



**All-India Institute of Medical Sciences  
Ansari Nagar, New Delhi-29.**

**(STORES SECTION (DO))**

**Dated: 29<sup>th</sup> July 2017**

**Ref. No.15/Stores (DO)/Uro/PAC/2017-18/FSC**

**Subject:** Proposal for purchase of Holmium Laser 120 Watts on PAC basis for department of Urology at AIIMS - Inviting comments thereon.

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The Institute is in the process to purchase Holmium Laser 120 Watts on PAC basis for department of Urology at AIIMS, New Delhi-110 029 from M/s.Lumenis Inc. Israel (OEM) through their Indian agent M/s.Snap Healthcare, Delhi-32. The proposal submitted by M/s.Snap Healthcare, Delhi-32., PAC certificate of department & firm, specifications, quotation, justification and other related documents are attached for ready reference.

The above documents are being uploaded for open information to submit objections, comments, if any, from any manufacturer regarding proprietary nature of the equipment/item within issue of 15 days giving reference **Ref. No.15/Stores (DO)/Uro/PAC/2017-18/FSC**. The comments should be received by office of Sr. Stores Officer, Stores Section (DO), Animal House Building, Near Biotechnology Building at AIIMS on or before **16.08.2017 upto 12.30 p.m.**, failing which it will be presumed that any other vendor is having no comment to offer and case will be decided on merits.

Yours faithfully,

  
SR. STORES OFFICER 1.8.17

**Encl:** Related documents enclosed.

ALL INDIA INSTITUTE OF MEDICAL SCIENCES  
ANSARI NAGAR, NEW DELHI - 110 029

PROPRIETARY/SPECIFIC BRAND GOODS CERTIFICATE

1. Item/Type/Model No. required along with **HOLMIUM LASERS 120 WATTS** specification
2. Is the item a spare part attachment or accessory for an existing equipment **No**
3. Name of the manufacturers/Supplier of the item proposed by the indenter. **M/s Lumenis Inc., Israel / M/s Snap Healthcare , Delhi**
4. Are they sole manufacturers/sold distributors of the item **Yes**
5. Is there any other item with similar/equivalent specification available in the market to meet the job requirement envisaged. **No**  
If the answer is yes, why the same can't be procured. Demanding Officer should bring out comparative functional advantage/cost effectiveness of the recommended item from these offered by other.
6. What were the efforts made to locate alternative source of supply of use other substitutes. **Internet/ No other alternative source for supply of other substitutes**
7. Why open/limited tender can't be resorted to, for locating alternative source. **These are proprietary items of M/s Lumenis Inc., Israel**
8. Are the proprietary items certifying that the rates are reasonable or not. **Rates certificate from the firm is enclosed**
9. Any other justification for procuring item from single source. **Only single Manufacturer**

The above mentioned information is provided by the firm.

Signature of Indenter  
(Demanding Officer)

डॉ० पी०एन० डोगरा / DR. P.N. DOGRA  
आचार्य एवं (Counter Signatory)  
मुख्य विज्ञान-विभाग/Head  
अखिल भारतीय आयुर्विज्ञान संस्थान  
All India Institute of Medical Sciences  
अंसरी नगर, नई दिल्ली/Anseri Nagar, New Delhi-29, INDIA

I certify that the item at Sr. No.1 above is required to be procured on single tender basis as the source of supply is definitely known/the specified brand proposed was advantages in meeting our functional requirements and limited tender system could be dispensed with as they would serve no useful purpose in this particular case.

(Strike out whichever is not applicable)

*[Handwritten signatures and initials]*



**Proprietary Article Certificate (PAC) for Goods/Services  
Provided by Lumenis, Ltd.**

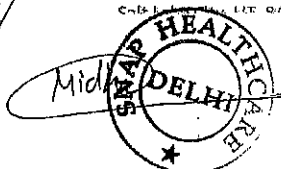
The goods/services relevant to this issued PAC associate directly with the Pulse 120H medical laser system and HoLEP Simulator test unit as defined within accompanying product labeling, for the purpose of medical therapeutic treatment of patients by or on the order of a duly licensed physician, and training respectively.

