

NATIONAL MEDICAL MARKET IN THAILAND

Definition - Hospital

By Business side - Classification by economic activity according to Thailand's industrial code (TSIC - 2009)

86101 Hospital Activities (Except for specialized hospitals)
Activities of general hospitals providing diagnosis and treatment services, not specific to any disease, such as community and regional hospitals, central, general hospital Hospitals of non-profit organizations University hospital affiliated with the military Hospital in prison

86102 Specialized hospital activities of specialized hospitals that provide diagnosis and treatment services for specific diseases mainly for inpatient

By Office of the Permanent Secretary, Ministry of Public Health, Thailand -
Classification by size and number of beds

General information of the hospital

Central Hospital means hospital located at the provincial level.

Size: ≥ 500 Beds

fully equipped with a variety of medical doctors

General Hospital refers to hospitals located at the provincial or large district level.

Size: 200 - 500 beds.

Large Community Hospital means hospital located at the district level.

Size: 90 - 150 beds.

Medium Community Hospital means hospital located in the district.

Size: 60 beds.

Small Community Hospital means hospital located at the district level

Size: 10-30 beds.

Source: bps.ops.moph.go.th/H.doc

The Ministry of Public Health is responsible for taking care of public health by organizing a comprehensive health system both promoting preventive healthcare, medical treatment, and rehabilitation. The health service system is organized into several levels, including Primary Care, Secondary Care, and Tertiary Care, aimed at providing each level of service with different roles and connections together with a referral system (Referral System) to be able to provide quality service with quality.

According to the statistics provided by the Office of the Permanent Secretary, Ministry of Public Health, Thailand, the most recent number of hospitals in Thailand is listed as of October 2023 for the fiscal year BE 2566 (2023) in the table below

Table 1 Number of Hospitals in Thailand in 2023

Venue	Number
Central Hospital	28
General Hospital	68
Community Hospital	798
Hospital outside the administration of the Permanent Office of Secretary, Ministry of Public Health	63
Hospital outside the administration of Ministry of Public Health	173
<i>Private Hospital**</i>	413

Hospital / Branch Health Service Center	74
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Smaller Scale (Primary Care)

Tambon Health Promoting Hospital	11,044
<i>Private Clinic**</i>	13,839

**Run by the private sector

Source: The Office of Permanent Secretary, MoPH, Thailand

Division

The division of public hospital under the Office of Permanent Secretary, MoPH by Service Plan and by Health Service District is listed below:

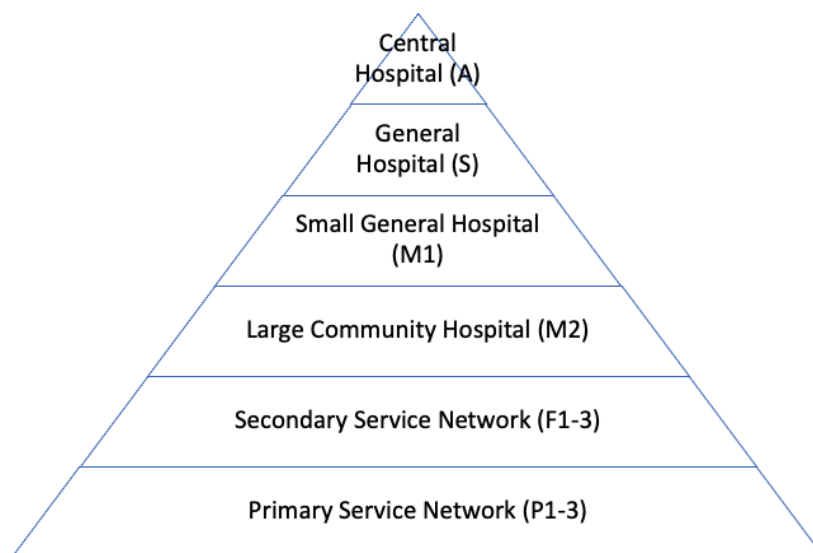


Chart 1 Health Service Plan Facilities in Thailand

Table 2 Number of Hospitals (Community Hospital, General Hospital, Central Hospital) by Health Service District

Service Plan	Number
A	35
S	55
M1	37
M2	96
F1	101
F2	503
F3	76
Total	903

Source: The Office of the Permanent Secretary, Ministry of Public Health (August 2023)

Coverage

1. Northern Region - Health Service District 1,2,3
2. Central Region - Health Service District 3,4,5,6
3. Eastern Region - Health Service District 6
4. Northeastern Region - Health Service District 7, 8, 9, 10
5. Southern Region (Coastal Provinces of the Andaman Sea and the Gulf of Thailand)
- Health Service District 11
6. Southern Most Region - Health Service District 12

