



PRESENTATION FOR INVESTORS

Development of Multi / Super Specialty Hospitals at 13 locations in Andhra Pradesh



Andhra Pradesh Industrial Infrastructure Corporation

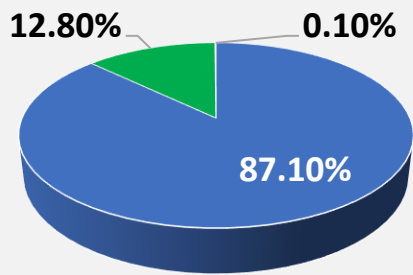




NEED FOR DEVELOPMENT OF HEALTH HUBS

Over 40,000 patients have travelled outside the state to avail specialty treatment in the past 3 years

F.Y.	Total Cases	Outside district	% share	Out of State	% share
2019-20	6,89,683	1,45,577	21%	17,587	3%
2020-21	7,58,034	1,36,264	18%	13,898	2%
2021-22	5,60,283	1,03,606	18%	10,897	2%
Total	20,08,000	3,85,447	19%	42,382	2%



■ Hyderabad ■ Bangalore ■ Chennai

List of top 8 specializations for which treatment was availed

- Medical Oncology
- Radiation Oncology
- Surgical Oncology
- Cardiology
- Cardiothoracic
- Neurology
- Neurosurgery
- Genito Urinary

- Average length of stay: 14 days
- Average out of pocket expenditure :
 - Outside State – Rs.21,000/- (@ Rs.1,500/- per day)
 - Outside District – Rs.8,400/- (@ Rs.600/- per day)

On account of the said reasons, as per the directions of Hon'ble CM, Health Hubs are being established at all 13 districts and 3 municipal Commissionerate's to achieve the following objectives: -

- Establishment of state of art health facilities in all districts
- Accessible and affordable health care
- Bridging regional gaps in healthcare
- Attainability of self sufficiency in every district in terms of healthcare sector
- Expansion of Network Hospitals under Dr. YSR Aarogyasri

In the past 3 years, out of the total number of patients who have availed specialty treatment outside the state, over 85% have travelled to Hyderabad, followed by Bangalore at around 13% with Chennai having the least share at less than 1%

RECOMMENDED SPECIALTIES

S.No	District	Wings	Recommended Specialties
1	Ananthapur	4 Wings	Oncology, Neuro, Cardiac And Nephro Care
2	Chittoor	3 Wings	Oncology, Neuro And Cardiac
3	East Godavari	3 Wings	Oncology, Neuro And Cardiac
4	Guntur	3 Wings	Oncology, Neuro And Cardiac
5	Krishna	3 Wings	Oncology, Neuro And Cardiac
6	Kurnool	3 Wings	Oncology, Neuro And Trauma Care
7	Nellore	3 Wings	Oncology, Nephro Care And Trauma Care
8	Prakasam	5 Wings	Oncology, Neuro, Cardiac, Paediatric And Nephro Care
9	Srikakulam	5 Wings	Oncology, Neuro, Cardiac, Trauma And Nephro Care
10	Visakhapatnam	1 Wing	Maternal And Child Care
11	Vizainagaram	4 Wings	Oncology, Neuro, Cardiac And Nephro Care
12	West Godavari	4 Wings	Oncology, Neuro, Cardiac And Nephro Care
13	YSR Kadapa	5 Wings	Oncology, Neuro, Cardiac, Paediatric And Nephro Care



LONG TERM SPECIALTY REQUIREMENTS (1/3)

District	Long term specialty Requirements
Anantapur	<ul style="list-style-type: none">• Oncology Unit - Medical, Surgical and Radiation Oncology• Neuro Unit – Neurology and Neuro Surgery• Cardiothoracic Unit – Cardiology and Cardiothoracic• Nephro Care Unit – Nephrology and Genito Urinary Surgery
Chittoor	<ul style="list-style-type: none">• Oncology Unit - Medical, Surgical and Radiation Oncology• Neuro Unit – Neurology and Neuro Surgery• Cardiothoracic Unit – Cardiology and Cardiothoracic
East Godavari	<ul style="list-style-type: none">• Oncology Unit - Medical, Surgical and Radiation Oncology• Neuro Unit – Neurology and Neuro Surgery• Cardiothoracic Unit – Cardiology and Cardiothoracic
Guntur	<ul style="list-style-type: none">• Oncology Unit - Medical, Surgical and Radiation Oncology• Neuro Unit – Neurology and Neuro Surgery• Cardiac Unit – Cardiology and Cardiothoracic
Krishna	<ul style="list-style-type: none">• Oncology Unit - Medical, Surgical and Radiation Oncology• Neuro Unit – Neurology and Neuro Surgery• Cardiothoracic Unit – Cardiology and Cardiothoracic
Kurnool	<ul style="list-style-type: none">• Oncology Unit - Medical, Surgical and Radiation Oncology• Neuro Unit – Neurology and Neuro Surgery• Trauma Unit – Ortho and Polytrauma



LONG TERM SPECIALTY REQUIREMENTS (2/3)

