

RFP NO: MIIHPL/2025-26/EOI-01/Jan-26

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**REQUEST FOR PROPOSAL
FOR SELECTION OF AGENCY FOR OPERATION OF
100 BEDDED HOSPITAL IN HYDERABD
UNDER
OPERATIVE PARTNERSHIP**

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Notice inviting Request for Proposal**TENDER REFERENCE**

:

Letter No. 25-26/MIIHPL/HYD/RFP01Telangana, Dated: 16 /01/ 2025

MIIHPL, Hyderabad invites REQUEST FOR PROPOSAL FOR SELECTION OF AGENCY FOR OPERATION OF 100 BEDDED HOSPITALS IN GENOME VALLEY HYDERABD UNDER OPERATIVE PARTNERSHIP.

Date and time schedule of RFP:

Sr. No.	Particulars	Date & Time	Venue / Web Address / Remarks
1	Date of Publishing of RFP	16-01-2026, 18:00 PM IST	https://wtcamtz.com/
2	Name of the Authority	—	Make In India Healthcare Private Limited
3	Method of Selection	—	Offline Bidding Process
4	Visit of the Site	—	Bidders may choose to visit the location. Relevant drawings are enclosed in the Annexures.
5	Pre-Bid Conference – Date & Location	23-01-2026 11:00 AM IST	<p>Andhra Pradesh MedTech Zone Ltd (AMTZ) AMTZ Campus, VM Steel Project SO, Pragathi Maidan, Visakhapatnam – 530031</p> <p>Online Link: Pre-Bid Meeting EOI MII Hyderabad Friday, January 23 Time zone: Asia/Kolkata Google Meet joining info Video call link: https://meet.google.com/hxb-hkth-hrk Or dial: (US) +1 585-491-9389 PIN: 508 849 969# More phone numbers: https://tel.meet/hxb-hkth-hrk?pin=1892007181637</p> <p>POC: Ms. Deepti Chauhan – 7799849103 Ms. Janani H - 9150157108</p> <p>Prebid queries shall be emailed on or before the Pre-bid conference Date at least an hour before the Prebid meeting scheduled on ed.mii@amtz.in & deepti.ch@amtz.in</p>
6	Opening Date for Submitting Tenders	16-01-2026 18:00 PM	The Bids shall be physically opened by the committee at MIIHPL office, WTC (World

		IST	Trade Centre), AMTZ Campus, VM Steel Project SO, Pragathi Maidan, Visakhapatnam – 530031 The bid opening & results shall be announced on the website
7	Closing Date for Submitting Tender	01-02-2026 17:00 PM IST	Bids to be submitted physically in Two-Cover System: • Cover A – Technical Bid • Cover B – Financial Bid Both covers shall be sealed separately and clearly superscribed with the bidder's name and cover details. Failure to comply will render the bid invalid.
8	Opening of Tender	02-02-2026 17:00 PM IST	Andhra Pradesh MedTech Zone Limited
9	Bid Validity	—	120 days from the Bid Due Date
10	Earnest Money Deposit (EMD)	—	₹10,00,000/- (Rupees Ten Lakhs only) In the form of Demand Draft Beneficiary (Payee) Details DD shall be made in favour of WTC AMTZ PRIVATE LIMITED Payable at Visakhapatnam Or RTGS/NEFT WTC AMTZ PRIVATE LIMITED A/c No. 43599291349 IFSC Code SBIN 0063646 STATE BANK OF INDIA SPECIAL SME BRANCH CODE 63646 VISAKHAPATNAM-530016
11	Submission of Bids	—	Bids shall be sealed and submitted with the bidder's name, address, with cover letter and cover details clearly mentioned. Bids must be deposited in the “Bid Deposit Box” located at: Pyramed Building, 2 nd Floor, Andhra Pradesh MedTech Zone Limited. A sealed acknowledgement of submission

			<p>shall be obtained from the designated POC. Bids should be sent via acknowledgement courier only/in person/through authorized representative.</p> <p>The Technical Online bid Cover A to be emailed to ed.mii@amtz.in & deepti.ch@amtz.in</p> <p>The Financial Bid Cover B shall not be submitted online.</p>
12	Issue of Letter of Award (LOA)	-	15 days from the date of selection of Bidder
13	Submission of acknowledgement copy of LOA by the Selected Bidder	-	7 days from the date of issuance of the LOA
14	Submission of Performance Security	-	15 days from the date of issuance of the LOA
15	Signing of Agreement	-	15 days from the date of issuance of the LOA

Bidders are requested to view www.wtcamtz.com for updated / amended information.

1. Disclaimer

The information contained in this Request for Proposal document (the “**RFP**”) or subsequently provided to Bidder(s), whether verbally or in documentary or any other form, by or on behalf of the Make In India Healthcare Private Ltd, MIIHPL Pvt Ltd. (the “**Authority**”) or any of its employees or advisors, is provided to Bidder(s) on the terms and conditions set out in this RFP and such other terms and conditions subject to which such information is provided.

This RFP is not an agreement and is neither an offer. This RFP is an invitation by the Authority to the prospective Bidders for the above-mentioned scope in the title. The purpose of this RFP is to provide interested parties with information that may be useful to them in the formulation of their application for qualification pursuant to this RFP (the “**Application**”). This RFP includes statements, which reflect various assumptions and assessments arrived at by the Authority in relation to the Project. Such assumptions, assessments and statements do not purport to contain all the information that each Bidder may require. This RFP may not be appropriate for all persons, and it is not possible for the Authority, its employees or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this RFP. The assumptions, assessments, statements and information contained in this RFP may not be complete, accurate, adequate or correct. Each Bidder should therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this RFP and obtain independent advice from appropriate sources.

Information provided in this RFP to the Bidder(s) is on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The Authority accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.

The Authority, its employees and advisors make no representation or warranty and shall have no liability to any person, including any Bidder or Bidder, under any law, statute, rules or regulations, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this RFP or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the RFP and any assessment, assumption, statement or information contained therein or deemed to form part of this RFP or arising in any way with pre-qualification of Bidders for participation in the Bidding Process.

