

**Request for Proposal for Selection of Developer for Development & Operation of Multi/Super Specialty Hospital at Visakhapatnam, Vijayawada, Srikakulam, Kakinada, Eluru, Guntur, Ongole, Anantapur, Kurnool, Kadapa, Chittoor, Tirupati & Nellore**

**CORRIGENDUM NO. 1**

**RESPONSE TO QUERIES RAISED BY THE APPLICANTS, PURSUANT TO CLAUSE 6.1 OF REQUEST FOR PROPOSAL**

<b>S. No.</b>	<b>Reference Clause</b>	<b>Clarification sought / query made by prospective Bidder</b>	<b>APIIC's clarifications/replies</b>
1.	Not Applicable	Is there any possibility of set up of medical hub in Rajahmundry	APIIC will issue the RFP once the land is identified by the District Administration at Rajahmundry for development of multi / super specialty hospital.
2.	Clause 5.3(d), Evaluation of Business Proposal	Any possibility of reduction in equity part from 40 to 30% (Central govt proposed 25% - 75%)	The Clause in the RFP remains unchanged.
3.	Not Applicable	Is there any possibility of revised expert panel committee to increase the packages in YSR Aarogyasri and EHS for complex procedures	The Dr. YSR Aarogyasri Trust shall decide as per its internal process.
4.	Clause 5.3(d), Evaluation of Business Proposal	Shall we go by keeping govt proposed land for Bank loan purpose	The Clause in the RFP remains unchanged.
5.	Not Applicable	Sale deed of the land given at time of project completion can be mortgaged?	The Developer may mortgage the land on the obtainment of the Sale Deed from APIIC.
6.	Annexure-2: Fees and deposits to be paid by the bidders for the proposed project	Could be the bank guarantee given to APIIC equivalent of land cost be used as collateral security for the bank?	The Clause in the RFP remains unchanged.

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7.	Annexure-2: Fees and deposits to be paid by the bidders for the proposed project	Would the performance bank guarantee be reduced to 2 years/ project completion tenure from existing rule of 10 years?	The Clause in the RFP remains unchanged.
8.	Annexure-2: Fees and deposits to be paid by the bidders for the proposed project	Is there any chance in reducing bank guarantee to 40% of land Market value	The Clause in the RFP remains unchanged.
9.	Clause 5.3(b), Evaluation of Business Proposal	In 2 tier cities like Chittoor , Kurnool, Kadapa can the project cost be reduced to 70 crores?	The Clause in the RFP remains unchanged.
10.	Not Applicable	Any guarantee given by authorities for timely payment of Aarogyasri funds , which constitutes major contributor for regular maintenance.	The Dr. YSR Aarogyasri Trust shall decide as per its internal process
11.	Annexure-2: Fees and deposits to be paid by the bidders for the proposed project	It is mentioned that we have to give a Bank guarantee for Rs 15 Crores for a minimum period of 12 (2+10) years. The total cost of a Bank guarantee for 12 years will be very high. In such a case, purchasing a site today would	The Clause in the RFP remains unchanged.

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		be more economical than giving a BG for 12 years. The bank guarantee can be provided for the equivalent amount of registration value of the land against the Registration of the property. After commissioning of the project , the BG can be extended for a maximum period of 3 years	
12.	Clause 5.3(c), Evaluation of Business Proposal	You have mentioned that a minimum 50% of the beds are to be earmarked towards Arogyasri scheme. Then the survival of the hospital solely depends on your payments for which we need a commitment from your end. (Can be a revolving letter of credit ).	The Dr. YSR Arogyasri Trust shall decide as per its internal process.
13.	Clause 5.3(f), Evaluation of Business Proposal	Getting clearances from various departments towards Building plan approval, fire, etc., etc. take a longer time for which your support is required in getting the clearances. Then also, the project can be	APIIC shall assist the Selected Bidder in obtainment of statutory clearances from concerned authorities. However, the responsibility of taking the statutory clearance is of the Selected Bidder only.

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		completed in two years from the date of getting these approvals.	
14.	Not Applicable	APIIC is handover-ing land agreement to the developer/ consortium from the date of LOA. Also, sale deed would be given at the of project completion. Can this land be mortgaged?	The Developer may mortgage the land on the obtainment of the Sale Deed from APIIC.
15.	Annexure-2: Fees and deposits to be paid by the bidders for the proposed project	Developer is giving Bank Guarantee at ₹11.6 Cr to APIIC. Should we produce the same Bank Guarantee as collateral security for the bank?	The Clause in the RFP remains unchanged.
16.	Annexure-2: Fees and deposits to be paid by the bidders for the proposed project	Project shall be completed within two years. But the Performance Bank Guarantee is maintained till the end of tenth of tenth anniversary. Could you please reduce this maintenance of Performance Bank Guarantee to two years?	The Clause in the RFP remains unchanged.
17.	Annexure-2: Fees and deposits to be paid by the	Request for Bank Guarantee to be reduced to 40% of the market value of land	The Clause in the RFP remains unchanged.