Provinces in each Districts, please check out a [**map and information in details**](#) (click)

Table 3 Hospital in 12 Health Service Districts

Health Service District	Community Hospital	General Hospital	Central Hospital	Grand Total
1	91	9	3	103
2	39	6	2	47
3	50	4	1	55
4	60	9	3	72
5	51	12	4	67
6	58	9	6	73
7	71	4	2	77
8	77	9	2	88
9	79	7	4	90
10	62	7	2	71

11	70	9	3	82
12	68	7	3	78
Grand Total	778	92	35	903

Source: The Office of the Permanent Secretary, Ministry of Public Health (August 2023)

Methods of Purchasing Public Tenders

Purchasing a public tender in Thailand is not possible by law. However, there are many approaches to government procurement that represented the public. Such government procurement is under “PUBLIC PROCUREMENT AND SUPPLIES ADMINISTRATION ACT, B.E.2560(2017)” in which include health facilities in section 7 (6) <http://www.gprocurement.go.th> (click)

“The procurement under (6), a higher education institution or a medical establishment which is a State agency shall, apart from complying with the requirements under paragraph four, report operations to the Policy Commission in accordance with the rules and procedures prescribed by the Policy Commission.”

In general, any notification for the procurement will be drafted, in advance, as a proposal for the purpose of the budget request before the fiscal year. The focal price will be done by the following paragraph:

“(1) the price derived from the calculation in accordance with the rules prescribed by the Focal Prices Committee;

(2) the price derived from the supplies index-price database established by the Comptroller-General’s Department;

(3) the standard price prescribed by the Bureau of the Budget or other central agencies;

(4) the price derived from market-price investigation;

(5) the price from the last procurement over two finance years;

(6) any other price in accordance with the rules, procedures or practices of the State agency concerned;

In the case where there exists the price under (1), the price under (1) shall first be adopted. In the case where the price under (1) does not exist but there exists the price under (2) or (3), the price under (2) or (3) shall first be adopted, provided that in considering whether the price under (2) or (3) shall be adopted, prime regard shall be had to the interest of the State agency. In the case where prices under (1), (2) and (3) do not exist, the price under (4), (5) or (6) shall be adopted provided that in considering whether the price under (4), (5) or (6) shall be adopted, prime regard shall be had to the interest of the State agency.”

Platform

There are 2 ways to access the information on the main system and each public hospital website.

- The main platform to seek for government procurement is available at http://www.gprocurement.go.th/new_index.html (ระบบจัดซื้อจัดจ้างภาครัฐ Government Procurement System) in the local Thai language across the site.
- In congruence with transparency guidelines, every state agency must also publish the notification and/or announcement of procurement on their organization's website.

Types of Government Procurement

Supplies

1. Goods
2. Services
 - a. the employment of services
 - b. contracting for services,
 - c. a hire of work and carriage under the Civil and Commercial Code from a natural person or a juristic person but does not include employment of workers by a State agency,

- d. carriage in the course of an official trip or the performance of work of a State agency,
- e. Consultancy work
- f. Construction work
- g. Design or construction supervision work
- h. Hire of service under the Civil and Commercial Code

Definitions are described on the URL's Act

Method of Selection (Section 55) except consultancy work and design or construction supervision work and the determination of priority and case to the selection method is given in Section 56, page 28

1. *a general solicitation notification method, viz, solicitation by a State agency made to business operators in general possessing qualifications determined by the State agency for tendering proposals;*
2. *a selection method, viz, solicitation by a State agency made specifically to at least three business operators possessing qualifications determined by the State agency for tendering proposals, except that there exist less than three business operators possessing the determined qualifications for such particular work;*
3. *a specific method viz, solicitation by a State agency made to a particular business operator possessing qualifications determined by the State agency for tendering a proposal or for price bargaining negotiations, including procurement of supplies made directly with a business operator where it involves such a small cost estimate as prescribed in the Ministerial Regulation issued under the provisions of section 96 paragraph two.*

Criteria

- (1) the value for money
- (2) the transparency
- (3) the efficiency and effectiveness
- (4) accountability

Method of Selection of Consultancy Work (Section 69) and detail of selection priority is identified in Section 70

1. *a general solicitation notification method, viz, solicitation by a State agency made to consultants in general possessing qualifications determined by the State agency for tendering proposals;*