It is certified that:

- (i) Pulse 120H and HoLEP Simulator goods are manufactured by Lumenis, Ltd., and technically serviced by duly trained & qualified Lumenis Field Service Engineer (FSE's) in accordance with original product manufacturing specifications;
- (ii) No other alternative make or model/supplies/service provider to the Pulse 120H system is acceptable or available to either supply or service the Pulse 120H medical laser for the following reasons:
  - a. The Lumenis Pulse 120H system, being an 80 Hertz - 6 Joule Holmium Laser, is a proprietary article item of Lumenis, Ltd;
  - b. The Lumenis Pulse 120H contains a specifically designed "power" delivery system capability, unique to Lumenis product offerings;
  - c. Lumenis is the only company in the world, to the best of our knowledge, which manufactures an 80 Hertz - 6 Joule Holmium Laser, with four (4) laser cavities to perform holmium laser prostate enucleation, vaporization, and high-power stone dusting;
  - d. The Lumenis P120H system is the only laser with in-built suction for PCNL;
  - e. The Lumenis Pulse 120H products are offered direct within India, under Lumenis, India, as sanctioned responsible license holder;
  - f. Lumenis is the responsible legal manufacturer of the Pulse 120H system, directly responsible for product design, manufacturing, testing, and product release obligations;
  - g. As product designer and manufacturer of the Pulse 120H system, Lumenis is the responsible specification owner for product performance attributes, utilized materials, and spare/replacement parts for the systems; and
  - h. As design, manufacturing, test, and product release owner for the Pulse 120H system with unique power delivery capability, Lumenis is the qualified responsible party to provide product service and maintenance support for said goods in full accordance with original product specifications & release criteria for proper system operation.
- (iii) Mr. Aviral Shrivastava of Lumenis India is the authorized dealer/stockist representative of Lumenis, Ltd., within the territory of India.

Lumenis Inc.  
1870 Milestone Drive  
Cobalt, Ontario L4R 0A1, CANADA

T. +1-801-656-2300  
F. +1-801-656-2429

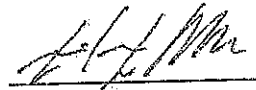




**Lumenis, Ltd.**  
**Proprietary Article Certificate (PAC) for Goods/Services**  
**Page 2 of 2**

Concurrence of finance to grant this PAC has been obtained vide Mr. Zhai Qiying,  
President, Lumenis Asia Pacific (which includes Lumenis, India as wholly owned and  
operating legal subsidiary).

Grant of the PAC has been approved by \_\_\_\_\_ of the Competent Authority  
vide.



Signature & Title  
Corp. V.P., Global RA/CS System  
Lumenis, Ltd.

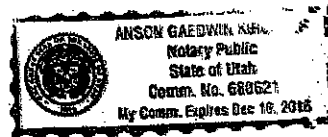


19 February 2015  
Date

State of Utah  
County of Salt Lake

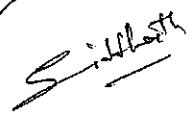
On this 19th day of February, in the year 2015, before me Anson Kiecher, a notary  
public, personally appeared Rick Gankowski, proved on the basis of satisfactory  
evidence to be the person(s) whose name(s) (is/are) subscribed to this instrument, and acknowledged  
(he/she/they) executed the same. Witness my hand and official seal.





