



Public Private  
Partnership  
Office



# DIALYSIS CENTRES PPP PROJECT ROI Data Sheet

Ministry of Health and Family Welfare

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# »» Project Rationale

# Economic Growth Driving an Increasing Demand for Healthcare Services

- ▶ Bangladesh's economic transition is fuelling a surge in demand for general and specialised healthcare services

## Population (2011)

- 150 Million

## Population CAGR (last 5 yrs)

- ~1%

## Sex ratio

- 104.9

## GDP CAGR (last 5 yrs)

- ~11%

## City Corporation (Metro Towns)

- 6



Source: Statistics Department (GoB), World Bank, WHO Stats 2012, Wikipedia

# Alarming Unmet Need of Dialysis Services

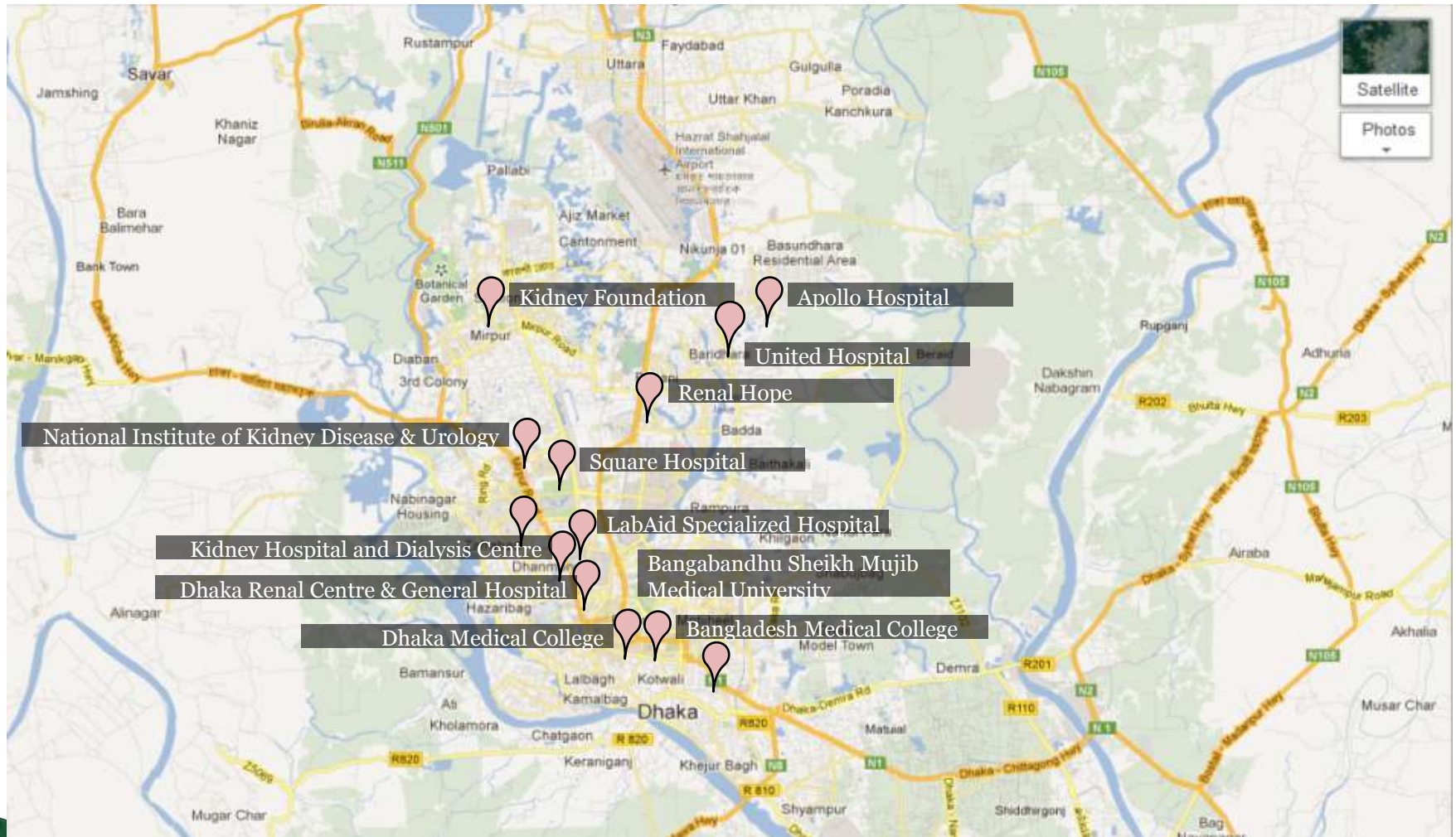
- ▶ As many as 20 million people suffer from various kidney and urological diseases in Bangladesh
- ▶ **160,000 patients** with End Stage Renal Disease (both kidney's failed) in need of dialysis or kidney transplant
- ▶ Capacity for dialysis in Bangladesh together in public and private sector
  - About 85 – 90 dialysis centers (650 dialysis machines)
  - **10,000 patients can be treated**
- ▶ Key constraints:
  - **Access:** Lack of services/dialysis stations
  - **Affordability:** Dialysis is a life long treatment, required 2–3 times a week
- **40,000 people die** in Bangladesh every year due to kidney diseases