District	Long term specialty Requirements
Nellore	<ul style="list-style-type: none">• Oncology Unit - Medical, Surgical and Radiation Oncology• Nephro Care Unit – Nephrology and Genito Urinary Surgery• Trauma Unit – Ortho and Polytrauma
Prakasam	<ul style="list-style-type: none">• Oncology Unit - Medical, Surgical and Radiation Oncology• Nephro Care Unit – Nephrology and Genito Urinary Surgery• Cardiothoracic Unit – Cardiology and Cardiothoracic• Neuro Unit – Neurology and Neuro Surgery• Paediatric Unit – Paediatric and Paediatric Surgery
Srikakulam	<ul style="list-style-type: none">• Oncology Unit - Medical, Surgical and Radiation Oncology• Nephro Care Unit – Nephrology and Genito Urinary Surgery• Cardiothoracic Unit – Cardiology and Cardiothoracic• Neuro Unit – Neurology and Neuro Surgery• Trauma Unit – Ortho and Polytrauma
Vizianagaram	<ul style="list-style-type: none">• Oncology Unit - Medical, Surgical and Radiation Oncology• Nephro Care Unit – Nephrology and Genito Urinary Surgery• Cardiothoracic Unit – Cardiology and Cardiothoracic• Neuro Unit – Neurology and Neuro Surgery
West Godavari	<ul style="list-style-type: none">• Oncology Unit - Medical, Surgical and Radiation Oncology• Nephro Care Unit – Nephrology and Genito Urinary Surgery• Cardiothoracic Unit – Cardiology and Cardiothoracic• Neuro Unit – Neurology and Neuro Surgery




LONG TERM SPECIALTY REQUIREMENTS (3/3)

District	Long term specialty Requirements
YSR KADAPA	<ul style="list-style-type: none">• Oncology Unit - Medical, Surgical and Radiation Oncology• Nephro Care Unit – Nephrology and Genito Urinary Surgery• Cardiothoracic Unit – Cardiology and Cardiothoracic• Neuro Unit – Neurology and Neuro Surgery• Paediatric Unit – Paediatric and Paediatric Surgery



APIIC HAS ISSUED THE RFP FOR DEVELOPMENT OF HEALTH HUBS AT 13 LOCATIONS



ANDHRA PRADESH INDUSTRIAL INFRASTRUCTURE CORPORATION LTD (APIIC)
(A Government of Andhra Pradesh Undertaking)

REQUEST FOR PROPOSAL (RFP)
FOR SELECTION OF DEVELOPER FOR DEVELOPMENT & OPERATION OF MULTI / SUPER SPECIALTY HOSPITAL AT 13 LOCATIONS IN ANDHRA PRADESH

Govt. of Andhra Pradesh through APIIC proposes to develop Multi/Super Specialty Hospital at 13 locations across the state wherein prime land at city centre is being provided for free on 'Outright Sale' and on 'As is where is' basis to the Selected Bidder. The Selected Bidder shall be responsible for designing, engineering, financing, procurement, construction, operation and maintenance of the Multi/Super Specialty Hospital as per the Business Proposal submitted by it. Prospective Bidder can apply for either one or multiple locations.

LAND AT LOCATIONS OFFERED FOR DEVELOPMENT OF MULTI/SUPER SPECIALTY HOSPITALS

<ul style="list-style-type: none"> Srikakulam, Srikakulam District Visakhapatnam, Visakhapatnam District Kakinada, East Godavari District Eluru, West Godavari District Vijayawada, Krishna District Guntur, Guntur District Ongole, Prakasam District 	<ul style="list-style-type: none"> Kurnool, Kurnool District Anantapur, Anantapur District Kadapa, YSR Kadapa District Nellore, Nellore District Tirupati, Chittoor District Chittoor, Chittoor District
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IMPORTANT INFORMATION ON DATE AND TIME SCHEDULES

Particulars	Date & Time
Date of publication of RFP	05.11.2021
Last date for receiving queries/clarifications on bid documents	12 pm on 11.11.2021
Pre-bid Meeting through Video Conferencing	3 pm on 11.11.2021
Start date for submission of proposal / bids to APIIC	06.11.2021
End date & time for submission of proposal / bids to APIIC	3 pm on 25.11.2021


RFP documents along with Draft Sale Agreement are available at <https://www.apiic.in/downloads-tenders/>
All other details, including any date extensions, clarifications, amendments, etc., will be uploaded on <https://www.apiic.in/downloads-tenders/>

For further details please contact:

Sri. CHSS Prasad Engineer-in-Chief Tel. No.: 0863 - 2381858 Email: engineer-in-chief@apiic.in	APIIC Limited APIIC Towers, Plot No.1, IT Park, Mangalagiri, Guntur (Dist.) Andhra Pradesh - 522503
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Advertisement published in: -
 The Times of India – 06.11.2021 [National Editions]
 Saakshi Newspaper – 06.11.2021

ANDHRA PRADESH INDUSTRIAL INFRASTRUCTURE CORPORATION LIMITED
(A Govt. of Andhra Pradesh Undertaking)



Request for Proposal
for
Selection of Developer for Development & Operation of
Multi/Super Specialty Hospital at Vijayawada, Andhra Pradesh

November 2021

Andhra Pradesh Industrial Infrastructure Corporation Limited (APIIC)
APIIC Towers, Plot No. 1, IT Park, Mangalagiri, Guntur - 522503

- Key features of RFP:**
- RFP prepared as per the minutes approved by the Hon'ble CM
 - Information to bidders on Burden of Disease in location for which the RFP is issued
 - Format for Business Proposal
 - Timelines of Bidding Process
 - Competitive selection criteria
 - Draft Sale Agreement
 - Features of the site shortlisted for development of Health Hub

S. No.	Milestones	Envisaged Schedule
1.	Issuance of RFP	05-11-2021
2.	Last date for receiving queries/clarifications.	12:00 Hours on 11-11-2021
3.	Pre-bid Meeting	15:00 Hours on 11-11-2021
4.	Proposal Due Date - Last date for submission of Proposals/Bids	15:00 hours on 25-11-2021
5.	Opening of Sealed Envelope	15:30 hours on 25-11-2021
6.	Declaration of Selected Bidder	by 25.12.2021



MINIMUM REQUIREMENTS FROM THE BIDDERS

- Any individual / public entity /private entity / consortium / not-for-profit organization / Joint Venture or any combination of the above shall be considered as a Bidder who can submit Business Proposal in response to the RFP.
- At least ₹100 crore investment in the Project needs to be committed in the Business Proposal.
- At least 100 beds in the Project needs to be committed in the Business Proposal. Out of the proposed number of beds, at least 50% of the beds shall be committed for patients availing the benefit under Dr. YSR Aarogyasri scheme.
- At least 40% equity contribution from Bidder out of the investment committed in the proposed hospital.
- Bidder should propose at least 2 specialty/super-specialty treatment in the proposed hospital.
- Timelines committed for 100% operationalizing the Project shall be within a period of 2 years from handing over of possession of land to the Selected Bidder.



