

Lagos State Government

Ministry of Health

Invitation for Expression of Interest (EOI) for the Development of a Medical Park in Lagos, Nigeria

1.0 Background

2.0

Lagos, with a population of over 21.2 million people and projected to be the 3rd largest megacity in the world by 2015 hitting the 25 million mark, is Nigeria's economic and commercial nerve-centre

The Lagos State Ministry of Health (LSMH) in 2002 embarked on a comprehensive Health Sector Reform Programme (HSRP). A key initiative under the reform is to increase the overall capacity of the healthcare system in Lagos State as a measure to attaining universal access to qualitative healthcare. In this regard LSMH desires to create a state of the art Medical Park ("the Park") to provide a full spectrum of excellent quality high technology cutting edge specialist medical and diagnostic services at a single location along the Lekki axis which has an annual growth projection of 16.8%.

The LSMH now seeks market feedback from interested local and international parties, on a non-committal basis, on the development of private hospitals/health centres at the medical park and/or the disposal of the 13,000m sq land via a PPP model.

It is expected that the Park shall cater for general and specialty medical services tailored to meet the need of residents. It should include the provision of the following services with back-up diagnostic services for the polyclinics and in-

patient facilities. The asterisked services should be available on a 24/7 365-day basis: (A) Paediatrics including neonatology (B) Internal medicine including gastroenterology and neurology (C) Surgery including neurosurgery and urology (D) Obstetrics and Gynaecology (E) Cardiology (F) Orthopedics and Traumatology (G) Radiology (H) Emergency and Ambulance services (I) Oncology (J) Clinical support services–(i) Administrative (ii) Medical records (iii) Laboratory services (iv) Diagnostic services (v) Security (vi) Pharmacy

2.0 Requirements from Interested Parties

In order to be pre-qualified, the prospective party/consortia must possess the requisite capabilities and relevant experience in the provision of the required services. They are required to submit comprehensive information as follows:

2.1. Organisational Details

- Full name and nationality (country of registration) of the company and contact person, postal address, telephone, e-mail addresses and web site URL (if any)
- Brief description of the history and business of the respondent
- Ownership structure including name (s) of shareholders, percentage shareholdings, intermediate and ultimate holding company or beneficial owner
- Company registration including Certificate of Incorporation, certified true copies of Memorandum and Articles of Association and CAC Form CO7 or the equivalent
- Most recent 3-Years Audited Financial Statements and latest Management Accounts if available
- Evidence of available financing and/or access to credit line
- Evidence of previous experience and expertise in providing required services locally and/or internationally including experience in PPP Initiatives where applicable. **This should include the following details:**
- Name of Project, Brief Description and Client(s)
- Scope of work, Contract Value, Nature of Contract (PPP, Lump Sum etc) and Contractual Period

- Name and address of related client's referee

2.2 Development Plan

The summary of the proposed Medical Park development plan and/or PPP models should include the following:

- Nature and scope of services to be provided – clinical and allied services, diagnostic and laboratory services, on-clinical supporting and ancillary facilities and services. The distribution of the floor areas among the proposed specialties and facilities should be provided
- Commercial overview of the plan – nature and source of investments/income required for design development, construction, operations, maintenance etc; proposed allocation of profits to shareholders and improvement/extension of hospital services
- Implementation timeframe
- Human resources for Health arrangement: the proposed manpower plan
- The proposed arrangements for adopting standard operating protocols, price transparency etc
- The State is open to suggestions on possible PPP models with justification especially in the areas of strategic purchase of services and/or sharing of facilities, contracting out/sharing of non-clinical responsibilities, price setting, staff cross-attachment, cross-fertilization of expertise and experience sharing

Preference shall be given to submissions that demonstrate exceptional value for money and operational innovation.

3.0 Submission of Expression of Interest

Parties may express interest for some or all of the services.

The EOI submission should include

- One (1) original copy and three(3) other copies of Expression of Interest to be delivered in a sealed envelope clearly marked “EOI – Medical Park-Service” and delivered to the address below not later than 4th August, 2012 by 5:00pm

Attention

The Honourable Commissioner,

Lagos State Ministry of Health

Room 505, Block 4

The Secretariat

Alausa, Ikeja

Lagos, Nigeria

The EOI exercise is not a prequalification exercise to shortlist or pre-qualify any consortia expressing interest for any future exercise(s) to dispose of the subject site. It is not binding in nature for any consortia expressing interest.

Parties who do not submit a response to this EOI exercise will not be barred from taking part, or prejudiced against, in any subsequent exercise(s) for the development of private hospitals at the subject site.

Furthermore the submission of documents shall not entitle any of the interested parties to any claims against LSG and/or LSMH by virtue of such consortia having responded to the EOI invitation.

All costs incurred by respondents as a result of this EOI invitation and any subsequent requests for information shall be for respondent's account only.