The Authority also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Bidder upon the statements contained in this RFP.

The Authority may, in its absolute discretion but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this RFP.

The issue of this RFP does not imply that the Authority is bound to select and short-list pre-qualified Bidders for Bid Stage or to appoint the selected Bidder or Concessionaire, as the case may be, for the Project and the Authority reserves the right to reject all or any of the Applications or Bids without assigning any reasons whatsoever.

The Bidder shall bear all its costs associated with or relating to the preparation and submission of its Application including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by the Authority or any other costs incurred in connection with or relating to its Application. All such costs and expenses will remain with the Bidder and the Authority shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Bidder in preparation for submission of the Application, regardless of the conduct or outcome of the Bidding Process.

The Bidding Process Schedule set out above is indicative in nature and the Authority may, in its sole discretion, and without prior notice to the Bidders, amend the Bidding Process Schedule. Bidders shall not rely in any way whatsoever on the Bidding Process Schedule and the Authority shall not incur any liability whatsoever arising out of amendments to the Bidding Process Schedule. The Authority shall give notice of changes to the Bidding Process Schedule, if any, by Addendum. Note: This document is not transferable.

All bidders are advised to check for any further clarifications, amendments/addendums and corrigendum related to this RFP at the following website:

Website: www.wtcamtz.com

2 Background & Project scope

2.1 Background

The Make In India Healthcare Private Ltd (MIIHPL), a subsidiary of World Trade Centre within the AMTZ Campus & partnered with The Manilal Modi Memorial (3M) Medical Center situated on the Karimnagar Highway. Addressing the latent demand for a multi-specialty quality private 3M Medical Centre is housed in the Genome Valley Campus. Genome Valley is a designated leading biotech hub of the State of Telangana, home to more than 200 life sciences companies in and produces around 30% of the world's vaccines. The Genome Valley connects the state capital of Telangana, i.e. Hyderabad, which is also the twelfth largest district in Telangana, in terms of its population.

The hospital is a G+4 structure built on a land parcel for 2023 square metres, with a built up area of 43,000 sqft. MIIHPL is interested to invite partners for operating the hospital in this location.

2.1 Project Scope

- 2.1.1 The main objective of the project is to invite the bidders as “OPERATIONS & MANAGEMENT PARTNER (O&M)” FOR THE 100 BEDDED HOSPITAL at the said location.
- 2.1.2 The operator must conform to all the applicable laws required to operate a hospital.
- 2.1.3 O&M Partner of the Hospital means, the Partner is supposed to maintain and operationalize the patient care and its support services as per the national & state level guidelines to achieve NABH/ NQAS/ NABL accreditation within 2 years of its operations.
- 2.1.4 The concession agreement shall be signed for a period of 33 years with a lock-in of 9 years extendable with mutual written consent. After expiry/termination of the agreement, unless extended, the partner shall have to transfer all the project assets on as-is where-is basis to MIIHPL.
- 2.1.5 **The MIIHPL will ensure allotment of land and infrastructure on lease for each of the project period at minimum fixed rate of Rs 40 /-per sqft per month, with 15% increase in rental every three years.**
- 2.1.6 **The MIIHPL will ensure to provide the infrastructure with Mechanical Electrical and Plumbing, & HVAC system .**

2.1.7 The MIIHPL will also ensure to provide for the equipment required for the O&M partner to operationalize the hospital, which will be “Make in India” to the maximum extent possible. The equipment can be taken on lease as per the EMI of ₹ 15,00,000 over a 60 months period or bought up front from MIIHPL.

2.1.8 The proposed sketch is attached as Annexure -1.

2.1.9 Vendors are encouraged to visit site before bidding for the project.

3 Project Brief

3.1 Name of the sponsoring authority / administrative department / implementing entity – MIIHPL.

3.2 The O&M Partner has the flexibility to operate the asset on a phased manner. However, in terms of the costing for infrastructural rental, MEP & HVAC project cost, and revenue share the vendor is encouraged to put a per unit cost of the infrastructure, and staggered phase wise procurement of the equipment or revenue share of services outsourced.

3.3 The **bidder quoting the highest revenue share to MIIHPL will receive the highest financial score / preference.**

3.4 The O&M partner shall use the land and the constructed hospital building & premises solely for the purpose of providing treatment and healthcare activities.

3.5 The monitoring of the project would be done on a Quarterly basis by a Steering Committee set up under the Chairmanship of the Executive Director, MIIHPL, VIZAG.

3.6 Upon the completion and expiry of the Agreement period, the concessionaire shall transfer the Project Sites (including the Hospital Building, project assets and project facilities) to MIIHPL, in good operable condition without any fail. All related Infrastructure (Structured, Semi-structured, temporary), Building, equipment's (Built-in, depreciable and non-depreciable), vehicles, movable and immovable property, data, information etc. shall be handed over to the Government in good & working condition.

4 Eligibility of Bidders-

4.1 The Bidder could be a Company or an LLP (limited liability partnership) or a Society registered under the Companies Act, LLP Partnership Act or Societies Registration Act respectively. The individual entity should have been in existence for more than three years.

4.2 The Bidder **should have experience of running / managing at least one hospital of 100-150 beds in one location for a period of 8 years with an EPBITA positive operations from 3rd**

year, and a year on year growth in revenue.

4.3 The Bidder should have experience of running at least one hospital in towns of population of 1,00,000 & above as per 2011 census for at least three years till 31st Oct 2025.

4.4 The Bidder must have a minimum net worth of Rs. 20 Crores as on 31st March 2025 to apply for one hospital.

4.5 The Bidder must have an average turnover of Rs. 20 Crores each year, in last three complete financial years ending on 31st march 2025.

4.6 The Bidder should demonstrate the ability to run and manage IT systems for ensuring data for OPD and IPD patients for at least 100 beds. This data should be available on a real time basis.