EVALUATION CRITERIA IN THE RFP (1/2)

INVESTMENT	Max. Marks - 20
Investment committed of ₹100 crore	0 Mark
For every additional investment of ₹10 Crore proposed over minimum stipulated investment of ₹ 100 crore	1 Mark
COMMITTED BED CAPACITY	Max. Marks - 20
Bed capacity committed for 100 beds	0 Mark
For every 10 additional beds committed over minimum stipulated bed capacity of 100 beds	1 Mark
PROPOSED NO. OF DR. YSR AAROgyASRI SCHEME BEDS	Max. Marks – 25
For 100% of the bed capacity committed towards Dr. YSR Aarogyasri Scheme	25 marks
For bed capacity committed equal to or more than 90% and less than 100% towards Dr. YSR Aarogyasri Scheme	20 marks
For bed capacity committed equal to or more than 80% and less than 90% towards Dr. YSR Aarogyasri Scheme	15 marks
For bed capacity committed equal to or more than 70% and less than 80% towards Dr. YSR Aarogyasri Scheme	10 marks
For bed capacity committed equal to or more than 60% and less than 70% towards Dr. YSR Aarogyasri Scheme	05 marks
For bed capacity committed equal to or more than 50% and less than 60% towards Dr. YSR Aarogyasri Scheme	2.5 marks
For bed capacity committed less than 50% towards Dr. YSR Aarogyasri Scheme	Disqualified



EVALUATION CRITERIA IN THE RFP (2/2)

SPECIALTY TREATMENT	Max. Marks – 15
For Visakhapatnam & Vijayawada locations For any two or more-transplant surgical specialty is committed for either kidney, liver, lung, heart or bone marrow	8 mark
For Visakhapatnam & Vijayawada locations For any one transplant surgical specialty is committed for either kidney, liver, lung, heart or bone marrow	5 mark
For Oncology related specialties/Super specialties	4 mark
For Cardiology related specialties/Super specialties	4 mark
For Neurology related specialties/Super specialties	3 mark
For any other Super Specialty other than in Oncology/Cardiology/Neurology	2 mark
For any other Specialty other than in Oncology/Cardiology/Neurology	1 mark
NO OF SPECIALIST DOCTORS PROPOSED TO BE PERMANENTLY STATIONED IN THE HOSPITAL	Max. Marks – 20
No. of beds per specialist doctor is equal to or less than 10	20 marks
No. of beds per specialist doctor is equal to or less than 11 and more than 10	15 marks
No. of beds per specialist doctor is equal to or less than 12 and more than 11	10 marks
No. of beds per specialist doctor is equal to or less than 13 and more than 12	5 marks
No. of beds per specialist doctor is equal to or less than 14 and more than 13	2.5 marks
No. of beds per specialist doctor is more than 14	0 marks



- 100% construction completion of the built-up area proposed on that land parcel. The Selected Bidder shall achieve Project Completion Date within 2 (two) years from the Commencement Date.
- Achievement of license to operate the hospital with the bed capacity that shall be committed by the Selected Bidder in its Business Proposal.
- Installation of the bed capacity as per the number of Multi/Super Specialty as per Business Proposal.
- The Developer has on its rolls the number of Specialist Doctors that it commits in its Business Proposal.
- The Developer has made the committed investment in the Project as stated in its Business Proposal



CONDITIONS PRECEDENT (2/2)

- The Developer has created a Board of Directors to oversee the proposed project and has appointed at least one official nominated by the Government, preferably of Joint Collector or above cadre, as recommended by the Government in the Board of SPV.
- The Developer has empaneled with the Dr. YSR Aarogyasri Health Care Trust and committed % of the Bed Capacity stated in the Business Proposal
- The Project is consistent with all applicable norms of the Andhra Pradesh Allopathic Private Medical Care Establishments (Registration and Regulation) Rules, 2007 published vide Notification No. G.O. Ms. No. 135, Health, Medical and Family Welfare (K2), dated 28.04.2007 and its subsequent modifications, if any

If any suggestions / clarifications needed by the prospective bidders on the RFP document terms and conditions, then please send your queries to: engineer-in-chief@apiic.in