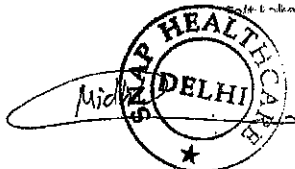






Lumenis Inc.  
1870 Milestone Drive  
Salt Lake City, UT 84119

T. +1-801-656-2300  
F. +1-801-656-2429









MANUFACTURER'S AUTHORISATION FORM

LUM/SH/AIIMS/2017-18/95

Date: 09.5.2017

To,

The Director  
All India Institute of Medical Sciences  
Ansari Nagar,  
New Delhi

Ref: Offer for Pulse120H- 120 Watt Holmium laser

Dear Sir,

We, LUMENIS (HK) LTD, Unit 2602, Miramar Tower, 132 Nathan Road, TST, Kowloon, Hong Kong is the Subsidiary of M/s. LUMENIS LTD, Israel who are established and reputed manufacturers of "Holmium Laser" and having production facilities at Industrial Park, P.O.B 240 Yokneam 2069204, Israel, do hereby, do hereby authorize M/s. Snap Healthcare, 1/4734 G/F, Old No 19 A Street No5, Balbir Nagar extension, Delhi-110032 to submit captioned offer for Pulse 120H, and subsequently negotiate and sign the contract with you against the above Offer.

No company or firm or individual other M/s. Snap Healthcare, 1/4734 G/F, Old No 19 A Street No5, Balbir Nagar extension, Delhi-110032 are authorized to bid, negotiate and conclude the contract in regard to this business against this specific tender.

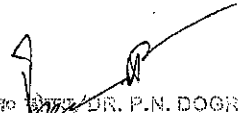
We also hereby undertake to provide full guarantee/warranty /Comprehensive Annual Maintenance Contract as agreed by the bidder through our India office Lumenis India Pvt Ltd., Unit No. 308-310, 3rd Floor, Suncity Business Tower, Sector-54, Golf Course Road Gurgaon-122002, Haryana, India in the event the bidder is changed as the dealers or the bidder fails to provide satisfactory after sales and service during such period of Comprehensive Warranty / Comprehensive Annual Maintenance Contract and to supply all the spares/ accessories / consumables etc. during the said period.

We also hereby declare that we have the capacity to manufacture and supply, install and commission the quantity of the equipment's tendered within the stipulated time.

For Lumenis (HK) Ltd

Authorized Signatory



  
DR. P.N. DOGRA  
आचार्य एवं अध्यक्ष/Professor & Head  
नूरुरोग विभाग/Deptt. of Urology  
अखिल भारतीय आयुर्विज्ञान संस्थान  
All India Institute of Medical Sciences  
अंसरी नगर, नई दिल्ली/Ansari Nagar, New Delhi-29, INDIA



  
Mithu

# Snap Healthcare

TO  
THE DIRECTOR  
AIIMS NEW DELHI

DATE : 09.05.17

## LUMENIS PULSE 120H HOLMIUM LASER SYSTEM

S.NO.	PART NO.	DESCRIPTION	QTY	PRICE (USD)
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1. GA-0006900 Lumenis Pulse 120H Holmium Laser System  
Manufactured by Lumenis Ltd. ISRAEL

1 \$



The Pulse 120H system is an All in One laser platform. It is the most powerful and versatile holmium laser available, serving the needs of multiple segments in urology and other specialties.

The multipurpose, multi-specialty holmium wavelength is ideal for fragmenting stones and for precision surgery, including the ablation and vaporization of soft tissue with minimal bleeding.

- 6J @ 80Hz enables higher enucleation and vaporization rates
- Highest repetition rate enables improved Stone Dusting
- Highest Holmium energy Energy per pulse enables accelerated stone fragmentation

Urological procedures that can be performed with  
High Power Lumenis VPPS 120Watt Holmium Laser:

- Holmium laser Enucleation of Prostate (HoLEP)
- Holmium Laser Ablation of Prostate (HoLAP)
- Holmium vaporization of the prostate (HoVP)
- Urinary lithotripsy including PCNL with simultaneous suction.
- Superficial bladder tumors.
- Ureteral strictures. Urethral and ureteral tumors.
- Lithotripsy involving impacted stone fragments.
- Invasive bladder carcinoma.
- Condylomas and lesions of the external genitalia.
- Simultaneous Fragmentation & Suction of PCNL