5 Scope of Work

The scope of work of O&M Partner shall include, but not limited to following-

To undertake interiors, equip, operate, maintain and manage the Hospital and each part thereof and perform other function and duties as per the standards mentioned in the norms for 100 bedded for achievement of national accreditation in a span of 2 years of operations.

5.1 Equipment, Furniture and Instruments:

5.1.1 The partner shall ensure to provide to the extent the equipment and furniture required to meet the services to be provided as per requisite norms from MIIHPL as a commitment towards Make in India.

5.1.2 The furniture, equipment & instruments can be provided upfront from MIIHPL or on EMI of ₹ 15,00,000 lakh over a 60 months period those excluding Capex like CT Scanner / Cathlab.

5.1.3 While instruments can be treated as consumables, it is encouraged to procure them from MIIHPL as a part of the vendor's commitment to Make In India.

5.1.4 MIIHPL will undertake maintenance and calibration of all the equipment that it has supplied for a period of 1-2 year.

5.1.5 The partner shall later enter into the AMC & CMC contract from the 3rd year onwards at a mutually agreed rate.

5.2 Human Resource:

The O&M partner shall recruit the requisite number of Human resource well in time, (Includes but not limited to the Medical and paramedical staff, required to operate a 100bedded hospital .

5.3 Services:

5.3.1 Providing health care services as per the accreditation requirements for various specialties

that may be offered, such as Medicine, surgery, OBG, Paediatrics, Ortho, Endo, Nephro, Uro, etc with OP, IP, Dialysis, Critical Care and surgical services to address the felt need of the population.

5.3.2 While MIIHPL will share the Drawings, the O&M partners are encouraged to do their own assessment to propose the specialties and asset required for provision of respective services to achieve garner the requisite licenses, accreditation, full filling all NBC, CPCB & GRIHA 3 rating guidelines.

5.3.3 Support Services: - As described below, but not limited to

- Lab
- Radiology
- Pharmacy
- Blood Storage Unit
- Biomedical Waste and general waste management
- Housekeeping and Cleaning Services
- Laundry services
- Security Services
- Kitchen
- Medical Record
- CSSD
- IT services

5.4 Miscellaneous:-

The O&M Partner, at his own discretion, may initiate/ operate following services related to benefit of Patients and Hospital.

5.4.1 Institute offering, nursing courses, Laboratory Technician, other paramedical courses within the hospital complex.

5.4.2 Restaurants, ATMs, Stationary, Mobile recharge shop, gift/ Fruit shop and Photocopiers etc. for the convenience of the patients can also be provided within the hospital complex.

6 Roles and responsibilities -

6.1 Obligations to the bidder

6.1.1 This hospital shall make 20% beds available beds to select categories of SECC (Socio Economic Caste Census), and beneficiaries of government schemes like PMJAY/ RSBY / MSBY/ successor schemes, etc at predefined Rates/ cashless services be provided as per these schemes as and when such patients require.

6.1.2 Remaining 80% and these 20% beds can be utilized by the O&M partner to provide healthcare at existing Market rate, in case there are no SECC patient during that time.

6.2 Obligation to the MIIHPL -

- 6.2.1 Provide land and empty infrastructural shell on a predefined rate as proposed by the selected vendor with the minimum **fixed rate of Rs 40/- per sqft per month with an increase of rental by 15% every 3 years**
- 6.2.2 **Provide furniture, equipment & instruments can be provided upfront from MIIHPL or on EMI of ₹ 15,00,000 lakh over a 60 months period.**
- 6.2.3 MIIHPL can maintain and calibrate the equipment provided by MIIHPL after the warranty period on AMC/ CMC on a mutually agreeable rate.

7. License, Access and Right of Way

The Authority hereby grants to the Concessionaire access to the Site for carrying out any site inspections, surveys and investigations that the Concessionaire may deem necessary during the Development Period, it being expressly agreed and understood that the MIIHPL shall have no liability whatsoever in respect of site inspections, survey and investigations carried out or work undertaken by the Concessionaire on or about the Site pursuant hereto in the event of Termination or otherwise.

8. Grievance and Complaint redressal-

8.1 All the complaints and the grievances, pertaining to services of the hospital, shall go to the to the board of MIIHPL.

8.2 The Hospital can use the MIIHPL mobile / web-based application or its own for implementation of HMIS, patient feedback mechanism and make it ABDM integrated to be compliant with the Digital Health Mission of GOI..

9. General Terms & Conditions-

- a. Bidders are encouraged to submit their respective applications after visiting the Project site and ascertaining themselves about the site conditions, location, surroundings, climate, availability of power, water and other utilities for construction, access to site, handling and storage of materials, weather data, applicable laws and regulations, and any other matter considered, relevant by them.
- b. The Bidders shall be responsible for all of the costs associated with the preparation of their applications and their participation in the Bid Process. The Authority will not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the Bidding Process.
- c. Bidder can submit online application for all the projects but separate financial bid is

required for each project.

- d. A bidder can submit only one application for each project. More than one application by a single bidder for a particular project shall lead to disqualification of Bidder for that particular project.
- e. The Bidder shall deposit, EMD of Rs.10,00,000 (Ten lakh Only) as per the instructions.
- f. The Bid shall be rejected if it is not accompanied by the EMD.
- g. The EMD of unsuccessful Bidders shall be returned.
- h. EMD of the selected bidder shall be retained, till the selected bidder has provided a Performance Security under the Concession Agreement.
- i. The successful Bidder, on being selected as the O&M Partner, will be required to furnish 2 months rental deposit as per the awarded rate along with a ₹ 50,00,000/- (Rs Fifty Lakh only) against the equipment EMI, as the Performance Security deposit in accordance with the conditions of the Concession Agreement, in the form of Demand Draft, within 15 (Fifteen) days of receipt of the LOA, drawn in favor of the Authority. The Performance Security is to be furnished along with the Concession Agreement duly signed by the Selected Bidder.
- j. If the Selected Bidder fails to sign the Agreement and/or does not furnish the Performance Security, within fifteen days of issuance of the LOA, then the EMD furnished by such Bidder shall be forfeited, and the authority could, at its own discretion, commence blacklisting provisions against the defaulting bidder.
- k. If the successful Bidder after signing the Agreement fails to perform any contractual obligation specified in the Agreement, the Performance Security will be forfeited.
- l. The Performance Security furnished by the successful Bidder in respect of his/her Bid will be returned to him/her at the end of the Agreement subject to the satisfactory performance of the contractual obligations, provided there is no further extension of the Agreement.
- m. Amendment in RFP-**
 - i. At any time prior to the deadline for submission of Application, the Authority may, for any reason, whether at its own initiative or in response to clarifications requested by bidders, modify the RFP by the issuance of Addendum.
 - ii. Any Addendum thus issued will be uploaded in the website of the Authority.
 - iii. In order to afford the Bidders a reasonable time for taking an Addendum into account, or for any other reason, the Authority may, in its sole discretion, extend the Application Due Date.
 - n. Notwithstanding anything contained in this RFP, the Authority reserves the right