FEE TO BE PAID BY THE BIDDERS



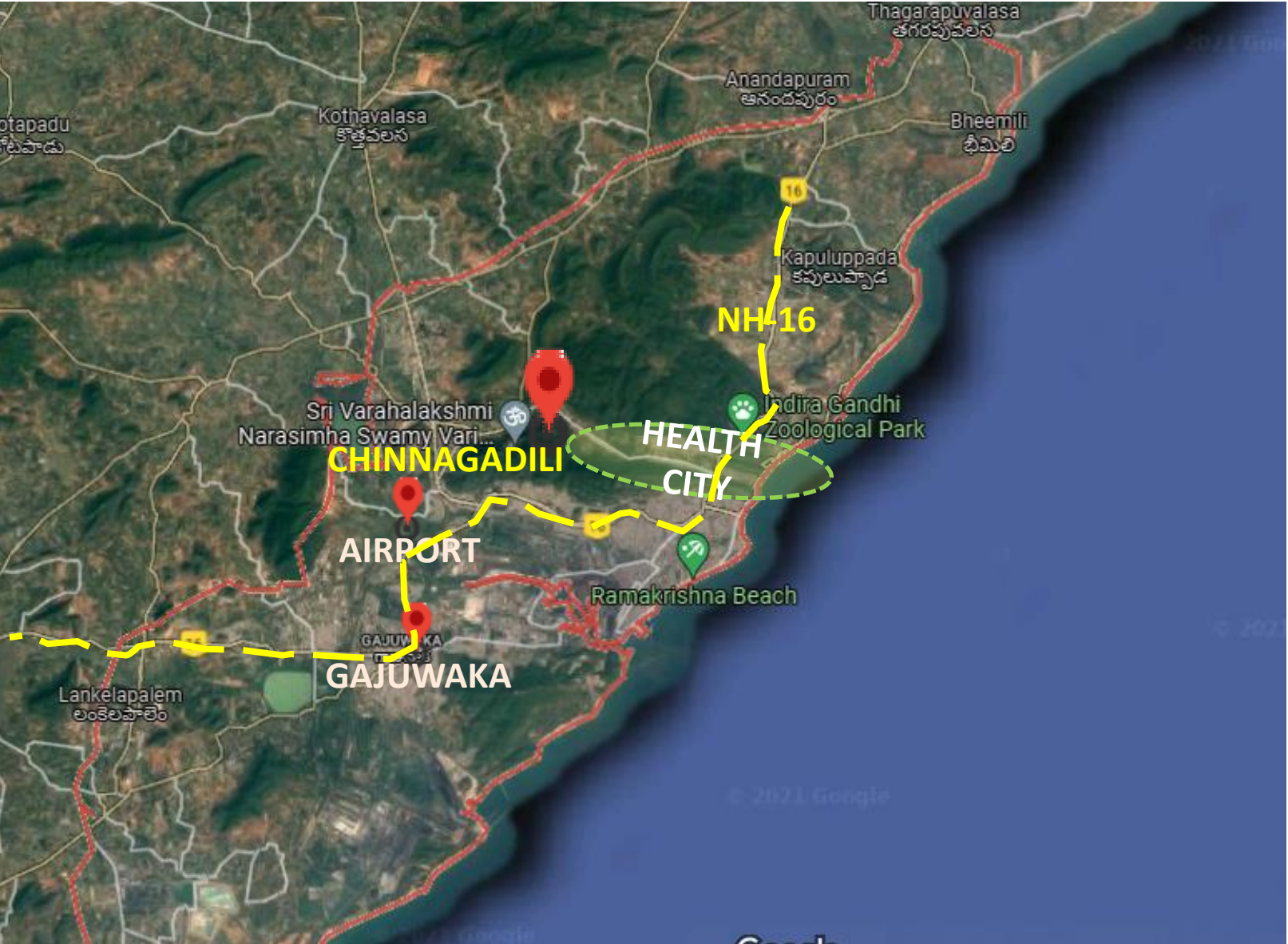
S. No.	Fee Type	Amount	Payment Mode
1.	Bid Processing Fee	Rs. 29,500	Demand Draft
2.	Bid Security	Rs. 1,00,000	Bank Guarantee
3.	Performance Security	Value of Land given by the Government	Bank Guarantee

