

**DEVELOPMENT OF ULTRA MODERN MEDICAL TRAINING COMPLEX FOR MOI TEACHING AND REFERRAL HOSPITAL (ELDORET)
ON PPP BASIS**

RESPONSES TO PRE-BID QUERIES FOR REOI STAGE

Sr.no	Query	Response
1	<p>What did the feasibility study use / propose for (with breakdowns)?</p> <ul style="list-style-type: none"> ○ Revenues ○ Revenue sources ○ Capital costs and presumed interest rate ○ Direct operational costs ○ Indirect operational costs (e.g. land taxes, insurance, regulation, certification, inspections etc.) ○ IRR ○ NPV (at what discount rate) 	<p>The bidder to undertake/carry out their own assessment to understand the probable revenues, capital cost, operational cost, IRR and NPV. This assessment can be undertaken by the bidder post REOI/RFQ, stage prior to RFP stage. However, the project feasibility has established high viability for the project</p> <p>The revenue streams for this project include:</p> <ul style="list-style-type: none"> ○ Collection of student-related fees (e.g., tuition, hostel, mess, etc.) ○ Collection of commercial lease rentals from retail spaces, cafeterias, ATMs, auditorium usage, advertising, etc., with the private party allowed to set rates independently; ○ Other facility-related revenues, such as parking, event usage, or optional support services (Optional).
2	<p>Of the single rooms, what proportion should be en-suite?</p>	<ul style="list-style-type: none"> • As per feasibility study, 20 single occupancy rooms with attached washroom and kitchenette (Single occupancy – Executive) are proposed. • Another set of 60 single occupancy rooms with only attached washrooms are proposed. • However, bidder is allowed to optimize the no. of rooms (based of room typology- single: executive, single: attached washroom, double, quad) and the design of the hostel accommodation ensuring provision of minimum 300 beds for male and 500 beds for female.
3	<p>The accommodation will be for 800 students in 1, 2 and 4 bed rooms. How many of each?</p>	<ul style="list-style-type: none"> • For the proposed hostel accommodation facility in the project, there will be 300 beds for male students and 500 beds for female student to be provided in separate hostel blocks for male and female. • However, bidder is allowed to optimize the no. of rooms (based of room typology- single: executive, single: attached washroom, double, quad) and the design of the hostel accommodation based on their assessment ensuring provision of minimum 300 beds for male and 500 beds for female.

Sr.no	Query	Response			
		Room configuration	Male	Female	Total
		Single occupancy – With attached washroom	22	38	60
		Single occupancy – Executive	8	12	20
		Double occupancy – Economy	75	125	200
		Quad occupancy – Economy	30	50	80
		Total	135	225	360
4	How many of the single bedrooms are en-suite, and how many not?	<ul style="list-style-type: none"> Refer response in point 3 			
5	<p>Are the following common / background facilities needed?</p> <ul style="list-style-type: none"> Waste, water treatment, power generation, maintenance / ground staff, cleaners, security. Students union, shops (there is stationery, ATM and bank [shouldn't this accommodate tellers from more than one bank?], but no supermarket, student equipment etc.), cafés. Car parking (how many spaces?), public transport (bus stops, train if nearby) etc. 	<p>Common amenities to be provided includes but not limited to:</p> <ul style="list-style-type: none"> Auditorium Gymnasium with pool table and table tennis Playgrounds: Athletic track, Football, basketball, volleyball, badminton, tennis Swimming pool Stationery and Convenience store Counselling room for students Multi-purpose hall Worship place Bank and ATM (Space for bank and ATM is provided. Single bank and multiple ATM can be provided. Canteen Security office and Parking Crutch room and Feeding room. <p>Physical infrastructure to be provided include but not limited to-</p> <ul style="list-style-type: none"> Comprehensive water supply network Comprehensive sewerage network (including onsite wastewater treatment plant) Storm water drainage network Solid waste management Power supply network (including powerhouse having metering room, the transformer room, the low voltage switch room, and a room for a standby generator set) ICT (telecom infrastructure, Wi-fi provision) Firefighting system (fire hydrant, fire hose reels and fire extinguishers) 			