to accept or reject any Application and to annul the Bidding Process and reject all Applications/Bids, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof. In the event that the Authority rejects or annuls all the Bids, it may, in its discretion, invite all eligible Bidders to submit fresh Bids hereunder.

- o. The Authority reserves the right to reject any Application and/ or Bid if:
 - i. At any time, a material misrepresentation is made or uncovered, or
 - ii. The Bidder does not provide, within the time specified by the Authority, the supplemental information sought by the Authority, for evaluation of the Application.
 - iii. In case it is found during the evaluation or at any time before signing of the Concession Agreement or after its execution and during the period of subsistence thereof, including the concession thereby granted by the Authority, that one or more of the pre-qualification conditions have not been met by the Bidder, or the Bidder has made material misrepresentation or has given any materially incorrect or false information, the Bidder shall be disqualified forthwith if not yet appointed as the O&M Partner either by issue of the LOA or entering into of the Agreement. In case if, Bidder has already been issued the LOA or has entered into the Agreement, as the case may be, the same shall, notwithstanding anything to the contrary contained therein or in this RFP, be liable to be terminated, by a communication in writing by the Authority to the Bidder, without the Authority being liable in any manner whatsoever to the Bidder and without prejudice to any other right or remedy which the Authority may have under this RFP, the Bidding Documents, the Agreement or under applicable law. The Bid Security/ Performance Security shall be forfeited in case any such misrepresentation is found.
 - iv. In case of change of ownership in the O&M partner, the new owner/ O&M partner shall have to accept all the terms & conditions and roles & responsibilities, prevailing at the time of signing of agreement.
 - v. The Authority, reserves the right to verify all statements, information and documents submitted by the Bidder in response to the RFP. Any such verification or lack of such verification by the Authority shall not

relieve the Bidder of its obligations or liabilities hereunder nor will it affect any rights of the Authority there under.

10. Bidding Process-

- a. The Authority has adopted an online publishing bidding process.
- b. A Bidder shall be required to deposit, EMD, along with bid.
- c. Online bidding shall involve, two-step selection process (collectively the “**Selection Process**”) in evaluating the proposals comprising technical and financial bids to be submitted in two separate online envelopes Cover A and Cover B.
- d. In the first step, a technical evaluation will be carried out. Based on this technical evaluation, a list of short-listed Bidders shall be prepared. In the second step, a financial evaluation will be carried out only for the Bidders who qualify the technical evaluation. All the bidders qualifying the technical evaluation shall be selected for financial bid. Proposals finally will be ranked according to the Financial Bid.
- e. The remaining Bidders shall be kept in reserve and may, in accordance with the process specified in the RFP, be invited to match the Bid submitted by the successful Bidder in case selected Bidder withdraws or defaults for any reason.
- f. In the event that none of the other Bidders match the Bid of the successful Bidder, the Contracting Authority may, in its discretion, invite fresh Bids from the remaining Bidders or annul the Bidding Process, as the case may be.
- g. Concession Agreement shall be part of the RFP.
- h. Pre-Bid Meeting-**
 - i. The pre bid meeting shall be organized on scheduled date, time and place as mentioned in the Bid information sheet.
 - ii. All related queries and suggestion must be submitted in writing; in company's letter head with duly signed by the authorized person.
 - iii. During the course of Pre-Bid conference, the Bidders will be free to seek clarifications and make suggestions for consideration of the Authority.
 - iv. The Authority shall endeavor to provide clarifications and such further information as it may, in its sole discretion, consider appropriate for facilitating a fair, transparent and competitive Bidding Process.

11. Preparation & Submission of Bid-

- a. **Language-** The Application and all related correspondence and documents in relation to the Bidding Process shall be in English language. Supporting documents and printed literature furnished by the Bidder with the Application may be in any other

language provided that they are accompanied by translations of all the pertinent passages in the English language, duly authenticated and certified by the Bidder.

b. Format and signing of Application-

- i. The Bidder shall provide all the information sought under this RFP. The Authority will evaluate only those Applications that are received in the required formats and complete in all respects. Incomplete or conditional bids shall be liable for rejection.
- ii. Online Application process consist of 2 Bid system - Cover-A (Technical Bid) and Cover- B (Financial Bid)
- iii. The Bidder shall upload all the required documents of Technical bid in Cover A as per Annexure in the RFP.
- iv. The supporting documents shall be signed by the authorized signatory of the Bidder.
- v. The online Technical bid under **Cover A** shall contain:
 - i. Online application in the prescribed format
 - ii. Statement of Legal Capacity as per format
 - iii. Power of Attorney for signing the Application as per the format at
 - iv. EMD as per the provisions in Clause and as per format or Demand Draft/ RTGS/NEFT only
 - v. Copy of Memorandum and Articles of Association, if the Bidder is a company, the LLP Partnership Agreement if an LLP and if a Society, then a copy of its Society Deed;
 - vi. Copies of Bidder's duly audited Balance Sheet and Profit and Loss account for the preceding three years or a certified copy by a CA for the current year if the Audited Balance Sheet is not yet available.
 - vii. Self-declared Affidavit of non-conviction and non-blacklisting
 - vi. The Bidder should submit the financial Bid as **Cover B** detailing the Revenue share and respective EMIs.
 - vii. Applications submitted by other means i.e. Postal, fax, telex, telegram shall not be entertained and shall be rejected.

c. Application Due date-

- i. Applications should be submitted online, by 17:00 IST on the Application Due Date, provided in Bid Information Sheet in the manner and form as detailed in this RFP.

