balance Sheet of the last preceding accounting year would be considered. For the purpose of evaluation of Annual Turnover, the turnover upto 31-March 2010 would be annualized (for 12 months).



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General Queries		
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1.	Would it be mandatory to be empanelled with private insurance companies?	No.
2.	Would other systems of medicine such as Homoeopathy, Ayurveda, etc be permitted?	At the RFP stage, the minimum development requirement at each site would be identified. A developer would have the flexibility to adopt other systems of medicine such as Homoeopathy, Ayurveda, etc. beyond the specified minimum requirement.
3.	What is the status of the land ownership?	Land at Indiranagar is in possession with DHFW. All other sites are under various departments of the Government of Karnataka and process of transfer to DHFW is already underway, and would be completed prior to issue of RFP.
4.	Would there be a Cap on maximum number of Beds?	No. The maximum number of beds in a particular site would be determined by applicable byelaws and minimum development requirement as specified during the RFP stage.
5.	What is the FSI and permissible built up area for each site?	As per applicable bye laws. The Details shall be provided at RFP Stage.