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		<ul style="list-style-type: none">• Common utility duct• Rainwater harvesting• Road and pathway• Open spaces• Boundary wall with fencing <p>We would like to clarify that the list of physical infrastructure provided above is intended to serve as a guiding purpose only. It is not an exhaustive list, and we will provide more detailed information on the physical infrastructure requirements at the RFP stage, which will allow bidders to better understand the project's needs and develop their proposals accordingly. We encourage bidders to undertake their own assessment to determine the specific physical and bulk infrastructure requirements needed at the site to facilitate the project.</p>		
6	<p>Back-up power:</p> <ul style="list-style-type: none">○ How is it being generated: diesel generator, renewables or a combination?○ How much power is needed, in MW peak and MWh per annum?○ If we propose renewable generation, will the land be made available? How far away?	<ul style="list-style-type: none">• The site area is 15 acres. The bidder is allowed to decide on the power backup to be diesel, solar or combination.• No extra land will be granted for power generation.• Maximum peak demand: 561 KW• Monthly power consumption: 27153 KWH/month• More details will be provided to shortlisted bidders at RFP stage.		
7	<p>The specification says 3,000 students per year, with 4,435 students on site at any time.</p> <ul style="list-style-type: none">○ Is this an annual intake of 3,000 or a total student body (all years considered) of that number?○ Does the higher figure include faculty and administrative staff?○ What about security, maintenance, cleaning,	<ul style="list-style-type: none">• An annual intake is 3000 students• Considering the various courses and their duration vis a vis course wise admission cycles, the proposed CHS campus at any given point of time shall have ~ 4,435 students (old students and new admissions combined) present• The above figures do not include faculty and administrative staff.• Below is the tentative list of staff and it shall be finalized at the stage of the project agreement signing. <table><tr><td>Staff</td><td>No</td></tr></table>	Staff	No
Staff	No			

Sr.no	Query	Response	
	grounds and other support staff: how many of those?	Director, Registrar/ CO	2
		Dy. Directors and Deans	5
		Head of Departments	9
		Senior Teacher	As per relevant Kenyan act/law
		Asst. Teacher	As per relevant Kenyan act/law
		Non- Teaching staff - Grade 3	6
		Non- Teaching staff - Grade 2	18
		Library Manager	1
		Library staff	2
		Auditorium Manager	1
		Auditorium Staff	2
		Sports Manager	1
		Sports Facility Staff	4
		Warden/ Caretaker	4
		Facility Manager	3
		Security	15
		Cleaners	20
		Electrician	6
		Plumber	6
		Carpenter	6
		Gate security	15
		Landscaping/ gardener	10
		Security Staff	4
		Worship Place Staff	3
		Parking Staff	3
		Staff in Crutch and Feeding Room	1
		Staff in Kitchenette and Pantry	6
8	Will there be staff accommodation?		

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	<ul style="list-style-type: none"> How many staff on site per student? Will the builder need also to provide overnight rooms (number? No. of beds?) for parents of hospitalised children? How much car parking etc. for these? 	<ul style="list-style-type: none"> Staff accommodation is not part of this project This project is about the development of teaching campus and student hostel accommodation. Hospital is also not part of the project Car parking is allowed, and space is allocated for the same. The successful bidder shall have the liberty to discuss and finalize the number of car parkings at the project agreement.
9	<p>They specify "class room" for each school, split into standard, medium and large:</p> <ul style="list-style-type: none"> How many of each? How many students for each size? Are these ordinary rooms with seating, with seating and desks, theatre style or theatre style with fold-out desks? 	<ul style="list-style-type: none"> Classroom with whiteboard/smart board, projectors and LED screen, desks and chairs Breakout room with whiteboard/smart board, projectors and LED screen, tables and chairs Staff room with projector/monitors, desk, chair, locker/cabinets The number of classrooms should be such that they should be able to accommodate all the students. For assessment Standard classrooms (unit room capacity: 50 people), medium classrooms (unit capacity: 75 people) and large A & B type classrooms (unit capacity: 100/ 125 people). More details will be provided at RFP stage to the shortlisted bidder.
10	<p>Given that the hospital is 6 miles from the town and therefore not easy to get to for all students, is the amount of accommodation under-estimated, i.e. based on the teaching hospital's current city centre location?</p>	<ul style="list-style-type: none"> The land parcel for the current project is part of a bigger land parcel where a hospital is also proposed to be developed in future.
11	<p>Why do the computer, library and admin need to be in different blocks from the schools and from each other? Would it not make most sense to have a single teaching hospital with four wings, one for each school, with that school's academic areas at the</p>	<ul style="list-style-type: none"> This project is about the development of teaching campus and student hostel accommodation. As a global best practice, the admin block and computer & skill block are ancillary facilities and therefore kept separate. However, the bidder is allowed to propose a more optimized and cost-effective design while adhering to minimum specification in discussion and concurrence from contracting agency.