- ii. The Authority may, in its sole discretion, extend the Application Due Date by issuing an Addendum uniformly for all Bidders.

12. Evaluation Process

- a. The online Bid shall be opened on the Due Date, at the place specified in Bid information sheet and the Bidders may choose to attend the same.
- b. Applications will be subsequently examined and evaluated by the committee constituted by the MIIHPL.
- c. Qualification of Bidders will be entirely at the discretion of the Authority. Bidders will be deemed to have understood and agreed that no explanation or justification on any aspect of the Bidding Process or selection will be given.
- d. Any information contained in the Application shall not in any way be construed as binding on the Authority, its agents, successors or assigns, but shall be binding against the Bidder if the Project is subsequently awarded to it on the basis of such information.
- e. The Authority reserves the right, not to proceed with the Bidding Process at any point of time, without notice or liability and to reject any or all Application(s) without assigning any reasons.
- f. If any information furnished by the Bidder is found to be incomplete, or contained in formats other than those specified herein, the Authority may, in its sole discretion, exclude the relevant project for the purpose of considering the project in evaluation of whether the Bidder is meeting the technical requirement.
- g. In the event that a Bidder claims credit for an Eligible Project, and such claim is determined by the Authority as incorrect or erroneous, the Authority shall reject such claim and exclude the same for the purpose of meeting the technical requirement. Where any information is found to be patently false or amounting to a material representation, the Authority reserves the right to reject the Application and/ or Bid and retain the Bid Security (EMD).

13. Evaluation Criteria

a. Evaluation Parameters

Only those Bidders who meet the eligibility criteria specified as per Clauses, shall qualify for evaluation. Application of firms/ consortia who do not meet these criteria shall be rejected.

i. Technical evaluation

13.1.1.1 The Bidder should have experience of running/ managing hospital of 100 beds (at least 100 beds in one location) in at-least one location for a period of eight years with EBDITA positive in 4th year and year on year growth on it. Balance sheet to this effect to be shared from 3rd year to a minimum of 8th year.

13.1.1.2 The Bidder should have experience of running at least one hospital in town of population of 1,00,000 & above as per 2011 census for at least three years till 31st March 2025.

13.1.1.3 The Bidder should demonstrate the ability to run and manage IT systems for ensuring data for OPD and IPD patients for at least 100 beds.

ii. Financial evaluation

13.1.2.1 The Bidder must have a minimum net worth of Rs. 20 Crores as on 31st March 2025 to apply for one hospital.

13.1.2.2 The Bidder must have a minimum turnover of Rs. 20 Crores each year, in last three complete financial years ending on 31st March 2025.

iii. If, the bidder applies for more than one hospital,

13.1.3.1 Then the net worth i.e. 20 Crores and turnover i.e 20 Crores, shall be multiplied by number of hospitals, the bidder has applied for.

13.1.3.2 Bidder shall have to submit separate envelopes clearly writing the name of hospital, he has applied for. In such cases the qualification criteria shall be as per the clause 6.4 & 6.5 of this document.

13.1.3.3 Bidder shall have to submit the preferential list of hospital in sequence clearly.

14. Period of Agreement & Transfer of Project Site.

- a. The date on which all conditions precedent are satisfied or waived (Issuance of letter of Acceptance, Acknowledgement of Acceptance letter, Submission of Performance Security and Signing of Agreement) shall be considered as the date of Agreement.

The agreement shall be valid for a period of 33 years from the date of signing of contract.

- b. Upon the completion and expiry of the Agreement period, the concessionaire shall transfer the Project Sites (including project assets and project facilities) to the Authority, in good operable condition without any fail. All related Infrastructure (Structured, Semi-structured, temporary), Building, equipment (Built-in, depreciable and non depreciable), vehicles, movable and immovable property, data, information etc. shall be handed over in Good & working condition.
- c. In case of Foreclosure, Exit or Termination of contract other than the time period specified in the Agreement, transfer of the project site (including project assets and project facilities) shall be done by assessing the value of the project at a given point of time.
- d. For assessment of value of the project a committee, shall be formed by the Executive Director, MIIHPL.

15. Monitoring Mechanism

- a. The overall monitoring of the project would be done on a Quarterly basis by a Steering Committee set up under the Chairmanship of the ED MIIHPL. The steering committee will comprise of members from both parties to monitor the operation of the project under Key Performance Indicators already in place for NABH/NQAS Accreditation.
- b. Any amount eligible for penalty shall be deducted from the Performance Security. If the penalty amount exceed the performance security at any point of time, the contract shall be liable for the termination.
 - i. The Authority reserves its right to recover these amounts by any mode such as adjusting from any payments to be made by Authority to the O&M Partner. Liquidated damages will be calculated on a per month basis and recovery would be done as per **Annexure 15**.

16. End of Agreement

a. Foreclosure

- i. This shall apply in case there is change in the ownership of the **O&M Partner**, and if the new **O&M Partner** is not willing to continue the agreement under the same terms and conditions. The change of ownership means, when the selected bidder sells his company and all the financial and legal rights are transferred to the buyer.
- b. When the **O&M Partner** is running more than one project, in such cases, Foreclosure of an existing agreement shall apply to the project specified, wherein the grounds, for such foreclosure or termination, in any one project with the **O&M Partner**, shall not

be prejudicial to any other, one or more valid projects, between that **O&M Partner** and the Authority of any other or more than one project.