System Includes:

Dual Foot Pedal	1
Fiber Arm	1
Fiber Inspection Scope	1
Laser Safety Glasses	5

### TECHNICAL SPECIFICATIONS

Average Power:	120W Holmium
Laser Source:	Ho:YAG
Wavelengths:	2.1 µm
Energy per Pulse:	0.2-6.0 Joules
Repetition Rate:	5-80 Hertz
Pulse Duration:	Adjustable with 3 settings
Aiming Beam:	Green, with 3 intensity settings
Display:	Large touch screen color display swivels 360 degrees
Delivery Systems:	Compatible with Lumenis SIS reusable and disposable fibers
Dimensions:	W x L x H: 47 x 116 x 105 cm (18.5" x 45.6" x 41.3")
Weight:	245 kg (539 lbs)



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*[Signature]*  
Dr. Anand K. Datta  
Professor & Head  
Urology Division/Deptt. of Urology  
All India Institute of Medical Sciences  
New Delhi-28, INDIA

1/4734, G/F, OLD NO 19A, Street No.5, Balbir Nagar Extension, Shahadra, Delhi - 110 032  
M.: +91 9810960708 | E-mail: snaphealthcare1@gmail.com

# SNAP HEALTHCARE

2. 0644-017-01 SlimLine SIS 200 micron Blue Jacket reusable Fibre

5 \$

3. 0644-019-01

SlimLine SIS 365 Micron Blue Jacket Reusable Fiber, Each  
Maximum outer diameter 0.58 mm (1.8 F), working channel needed 2.1 F

5 \$

4. 0644-021-01

SlimLine SIS 550 Micron Blue Jacket Reusable Fiber, Each  
Maximum outer diameter 0.78 mm (2.3 F), working channel needed 2.7 F.

5 \$

5. AC-1000729

Xpveda™ D/S/L Dual Wavelength Fiber  
This single use, side firing, dual wavelength, SIS enabled fiber, can deliver more energy to the tissue while in direct contact with it.  
It is especially suitable for BPH vaporization procedures in urology and can be used in endoscopic urology as well as other specialties, compatible with flexible, semi-rigid, and rigid endoscopes.  
Maximum outer diameter 2.5 mm (7.5 F) Working channel needed 2.5 mm (7.5 F)

5 \$

6. 5402-0152

Ceramic Scissors. Used to cleave reusable fibers for tip renewal on all SlimLine fibers.

1 \$

7. 5402-0164

Fiber stripper 200 Micron Fiber Stripper

2 \$

8. 5402-0163

Fiber stripper 365 micron Fiber Stripper

2 \$

9. 5402-0151

Fiber Stripper 550 micron Fiber Stripper

2 \$

10. 0637-245-01

VersaCut Tissue Morcellator

1 \$



Vacuum pump system for rapid endoscopic removal of tissue, activated with a foot pedal using reusable reciprocating blades.  
Works on all soft tissues regardless of composition.  
Compatible with 26Fr Endoscope with 5 mm straight working channel.  
System includes:

Qty.	Description
1	Control unit with fuses
1	Footswitch
1	Handpiece
2	Blade set
2	Sterile tubes
3	Long cleaning brush
3	Short Cleaning brush

## 11. Laser Resectoscope with Morcelloscope ( From Karl Storz , Germany) ( to be bought from Karl Stroz India) consisting of following :

1	27005BA	HOPKINS® II Forward-Oblique Telescope 30°, enlarged view, diameter 4 mm, length 30 cm, autoclavable, fiber optic light transmission incorporated, color code: red	1
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Dr. Anand K. Sharma / Professor & Head  
दुर्गम चिन्ता विभाग / Deptt. of Urology  
अखिल भारतीय आयुर्विज्ञान संस्थान  
All India Institute of Medical Sciences  
अंसारी नगर, नई दिल्ली / Ansari Nagar, New Delhi-28, INDIA

