



PHASE 2 EXPLANATION MEETING (AANWIJZING)

Inche Abdoel Moeis District Hospital
| Public - Private Partnership (PPP) Project Development

May 14th – 15th 2025

Rundown Aanwijzing Phase 2
Day 2, Thursday, May 15th 2025

Time	Object Discussion
09.00 - 09.15	Opening
09.15 - 10.30	Negotiation Mechanism of the Proposal
10.35 - 12.00	Q & A Session
12.00 - 13.00	ISHOMA
13.00 - 14.30	Draft of Guarantee Agreement
14.30 - 16.00	Q & A Session
16.00 - 16.10	Closing

Disclaimer: The schedule and rundown are tentative and may be adjusted based on discussion needs, with a maximum end time of 17:30 GMT + 8.

The negotiation mechanism for technical aspects in the proposal document is carried out to align the understanding between the contracting authority and the private partner regarding the technical outputs of the hospital project. The main objective of this negotiation is to ensure that each technical aspect proposed complies with applicable regulations and meets the hospital's needs. The evaluation is conducted through two approaches:

- Model A (Innovation):** Assessment of innovative aspects that are optional and negotiable, such as energy efficiency, application of smart technologies, development of additional services, or other solutions that provide added value.
- Model B (Minimum Standard):** Assessment of compliance with minimum standards that must be fulfilled by the bidder, as they refer to applicable regulations, technical guidelines, and established service standards.

Negotiations will focus on **clarifying, refining, and aligning both models in accordance with the Output Specification (OS)** to ensure the quality and sustainability of the project's final outcomes. The following table summarizes the **Technical Evaluation Sub-Criteria for the Hospital Project**:

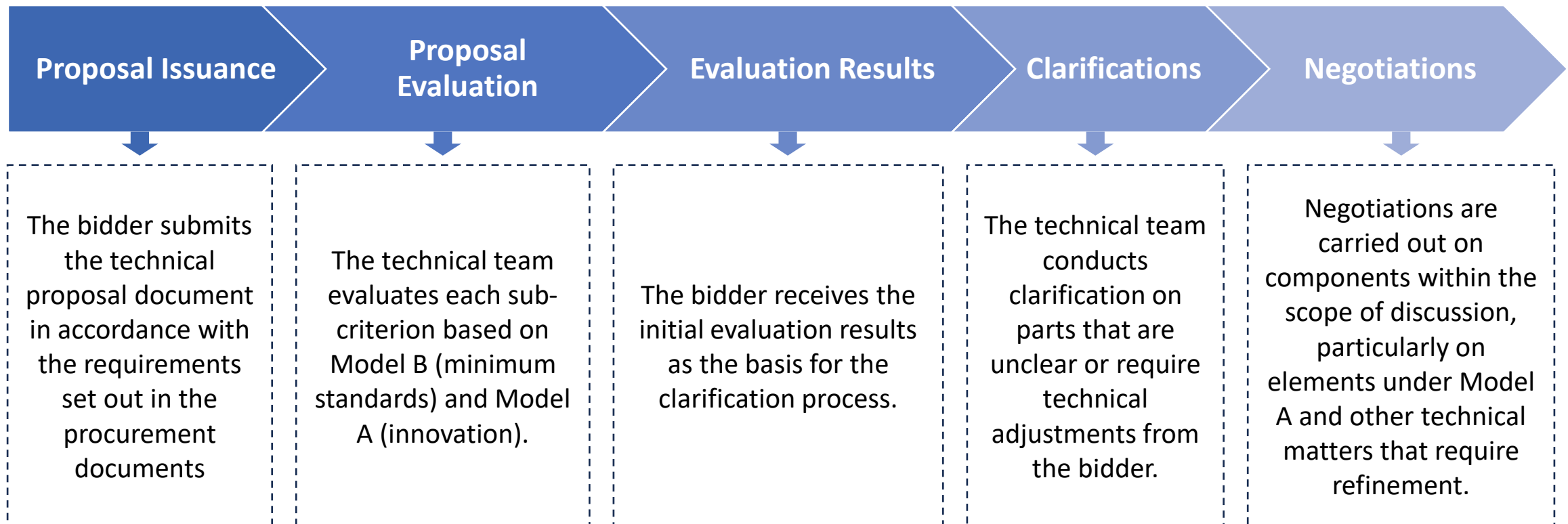
Criteria	No.	Subcriteria	Model A (Innovation)	Model B (Min. Standard)
PM 1: Facility Development	1	Shareholder Technical Support		✓
	2	Green and Smart Building	✓	
	3	Spatial Function Program	✓	
	4	Parking Facilities	✓	
	5	Schematic Design		✓
	6	Provision of Basic Furniture		✓
	7	Development of Supporting Commercial Facilities	✓	
	8	Construction Duration for Physical Work	✓	
	9	Fulfillment of Prevailing Standards and Regulations		✓
	10	Standard & Non Standard Cost Component Analyses		✓

