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.

<table>
<thead>
<tr>
<th>Population (2011)</th>
<th>150 Million</th>
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<tbody>
<tr>
<td>Population CAGR (last 5 yrs)</td>
<td>~1%</td>
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<tr>
<td>Sex ratio</td>
<td>104.9</td>
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<tr>
<td>GDP CAGR (last 5 yrs)</td>
<td>~11%</td>
</tr>
<tr>
<td>City Corporation (Metro Towns)</td>
<td>6</td>
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</tbody>
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Source: Statistics Department (GoB), World Bank, WHO Stats 2012, Wikipedia
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
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

- Kidney Foundation
- Apollo Hospital
- United Hospital
- Renal Hope
- National Institute of Kidney Disease & Urology
- Square Hospital
- LabAid Specialized Hospital
- Kidney Hospital and Dialysis Centre
- Bangabandhu Sheikh Mujib Medical University
- Dhaka Renal Centre & General Hospital
- Bangladesh Medical College
- Dhaka Medical College

* 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 18th April 2001, with the aim to provide education, research & treatment facilities for nephrology & urological diseases.

- As this is one of the few institutes 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

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.

- 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

- Registration of Interest: 14 April 2013
- Issue Request for Proposals & Pre-bid Conference: May 2013
- Preferred bidder selected: July 2013
- Signing of Project Agreement: August 2013
For further information:
http://www.pppo.gov.bd