




إي دبليو إس للإدارة والإستشارات والخدمات الطبية ذ.م.م.
EWS MANAGEMENT AND CONSULTANCY AND MEDICAL SERVICES W.L.L

A decorative geometric pattern consisting of light gray triangles of various sizes and orientations, arranged in a complex, overlapping design that spans the width of the page.

Request for Proposal
For the Outsource of the Retail Shops
Military Medical City Hospital
Doha, Qatar

RFP No: EWS/MMCH/ORS/001

Date: October 3, 2023

Military Medical City Hospital

The Military Medical City South of Doha creates an environment in which Health, Community, Education & Wellness are assembled in one location. The City will host a hospital, research centers, staff accommodation units, residential and commercial developments area, sports and rehabilitation centers, a health museum, a library, a mosque, a community center, a hotel, and a wellness Center.

The Military Medical City Hospital is designated as a general hospital supported by state-of-the-art diagnostic and treatment departments. It will gradually transform into a referral tertiary medical center that fosters education capacity, research and development as well as a training center. It is a 400-bed-facility with total a surface area of 90,000 sqm over the medical city plot of approximately 77 Hectares.

The MMC Hospital will serve the active/retired military personnel in Ministry of Defence, Ministry of Defence civilians, Qatar Armed Forces members and employees, Ministry of Interior Employees, Emiri Guards, Internal Security Forces (ISF or LEKHWIYA) including their direct families, Qatari Armed Forces (QAF) with their subsidiaries.

Upon opening, the MMC Hospital will have 126 in-patient beds in the first phase. At full capacity the hospital will operate 400 beds, for a population base of approximately 250,000 people. The hospital will offer the following medical specialties and services:

- Internal Medicine
- Surgery
- Women's Health
- Pediatrics, Adolescent Medicine & Neonatology
- Emergency Medicine
- Laboratory & Pathology
- Diagnostic & Interventional Radiology
- Adult ICU
- Endoscopy
- Outpatient Department (OPD)
- Physical Medicine & Rehabilitation (PMR)

- Medical Day Unit

Vision

We envision the Military Medical City as a “state of the art” referral hospital and the most preferred healthcare provider for all Qatar Army Forces, their families, and all the lives we touch.

Mission

To continuously improve the health and well-being of the community we serve through a well-integrated modern, safe and fast healthcare delivery system.

Values

- Respect & Dignity
- Integrity
- Compassion

The Tender

The Tenderer shall submit the proposal to fully comply with all the requirements mentioned in this document. Any deviation from the requirements or instructions will be subject to rejection. EWS reserves the right, at its sole discretion, to reject the proposal as being non-compliant.

Proposals can be submitted covering 100% of the areas that are being tendered or the tenderers can submit partial proposals for specific / particular areas according to their interest.

Proposals shall remain valid for at least 120 days from “RFP Return” date for those areas identified as “Package 1 (Building 1)” and at least, 180 days from “RFP Return” date for those areas linked to “Package 2 and 3 (Building 2 & 3)”. Proposals with shorter validity period will be subject to rejection by EWS.

Incomplete proposals will be subject to rejection by EWS and may not be considered for evaluation.

Proposals submitted after the specified dates will be subject to rejection by EWS and may not be considered for evaluation.

Proposals will be evaluated based on weighted criteria, and the award will be determined by EWS, at its sole discretion.

Confidentiality of the RFP

This RFP, with its appendices, is both confidential and proprietary of EWS. Tenderers cannot and agree that they will not duplicate, distribute, or otherwise disseminate or make available this document or the information contained in it without the express written consent of EWS.

Tenderers shall not include or refer to this RFP in any publicity without prior written approval from EWS. All responses to the RFP will become the property of EWS and will not be returned & be entitled to retain and use information submitted by each Tenderer about this RFP, including Proposal, regardless of whether such Tenderer is awarded the Project.

This RFP does not constitute an offer by EWS, but an invitation for Tenderer response. No contractual obligation whatsoever shall arise from the RFP process.

Termination / Modification of the RFP

EWS reserves the right, at its sole discretion, at any time to:

- 1) Accept or decline all proposals from Tenderers without any explanation and whether such proposal(s) contains the most favorable fee or fully satisfies the express requirements.
- 2) Terminate the proposed project or the Tenderer selection process without notice and/or explanation, without in either case incurring any liability to the Tenderers and/or any other third parties.
- 3) Decrease or increase quantities or cancel whole items.