Technical Evaluation Sub-Criteria for the Hospital Project:

Criteria	No.	Subcriteria	Model A (Innovation)	Model B (Min. Standard)
PM 2: Medical Equipment Provision	1	Needs Analyses of IBE Medical Equipment		✓
	2	Description of Service List, Proposed Medical Equipment List for Each Service, and Proposed Specifications for Each Medical Equipment Including Quantity and Procurement Method		✓
	3	Attaching Related Medical Equipment Plans		✓
PM 3: Service Operation	1	Provide qualifications and quantifications of human resources (types and numbers) for both Centers of Excellence (COE) and supporting services		✓
	2	Provide support for fulfilling international accreditation and capacity-building support		✓
	3	Present a description of the steps to fulfill clearly defined key performance indicators		✓
	4	Present a strategy to optimize performance, energy use, and resource management, as well as the use of smart technology for monitoring, reporting, and improving operational efficiency of the building		✓
	5	Provide an evaluation of long-term maintenance costs and strategies to minimize expenses throughout the asset life cycle		✓
	6	Present a demand calculation analysis		✓
	7	Propose the operation of the proposed Center of Excellence (COE)	✓	
PM 4: HIMS Provision	1	HMIS Application Module		✓
	2	Computer network infrastructure requirements that can be used for various purposes		✓
	3	Security		✓
PM 5: Handover	1	Structural Quality Residual Lifetime		✓
	2	External Work Quality Residual Lifetime		✓
	3	External Finishing Residual Lifetime		✓
	4	External Fixtures Residual Lifetime		✓
	5	Internal Work Residual Lifetime		✓
	6	Internal Fixtures Residual Lifetime		✓
	7	Equipment Residual Lifetime		✓

The negotiation process flow begins with the submission of proposals by the bidders, followed by an evaluation by the technical team based on the established sub-criteria. After the initial evaluation results are announced, a clarification process is conducted to address components that do not yet meet the standards or that propose innovations. The final stage is the negotiation, which focuses on adjusting technical aspects—particularly components that are innovative and open for discussion.

General Flow of Technical Aspects Negotiation



Upper Limit of the Proposed Fixed Payment and Volume Payment

No.	Required Price Details to be Proposed by the Participant	Unit	Upper Limit*
A	Fixed Payment	Rp quarterly	31.617.677.142
B	Volume Payment		
1	Environmental Health	Rp per patient visit	2.016
2	Nutrition and Food	Rp per in-patient visit	683.200
3	Linen and Laundry	Rp per patient visit	6.944
4	Central Sterile Supply Department (CSSD)	Rp per patient visit	3.584
5	Waste	Rp per patient visit	4.032
6	Laboratory	Rp per laboratory visit	41.888
7	Conventional Radiology	Rp per conventional radiology visit	306.320
8	CT-Scan	Rp per CT-Scan visit	1.887.200
9	MRI	Rp per MRI visit	2.184.000

*) Upper Limit Amounts include taxes

Proposed Fixed Payment and Volume Payment Scoring

- If the proposed Fixed Payment and Volume Payment is higher than upper limit = score 0
- If the proposed Fixed Payment and Volume Payment is less than or equal to upper limit will be scored as follows:

Persentase Potongan dari Batas Atas (%)	Nilai
100,00%	100
70,00%	90
30,00%	80
10,00%	70
5,00%	60
2,50%	50
1,50%	40
1,00%	30
0,50%	20
0,25%	10
0,00%	1

Procurement Committee may request for clarification and will negotiate the Participant's Proposal