- c. **Exit-** Either party may terminate the Agreement with mutual consent by giving **6 months prior notice**.
- i. If **O&M Partner** request for foreclosure / exit from Agreement before the commissioning of Hospital- Performance Security shall be forfeited and no compensation shall be paid in any circumstances.
 - ii. If **O&M Partner** or MIIHPL requests for foreclosure / exit from Agreement after the commissioning of Hospital- Assessment of project shall be carried out by third party and **O&M Partner** is entitled to receive the sum assured as per termination clause.
 - iii. In any case if one or both parties opt for foreclosure, Exit or termination, as the case may be, the **O&M Partner** has to refund the entire fund received in the form of VGF along with the prevailing simple bank interest rate on saving account.

17. Termination

- a. **Right to Terminate the Process :** The Authority reserves the right to terminate the contract entered into with service provider under the following circumstances:-
- i. If the **O&M Partner** fails to initiate the project, as per the timelines prescribed or, fails to initiate the assignment, even after extension, if any, allowed by the Authority.
 - ii. The **O&M Partner** commits a breach of any of the terms and conditions of the agreement.
 - iii. In case the **O&M Partner** fails to deliver the services as mentioned in the scope of work.
 - iv. The **O&M Partner** goes into liquidation, voluntarily or otherwise.
 - v. If cumulative deductions on account of Penalty exceeds the performance security, at any point of time.
 - vi. Discontinuity of services for more than 30 days, unless extended by authority.
 - vii. Use of allocated space by **O&M Partner** for any purpose other than the Hospital services.
 - viii. The **O&M Partner** sells or transfers any proprietary rights or entrust to any other third party for running the proposed scheme, the duration for which the

agreement has been signed.

- ix. In human resource deployed, by the **O&M Partner** is/are found indulging in any criminal activity, illegal, immoral activity or found indulging in action affecting the dignity of woman or children including but not limited to direct or indirect harassment, or sexual abuse and misdemeanor, The **O&M Partner** shall terminate the concerned employee immediately else agreement shall be liable for termination.
- b. **Process of Termination-** The Contracting authority reserves the right to terminate the agreement by following processes-
 - i. The Contracting Authority will issue a show cause notice in writing, if he/she is not satisfied about the services given by the **O&M Partner** or any other conditions given in the RFP.
 - ii. The **O&M Partner** will have to submit and provide roadmap and action plan within 10 days to the contracting authority, after receiving the notice, as to, how he plans to improve the services or correct the faults, as the case may be. If the Contracting Authority is not satisfied with the road map or the plan, or the **O&M Partner** fails to execute/initiate the action plan within the stipulated time, which shall not be more than 3 months for the execution of Road Map and its implications needs to be assessed before any decision on termination can be made.
 - iii. In all such cases of termination, The **O&M Partner** shall have to vacate and hand over the project site including project assets provided to him within 45 days of the date specified in termination order.

18. Dispute Resolution Mechanism

- a. The **O&M Partner** and the MIIHPL shall endeavor their best to amicably settle all disputes arising out of or in connection with the Contract in the following manner:-
 - i. The Party raising a dispute shall address to Board MIIHPL, a notice requesting an amicable settlement of the dispute within seven (7) days of receipt of the notice.
 - ii. If the parties fail to resolve their dispute or difference by such mutual consultations within seven days of commencement of such consultation, then the MIIHPL or the **O&M Partner** may appeal to the CEO, AMTZ.
 - iii. If dispute is not resolved with CEO AMTZ, then can appeal to the Court of Law.
- b. The Contract shall be governed by and constructed according to the laws in force in India. The parties hereby submit to the exclusive jurisdiction of the Courts situated at Andhra Pradesh, where the agreement has been executed for all purposes.

19. Miscellaneous

a. Force Majeure

- i. Notwithstanding anything contained in the provisions of conditions of contract the **O&M Partner** shall not be liable for forfeiture of its performance security, liquidated damages or termination for default, if and to the extent that, its delay in performance or other failure to perform its obligations under the contract is the result of an event of Force Majeure.
- ii. For purpose of this clause, Force Majeure means an event beyond the control of the **O&M Partner** and not involving the **O&M Partner** fault or negligence and not foreseeable.
- iii. Such events may include disasters, floods, epidemics.
- iv. If a Force Majeure situation arises, the **O&M Partner** shall promptly notify the Authority in writing of such conditions
- v. Unless otherwise directed by Authority in writing, the **O&M Partner** shall continue to perform its obligations under the contract as far as is reasonable practical, and shall seek all reasonable alternative means of performance not prevented by the force majeure event.

b. Confidentiality

Information relating to the examination, clarification, evaluation, and recommendation for the short-listed pre-qualified Bidders shall not be disclosed to any person who is not officially concerned with the process or is not a retained professional advisor advising the Authority in relation to, or matters arising out of, or concerning the Bidding Process. The Authority will treat all information, submitted as part of the Application, in confidence and will require all those who have access to such material to treat the same in confidence. The Authority may not divulge any such information unless it is directed to do so by any statutory entity that has the power under law to require its disclosure or is to enforce or assert any right or privilege of the statutory entity and/ or the Authority or as may be required by law or in connection with any legal process.

c. Fraud & Corrupt Practices

- i. The Bidders and their respective officers, employees, agents and advisers shall observe the highest standard of ethics during the Bidding

Process. Notwithstanding anything to the contrary contained herein, the Authority may reject an application without being liable in any manner whatsoever to the Bidder if it determines that the Bidder has, directly or indirectly or through an agent, engaged in corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice in the Bidding Process.