2. *a selection method, viz, solicitation by a State agency made specifically to at least three consultants possessing qualifications determined by the State agency for tendering proposals, except that there exist less than three consultants possessing the determined qualifications for such particular work;*
3. *a specific method, viz, solicitation by a State agency made to a particular consultant possessing qualifications determined by the State agency for tendering a proposal or for price bargaining negotiations.*

Section 70. A State agency shall, for consultancy work, elect to use any method under section 69 in accordance with the following rules:

1. *a general solicitation notification method, for consultancy work, shall be used for uncomplicated work, work which is, in nature, the routine work of the State agency or work which has such standard as established by professional principles, where consultants capable of performing such work are generally available;*
2. *a selection method shall, for consultancy work, be permitted in the following cases:*
 - (a) a general solicitation notification method has been used but no one has tendered a proposal or the proposals have not been selected;*
 - (b) it is the work which is complicated, very complicated or involves such specific technicality as to make it unsuitable to be proceeded by a general solicitation notification method;*
 - (c) it is the work in respect of which consultants therefore are limited;* *(d) other cases as prescribed in the Ministerial Regulation;*
3. *a specific method shall, for consultancy work, be permitted in the following cases:*
 - (a) both a general solicitation notification method and a selection method have been used, or a selection method has been used, but no one has tendered a proposal or the proposals have not been selected*
 - (b) it is the work of which the cost estimate for each occasion does not exceed that prescribed in the Ministerial Regulation;*

(c) it is the work which, by technical reasons, needs to be performed by the original consultant in furtherance of the work previously performed;

(d) it is the work in respect of which consultants are limited and of which the cost estimate for each occasion does not exceed that prescribed in the Ministerial Regulation;

(e) it is the work in respect of which there is only one consultant therefore;

(f) it is the work in respect of which there arises an urgent need or which is related to national security, where delay may prejudice the State agency or national security;

(g) other cases as prescribed in the Ministerial Regulation

Method of Selection of Design or Construction Supervision Work (Section 79) in tandem with the construction work (Section 60), the process must be done and the priority cases are described in Section 80, 81, 82, 83.

1. *a general solicitation notification method;*
2. *a selection method;*
3. *a specific method;*
4. *a design competition method.*

However, there is the possibility that the winner of the bidding auction/ process to subcontracts other agencies/ or stakeholders for controlling cost and time. Many cases that some megaprojects cost so much value require the collaboration of many companies to gather the capital to set up a new venture long before the bidding process so as that the company is qualified for the project.

Investment Project

- For the private sector side, please check the comprehensive research summary of private hospitals by Krungsri Research, leading industry research house in Thailand

- Sample private projects

BDMS Silver Wellness & Residence (2022)

Bangkok Hospital Group, Thailand's largest hospital investment group, has announced a \$640,000 million investment to construct Thailand's first comprehensive healthcare center

The project, spanning 170,000 square meters, includes two residential buildings:

- 1) Silver Wellness, a comprehensive healthcare center for all ages
- 2) Silver Residence, a residential building for the Silver Age group aged 50 and over, both Thais and foreigners. The project, set to open in 2029, will take 6.5 years to complete and will focus on green areas in the city's heart.

BDMS investment on Medical Hub strategy (2023)

Bangkok Dusit Medical Services Public Company Limited (BDMS) plans to invest over USD40,000 million in 2023-2024 to promote sustainable medical excellence.

The investment will focus on five business areas: telehealth, artificial data management, and green technology. BDMS will also collaborate with Thai startups to develop new medical technologies and innovations. Part of the investment will be used to support Series A-level startups until practical innovations are developed.

IMH Medical Hub (2023)

Intermedical Care and Lab Hospital Group (IMH), plans to restructure the group by sharing resources within the Intermed Hospital, IMH Thonburi Hospital, and recently acquired Mahesak Hospital. The goal is to build a strong brand and invest in a new mega project called "IMH Medical Hub" by mid-2025, becoming an entrepreneur in the TOP 3 hospital business within the group.

The project is divided into two phases; phase 1 is set to open in 2025, featuring an IMH Bearing Hospital with 200 beds, a retail space building, and a specialized medical center and wellness center. Phase 2 is expected in 2028, featuring an IMH International Hospital with 400 beds, a patient rehabilitation and physical therapy center.

EEC Smart City (1st Market Sounding for connecting investment in the EEC business center and a new smart livable city)

The Eastern Economic Corridor Policy Office (EEC) held a Market Sounding event for the EEC Business Center and New Smart City Project No. 1, attracting around 50 interested Thai private sector agencies. The event focused on investor opinions and suggestions, with leading private sectors jointly expressing their opinions and interest in investing.