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	bidders for the proposed project		
18.	Clause 5.3(b), Evaluation of Business Proposal	Is there a possibility to reduce total project cost of ₹ 100 Cr to ₹ 70 Cr for two tier cities like Ongole, Kurnool, Kadapa, Srikakulam....	The Clause in the RFP remains unchanged.
19.	Clause 5.3(b), Evaluation of Business Proposal	As per RFP, one bed is equivalent to ₹ 1Cr. Could you please share the guidelines to support the statement?	The Clause in the RFP remains unchanged.
20.	Clause 5.3(c), Evaluation of Business Proposal	As per RFP, 50-60 % of beds are allocated to Arogyasri. Lapse in the release of Arogyasri funds may reduce the viability of project. Please provide your valuable suggestions	The Dr. YSR Arogyasri Trust shall decide as per its internal process.
21.	Clause 5.3(d), Evaluation of Business Proposal	As per RFP, promoter's contribution is 40% and 60% for financial institutions for the development. Collateral security must be provided for the financial institutions for 60%. In this case, total project cost may increase. Is there any assurance for the support by APIIC to the financial institutions?	APIIC shall not provide any assurance to financial institutions on behalf of the Developer.

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22.	Clause 5.4 Timetable and Milestones	<p>I am interested in participating in the tender notification, but I require some more time to participate in the tender, because this tender notification is involved with a huge budget, so I need to verify all technical, operational, development and construction processes thoroughly.</p> <p>The given tender notification time is not sufficient to verify all required particulars regarding the tender and in Tirupati the weather also not convenient for verification of land and geographical situations, So kindly accept my request and extend the time to Two months for tender submission.</p>	<p>The Clause is hereby amended to read as below: -</p> <table border="1" data-bbox="1039 507 2018 1171"> <thead> <tr> <th>S. No.</th> <th>Milestones</th> <th>Envisaged Schedule</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Issuance of RFP</td> <td>05-11-2021</td> </tr> <tr> <td>2.</td> <td>Last date for receiving queries / clarifications. Bidders who are interested to participate in Pre-Bid Meeting should confirm the same by sending an email conformation (Refer Section 6.3)</td> <td>12:00 Hours on 11-11-2021</td> </tr> <tr> <td>3.</td> <td>Pre-bid Meeting with prospective bidders through Video Conference (Refer Section 6.3). Link shall be shared with Bidders who have provided email confirmation</td> <td>15:00 Hours on 11-11-2021</td> </tr> <tr> <td>4.</td> <td>Proposal Due Date - Last date for submission of Proposals/Bids</td> <td>15:00 hours on 10-12-2021</td> </tr> <tr> <td>5.</td> <td>Opening of Sealed Envelope</td> <td>15:30 hours on 10-12-2021</td> </tr> <tr> <td>6.</td> <td>Declaration of Selected Bidder</td> <td>by 15.01.2022</td> </tr> </tbody> </table> <p>In order to enable APIIC meet the target dates, Bidders are requested to respond expeditiously to clarifications, if any, requested during the evaluation process. APIIC will adhere to the above schedule to the extent possible. APIIC, however, reserve the right to modify the same. Intimation to this effect will be posted on the Official</p>	S. No.	Milestones	Envisaged Schedule	1.	Issuance of RFP	05-11-2021	2.	Last date for receiving queries / clarifications. Bidders who are interested to participate in Pre-Bid Meeting should confirm the same by sending an email conformation (Refer Section 6.3)	12:00 Hours on 11-11-2021	3.	Pre-bid Meeting with prospective bidders through Video Conference (Refer Section 6.3). Link shall be shared with Bidders who have provided email confirmation	15:00 Hours on 11-11-2021	4.	Proposal Due Date - Last date for submission of Proposals/Bids	15:00 hours on 10-12-2021	5.	Opening of Sealed Envelope	15:30 hours on 10-12-2021	6.	Declaration of Selected Bidder	by 15.01.2022
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			Website ( <a href="http://www.apiic.in/downloads_tenders.html">http://www.apiic.in/downloads_tenders.html</a> ) for the benefit of all Bidders.