Expenses of the RFP

All expenses for development of Proposal and participation in the RFP, including site visits, document preparation, communications, and demonstrations, are entirely the responsibility of the Tenderer and will not be chargeable to EWS. The rejection of any or all Proposals, or the termination of the RFP at any time, shall not render EWS liable for any reason.

Purpose of the RFP

The purpose of this RFP is to solicit commercial proposals to outsource the retail shops, either collectively or individually, within the Military Medical City Hospital, in accordance with the following terms and conditions:

1. Contract duration: 5 years.
2. The awarded tenderers will take possession of the areas after contract signing. Tenderer(s) will have a maximum of 2 months from the contract signing date to complete all necessary fit-out work and commence operations.
3. 24/7 operation.
4. Commercial scheme: Revenue sharing in addition to a minimum guaranteed monthly rent for the location (excluding facilities management costs).
5. Utilities service charge equal to 5% of the commercial scheme mentioned in point #4 (previous point).
6. Comprehensive fit-out details, including associated costs, based on the concept proposed by the Tenderer.
7. Staffing details including but not limited to total numbers etc.
8. A description of the suggested services and products to be offered as part of the proposal.
9. A list of equipment and devices required to support operations, including costs and maintenance responsibilities, which will be the responsibility of the tenderer.
10. Necessary commercial registration, trade license, computer card, authorized signatories with their respective IDs, and a credit bureau report.
11. The tenderer shall maintain adequate insurance coverage throughout the contract period, including but not limited to general liability insurance, property insurance, and any other coverage required by applicable laws and regulations. The tenderer shall provide proof of insurance upon request.
12. Security Deposit: A security deposit, in the form of a Performance Bond (valid for one year and renewed annually) or a guaranteed cheque (for the duration of the contract), shall be required from the tenderer. The security deposit may be withheld or partially retained by EWS Management and Consultancy and Medical in the event of contract breaches or to cover unpaid fees or damages.
13. Tenderers are encouraged to provide any additional information, proposals, or innovative ideas they believe are relevant to the successful operation of the retail shops within the Military Medical City Hospital.

Addendum 1 shows the details regarding the retail shops.

Schedule of the RFP

Milestone	Deadline
RFP Issue Date	October 3, 2023
Clarifications/queries/questions to this RFP from participants and site visit	October 8, 2023
Proposal from participants tenders	November 5, 2023
Commercial evaluation and shortlist of suppliers	November 19, 2023
Shortlisting and Notification to Tenderers (If required)	November 21, 2023
Presentation by Shortlisted Tenderers	November 22-23, 2023
Negotiation with Finalist tenderer (BY EWS)	November 29-30, 2023
Awarding	December 5, 2023

Contact Details

Upon release of this RFP, all Tenderer communications concerning the RFP should be directed to EWS & RFP Coordinator as below.

Final submission of the offer/proposal will be via email only and following the schedule.

Commercial Tender Submissions and Communications

Name	Gustavo Rico Rodriguez
Designation	EWS MMCH Senior Procurement Manager
Address	Lusail Office Tower Com 18, Bldg:230, Zone:69
Email	g.rodriguez@ews-mmch.com

Addendum 1

Bulding	Designation	Code	Size (sqm)	Level	Area	Esitimated Handover	Package #
Building 1	News Stand / Gift Shop	Z2-L0-COM-003	40.5	GF	Main Lobby	01.08.23	Package 1
	Cafeteria	Z2-L0-COM-004	40.2	GF	Main Lobby	01.08.23	Package 1
	Kitchen & Public Cafeteria	Z2-L0-DIN-001 & Z2-L0-DIN-003	25.4 + 401.9	GF	Public Cafeteria	01.08.23	Package 1
	Coffee Counter	Z3-L0-COM-001	7.2	GF	OPD	01.08.23	Package 1
	Café & Storage	Z2-L1-ADM-069 & Z2-L1-ADM-067	20.3 + 13.9	L1	Admin	01.08.23	Package 1
	Kitchen & Café	Z2-L1-COM-003 & Z2-L1-COM-081	21.7 + 23.6	L1	Public waiting area	01.08.23	Package 1
	Coffee Counter	Z1-L0-EMD-069	7.9	GF	ED	01.08.23	Package 1
Building 2	Coffee Counter	P2-L0-PUB-014	12.0	GF	Public waiting	01.11.23	Package 2
Building 3	Coffee Shop	P3-L0-PUB-008	26.1 + 7.0	GF	Rehab waiting	01.11.23	Package 3

