

**HSCC (India) Ltd.**  
**(A Government of India Undertaking)**  
E – 6(A), Sector – 1, NOIDA (U.P) – 201301

**Expression of Interest (EOI)**  
**for consideration in formulating a Five Year Strategic Plan**

**HSCC Background and Business Profile**

**Background**

HSCC (India) Limited, a *Mini-Ratna* Government of India Enterprise, provides comprehensive range of professional consultancy services in healthcare and other social sectors, in India and abroad. It was setup in 1983 under the administrative control of Ministry of Health and Family Welfare, Government of India.

**Business Profile**

HSCC's range of services includes conceptual studies and management consultancy, project management, logistics and installations, procurements & purchase and healthcare facility design. HSCC has a strong team of Experienced Professionals including Health Planners and Economists, Doctors, Biomedical Engineers, Computer Experts, Pharmacists, Architects and Public Health Engineers on rolls and an Additional Network of Consultants specialized in various activities associated with Health Systems.

HSCC has registered consistent revenue growth and operates at a healthy profit margin.

**Invitation for Expression of Interest (EOI)**

**Project Name:** Preparation of Five Year Strategic Plan for HSCC (India) Ltd  
**Completion Period:** Three month from Award of Work to the Agency

While HSCC has established itself as a leading provider of services in the healthcare space in India, the projected growth of healthcare industry over the next few years is likely to bring forth further opportunities for growth of the Company.

Since the healthcare ecosystem in India is complex with involvement of a diverse set of players (hospitals, diagnostics, medical devices, drugs, education, and government) an in-depth study is required to understand the wide spectrum of options/opportunities that are arising for provision of services.

Given this context, HSCC intends to scan the environment for potential new opportunities and devise its five year strategic plan for growth and diversification.

HSCC is in the process of formation its Five-year Strategic Plan. In this regard, Expression of Interest (EOI) is invited from reputed Business Consulting Firms/companies having requisite experience and qualification, as mentioned under pre-qualification criteria.

## **Tentative Format of Strategic Plan**

The Strategic Plan may be covered broadly the following:

- A clear statement of the purpose of the strategy and the strategy document
- A clear statement of the Vision & Mission
- Define long-term outcome goals and results that are required to achieve the Vision
- Undertake SWOT analysis
- Summarize proposed solutions and policy options
- Propose an implementation framework
- Any other plan

## **Scope of Work**

The scope of work shall broadly cover but not necessarily be limited to:

### Environment

- Scan the global & national healthcare scenario, complexity of current environment, emerging trends etc.
- Evaluate opportunities for growth /expansion.
- Competitor(s) profile, market share etc.
- Re-define the business landscape for HSCC to effectively balance today's needs & tomorrow's opportunities- possible areas of diversification.

### Assess the Company

- Review its past performance;
- Review its resources & competencies;
- Evaluation and optimization of current practices/ programmes as also its business model;
- Conduct SWOT analysis etc.
- To identify broader perspectives of corporate issues;
- Evolve integrated solution to business intelligence, client insight & management etc.
- Suggest measures for image changeover.

### Strategic Planning

- Re-define / Update company vision, mission, values etc.
- Develop competitive business strategies – including alliance if necessary- to facilitate growth, in terms of revenues, profits over sustained time frame.
- Create clear goals & objectives – specific interim or ultimate time-bound, to be achieved;
- Business plan and strategy for each growth area; corporate level strategies; organizational transitions.
- Suggest leading-edge strategic HRM systems & processes; organization structure, skills-sets and managerial motivation & training needs etc.
- Design effective change management programmes to achieve focused & result-driven HR performance.
- Measures to gain strategic leverage from technology- influenced tools (IT) for competitive success.
- Assess resource requirements.
- Suggest suitable measures for the investment planning of the surplus funds available with HSCC.
- Financial Plan & Projection

- Last but not the least, identify options for growth and diversification in the health sector, indicative and but not limited to:
  - Consulting services/project management / IT Services in health care
  - Service delivery through hospitals/nursing homes/diagnostics labs/training centers
  - Provision/support in hospital management services
  - Manufacturing/testing of medical devices/drugs

#### Implementation Strategy

- Help develop implementation plan & strategy for five year and for subsequent quinquennial periods.
- Facilitate organizational transition

#### Monitoring the Implementation Progress

- Suggest device system/monitoring mechanism

The measurable deliverables to be clearly spelt out.

### **Minimum Pre-qualification Criteria**

The applicant should meet the following minimum criteria for pre-qualification:

- The company must be a company incorporated in India with at least 10 years of operation in India
- Average annual financial turnover during the last three financial years i.e. 2009-10,2010-11 & 2011-12 should be at least Rs. 5 crore
- Extensive experience of working with the Government – Ministry of Health/ PSUs/ Other Government Bodies
- Experience of having successfully completed similar work during last 7 years as on 31.03.2013. A certificate from Client (s) for completion of work must be submitted along with application. Own work/own certificates of the agencies shall not be considered for prequalification.
- The firm should have suitable qualified and experienced personnel for the successful completion of the work.
- CVs of key staff proposed for this project to be enclosed along with the EOI document.
- In addition, the proposed team should include at least:
  - One member with more than 10 years of experience in formulating growth strategy for PSUs
  - One member with international healthcare sector experience

### **Instruction to the Applicant**

All applicants shall furnish the following information and documents: -

1. A brief description of the firm/ company, number of years of operations, size (offices, personnel, etc.) of business and annual revenues for the last 3 years (as per audited financial statements)
2. List and details of similar consulting assignments undertaken by the firm/ company in last seven years.

3. Company's audited balance sheets/Annual Reports for the last three years ending 31st March of the previous financial year. The bidder should furnish Permanent Account Number (PAN) allotted by Income Tax authorities.
4. All Cost & Expenses associated with submission of the EOI shall be borne by the applicants submitting the EOI and HSCC shall have no liability in any manner in this regard if it decides to terminate the process of empanelment for any reason whatsoever.
5. A non refundable 'Document Fee' of Rs.1000/- in the form of DD/Pay order to be submitted along with the EOI document, in favour of HSCC (India) Ltd, payable at Delhi/Noida. The EOI document without the Document fee will not be accepted.
6. HSCC reserve the rights to accept or reject any/all proposal without assigning any reason or incurring any liability whatsoever.

EOI should be submitted in closed sealed envelope clearly mentioning outside the envelope "EOI for Five Year Strategic Plan for HSCC (India) Ltd" at HSCC corporate office, Noida" address to:

Sr. Manager (F&A and CS),  
HSCC (India) Ltd.,  
E-6(A), Sector-1,  
Noida (UP) - 201301.

*Last date for Submission of Expression of Interest:*

The sealed EOI completed in all respect is to be submitted on or before 17<sup>th</sup> May 2013, upto 3.00 PM at above mentioned address.

**Contact for further information**

Sr. Manager (F&A and CS),  
HSCC (India) Ltd.,  
E-6(A), Sector-1,  
Noida (UP) - 201301.  
Tel. No. 0120-2442436-40, Fax - 0120-2542447, Extn: 112, 403  
Website : <http://www.hsccltd.co.in>