**Performance Security to be paid only by the Selected Bidder.

POTENTIAL SITES ACROSS 13 LOCATIONS

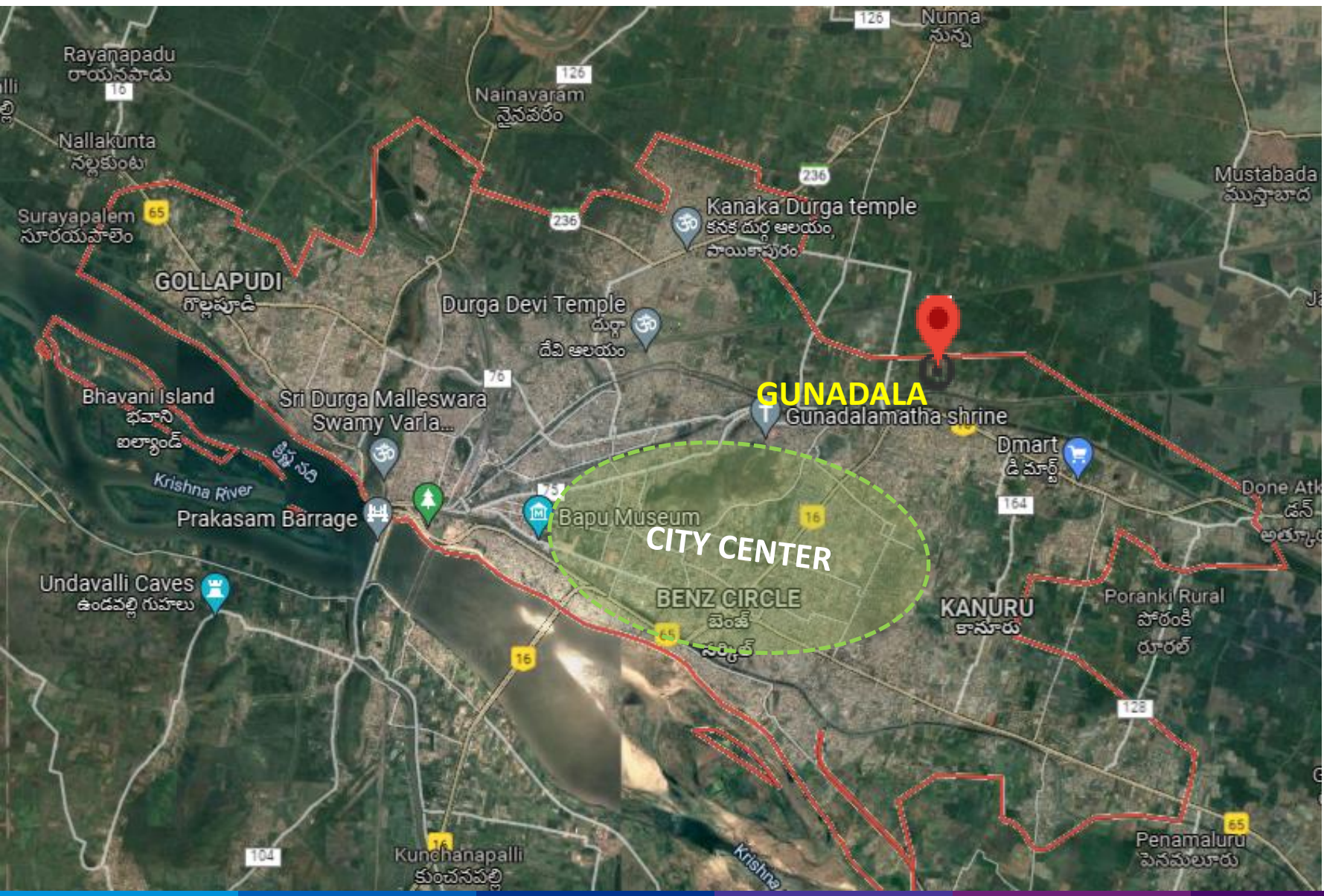
S No	District / Municipal Area	Site Location	Reference Market Value (INR Cr / Acre)	Distance from City Centre	Key Features	Extent proposed (Acre)	For Site Visit please contact APIIC Zonal Managers at following numbers
1	Vizag (D)	Chinnagadili, Vizag	29.04	< 1 km	Adjacent to existing Health City	1.00	0891- 2558036, 9848933874
2	East Godavari (D)	Suryaraopeta, Kakinada	12.00	< 1 km	1 Km from NH	1.75	0884 -2344225, 98489 33876
3	West Godavari (D)	Saniverapeta, Eluru	1.00	< 1 km	100 Mts from NH-16	4.25	9553694445
4	Vijayawada (M)	Gunadala	15.00	< 1 km	3 km from City Center	1.25	0866 – 2555647, 98489 33877
5	Guntur (D)	Guntur (E)	17.00	< 1 km	City Center	1.25	9705055015
6	Tirupati (M)	Mangalam	10.15	< 1 km	Near City Center	2.00	0877- 2275393, 98489 33879
7	Chittoor (D)	Thimmasamundram	0.35	9 km	1 Km from NH-40	5.00	0877- 2275393, 98489 33879
8	Kadapa (D)	Chinnamachupalli	6.00	3 km	Opposite Kadapa Airport	1.90	99480 98209
9	Kurnool (D)	Kalluru	10.00	< 1 km	1.2 KM from NH	2.00	99480 92246
10	Nellore (D)	Nellore Bit-I	1.50	< 1 km	Abutting Nellore-Rajampeta road	4.00	0861- 2327404, 9848933878
11	Anantapur (D)	Anantapur-Village	20.00	< 1 km	Near Collectorate Office	1.00	08554 -270973, 98481 75457
12	Prakasam (D)	Mukhtinuthalapadu	11.62	< 1 km	Opposite KIIMS	1.75	08592-280789, 91333 99851
13	Srikakulam (D)	Patrunivalasa	1.50	2 km	Near Dental College & Hospital	4.66	08942-270588, 97056 88880