Samples of Layouts:

The image displays three architectural samples. On the left is a detailed floor plan of a building section with red arrows indicating specific areas. In the center is a 3D perspective rendering of a spacious, modern hospital lobby with high ceilings, large windows, and contemporary furniture. On the right is a technical drawing titled 'SECTION' showing a cross-section of a building element, accompanied by a table of material specifications and project information.

PROJECT INFORMATION:

GATAR ARMED FORCES

HBK CONTRACTING CO. WLL

MEINHARDT

ENGINEERING, PROCUREMENT AND CONSTRUCTION (EPC/TURNKEY) FOR MILITARY MEDICAL CITY HOSPITAL (M/MC) AT TASEH EN ZAYAD CAMP IN SALLIYAH (SOUTH OF DOHA)

PROJECT NO. AA-103-01

DATE	2018/05/01
BY	MEINHARDT
FOR	HBK CONTRACTING CO. WLL
NO.	01
REV.	







SECTION

1. CONCRETE
2. PERFORATED METAL
3. GYPSUM BOARD
4. PLASTER
5. CEILING LIGHTS



SECTION

1. CONCRETE
2. PERFORATED METAL
3. GYPSUM BOARD
4. PLASTER
5. CEILING LIGHTS

NO.	DESCRIPTION	UNIT	QTY	AMOUNT
1	PERFORATED METAL	SQ.M		
2	GYPSUM BOARD	SQ.M		
3	PLASTER	SQ.M		
4	CEILING LIGHTS	NO.		

QATAR ARMED FORCES

HOK CONTRACTING CO. WLL

MEINHARDT

ENGINEERING, PROCUREMENT AND CONSTRUCTION (EPC/TURNKEY) FOR MILITARY MEDICAL CITY HOSPITAL (MMC) AT TAREK BIN ZEYAD CAMP IN SALLYAH SOUTH OF DOHA

PROJECT NO. AA-103-01

REVISION NO. 01 (REVISED) 2017/01/10

DATE: 2017/01/10

DRAWN BY: [Name]

CHECKED BY: [Name]

SCALE: 1:1

The architectural drawing consists of three main parts:

- Top Left:** A floor plan showing the layout of the breakroom with a red arrow indicating the camera's field of view.
- Center:** A perspective rendering of the breakroom interior. It features a white countertop with a built-in sink, a coffee machine, and a display case containing pastries. A chalkboard on the left wall has the text "THE JOB".
- Right Side:** A technical specification table with the following content:

ITEM NO.		DESCRIPTION	QUANTITY	UNIT	PRICE	TOTAL
1	1	Breakroom	1	Sq. Ft.	1000	1000
2	1	Countertop	1	Linear Ft.	500	500
3	1	Sink	1	Unit	100	100
4	1	Coffee Machine	1	Unit	200	200
5	1	Display Case	1	Unit	150	150
6	1	Chalkboard	1	Unit	50	50
7	1	Lighting	1	Unit	100	100
8	1	Seating	1	Unit	100	100
9	1	Storage	1	Unit	100	100
10	1	Decor	1	Unit	100	100
11	1	Plumbing	1	Unit	100	100
12	1	Electrical	1	Unit	100	100
13	1	Paint	1	Unit	100	100
14	1	Hardware	1	Unit	100	100
15	1	Accessories	1	Unit	100	100
16	1	Installation	1	Unit	100	100
17	1	Maintenance	1	Unit	100	100
18	1	Training	1	Unit	100	100
19	1	Documentation	1	Unit	100	100
20	1	Commissioning	1	Unit	100	100
21	1	Handover	1	Unit	100	100
22	1	Final Inspection	1	Unit	100	100
23	1	Closeout	1	Unit	100	100
24	1	Project Completion	1	Unit	100	100