



**Government of Khyber Pakhtunkhwa Health Department  
Request for Expression of Interest  
for Selection of Consultancy Firm for Operating Nishtarabad Govt. General Hospital Of Khyber  
Pakhtunkhwa**



**Country:** Pakistan

**Project:** Khyber Pakhtunkhwa Human Capital Investment Program (KP HCIP)

**Credit No.:** 6421PK

**Reference No:** D680-PK

**Pre-Conference Meeting Date:** Aug 08, 2023 from 11:00 AM to 01:00 PM

**EOI Submission Date:** 03:00 PM, Aug 22, 2023

**BACKGROUND**

The Government of Pakistan (GoP) has received credit from World Bank towards the cost of the Khyber Pakhtunkhwa Human Capital Investment Project (KP-HCIP). The project intends to improve the performance of the health sector, particularly Primary Healthcare (PHC), and is implementing several strategic policies/guidelines including the Khyber Pakhtunkhwa Health Policy 2018.

The Nishtarabad Government General Hospital is a state-of-the-art medical facility strategically located in Peshawar city. The hospital is well-equipped with modern infrastructure and facilities to provide comprehensive healthcare services to the community. Khyber Pakhtunkhwa Human Capital Investment Project (KP-HCIP) is seeking an experienced consultancy firm for executing/ running/operating Nishtarabad Government General Hospital (NGGH) of Khyber Pakhtunkhwa.

**Scope of Services:**

The selected private operator will be responsible for the comprehensive operationalization and management of NGGH. The scope of services to be provided may include, but is not limited to:

1. **Hospital Administration:** Efficiently manage the day-to-day operations of the hospital, ensuring smooth functioning and adherence to all relevant regulations of World Bank and Govt. of KP.
2. **Medical Services:** Provide a wide range of medical specialties and treatments to cater to the healthcare needs of patients i.e.
  - i. Covid, NCD (Breast cancer, Hepatology and Endocrinology), MNCH (BEmONC & CEmONC 24/7), Emergency Services, Surgical services, services of EPI, Nutrition, TB , Hepatitis, Blood Bank Services, Pharmacy Services, non-clinical & support services in hospital as per scope mentioned in ToRs.
3. **Medical Practitioner, Nursing and Support Staff:** Employ qualified nursing and support staff to deliver compassionate patient care and excellent service.
4. **Quality and Patient Safety:** Implement robust quality assurance programs and patient safety measures to maintain high standards of care.
5. **Procurement and Supply Chain:** Manage procurement processes for medical supplies, pharmaceuticals, and equipment to ensure timely availability.
6. **Financial Management:** Efficiently manage the hospital's finances, including billing, revenue collection, and cost control.
7. **Marketing and Branding:** Undertake marketing and branding initiatives to increase the hospital's visibility and attract a wider patient base.
8. **Technology and Innovation:** Embrace innovative healthcare technologies to enhance patient care and operational efficiency.
9. **Reporting, Monitoring and Evaluation:** The service provider shall report and done monitoring as per details mentioned in ToRs

The detailed Terms of Reference (TOR) & shortlisting criteria for the assignment can be found at the following website: <http://healthkp.gov/> or can be obtained at the address given below.

**Eligibility Criteria for assessing an Expression of Interest will include:**

Evaluation Criteria for Shortlisting	Maximum Points
<b>Experience:</b> <ul style="list-style-type: none"> <li>• Only Firm s having Five years of experience of Health Facility Management are eligible. Non provision of the same shall lead to disqualification of firm.</li> <li>• Should have completed at least two similar projects or ongoing projects of comparable scale and complexity (project completion certificates required).</li> <li>• All bidders are required to be registered with the Khyber Pakhtunkhwa Revenue Authority, established under the Khyber Pakhtunkhwa Finance Act, 2013.</li> </ul>	Mandatory
<b>Number of health-related projects</b>	50

Total number of similar nature related projects completed in the last five years along with Copies of latest annual reports/evaluation reports. Each project will be scored as under: I. For project providing comprehensive health care services as per our ToRs covering 80% of our scope- 10 II. For health care facility services as per our ToRs covering 50% of our scope -7 III. For health care facility services as per our ToRs covering 30% of our scope -5 Marks for each project will be added to come to the final score in the category.	
<b>Funds Management capacity:</b> Fund managed by the firm in a project scored at serial No 2 : • Rs 1,000,000-----5,000,000 = 1 mark /project. • Rs 5,000,001----20,000,000 = 3 marks / project. • >20,000,001-----onwards = 5 marks / project	20
<b>Financial capacity</b> Turnover in Millions of Last one year (Attaché Audit Report) Rs. 1000 million onwards =20 marks Rs. 500 million to Less than 999 M = 15 marks Rs. 200 Million to Less than 499 million = 7 marks	20
<b>Firm Management Capacity</b> (2 marks will be given for each specialist) Hospital Manager, Finance Manager, Logistic & Supply chain Manager, HR manager, HMIS specialist	10
<b>Minimum qualifying score 60 out of 100</b>	<b>100</b>

Interested firms must provide information indicating that they are qualified to perform the services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.).

The attention of interested Consulting Firm is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank's "Procurement Regulations for IPF Borrowers" July 2016 [revised November 2017 and August 2018] ("Procurement Regulations"), setting forth the World Bank's policy on conflict of interest.

Consulting firm may associate with other firms to enhance their qualifications but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

The firm will be selected in accordance with the Quality Cost-based Selection (QCBS) method set out in the World Bank's: Procurement Regulations for Investment Project Financing Goods, Works, Non-Consulting and Consulting Services" (July 2016) revised November 2017 & August 2018, and November 2020.

Information Session about the assignment will be held on Aug 08, 2023 from 11:00 am to 01:00 pm at Conference Room of KP-HCIP Office located at House No. 240 defence colony shami road Peshawar. The purpose of this session is to share with all prospective applicants, information regarding the assignment and to also walk them through the procurement process, etc.

Further information can be obtained at the address below during office hours (0900 to 1700).

Expressions of Interest (EOI) shall be delivered in written form in compliance to format provided in ToRs of EOI to the address given below by 03:00 PM, Aug 22, 2023. The EOIs will be opened at 03:30 PM in presence of firms or there representative, who wishes to attend.

**Project Director**  
**Khyber Pakhtunkhwa Human Capital Investment Project (KP-HCIP)**  
**Email: [proc.hci.health@gmail.com](mailto:proc.hci.health@gmail.com)**