

**GLOBAL NOTICE INVITING EXPRESSION OF INTEREST**  
**FOR**  
**STRATEGIC ALLIANCE / TIE-UP IN THE AREA OF TECHNOLOGY /**  
**MARKETING / MANUFACTURING / RESEARCH / INVESTMENT**

**Enquiry No:** HLL/CHO/SP/Global EoI/2013-14/1

**Preamble:**

HLL Lifecare Limited (HLL) is a public sector undertaking under the administrative control of the Ministry of Health & Family Welfare, Government of India. HLL's purpose of business is to provide quality healthcare products and services at affordable rates. In its quest to become a comprehensive healthcare solutions provider, HLL had diversified into hospital products and healthcare services, while nurturing its core business of providing quality contraceptives. HLL's areas of interest are classified below:

**Contraceptives, Pharmaceuticals & Personal care products**

- Condoms & allied products
- Contraceptive pills
- Vaccines
- Pharmaceutical products
- Sanitary Napkins
- Nutraceuticals - Ayurveda

**Hospital Products**

- Diagnostic Products
- Blood Banking and Blood transfusion products
- Surgical devices & Medical consumables
- Surgical Sutures & Wound Care products

**Services**

- MEDIPARK – Medical Devices & Instrumentation Park
- Health facilities management
- Infrastructure & Procurement consulting services
- Diagnostic services & pharmacy
- Day care surgery centers & dialysis centers

## **Vaccines**

- Diphtheria
- Pertussis
- Tetanus
- Hepatitis B
- Haemophilis Influenza Type B
- Japanese Encephalitis
- Anti-Rabies Vaccine

HLL has set an ambitious target of growing tenfold by 2020 extending its reach in the global market and introducing new products and services. In order to achieve the stated objective, HLL has prioritised the areas where it could focus in the short, medium and long term.

### **Invitation of Expression of Interest:**

HLL invites expression of interest from competent partners for business/technology/marketing/manufacturing/research tie-ups which includes *inter alia* the following areas of interest:

- New condom variants which may include new materials, flavours, fragrances, profile or accessories such as applicators , vibrators etc. which enhances the desire for using condoms
- New combinations for oral contraceptive pills or emergency contraceptive pills including herbal formulations
- Vaccines such as Hepatitis B, Hib, Pentavalent, Anti Rabies and Japanese Encephalitis
- Generic pharmaceuticals in anti-infective, cardiology, diabetes, infertility and gynaecological segments
- Manufacturing partners for generic drugs, Iron Folic Acid supplementation and contraceptives
- Sanitary napkins utilising new materials and manufacturing process
- Prophylactic vitamins/ dietary supplements, micronutrients
- Molecular diagnostics, rapid diagnostic test kits
- Blood collection systems, Blood storage and blood component therapy devices and equipment's
- Surgical sutures and Wound care products
- Reuse prevention syringes/ Auto Disable Syringes

- Collaborative research and development in the above fields of interest
- Health Facility Management
- Health Infrastructure Development
- Diagnostic Centres : Pathology Lab, Radiology Centres
- Retail Healthcare: Pharmacy Stores, Day Care Centres, Dialysis Centres etc.
- Partners/Investor for MEDIPARK

## **General**

1. The deadline for submission of the EOI bid is 15:00 **Hrs.** (IST) on 15<sup>th</sup> October 2013. Expression of Interest shall be submitted as one copy in sealed envelope clearly super scribing on top of envelope “EXPRESSION OF INTEREST (EOI) FOR STRATEGIC ALLIANCE WITH HLL IN THE AREA OF TECHNOLOGY / MARKETING / MANUFACTURING / RESEARCH / INVESTMENT.” **and one CD Copy**
2. All technical and commercial terms and conditions shall be decided through separate agreements on case to case basis.
3. While the EOI responses may contain indicative commercially relevant information, it will not be construed to be a commercial bid. Organizations are advised to carefully review and submit all relevant information with their EOI bids.
4. At this juncture, company is open to any model-whether existing in the industry or new-for this strategic alliance. Once the EOI bids are received, HLL will evaluate and finalize the most suitable model for its participation in these growth businesses.
5. A prospective bidder may submit alternate model(s) for partnership. In case a bidder wishes to suggest alternate model(s) of partnership with HLL Lifecare, multiple model(s) may be submitted for partnership. It is suggested that the length of submission (for each unique submission) may not exceed 20 pages – power point or word document – in response to this Eoi. The submission may be organized in one document with each page marked with the title of submission and the name of the bidder. A summary may be separately attached if deemed helpful. Each response should contain following minimum information:
  - a. Background about the bidder.
  - b. The Core Competencies/ Core Area of working of the Organizations.
  - c. Experience in India, and/or other key markets.
  - d. Scope of Work and Detailed execution methodology envisaged by organizations.
  - e. Which model(s) does the organization propose to partner with HLL.
  - f. In bidder's estimate what is a reasonable value range which HLL can generate from the proposed partnership (with high level assumptions).
  - g. Evidence of previous proven record in management and execution of large scale projects in concerned domain.

- h. Latest audited annual report of the bidder.
6. While the Expression of Interest has been prepared in good faith, HLL does not make any representation or warranty, express or implied, or accept any responsibility or liability, whatsoever, in respect of any statement or omission herein, or the accuracy, completeness or reliability of information contained herein, and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of this request, even if any loss or damage is caused by any act or omission on its part.
  7. Organizations are requested to keep the information and details strictly confidential. We are looking for your support and co-operation in getting fully responsive Expression of interest.
  8. HLL shall not be responsible for any expense incurred by Bidder in connection with the preparation and delivery of their EOI and other expenses.
  9. HLL reserves the right to reject any or all the Expressions of Interest without assigning any reason thereof.
  10. The process of inviting EOI is for ascertaining various options available to HLL. After evaluation / examination of the offers, HLL may at its sole discretion decide further course of action.
  11. HLL reserves the right to deal with the proposal in any manner without assigning any reasons for the same. The decision of HLL in this regard shall be final.
  12. Organizations shall also prepare Power Point presentations in respect of EOIs, submitted by them. HLL may invite Organizations, if required, to make a Power Point presentations of their case.

Interested partners qualifying the following conditions may express their interest in writing with a brief on the proposed partnership to [gskumar@lifecarehll.com](mailto:gskumar@lifecarehll.com)

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