# MoHFW Objective: Improve Dialysis Services

- ▶ To solve the problem of severe shortage of dialysis services, Ministry of Health & Family Welfare (MoHFW) decided to develop two dialysis centers PPP on a **pilot basis**.
  
- ▶ **OBJECTIVES:**
  - **Address the shortage** of stations: Increase the inventory and reliability of dialysis stations in Dhaka and Chittagong
  - **Upgrade** the infrastructure
  - **Improve** the quality and reliability of services
  - Address the inequity in accessibility of dialysis in Bangladesh by making the dialysis treatment **affordable** to the poorest, through cross-subsidies
  - **Maintain existing tariff for poor patients**
  - Structure a commercially viable and financially sustainable project to attract reputable investors
  
- ▶ **Provide globally accepted standard of services at subsidized rates to poor patients**

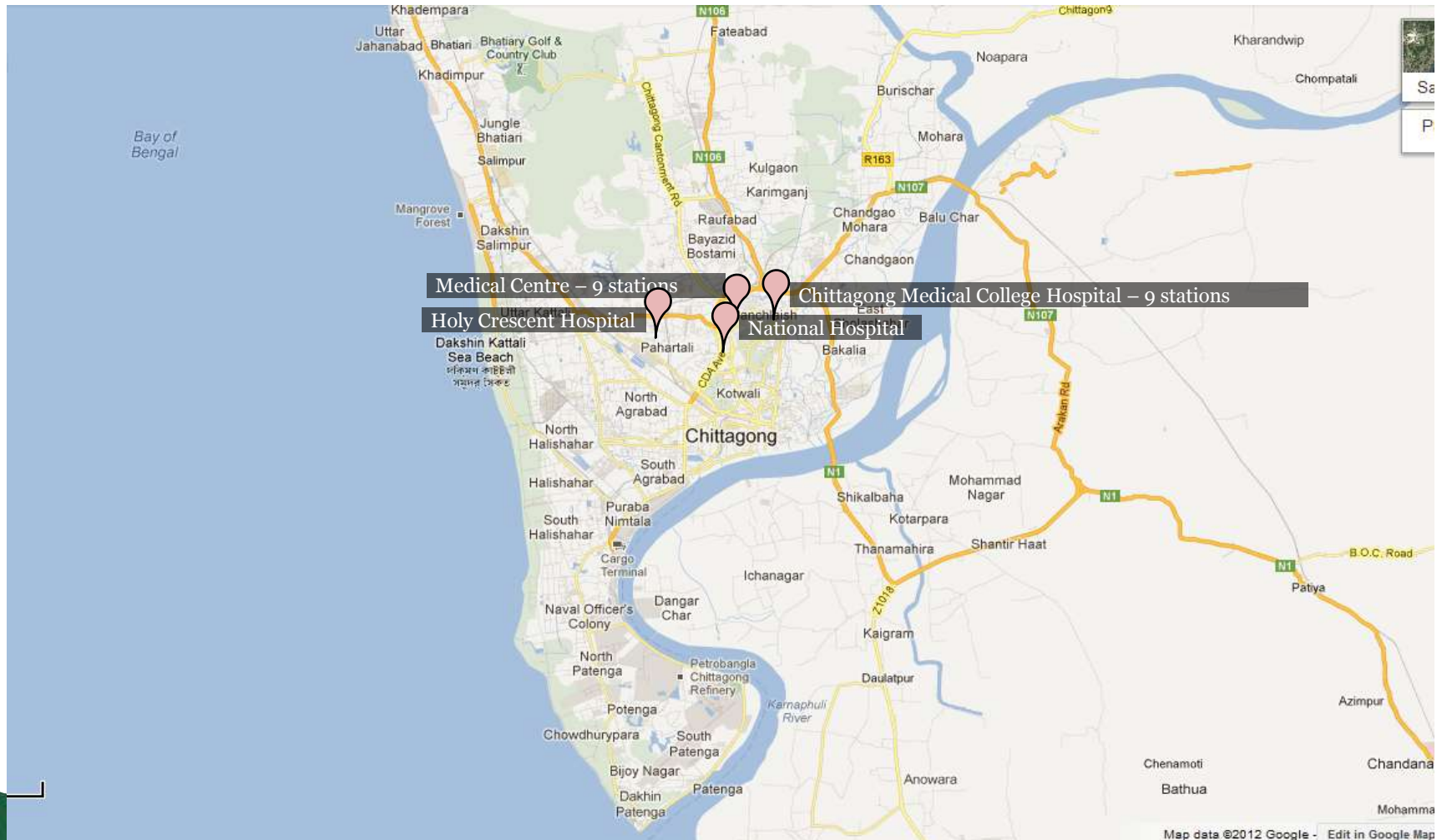


# Limited number of Dialysis Providers in Dhaka



\* The illustration above does not cover the exhaustive list of dialysis providers in Dhaka

# Shortage of Dialysis Providers in Chittagong



\* The illustration above does not cover the exhaustive list of dialysis providers in Chittagong



# »» Project Description

# Project Scope

1 Public Private Partnership contract: 7–10 year concession period

@ 2 locations:

- Dhaka: 70 stations at the National Institute of Kidney Disease and Urology
- Chittagong: 40 stations at Chittagong Medical College Hospital

## PRIVATE PARTNER'S RESPONSIBILITIES

- Procurement, installation and maintenance of dialysis equipment
- Operation of dialysis centre, including staffing (apart from Nephrologists)
- Site rehabilitation

## PUBLIC SECTOR'S RESPONSIBILITIES

- Availability of site
- Nephrologists