VISAKHAPATNAM



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VIJAYAWADA



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KAKINADA

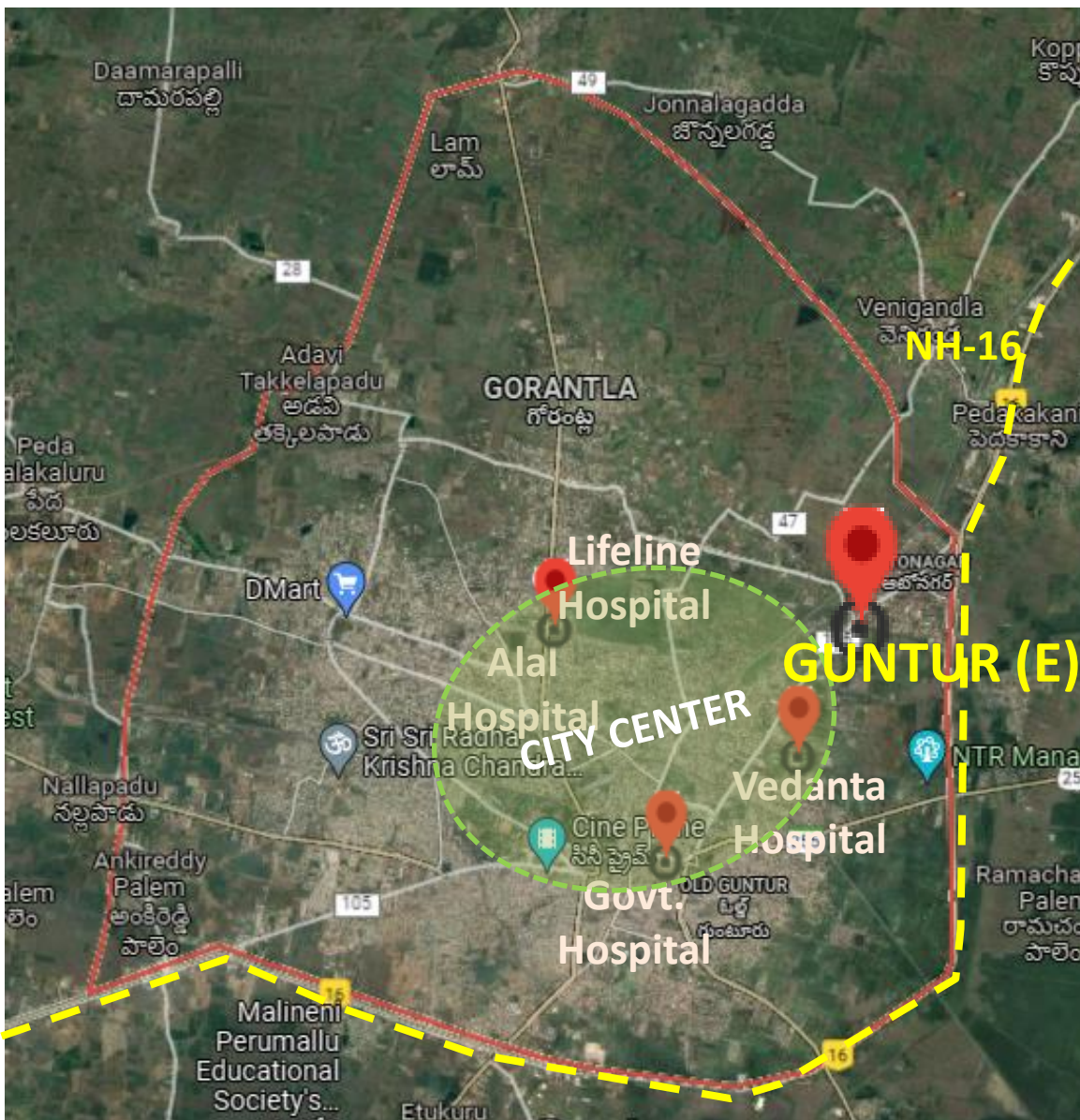


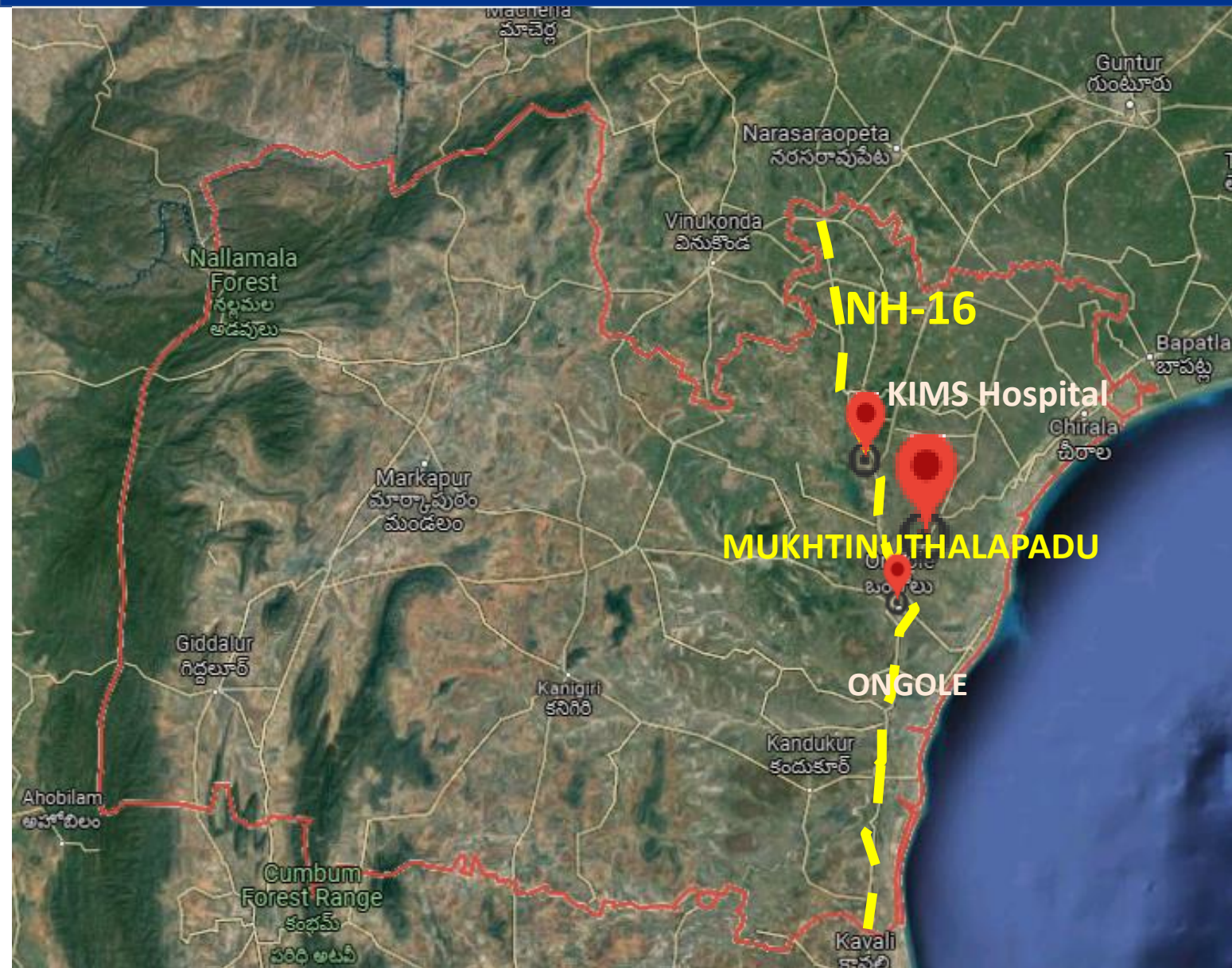
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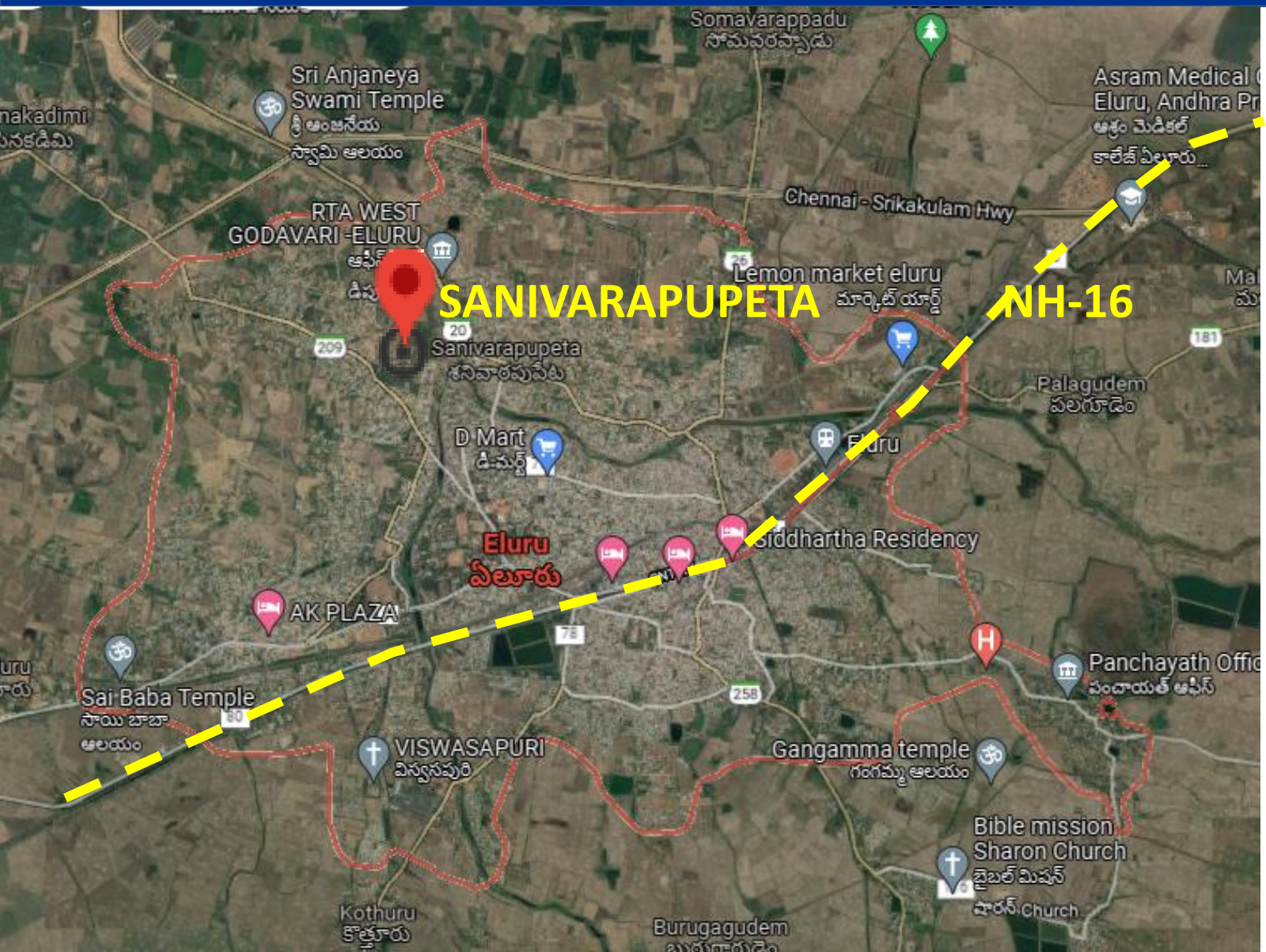