- ii. Without prejudice to the rights of the Authority hereinabove, if a Bidder is found by the Authority to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice during the Bidding Process, such Bidder shall not be eligible to participate in any tender or RFP issued by the Authority during a period of 2 (two) years from the date such Bidder is found by the Authority to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as the case may be.
- iii. For the purposes of this Clause, the following terms shall have the meaning hereinafter respectively assigned to them:
 - a) **“corrupt practice”** means (i) the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the actions of any person connected with the Bidding Process (for avoidance of doubt, offering of employment to, or employing, or engaging in any manner whatsoever, directly or indirectly, any official of the Authority who is or has been associated in any manner, directly or indirectly, with the Bidding Process or the LOA or has dealt with matters concerning the Agreement or arising therefrom, before or after the execution thereof, at any time prior to the expiry of one year from the date such official resigns or retires from or otherwise ceases to be in the service of the Authority, shall be deemed to constitute influencing the actions of a person connected with the Bidding Process); or (ii) save and except as permitted under this RFP, engaging in any manner whatsoever, whether during the Bidding Process or after the issue of the LOA or after the execution of the Agreement, as the case may be, any person in respect of any matter relating to the Project or the LOA

or the Agreement, who at any time has been or is a legal, financial or technical adviser of the Authority in relation to any matter concerning the Project;

- b) “**fraudulent practice**” means a misrepresentation or omission of facts or suppression of facts or disclosure of incomplete facts, in order to influence the Bidding Process ;
- c) “**Coercive practice**” means impairing or harming or threatening to impair or harm, directly or indirectly, any person or property to influence any person’s participation or action in the Bidding Process;
- d) “**Undesirable practice**” means (i) establishing contact with any person connected with or employed or engaged by the Authority with the objective of canvassing, lobbying or in any manner influencing or attempting to influence the Bidding Process; or (ii) having a Conflict of Interest; and
- e) “**Restrictive practice**” means forming a cartel or arriving at any understanding or arrangement among Bidders with the objective of restricting or manipulating a full and fair competition in the Bidding Process.

ANNEXURE – 1
APPLICATION FORM

Date

To,

Sub: Application for “REQUEST FOR PROPOSAL FOR SELECTION OF AGENCY FOR OPERATION OF 100 BEDDED HOSPITALS IN HYDERABD UNDER OPERATIVE PARTNERSHIP” Project

Dear Sir,

1. With reference to your RFP document dated I/we, having examined the RFP document and understood its contents, hereby submit my/our Application for the aforesaid project.
2. I/ We acknowledge that the Authority will be relying on the information provided in the Application and the documents accompanying such Application of the Bidders for the aforesaid project, and we certify that all information provided in the Application and in Annexure is true and correct; nothing has been omitted which renders such information misleading; and all documents accompanying such Application are true copies of their respective originals.
3. This statement is made for the express purpose of qualifying as a Bidder for the development, construction, operation and maintenance of the aforesaid Project.
4. I/ We shall make available to the Authority any additional information it may find necessary or require supplementing or authenticate the Qualification statement.
5. I/ We acknowledge the right of the Authority to reject our Application without assigning any reason or otherwise and hereby waive, to the fullest extent permitted by applicable law, our right to challenge the same on any account whatsoever.
6. I/ We certify that in the last three years, we have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award, nor been expelled from any project or contract by any public authority nor have had any contract terminated by any public authority for breach on our part.
7. I/ We declare that:

- a) I/ We have examined and have no reservations to the RFP document, including any Addendum issued by the Authority.
 - b) I/We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as defined in the RFP document, in respect of any tender or request for proposal issued by or any agreement entered into with the Authority or any other public sector enterprise or any government, Central or State; and
 - c) I/ We hereby certify that we have taken steps to ensure that in conformity with the provisions of the RFP document, no person acting for us or on our behalf has engaged or will engage in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice.
8. I/ We understand that you may cancel the Bidding Process at any time and that you are neither bound to accept any Application that you may receive nor to invite the Bidders to Bid for the Project, without incurring any liability to the Bidders, in accordance with Clause in the RFP document.
9. I/ We declare that we, or our/ its Associates are not a member of any other entity applying for the bid.
10. I/ We certify that in regard to matters other than security and integrity of the country, we have not been convicted by a Court of Law or indicted or adverse orders passed by a regulatory authority which could cast a doubt on our ability to undertake the Project or which relates to a grave offence that outrages the moral sense of the community.
11. I/ We further certify that in regard to matters relating to security and integrity of the country, we or any of our/ their Associates have not been charge-sheeted by any agency of the Government or convicted by a Court of Law.
12. I/ We further certify that no material investigation by a regulatory authority is pending either against us/ or against our/ their Associates or against our CEO or any of our Directors/ Managers/ employees.
13. I/ We undertake that in case due to any change in facts or circumstances during the Bidding Process, we are attracted by the provisions of disqualification in terms of the provisions of this RFP, we shall intimate the Authority of the same immediately.
14. The Statement of Legal Capacity as per format provided at **Annexure - 5** of the RFP document, and duly signed, is enclosed.

15. I/ We understand that the selected Bidder shall either be an existing Company incorporated under the Indian Companies Act, 1956, or an LLP under the LLP Partnership Act or a Society under the Societies Registration Act

16. I/ We hereby irrevocably waive any right or remedy which we may have at any stage at law or howsoever otherwise arising to challenge or question any decision taken by the Authority in connection with the selection of Bidders, selection of the Bidder, or in connection with the selection/ Bidding Process itself, in respect of the above mentioned Project and the terms and operation thereof.

17. I/We are submitting a Bid Security (EMD) of Rs. 10,00,000 (Rupees Ten lakh only) in the form of DD/RTGS/NEFT.

18. I/ We agree and undertake to abide by all the terms and conditions of the RFP document.

In witness thereof, I/ we submit this application under and in accordance with the terms of the RFP document.

