

Minutes of Opening of Financial Proposals for “Project Management Agency (PMA) to support implementation of Meghalaya Health Systems Strengthening Project (MHSSP)” under MHSSP

Procurement Reference Number: DHS/P-4/MHSSP/CS-3/2021-22

Opening Date: 24th June at 1:00 PM via Zoom; Meeting ID: 960 2453 4248

Attendance from SPMU

1. Kmenbhalang Khongwir, Team Leader, MHSSP
2. Byron D Phira, Project Consultant (HRH & Finance), MHSSP.
3. Joe Oliver Mae Ryan Lyngdoh, Project Manager (IT and Data Analytics), MHSSP.
4. Mamta Rai, Manager – Procurement, MHSSP

Attendance from Consultancy Firms:

1. Digamber Singh Bisht, Sr. Manager (BD), Ecorys.
2. Vinayak Sarolia, Technical Lead-PH, IQVIA New Delhi.
3. Sunita Dash, Associate Director, Sutra Consulting Pvt. Ltd.
4. Swapnil Basakhatre, Consultant, Sutra Consulting Pvt. Ltd.
5. Soumya Paul, Sr. Research Associate, EHI International P. Ltd.
6. Deepika, Research Associate, EHI International P. Ltd.
7. Jose Michael, Vice President, IPE Global.
8. Mr. Nilesh Maheswari, Principal, Consulting Services, IQVIA, New Delhi
9. Himanshu Sikka, Practice Lead – HNWASH, IPE Global.

The Financial Proposals of the five technically qualified firms for **Project Management Agency (PMA) to support implementation of Meghalaya Health Systems Strengthening Project (MHSSP) RFP #: CS-3** were opened in the presence of the above mentioned SPMU members (**Attendance Sheet attached**).

1. The names of the Consultants which were short-listed for their financial proposals to be opened are as follows:

Sl. No	Name of Firm/ Joint Venture/Consultant + Sub-consultant
1	Ecorys Nederland BV, Watermanweg 44, 3067 GG Rotterdam, The Nederland (LEAD) with Ecorys India Pvt. Ltd (Associate), F-2-A, Mira Corporate Suites, Ishwar Nagar, Mathura Road, New Delhi – 110065, India as a Sub-Consultant
2	EHI International Pvt. Ltd; Plot No 7, First Floor, Nathupur Road DLF City III, Gurgaon, Haryana-122001, India
3	IPE Global Limited, IPE Global Limited, B-84, Defence Colony, New Delhi – 110024 (LEAD) with Bethany Hospital, Nongrim Hills, Opposite Nagaland House, Shillong, Meghalaya – 793003, India as a Sub-Consultant
4	IQVIA Consulting and Information Services India Private Limited, Unit 1031, 10th Floor Hindustan Times Building, KG Marg, Connaught Place, New Delhi-110001, India
5	Sutra Consulting Private Limited, N2/139, IRC Village, Nayapalli, Bhubaneswar, Odisha-751015 (LEAD) in JV with Medica Synergie Private Limited, 127 Mukundapur, EM Bypass' Kolkata-700099. West Bengal, India

2. The Financial Proposals of all Five Firms were in sealed envelopes during the opening and were carefully opened in the presence of the members present. All the proposals were submitted as per the format provided in the RFP.
3. The Procurement representative announced the amount quoted for the assignment excluding the taxes as well as the amount quoted approximately for Indirect Taxes by each firm.
4. The Financial Proposals of the Firms were opened in the order of Technical Rank which are as follows:

Sl. No	Firm Name	Remuneration	Reimbursable	Amount Quoted (INR) (Excl of Taxes)	Estimate of all Indirect Local Taxes (INR)	Approx Total amount (INR)
1	IPE Global Limited, IPE Global Limited, (LEAD)	12,84,71,100.00	1,59,48,000.00	14,44,19,100.00 (Rupees Fourteen Crore Forty-Four Lakh Nineteen Thousand One	2,59,95,438.00 (Rupees Two Crore Fifty-Nine Lakh Ninety-Five	17,04,14,538.00 (Rupees Seventeen Crore Four Lakh Fourteen

Sl. No	Firm Name	Remuneration	Reimbursable	Amount Quoted (INR) (Excl of Taxes)	Estimate of all Indirect Local Taxes (INR)	Approx Total amount (INR)
	with Bethany Hospital, Nongrim Hills, as a Sub-Consultant			Hundred only)	Thousand Four Hundred and Thirty-Eight only)	Thousand Five Hundred and Thirty-Eight only)
2	IQVIA Consulting and Information Services India Private Limited,	16,57,60,000.00	72,40,000.00	17,30,00,000.00 (Rupees Seventeen Crore Thirty Lakh Only)	3,11,40,000.00 (Rupees Three Crore Eleven Lakh Forty Thousand Only)	20,41,40,000.00 (Rupees Twenty Core Forty-One Lakh Forty Thousand Only)
3	Sutra Consulting Private Limited, (LEAD) in JV with Medica Synergie Private Limited.	11,20,70,000.00	3,21,07,250.00	14,41,77,250.00 (Rupees Fourteen Crore Forty-One Lakh Seventy-Seven Thousand Two Hundred and Fifty Only)	2,59,51,905.00 (Rupees Two Crore Fifty-Nine Lakh Fifty-One Thousand Nine Hundred and Five Only)	17,01,29,155.00 (Rupees Seventeen Crore One Lakh Twenty-Nine Thousand One Hundred and Fifty-Five Only)
4	EHI International Pvt. Ltd.	10,00,84,000.00	1,68,00,000.00	11,68,84,000.00 (Rupees Eleven Crore Sixty-Eight Lakh Eighty-Four Thousand Only)	2,10,39,120.00 (Rupees Two Crore Ten Lakh Thirty-Nine Thousand One Hundred and Twenty Only)	13,79,23,120.00 (Rupees Thirteen Crore Seventy-Nine Lakh Twenty-Three Thousand One Hundred and Twenty Only)
5	Ecorys Nederland BV (LEAD) with Ecorys India Pvt. Ltd (Associate), India as a Sub-Consultant	13,00,00,000.00	1,43,60,000.00	14,43,60,000.00 (Rupees Fourteen Crore Forty-Three Lakh Sixty Thousand Only)	2,59,84,800.00 (Rupees Two Crore Fifty-Nine Lakh Eighty-Four Thousand Eight Hundred Only)	17,03,44,800.00 (Rupees Seventeen Crore Three Lakh Forty-Four Thousand Eight Hundred Only)

5. All the five the firms have stated that the estimated amount of local indirect taxes will be confirmed or adjusted, if needed, during negotiations.
6. This is only the read-out quotes. Detail evaluation of the Financial Proposal will be done during the Financial Evaluation.

Signature of Members of Opening Committee:

1. Kmenbhalang Khongwir:	
2. Byron D Phira:	
3. Joe Oliver Mae Ryan Lyngdoh:	
4. Mamta Rai:	

Approved by:



**Ramkumar S, IAS
Project Director, MHSSP
Department of Health & Family Welfare, Government of Meghalaya**