Implementation of Negotiation

1. After the completion of the Proposal evaluation, the Procurement Committee will invite their Participant to negotiate on their Proposal.
2. The negotiation is carried out through *one on one* between the Procurement Committee and the Participant to negotiate the Participant's Technical Proposal, Financial Proposal and the draft PPP Agreement.
3. Negotiation meeting will be held at the time, place and/or media as stated in PDS V.2. of the Request for Proposal Document.
4. Prior to the meeting:
 - a. Procurement Committee will identify and deliver a negotiation proposal to the Participant in writing to the Participant in writing (according to the schedule as specified in PDS V.1. of the Request for Proposal Document).
 - b. Participant can submit their responses to the negotiation proposal from the Procurement Committee via the Procurement Committee email.
5. Negotiation of the technical Proposal shall be carried out on aspects using the Model A scoring scheme (*Scoring of components with innovation option*) as stated in Section 4 (*Proposal Requirement*) III.B (*Technical Evaluation Criteria*) of the Request for Proposal Document.
6. In the implementation of negotiation, the Participant shall be represented by the Authorized Representative and may be accompanied by their consultants.
7. The negotiation shall ensure that the Participant's Proposal meet the technical and financial threshold as referred to in Section 4 (*Proposal Requirement*) III.B (*Technical Evaluation Criteria*) and IV.B (*Financial Evaluation Criteria*) of the Request for Proposal Document.



Negotiation Result

1. In the event that the negotiation reaches an agreement, the Procurement Committee shall record in the minutes of negotiation result.
2. Based on the negotiation agreement, the Participant shall submit the Proposal (or part thereof) that underwent changes according to the negotiation agreement.
3. The Participant only need to submit part of its Proposal that underwent changes based on the negotiation agreement ("**Negotiation Proposal**"), as well as statement in the cover letter of the Negotiation Proposal that the unchanged parts of the Proposal will remain in effect.
4. In the event of difference or inconsistency between information in the Proposal and information in the Negotiation Proposal, the information contained in the Negotiation Proposal shall prevail.
5. If the negotiation with the Participant does not result in agreement, the Procurement Committee shall record this in the minutes of the negotiation result and report to the GCA.
6. Based on reports from the Procurement Committee above, the GCA declares the Direct Appointment to have failed.



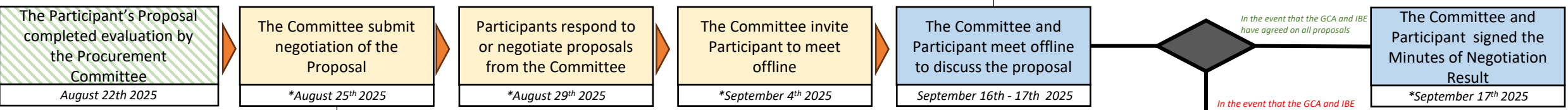
Restriction on negotiation proposal of the PPP Agreement

- 1. It cannot be proposed to reduce or adding new rights and obligations other than stated in the Participant's Proposal which have been evaluated by the Procurement Committee.*
- 2. It cannot be proposed editorial changes which change the substances as referred to in point 1.*
- 3. It cannot be proposed reduction of period which have been stipulated in the PPP Agreement.*
- 4. It cannot be proposed reduction of administrative requirements or documentation in order to achieve the Project Completion Stage Schedule, evidence of Force Majeure, evidence of Political Events, modification, financing, asset transfer and other provisions stipulated in the PPP Agreement.*