The project has prepared a land use plan, divided into 5 zones:-

- 1) Regional Headquarters and Government Center
- 2) EEC Financial Center
- 3) Precision Medical Center**
- 4) International Education, Research-Development Center
- 5) Future Business Center. Additionally, prime residential areas are being developed for all income groups.

- Sample Public Project: Reform of Emergency Room

The Ministry of Public Health put the emergency room (ER) reform project in priority last year 2020 due to 1. the congestion of urgent and nonurgent patients in ER; 2. Lack of professional specialists; 3. Possibility of the unexpected situation; and 4. Lack of standard comprehensive database and system of emergency.

Prior to 2016, there were five systems for the isolation of patients in the Thai Accident and Emergency Department, there was a diversity of the separation criteria. The Institute of Emergency Medicine (NEDA) has set up five levels of criteria for using the same system, arranged from low levels of urgency: 1.non-urgency, 2. urgency, 3. semi-urgent, 4. emergency, and 5. Resuscitation.

Still, the screening problems of emergency patients are:

- a shortage of personnel or staff in the sorting process.
- personnel has different screening experience or skills.
- the screening location is not suitable.
- the screening system within the hospital does not match.
- the sorting tool is still cumbersome and
- patients do not understand the screening obstacles of ER operation

Strategic ER Reform Activities

1. Emergency Operation Standard
2. Development of Personnel
3. Framework and Supportive Regulation
4. Development of Potential and Participatory Regime
5. Public Engagement and Communication

The reform plan will strategically go for

1. Improvement in a service standard
2. Supportive system establishment
 - a. **Development of building**
 - b. Synchronization of a medical emergency
3. Development and Securing Personnel
 - a. Remuneration package
 - b. Planning of the increasing rate of ER nurse personnel
 - c. Additional compensation for the special case of public health service personnel
 - d. Producing more the number of medical emergency personnel

Sources: ปฏิรูปห้องฉุกเฉิน' ปัจจุบันที่เป็นอยู่และอนาคตที่ท้าทาย, <https://www.bangkokbiznews.com/business/1006988>,
<https://moneyandbanking.co.th/2023/22182/>, <https://eeco.or.th/th/news-release-pr/585>

Annex 1 Health Service by Health Service District

Health Service District	Category by Service Plan	Community Hospital	General Hospital	Central Hospital	Grand Total
1					
	A			3	3
	F1	9			9
	F2	66			66
	F3	7			7
	M1		4		4
	M2	9			9
	S		5		5
Total		91	9	3	103
2					
	A			2	2
	F1	6			6
	F2	25			25

	F3	2		2	
	M1		2	2	
	M2	6		6	
	S		4	4	
Total		39	6	2	47
3					
	A			1	1
	F1	6			6
	F2	29			30
	F3	10			9
	M2	5			5
	S		4		4
Total		49	4	1	55
4					
	A			3	3
	F1	8			8
	F2	36			36
	F3	10			10
	M1		4		4

	M2	6		6
	S		5	5
Total		60	9	3
72				
5				
	A		4	4
	F1	8		8
	F2	34		34
	F3	3		3
	M1		5	5
	M2	6		6
	S		7	7
Total		51	12	4
67				
6				
	A		6	6
	F1	12		12
	F2	37		37
	F3	4		4
	M1		6	6
	M2	5		5

	S		3		3
Total		58	9	6	73
7					
	A			2	2
	F1	6			6
	F2	39			39
	F3	10			10
	M1		1		1
	M2	16			16
	S		3		3
Total		71	4	2	77
8					
	A			2	2
	F1	5			5
	F2	53			53
	F3	9			9
	M1		3		3
	M2	10			10
	S		6		6

Total	77	9	2	88
9				
A			4	4
F1	15			15
F2	43			43
F3	7			7
M1		5		5
M2	14			14
S		2		2
Total	79	7	4	90
10				
A			2	2
F1	5			5
F2	48			48
F3	3			3
M1		2		2
M2	6			6
S		5		5
Total	62	7	2	71

11				
A			3	3
F1	8			8
F2	44			44
F3	9			9
M1		3		3
M2	9			9
S		6		6
Total	70	9	3	82
12				
A			3	3
F1	13			13
F2	49			49
F3	2			2
M1		2		2
M2	4			4
S		5		5
Total	68	7	3	78
Grand Total	775	92	35	903

Source: The Office of the Permanent Secretary, Ministry of Public Health (August 2023)

References

- Office of the Permanent Secretary, Ministry of Public Health, Thailand (August 2023)
- Thai Government Procurement, The Comptroller General's Department
- Krungsri Research (*Industry Outlook 2020-2022: Private Hospital*)
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