

LANKA HOSPITALS CORPORATION PLC
MINUTES OF MEETING
HIS & LIS PRE-BID MEETING

Project	Hospital Information System (HIS) & Laboratory Information System (LIS) Procurement
Date	02 June 2026
Time	3.30 PM
Venue	Board Room / Online (Hybrid)
Chairperson	Lanka Hospitals Evaluation Committee
Prepared By	ICT Department

Attendees

- GCEO
- Bid Evaluation Committee (BEC)
- ICT Department
- User Department Representatives

Attendance Vendor list.

Bidders / Vendors

- Physical Participants
- Online Participants
(Refer to the Attendance Sheet)

Agenda

1. Key Discussions & Clarifications
2. Action Items

Key Discussions & Clarifications

No	Discussion Area	Key Discussions & Clarifications
1	Existing Environment	• HIS has been operational since 2013
		• Existing LIS is an older platform requiring modernization
		• Requirement for modern, web based, scalable HIS & LIS solution
		• System must support future expansion
2	Scope of Implementation	• Main Hospital (350 beds, expandable to 500 beds)
		• Clinics
		• Regional Laboratories
		• Retail Laboratories
		• Pharmacy Network
		• Collection Centers
		• Single integrated platform required
3	Future Expansion	• Multi-site support required
		• Scalability for future growth
		• Support for additional clinics, labs, and collection centers
		• Lightweight internet-based access for smaller sites
4	Data Migration	• Patient demographic data
		• Medical records
		• Visit history
		• Outstanding balances
		• Master data
		• Historical reports
		• Final migration scope to be confirmed after award
5	System Integrations	• SAP Business One (Finance & Accounting)
		• Existing HR System
		• LIS integration
		• Car Park Management System
		• Government reporting systems
		• CSSD requirements
		• Future third-party APIs
		• SAP remains the primary finance system
6	RIS / PACS	• RIS functionality required in the proposed solution
		• PACS not included in current scope
		• Future PACS integration capability required
7	Vendor Eligibility	• Minimum 10 years of company & HIS experience
		• JV / Consortium participation allowed
		• Formal eligibility clarifications to be issued by the hospital
8	Recommendation Letters	• Completion Certificates and Project Handover Certificates may be accepted
		• Subject to formal confirmation from the hospital
9	Turn over requirement under point 4 eligibility criteria	• Both JV partners must individually meet the annual turnover requirement

10	Payment Terms	• Vendors requested a revised payment structure
		• Includes 100% license payment on delivery and reduced retention
		• To be finalized during contract negotiation
		• 2-year warranty covered free of charge
		• AMC (Annual Maintenance Contract) shall be payable annually, with the price locked for 8 years and no escalation during the contract period.
11	Warranty & AMC	• 2-year Warranty / Defect Liability Period after Go-Live
		• 8-year AMC support period
		• AMC pricing to be submitted separately
12	Hardware & Infrastructure	• Hardware not included in tender scope
		• The hospital will provide the infrastructure
		• Vendors to submit required specifications and recommendations
13	Operational Volumes	• Admissions: 90/day
		• Bed Occupancy: 180–200 patients/day
		• OPD: 1,200–1,500/day
		• Pharmacy: 800–1,000/day
14	Support Requirements	• Initial on-site stabilization support required
		• Long-term 24x7 remote support acceptable
		• Vendors to propose support model
15	Implementation Timeline	• Vendors to submit implementation plan
		• Expected duration: 12 months
16	Closing	• Meeting concluded with appreciation
		• Vendors requested to submit clarification queries before deadline
17	LD clause 10.10.2 in SCD (Page No 41)	• The maximum penalty amount of liquidated damages shall be: 5 % of the Contract Price
18	Clause No 5.1.2 (Page No 09)	• If a bidder proposes the core HIS and/or LIS product alongside a third-party application, the compliance requirements of Clause 5.1.2 will be applicable and required document under the above clause must be submitted

Action Items		
No	Action Item	Responsible Party
1	Submit additional clarification questions via email	Vendors
2	Review eligibility criteria queries and issue formal responses	Lanka Hospitals
3	Review of the recommendation letter requirement	Lanka Hospitals
4	Review payment term concerns raised by vendors	Lanka Hospitals
5	Publish official clarification responses/addendum where applicable	Lanka Hospitals Procurement Team
6	Vendors to submit implementation timelines as part of proposals	Vendors

Closing

The meeting concluded with Lanka Hospitals thanking all participants for their attendance and encouraging vendors to submit any remaining clarification questions via the designated email channel before the tender closing date.

Meeting End Time: Approximately 4:58 PM (1 hour 28 minutes duration)

Next Prebid Meeting

2nd pre-bid meeting on the 11th at 3.00 Hour Colombo, in the Board Room, 09th floor Hospital premises. You are requested to join Zoom via link

Time: Jun 11, 2026, 03:00 PM Colombo

Join Zoom Meeting

<https://us02web.zoom.us/j/83617233067?pwd=0wB5P0LZ88aYAvvzjh2pKC8gD0ie3F.1>

Meeting chat link

<https://us02web.zoom.us/jc/83617233067>

Meeting ID: 836 1723 3067

Passcode: 311994

Signatures & Approval

We confirm that the above Minutes of the HIS & LIS Pre-Bid Meeting held on **02 June 2026** have been reviewed and agreed as an accurate record of discussions.

Meeting Minutes Prepared by: __Yasara Sewwandi Chandrasekara_____