Simulation of Implementation of Negotiation

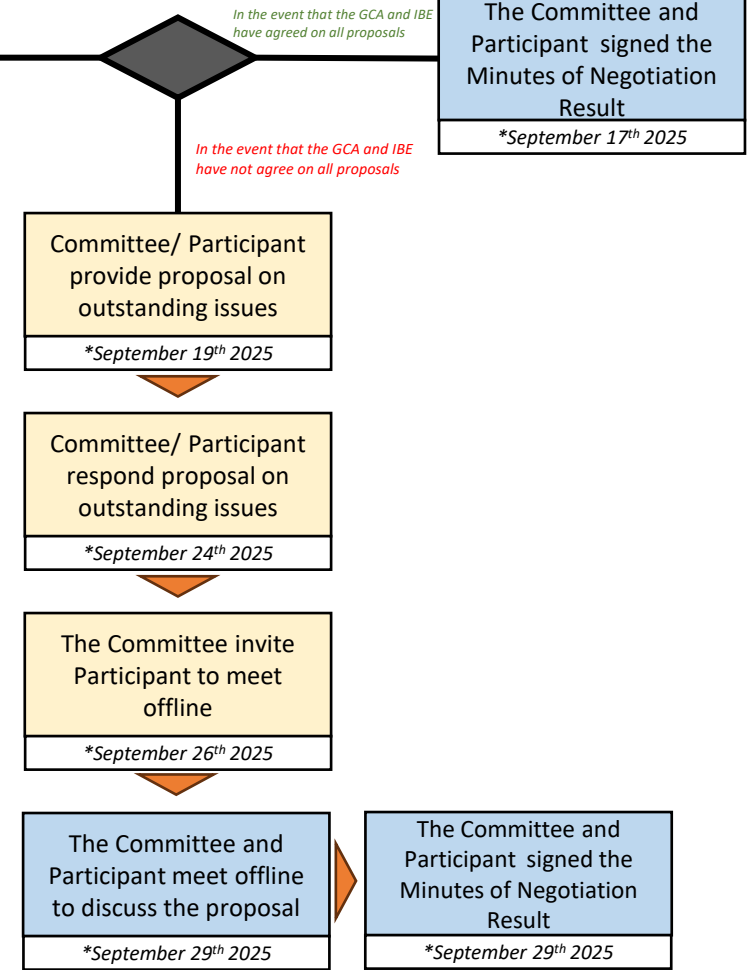
Negotiation Period : August 25th 2025 – no later than October 24th 2025
 Place : Written through electronic mail and offline in accordance with the invitation from thr Procurement Committee

Date: September 16th - 17th 2025
 Time: 09.00 GMT +8 until finish
 Place: Jl. Kesuma Bangsa No. 82, Kelurahan Bugis, Gedung A Lt. 3 Balaikota, Kota Samarinda



****Negotiation can be in the components of**

- Technical Proposal (Components innovation on Model A scoring scheme); and/or
- Financial Proposal (Fixed Payment, and/or Volume Payment amount)



Remarks:

- Implemented via official electronic mail of the Procurement Committee and Authorized Participant
- Implemented offline

* The above timeframes are indicative only and subject to change according to the requirements of each party



Procedure of Direct Appointment due to Sole Bidder and Indicative Direct Appointment (DA) Process Timeline

Activity	Timeline	April				May				June				July				August				September				October				Nov
		1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1	2	3	4	1
Determination of PQ Result	April 11 th 2025		█																											
Determination of Sole Bidder	April 11 th 2025		█																											
Invitation + RfP	April 17 th 2025			█																										
1 st <i>Aanwijzing</i>	April 28 th - 30 th 2025				█																									
1 st <i>Site Visit</i>	April 28 th - 30 th 2025				█																									
1 st Written Question	April 21 st - May 5 th 2025				█	█	█																							
1 st Written Answer	May 8 th 2025						█																							
2 nd <i>Aanwijzing</i>	May 14 th - 16 th 2025							█																						
2 nd <i>Site Visit</i>	May 14 th - 16 th 2025								█																					
2 nd Written Question	May 9 th - 20 th 2025							█	█	█																				
2 nd Written Answer	May 23 rd 2025									█																				
<i>Soil Test</i> (if required)	April 29 th - May 23 rd 2025				█	█	█	█	█																					
Revision of RfP (if any)	June 3 rd 2025									█																				
Proposal Submission (admin, technical, & financial)	June 3 rd (09.00 AM) UTC +08:00 - August 1 st 2025 (15.00 AM) UTC +08:00)									█	█	█	█	█	█	█	█	█												
Proposal Evaluation (admin, technical, & financial)	August 4 th - 22 nd 2025																█	█	█											
Deadline for Legalization/Apostille Submission	August 21 st 2025																		█											
Negotiation (technical, financial, & draft PPP Agreement)	August 25 th until finish or no later than October 24 th 2025																			█	█	█	█	█	█	█	█	█	█	
Reporting of DA Result	1 business day since the signing of minutes of negotiation																										█			
Determination of DA Result	10 business days since the signing of minutes of negotiation or no later October 31 st																											█		
Finalization & Signing of PPP Agreement	August 25 th until finish or no later than November 7 th 2025																					█	█	█	█	█	█	█	█	█

No	Question	Answers
1		
2		
3		
4		
5		
6		
7		
8		



Thank You