## BENEFICIARIES

- Low income patients
- “Commercial” patients

**Low income patients to benefit from a preferred tariff, cross-subsidized by revenues generated from commercial patients**

# NIKDU Profile

- The institute was formally opened on 18<sup>th</sup> April 2001, with the aim to provide education, research & treatment facilities for nephrology & urological diseases
- As this is one of the few institute for Nephrology & Urology in the country, priority is given to research programs for prevention, early detection and treatment of such diseases.
- NIKDU is financed by the Government of the People's Republic of Bangladesh
- Has 116 operational beds
- 21 operating dialysis stations
- Price per session: Tk.400



Source: <http://www.nikdu.org.bd/>

# NIKDU – Existing Dialysis Centre

- ▶ **Site Assessment**
  - 7,500 sq ft available at two locations in the hospital
  - Needs minor rehabilitation
- ▶ **Equipment**
  - 21 machines
- ▶ **Shifts**
  - 2 shifts during the day, evening shift for few admitted patients
- ▶ **Workload**
  - Average dialysis patients/day: 42
- ▶ **Patient waiting**
  - Waiting list of more than 150 patients
  - Minimum waiting time – 6 months

# NIKDU - Existing Dialysis Centre





# CMC Hospital Profile

- **Chittagong Medical College** is a government medical college in Bangladesh, established in 1957.
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- It is located in the south-eastern port city of Chittagong, and associated with Chittagong University.
- Government institution financed and administered by the Ministry of Health and Family Welfare.
- Besides MBBS & BDS, also runs MD & MS programs in many specialties
- Dialysis unit running 9 machines
- Price per session: Tk. 40



