



LAGOS STATE GOVERNMENT
THE OFFICE OF PUBLIC-PRIVATE PARTNERSHIPS
&
THE MINISTRY OF HEALTH

REQUEST FOR EXPRESSION OF INTEREST (REOI) FOR THE DEVELOPMENT OF A MEDICAL PARK

Attention

**The Director-General,
The Office of Public-Private Partnerships,
Governor's Office, Lagos House, Alausa-Lagos, Nigeria.**

1.0 INTRODUCTION

The Lagos State Government (LASG) in a bid to create an enabling environment for the delivery of excellent healthcare service is seeking investors to develop a world class Medical Park

It is the vision of LASG that the Medical Park (Medipark) will positively redefine healthcare experience in the state while promoting medical tourism in Lagos State. The state-of-the-art Medipark is envisaged to increase the overall capacity of healthcare delivery in Lagos State and provide Lagosians and indeed Africa access to qualitative healthcare.

The Medipark will provide a full spectrum of excellent quality high technology cutting edge specialist medical and diagnostic services at a single location of 2.1765 hectares of land along the former School of Nursing, 1-9 Awolowo Road, Ikoyi, Lagos, Nigeria

In view of this, LASG seeks Expressions of Interest from interested local and international Parties on the development of the Medical Park via a Public-Private Partnership Model.

2.0 SCOPE OF SERVICE

The Medical Park will comprise of 120 - 150 beds and provide general and speciality medical services tailored to meet the needs of the residents of Lagos State and beyond. The services to be provided by the Medical Park should include the following backed with diagnostic services for the polyclinics and inpatient facilities.:

- i. Outpatient and Inpatient clinics appropriately furnished, which may be used interchangeably by doctors of different specializations such as cardiology and orthopaedics.
- ii. Diagnostic facilities
- iii. Paediatrics including neonatology
- iv. Internal Medicine including
 - v. Gastroenterology and Neurology
- vi. Surgery including neurosurgery and urology
- vii. Cardiology
- viii. Radiology
- ix. Obstetrics and Gynaecology
- x. Orthopaedics and Traumatology
- xi. Oncology
- xii. Emergency and ambulance Services
- xiii. Residential Accommodation including staff quarters, hostel for patient, relatives, shopping and recreational facilities

- xiv. Integrated IT system
- xv. Parking spaces
- xvi. Operation and management of the project
- xvii. Training and development of doctors in LASG hospitals
- xviii. Research
- xix. Hospital endowment fund
- xx. Pharmaceutical services
- xxi. Mortuary Services
- xxii. Dental Services
- xxiii. Optical Services
- xxiv. Endocrine Services

3.0 REQUIREMENTS FOR QUALIFICATION

- i. To pre-qualified, the prospective Parties/Consortia must possess the requisite capabilities and relevant experience in the provision of the required services.
- ii. Only Healthcare Operators or Consortia incorporating Health Operators with a minimum of 5-years' experience operating a best practice acute care facility shall submit an Expression of Interest. The required documents to be submitted to assess eligibility include:

3.1 ORGANISATIONAL DETAILS

- a) Full name and nationality (country of registration) of the company and contact person, postal address, telephone, email addresses and web site URL (if any);
- b) Brief description of the history and businesses of the respondent;
- c) Ownership structure including name(s) of shareholders, percentage shareholdings, intermediate and ultimate holding company or beneficial owner;
- d) Company registration including Certificate of Incorporation, certified true copies of Memorandum and Articles of Association and CAC from C07 or the equivalent;
- e) Most recent 3-Year Audited Financial Statements or latest management Accounts;
- f) Evidence of available financing and/or access to credit line;
- g) Project Management experience overseeing construction as well as experience managing the operations of a healthcare facility
- h) 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:
 - i. Name of Project, Brief Description and Client(s);
 - ii. Scope of work, Role, Contract Value, Nature of Contract (PPP, Lump sum etc.) and Contractual Period;
 - iii. Name and address of related client's referee;
 - iv. Current/previous Hospitals under management and/or operations.

3.2 DEVELOPMENT PLAN

A comprehensive development plan is the main thrust of this EOI and would engender further consideration of submissions. The State is open to suggestions on possible PPP models with justification especially in the area 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

The summary of the development plan and intended PPP Models should include the following:

- i. 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;

- ii. Commercial overview of the plan – nature and source of investments/income required for design development, construction, operations, maintenance etc. Proposed allocation of profits to shareholder and improvement/extension of hospital services;
- iii. Implementation timeframe;
- iv. Human resources for Health arrangement: the proposed manpower plan;
- v. The proposed arrangements for adopting standard operating protocols, price transparency etc

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

Shortlisted firms/Consortia will be required to submit detailed technical and financial proposals, which will be duly evaluated.

4.0 SUBMISSION OF EXPRESSION OF INTEREST

Interested parties may express their interest for some or all of the services. The Expressions of Interest 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 17.00hours Nigerian time on 31st March, 2020(4 weeks from date of issue), in addition we require soft copies of submissions sent to medipark@ppplagos.ng

The EOI exercise is a prequalification exercise. Parties who therefore do not submit a response will be unable to participate in the subsequent procurement process for the development of the Medipark.

Furthermore, the submission of documents shall not entitle any of the interested parties to any claims against Lagos State Government and / or Lagos State Ministry of Health 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.

Signed:
Ope George
Director General
Lagos State Office of Public Private Partnerships