1/4734, G/F, OLD NO 19A, Street No.5, Balbir Nagar Extension, Shahadra, Delhi - 110 032  
M.: +91 9810960708 | E-mail: snaphealthcare1@gmail.com

# SNAP HEALTHCARE

2	27026B	Cystoscope-Urethroscope-Sheath, 22 Fr., with obturator 27026 BO and 2 LUER-Lock adaptors, Color code: blue	1
3	27025G	Telescope Bridge with 1 lockable instrument channel	1
4	27050SL	Resectoscope Sheath, including connecting tubes for in- and outflow, 26 Fr., oblique beak, rotatable inner tube with ceramic insulation, color code: yellow	1
5	27040OC	Standard Obturator, for 24/26 Fr. Sheaths 27040 BO, 27241 BO, 27240 BO, 27040 SD/SL, 27050 SL/SC, color code: yellow	1
9	27292AMA	HOPKINS® Wide Angle Straight Forward Telescope 6°, with parallel eyepiece, autoclavable, fiber optic light transmission incorporated with working channel, with LUER-Lock connection for inflow, color code: green-red	1
10	27040LB	Adaptor, for use with Telescopes 27293 AA/27292 AMA and outer sheaths of Resectoscope Sheaths 27040 SD/SL/27050 SL for use with Telescopes 27293 AA and 27292 AMA with resectoscope outer sheaths of 27040 SL/SD and 27050 SL	1
11	27026V	LASER Cystoscope-Urethroscope Sheath, 23 Fr., with continuous irrigation, with 7.5 Fr. working channel, for use with HOPKINS® Forward-Oblique Telescopes 30° 27005 BA/BGA, color code: blue consisting of: 27026 VA Outer Sheath, 23 Fr. 27026 VI Inner Sheath, with 7.5 Fr. working channel 27026 OV Obturator	1
12	27026VS	Visual Obturator, for use with Outer Sheath 27026 VA and HOPKINS® II Forward-Oblique Telescopes 30° 27005 BA/BGA for use with Outer Sheath 27026 VA and HOPKINS® Forward-Oblique Telescopes 30° 27005 BA/BGA	1

Above System Configuration Price FCA, Israel International Airport	\$ 345,709.00
(Add) Freight & Insurance	2,000.00
Net System Price (Each Unit) C.I.P. in USD New Delhi International Airport	\$349,709.00

## TERMS:

SHIP VIA	: AIR FORWARDER
FREIGHT TERMS	: COLLECT
DESTINATION AIRPORT	: NEW DELHI
COUNTRY OF ORIGIN	: ISRAEL
PACKING	: IN STANDARD EXPORT PACKING
DELIVERY	: WITHIN 4-6 WEEKS UPON RECEIPT OF PREPAYMENT
PARTIAL SHIPMENT	: ALLOWED
TRANSHIPMENT	: ALLOWED
WARRANTY	: FIVE YEAR FROM DATE OF INSTALLATION
PAYMENT TERMS	: LETTER OF CREDIT
LC ADVISING BANK	: BANK OF AMERICA, N.A.
ACCOUNT NO	: 6055-88634-022(USD A/C)
BANK ADDRESS	: 20/F, TOWER 2, KOWLOON COMMERCE CENTRE, 51, KWAI CHUNG HONG KONG
SWIFT CODE	: BOFAHKHX
BENEFICIARY NAME	: LUMENIS (HK) LTD UNIT 2602, MIRAMAR TOWER, 132 NATHAN ROAD, TST, KOWLOON, HONG KONG.



*Midhi*

डॉ. सोहनो डोगरा / Dr. S. N. DOGRA  
 प्राध्यापक एवं अध्यक्ष / Professor & Head  
 पुरुष रोग विज्ञान विभाग / Deptt. of Urology  
 अखिल भारतीय आयुर्विज्ञान संस्थान  
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