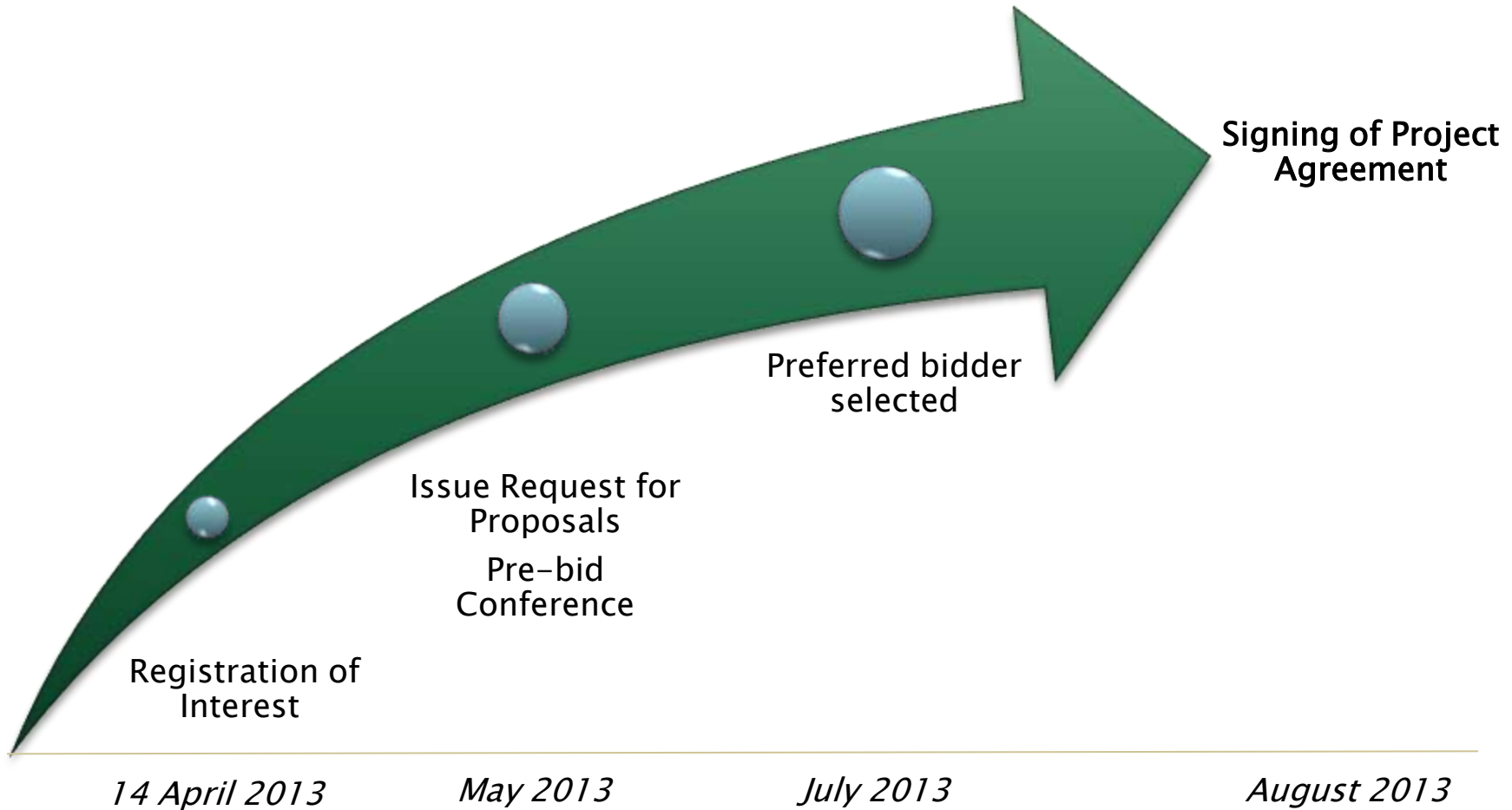
# CMC – Existing Dialysis Centre

- ▶ **Site Assessment**
  - 3,500 sq ft available
- ▶ **Equipment**
  - 11 machines ;9 in use & 2 on standby
  - 1 portable dialysis machine in ICU
- ▶ **Shifts**
  - 2 shifts during the day, evening shift for few admitted patients
- ▶ **Workload**
  - Average dialysis patients/day: 20
- ▶ **Patient waiting**
  - Approx 60 patients are waiting on any given day

# CMC – Existing Dialysis Centre



# Indicative Project Timeline



For further information:  
<http://www.pppo.gov.bd>