

# PRE-BID MEETING MINUTES

## LANKA HOSPITAL CORPORATION PLC

**Subject : DESIGN, INSTALLATION, IMPLEMENTATION, COMMISSIONING AND MAINTENANCE OF THE HIS SYSTEM INCLUDING DEVELOPMENT OF OPERATIONAL ACCEPTANCE TESTING AND SYSTEM INTEGRATION WITH THIRD PARTY SOLUTIONS AND CONNECTIVITY TO EXISTING RESOURCES.**

**Date & Time: FRIDAY, 09<sup>th</sup> August 2024, 10.00AM**

**Venue : Board Room – 9<sup>th</sup> Floor**

1. Mr. Kanishka Kulasekara (GCIO) welcomed the participants and explained that the objective of the meeting is to provide further clarifications required for bidders regarding the tender.
2. As the tender documents are published through Public Newspaper, e mail, LH Website and Through Embassies. The participants were requested to raise any concerns that require further clarifications.
3. There were 24 participants logged on Zoom, and 3 companies participated physically.
4. The GCEO informed that no Pre bid meeting will be conducted after this meeting and no extensions will be granted to this tender.
5. And, informed that questions will be closed at 3:00 PM the previous day, and no answers will be provided after that time.
6. After evaluation only short-listed parties will be asked to negotiation meeting.
7. Bid reference No/Tender No. should be LH/ICB/24/1160/ID/P190
8. The meeting was concluded at 11.15am.

### Following points were discussed in the meeting,

1	<p>Supplier logged under the Zoom from <b>JBI Healthcare</b> questioned about followings,</p> <p><b>Q.</b> Is the current intra-server management cloud-based or on-promise?</p> <p><b>A.</b> On promise</p> <p><b>Q.</b> Current connectivity bandwidth and redundancy across the hospital.</p> <p><b>A.</b> Currently we have one location DR should be possible in the implementation.</p> <p><b>Q.</b> How is the backup, and the DR manage &amp; What is the expected solution for this activity.</p> <p><b>A.</b> Currently we are using log shipping, and we expect features in SQL.</p> <p><b>Q.</b> Is Wi-Fi available across the hospital and what is the speed.</p> <p><b>A.</b> We provide Wi-Fi under standard speed 20 mpbs</p> <p><b>Q.</b> Page No 94, 1.3</p> <p><b>A.</b> This was requested considering the future requirement in expansion of hospital</p> <p><b>Q.</b> Page No. 94 13.24 - Re the RFP</p> <p><b>A.</b> The operating system required to run the software, such as the database system, OS, hardware configuration, and the technology and architecture needed to run the software. The vendor does not need to quote for the OS but should provide a quote for the database only.</p> <p><b>Q.</b> Regarding the third-party integration requirement.</p> <p><b>A.</b> 3<sup>rd</sup> Party integration requires, and all relevant integrations expressed in the RFQ</p>
2	<p>Supplier from <b>IQVIA</b> questioned about the followings</p> <p><b>Q.</b> Change request</p> <p><b>A.</b> GCIO expressed that if changes will comes after the AMC, charges may applied for CR on mutual understanding.</p> <p><b>Q.</b> Extension for the tender</p> <p><b>A.</b> GCIO informed that no extension will be given to this tender</p>

	<p><b>Q.</b> Subsidiary company can bid to this tender</p> <p><b>A.</b> Subsidiary companies unable to provide bids as we informed in the Bidding documents, product owner should submit the bid as the bidder.</p>
3	<p>Supplier logged under the Zoom <b>Mr. Sandeep</b> questioned about followings,</p> <p><b>Q.</b> After AMC, Process of change request.</p> <p><b>A.</b> Any request received after AMC process will do according to the tender process</p> <p><b>Q</b> Submission of Bid security deadline.</p> <p><b>A.</b> The bidding document allowed two weeks' time period to submit the original bid security, according to the bid extension, given the deadline will be 28<sup>th</sup> August 2024.</p>
4	<p>Supplier logged under the Zoom Mr. Pranav questioned about followings,</p> <p><b>Q</b> Clarification of escrow account</p> <p><b>A.</b> This is due to the security reason and the final decision will be taken after discuss in the negotiation meeting which will be held with the selected party.</p> <p><b>Q</b> About the Minor Changes</p> <p><b>A.</b> Supplier can propose the minor changes and only the warranty period bidders can request changes.</p> <p><b>Q.</b> Technical supporting</p> <p><b>A.</b> Bidders can propose their technical structure.</p>
5	<p>Supplier logged under the Zoom Mr. Balaji questioned about followings,</p> <p><b>Q.</b> SAP integration and SAP Module</p> <p><b>A.</b> SAP B1</p>
6	<p>Supplier from Genisis Core Sri Lanka questioned about the followings</p> <p><b>Q.</b> Training programs and how conducted?</p> <p><b>A.</b> Before go live it is need to arrange training. In the implementation we expect to train all our staff train the trainer facility is required.</p> <p><b>Q.</b> Bank Guarantee</p> <p><b>A.</b> Initially requested validity of the bid guarantee was up to 28<sup>th</sup> feb 2025 and due to the bid validity extension given, the bid guarantee validity would be 14<sup>th</sup> march 2025, as per the point no. 16.8 under bid security requirement the submission of original bid guarantee will be 28<sup>th</sup> August 2024. But when you submit/upload the technical proposal a copy of bank guarantee or bank advise or any other document confirming the submission of bank guarantee as requested, should be submitted</p>
7	<p>Supplier logged under the Zoom Mr. Kushlan questioned about followings</p> <p><b>Q.</b> Regarding the technical and Final Bids</p> <p><b>A.</b> The original bid document should be submitted physically but technical and the financial bid separately. (refer the page 14, 19.1 under submission of bids) kindly note that only the technical proposal should be uploaded in to a secure cloud storage platform such as one drive</p>
8	<p>Supplier logged under the Zoom Mr. Abhjeet from MIPL questioned about followings</p> <p><b>Q.</b> About the VAT</p> <p><b>A.</b> Requested to provide the total cost of the product (inclusive tax)</p>
9	<p>Supplier logged under the Zoom Mr. Jagdeesh questioned about followings</p> <p><b>Q.</b> Total No of beds</p> <p><b>A</b> 350 No's of Beds</p>

Please refer the Pre-Bid Meeting Video which held on 9/08/2024

 [HIS Tender](#)