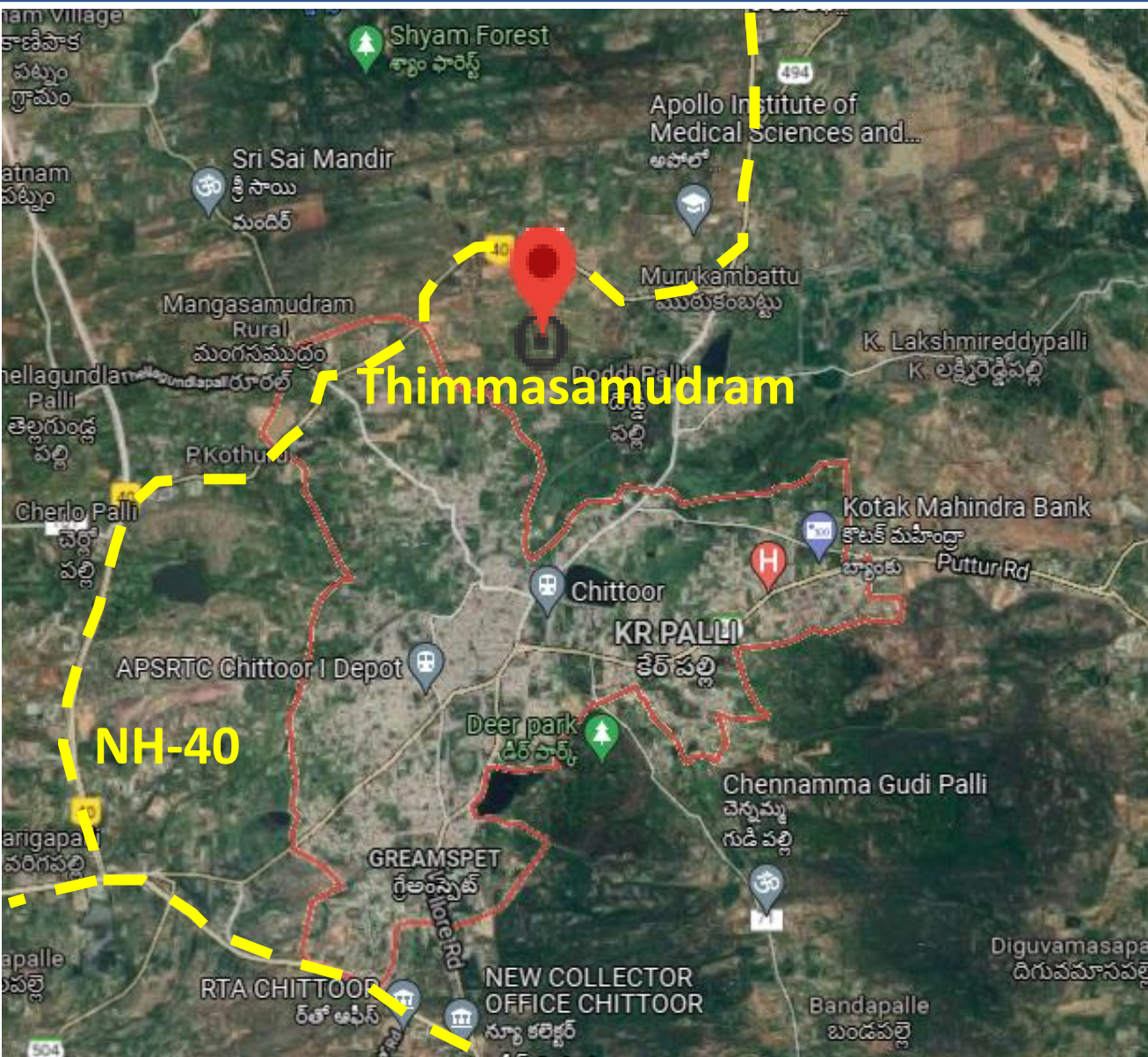


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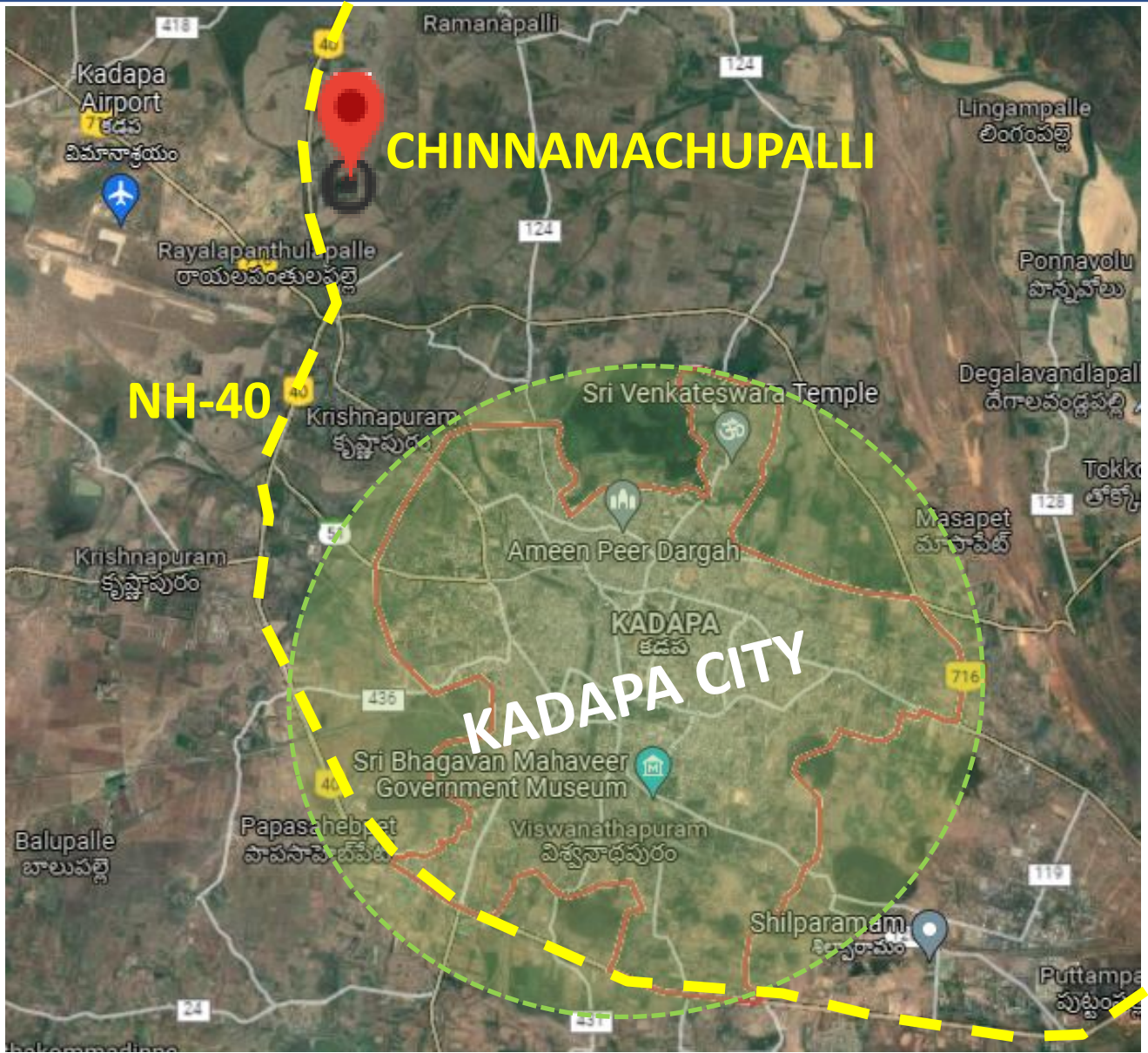








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Thank You