Yours faithfully,

(Signature, name and designation of the Authorized Signatory)

Name and seal of the Bidder/ Lead Member

Date:

Place:

ANNEXURE - 2
DETAILS OF BIDDER

1. Cover Letter:
2. About the Organization:
(Max 1000 Words)
3. Organization Information:
 - (a) Name:
 - (b) Country of incorporation:
 - (c) Address of the corporate headquarters and its branch office(s), if any, in India:
 - (d) Date of incorporation and/ or commencement of business:
4. Brief description of the Bidder including details of its main lines of business:
5. Details of individual(s) who will serve as the point of contact/ communication for the Authority:
 - (a) Name:
 - (b) Designation:
 - (c) Bidder:
 - (d) Address:
 - (e) Telephone Number:
 - (f) E-Mail Address:
 - (g) Fax Number:
6. Particulars of the Authorized Signatory of the Bidder:
 - (a) Name:
 - (b) Designation:
 - (c) Address:
 - (d) Phone Number:
 - (e) Fax Number:

(Signature, name and designation of the Authorized Signatory)

Name and seal of the Bidder/ Lead Member

Date:

Place:

ANNEXURE - 3
FINANCIAL CAPACITY OF THE BIDDER
(CA Certified with UDIN)

Bidder Type	Net Worth			Turn Over		
	Year 1 (2020-2021)	Year 2 (2021-22)	Year 3 (2022-23)	Year 1 (2020-21)	Year 2 (2021-22)	Year 3 (2022-23)
Bidder						

Name & Address of Bidder's Bankers:

(Signature and designation of the Authorized Signatory)

Name and seal of the Bidder:

Date:

Place:

ANNEXURE - 4
STATEMENT OF LEGAL CAPACITY

(To be forwarded on the letterhead of the Bidder)

Ref.

Date:

To,
The Executive Director
Make in India Healthcare
Private Limited

Dear Sir,

We hereby confirm that we satisfy the terms and conditions laid out in the RFP document.

We have agreed that _____(insert individual's name) will act as our representative/ will act as the representative of the bidder on its behalf* and has been duly authorized to submit the Bid.

Further, the authorized signatory is vested with requisite powers to furnish such letter and authenticate the same.

Thanking you,

Yours faithfully,

(Signature, name and designation of the authorized signatory)

For and on behalf of _____

ANNEXURE - 5

POWER OF ATTORNEY FOR SIGNING OF APPLICATION

(On a Stamp Paper of relevant value)

Know all men by these presents, We____(name of the firm and address of the registered office) do hereby irrevocably constitute, nominate, appoint and authorize Mr / Ms (name), _____ son/daughter/wife of _____ and presently residing at_____, who is presently employed with us and holding the position of____, as our true and lawful attorney (hereinafter referred to as the “Attorney”) to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our application for prequalification and submission of our bid for the FOR SELECTION OF AGENCY FOR OPERATION OF 100 BEDDED HOSPITALS IN VIZAG UNDER OPERATIVE PARTNERSHIP FOR HYDERABAD Project proposed by the AMTZ VIZAG (the “Authority”) including but not limited to signing and submission of all applications, bids and other documents and writings, participate in the Bid and other conferences and providing information/ responses to the Authority, representing us in all matters before the Authority, signing and execution of all contracts including the Agreement and undertakings consequent to acceptance of our bid, and generally dealing with the Authority, in all matters in connection with or relating to or arising out of our bid for the said Project and/ or upon award thereof to us and/ or till the entering into of the Agreement with the Authority AND we hereby agree to ratify and confirm and do hereby ratify and confirm all acts, deeds and things done or caused to be done by our said Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE _____, THE ABOVE-NAMED PRINCIPAL HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS _DAY OF _____ 2024.

For _____

(Signature, name, designation and address)

Witnesses:

1.

(Notarized)

B.G. No. Dated:

ANNEXURE – 6

BID LETTER-FINANCIAL BID

Financial Bid Format - Cover B							
	A	B	C	D	T	E	F
S. No	Building Lease Rental per sqft/month (A)	Building Lease Rental Total/month (B=A *total built-up area) (B)	Equipment Lease Rental per month (C)	Total Lease Rental /month (D=B+C)	Annual Lease Rental (D*12) for Next 9yrs	Revenue Share annually (in %--E)	Annual Operational Surplus (F=E-D)

(Signature, name and designation of the Authorized Signatory)

Name and seal of the Bidder/ Lead Member

Date:

Place:

Note:

1. **The bidder shall submit the Financial Proposal Cover - B along with a Covering Letter**, strictly as per the instructions provided, and a **detailed proposal duly signed and sealed** by the **authorized signatory**, as per the prescribed format/instructions.
2. **This cover shall not be submitted via email.** It must be **submitted only in physical form.**
3. **The bidder shall not include any financial details in the Technical Proposal.** Non-compliance with this requirement shall result in **rejection of the bid / bid being treated as invalid.**
4. The vendor may propose **annual lease rental** and **revenue share** on a **progressively incremental basis**, if applicable.

Annexure-7
FORMAT OF LETTER OF AWARD

(On Office letterhead)

Ref:

Place...../dated.....

To,

.....

Subject: RFP No.for operationalization of Hospital at

Reference: Your proposal submitted for the same.

With reference to the above, we are pleased to inform you that you have been selected for Operationalization ofhospital located at

I am sure by now you have done the Situation analysis and started the process of identifying the pool of resources to be deployed in designated areas.

This letter of award is being sent to you to award a work order against your proposal, as the

RFP evaluating committee found your proposal suitable for
 Operationalization of

.....hospital located at

Within Fifteen days of this notice, you are required to enter into the agreement with the Contracting Authority to get the work order.

You also need to submit all required documents along with the Performance guarantee.

If any of the items is not provided within Fifteen days of the date of this letter, we may proceed to award the contract to another successful bidder.

Note:

1. If the successful bidder does not accept LoA or after accepting LoA does not enter into the agreement, within specified period the tendering authority reserves the right to cancel the LoA issued to him and forfeit the EMD. The tendering authority may also blacklist the bidder.
2. Please return a copy of this letter acknowledging receipt as indicated below.

Authorized
 Signature & date

Acknowledgement

We acknowledge the receipt of the letter of Intent No. ----- dated..... on -----
 (date). We will do all the required formalities as per RFP within fifteen days and enter into the agreement mentioned in the RFP document

Signed..... Date.....
 On behalf of (name of the authority)
 Name of the successful bidder and seal











