



وزارة الصحة Ministry of Health

| Question | Response |
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| The “interested bidder form” focus only on operator. Can we add cover letter highlighting the consortium? | The EOI response can include any other details or cover letter bidder(s) consider useful. |
| What is the volume expected per year? Be it nbr of Radiological cases by modality and / or financial volume | Additional technical and commercial details will be provided to all bidders at RFQ stage |
| Any idea on minimum volume expected / guaranteed? | Additional technical and commercial details will be provided to all bidders at RFQ stage |
| When you say on the website: “MOH estimated the expected investment of private sector participation by 250 million riyals during the first ten years”. This means required investment and not expected volume. Right? | Yes. Please also note that this is estimated investment that would be driven by KPIs and minimum technical requirements which are linked to increases in volumes, so not static/mandatory investment amounts. |
| On the price per case: would the price be influenced by total cost? And taking into consideration the equipment we will be changing, IT infrastructure? Etc.. | Price is determined by financial bids emerging from tender process (based on a price list to be shared during RFP phase), as described in NOI. Bidders will need to anticipate investment needs (IT, infrastructure, equipment, etc) during the project term, based on the minimum technical requirements and KPIs outlined in project documents. |
| Will additional project information be made available to bidders? | Yes. A project background document or Information Memorandum will be provided at RFQ stage. |
| Will the government equity stake require government to invest in equipment, other assets? | Any equity obligation will lead to some form of expenditure commitment by the government depending on size of stake held. |
| Will there be one operator/bidder for all facilities in cluster, or separate by hospital? | There will be a single operator/consortium for the entire network in the cluster |
| Are the seven hospitals all built and in operations? Or is any of the hospitals currently under construction or planned? | All hospitals are existing facilities and in operation. |
| Are the seven hospitals somehow linked with each other (from a shareholder or hospital management perspective)? | All hospitals are under Ministry of Health jurisdiction, but are run as standalone facilities (ie: not linked under same management) today. They will eventually form a cluster of hospitals (be managed by the same management). |
| What is the timeframe for the establishment of the radiology departments in the hospitals? From when shall these departments be operative? | Radiology departments are already in existence as these are fully functioning hospitals |

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| What equipment and facilities are required by the MoH? Is there any overview how much of what kind of devices are required? | It will be up to bidders to ascertain required equipment based on forecasted volumes and KPIs, given this in an output / performance based contract. Additional information on existing types and number of equipment, as well as current volumes of activity, will be provided in the data room at tender stage (Request for Qualification). |
| Which disciplines/centers of excellence are in the hospitals? | This will be detailed in technical due diligence report available at tender phase (Request for Qualification). |
| Where do the patients come from? Are they mainly Saudi nationals or also expats/workers? | This is a public hospital, so the main patient base are Saudi nationals. NonSaudis/expats are however also treated, but these currently represent a small volume. The operator will be allowed to expand this activity. |
| Are there any specific requirements for the operations and management of the radiology departments? | Yes, and the specifics will be outlined in the Minimum Technical Requirements contained in the tender documents, which will be available to all Qualified Bidders following the RFQ stage. |
| Is there any requirement to submit the EOI as a consortium, and can we as a company (non operator, or representing an OEM) express our interest in the project without an operator for now and we form a consortium during RFQ stage? Would sending a letter expressing our interest at this stage work and is enough? | Any firm can submit an EOI at this stage, and is free to state in its application whether it plans to submit by itself, with others in a consortium, etc. This will be non binding at this stage, and more formal requirements will only need to be abided by once RFQ is issued. |
| Will be there be interactions with MoH, advisors as well as site visits? | These will be planned once the RFP stage is reached, and will include formal site visits, one on one sessions with government counterpart, regular Q&A exchanges, etc. |
| How can my company apply to radiology project EOI? | Interested bidders should confirm this in writing to the project email referred to on project website and EOI advertisements, and can include a cover letter, company brochure as well as the completed excel sheet provided on the project website (for bidders that have operational experience in providing radiology services). |
| If we have question how can we reach out? | Project Website: https://s.moh.gov.sa/RadiologyEn Project Mobile: +966558500060 Project Email: radiology-pilot@moh.gov.sa |
| When it is the EOI deadline? | EOI deadline is 1st of July. |