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	end or above, hospital towards the middle and admin above?	
12	Given that we're in the 21st century, won't the library want multimedia spaces, e.g. for immersive videos and 3-D simulators?	<ul style="list-style-type: none"> Please refer to the Project Information Memorandum (PIM) for output specifications.
13	<p>The tender does not seem to have learned from British PPP fiascos, e.g. no provision for:</p> <ul style="list-style-type: none"> In-service modifications to be at reasonable cost, and taken into the maintenance contract; Evolving technology changing the way in which hospitals operate, and/of the facilities they need. 	<ul style="list-style-type: none"> This is RFQ / REOI stage and not the RFP stage. Also, this project is about the development of teaching campus and student hostel accommodation. More details shall be provided at the RFP stage for the shortlisted bidders.
14	The government appointed governing board (CGB) will determine student fees etc., but will the private contractor's payments be guaranteed regardless?	<ul style="list-style-type: none"> The student fees and escalation, if any shall require prior approval from CGB. All the fees will be deposited in an escrow account with water fall mechanism applied to it for the expenses.
15	The contractor is responsible for getting the permits, but these are in the gift of the government; won't the government guarantee support for them?	<ul style="list-style-type: none"> Please refer to the RFQ/REOI document. More details shall be provided at the RFP stage for the shortlisted bidders.
16	The tick list shows that the contractor will take on "demand and revenue risk" and "environmental and social risk". What are these, and how can they be mitigated?	<ul style="list-style-type: none"> In any PPP project, the market demand and revenue risks are borne by the private party. The private party is required to undertake ESIA/ ESMP for any PPP project for acquiring the necessary permits from the relevant government authority.
17	<p>Revenue Streams of the Private Party</p> <p>As per the REOI and Project Memorandum, our understanding is that the private party's revenue</p>	<p>Regarding the revenue streams of the private party, we confirm that the understanding is correct. The private party's revenue sources under the DBFMT model include:</p> <ol style="list-style-type: none"> Collection of student-related fees (e.g., tuition, hostel, mess, etc.) Collection of commercial lease rentals from retail spaces, cafeterias, ATMs, auditorium usage, advertising, etc., with the private party allowed to set rates independently; Other facility-related revenues, such as parking, event usage, or optional support services (Optional).

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	<p>sources under the DBFMT model include:</p> <p>(1) Collection of student-related fees (e.g., tuition, hostel, mess, etc.) through a designated escrow account governed by a waterfall mechanism;</p> <p>(2) Collection of commercial lease rentals from retail spaces, cafeterias, ATMs, auditorium usage, advertising, etc., with the private party allowed to set rates independently;</p> <p>(3) Other facility-related revenues, such as parking, event usage, or optional support services.</p> <p>We would appreciate it if you could kindly confirm the above understanding or provide any additional details regarding the permissible revenue scope for the private party.</p>	
18	<p>Participation in Healthcare and Other Services</p> <p>Could you please advise whether the private party or its affiliated investors may also be:</p> <p>(A). Eligible to participate in the delivery of healthcare services, for example:</p> <ul style="list-style-type: none"> ○ Operating or co-managing diagnostic facilities (e.g., radiology, lab testing, imaging services); 	<p>Regarding participation in healthcare and other services, we would like to clarify that the primary focus of this project is on the development and management of the medical training complex and student accommodation facilities for the College of Health Sciences (CHS) under MTRH. CHS is an educational institution/ College that provides medical training to students, and this project aims to strengthen its existing capacity to meet the growing demand for education and training in the health sector.</p> <p>As outlined in the project documentation, the key facilities to be developed include:</p> <ul style="list-style-type: none"> • Four school buildings for academic facilities (classrooms, staff rooms, etc.) • A building for computer labs, skills labs, simulation rooms, and labs • A library and admin building • Hostel facilities and allied facilities/amenities <p>We would like to emphasize that there are no plans to develop diagnostic facilities (e.g., radiology, lab testing, imaging services) or outpatient services such as general consultations, specialist</p>

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	<p>○ Providing outpatient services such as general consultations, specialist clinics, minor procedures;</p> <p>We are particularly interested in understanding:</p> <p>1). Whether such medical services could be directly operated by the private party;</p> <p>2). Whether licensing and regulation of such services would fall under MTRH or Ministry of Health jurisdiction;</p> <p>3). Whether revenue generated from such services would be retained by the private party, shared with MTRH, or subject to a lease/concession model.</p> <p>(B). Permitted to provide or operate additional support services (e.g., catering, IT infrastructure, or student health services) on a revenue-sharing or lease model.</p> <p>Understanding these aspects will help us better assess the investment opportunity and structure our proposal accordingly.</p>	<p>clinics, or minor procedures. The project includes the creation of simulation labs and skill labs, which will be used for educational purposes only.</p> <p>In terms of additional support services, the private party will be responsible for the development and partial management of the medical training complex and full management of student accommodation. The CHS Governing Body (CGB) will handle the core functions of CHS (teaching and administration), while the private party will be given the right to run the hostel facilities and commercial establishments. The private party will also be responsible for the facility management of the medical training complex buildings and allied facilities, including classrooms, labs, library, offices, hostels, playgrounds, auditorium, etc.</p>