



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

**(STORES SECTION (DO))**

**Dated: 23.08.2016**

**Ref. No.04/Stores (DO)/Surg//PAC/2016-17/FSC**

**Subject:** Proposal for purchase of EMS Swiss Lithoclast Master Combined Ultrasound and Pneumatic Lithotripsy on Proprietary basis (PAC) for department of Surgery at AIIMS - Inviting comments thereon.

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The Institute is in the process to purchase EMS Swiss Lithoclast Master Combined Ultrasound and Pneumatic Lithotripsy on Proprietary basis (PAC) for department of Surgery at AIIMS, New Delhi-110 029 from M/s.Electro Medical Systems S.A., Switzerland (OEM) through their Authorized Indian Agent M/s.Healthware Pvt. Ltd. New Delhi-08. The proposal submitted by M/s.Healthware Pvt. Ltd. New Delhi-08, PAC certificate, quotation 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.04/Stores (DO)/Surg./PAC /2016-17/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 **07.09.2016 upto 4.30 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**

**Encl: Related documents enclosed.**



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Date: 12th May 2016  
Ref: 449.16/afeIND/2016

To,  
Head of Department  
Department of Surgery  
All India Institute of Medical Sciences  
New Delhi

Dear Sir,

This is to certify & confirm that from the E.M.S. Electro Medical Systems SA manufacture products, the simultaneous use of Pneumatic and Ultrasound Energies is available only with EMS Lithoclast Master. Pneumatic Energy is also available with the EMS LithoClast 2. These products are patented in Europe, the United States, Australia, Canada and Japan.

E.M.S. Electro Medical Systems S.A.



Paolo Zanetti  
CEO Medical Business Unit



Ludovic Aubert  
Head of Finance & Controlling

E.M.S. Electro Medical Systems S.A.  
Chemin de la Vuarpillière 31  
CH-1260 NYON (Switzerland)  
Tél. 0041 229944700  
Fax 0041 229944701

EMS ELECTRO MEDICAL SYSTEMS SA  
CH. DE LA VUARPILLIERE 31 - CH-1260 NYON - SWITZERLAND - TEL 022 99 44 700 - FAX 022 99 44 701 e-mail: welcome@ems-ch.com



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Date: 12th May 2016  
Ref: 449.16 /afe IND/2016

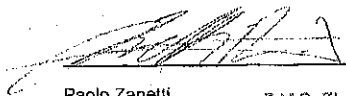
To:  
Head of Department  
Department of Surgery  
All India Institute of Medical Sciences  
New Delhi


Dear Sir,

We, E.M.S. Electro Medical Systems, located at CH. DE LA Vuarpilliere 31  
CH-1260 Nyon, Switzerland do hereby certify that Messrs. Healthware  
Private Limited, having their registered office at Serene Towers, 4th Floor,  
8-2-623/A, Road No. 10, Banjara Hills, Hyderabad -500 034, are the sole  
representatives, of LithoClast line of products, in India. They are authorized  
to quote, negotiate and conclude contracts on our behalf.

This authorization is valid till 31<sup>st</sup> March 2017.

E.M.S. Electro Medical Systems S.A.

  
Paolo Zanetti  
CEO Medical Business Unit

  
Ludovic Aubert  
Head of Finance & Controlling  
E.M.S. Electro Medical Systems S.A.  
Chemin de la Vuarpilliere 31  
CH-1260 NYON (Switzerland)  
Tél. 0041 229944700  
Fax 0041 229944701

EMS ELECTRO MEDICAL SYSTEMS SA

CH. DE LA VUARPIILLIERE 31 - CH-1260 NYON - SWITZERLAND - TEL 022 99 44 700 - FAX 022 99 44 701 - e-mail welcome@ems-ch.com

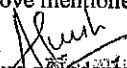
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ALL INDIA INSTITUTE OF MEDICAL SCIENCES  
ANSARI NAGAR, NEW DELHI - 110 029

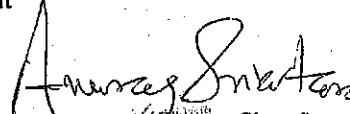
PROPRIETARY/SPECIFIC BRAND GOODS CERTIFICATE

1. Item/Type/Model No. required along with **EMS Swiss Lithoclast Master Combined Ultrasound and Pneumatic Lithotripsy**
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. EMS Electro Medical System, SA, Switzerland/ M/s. Healthware Pvt. Ltd., Hyderabad**
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. EMS Electro Medical System, SA, Switzerland**
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. **No other source for supply the said equipment**

The above mentioned information is provided by the firm.

  
Signature of Indenter  
(Demanding Officer)

Dr. Anurag Srivastava  
Professor  
Department of Surgical Disciplines  
All India Institute of Medical Sciences  
Ansari Nagar, New Delhi - 110 029

  
(Counter Signed)  
Head of the Department

Dr. Anurag Srivastava  
Professor  
Department of Surgical Disciplines  
All India Institute of Medical Sciences  
Ansari Nagar, New Delhi - 110 029

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 our whichever is not applicable)

Ref: HWPL/ND/2016-17/058  
Date: 19.5.2016

To,  
Head of Department  
Department of Surgery  
AIIMS  
Ansari Nagar  
New Delhi

**Sub: Quotation for EMS Lithoclast Master**

Dear Sir,

With reference to our discussion regarding EMS Lithoclast Master please find below the same for your reference and kind consideration.

PART NO	DESCRIPTION	QTY	PRICE IN EURO
FT-128W	Medical Equipment - for Percutaneous Removal of Kidney Stones, with continuous irrigation and suction, with Ultrasound and standard accessories	1	€ 55,000.00
	<b>SWISS LITHOCLAST – MASTER an Intracorporeal Lithotripter, basic device includes</b>		
	Control Unit	1	
EL-225	Holder for the stone catcher	1	Inclusive
EK-166	Electric foot pedal	1	Inclusive
FB-198/2	Instruction manual Swiss Lithoclast master	1	Inclusive
FB-418_3	Quicktable Preparation / Reprocessing for Vario ultrasound Handpiece and pn3 pneumatic handpiece (combination or ultrasound only)	1	Inclusive
BG-075	Spare tube for the pneumatic hand piece without connector	1	Inclusive
FR-113	Roller clamp (set of 2) for adjustment of suction flow in connection with FR-125 or DT-059	1	Inclusive
FR-125	Stone catcher autoclavable, reusable, in combination with single use suction tubes (sterile) with conical fittings ( such as FR-091/4)	1	Inclusive
DP-200	Carton package	1	Inclusive
<b>FR-142</b>	<b>Vario Ultrasound handpiece set incl :</b>	1	Inclusive
EN-055	Vario Ultrasound handpiece	1	Inclusive
EL-378A	Combination suction adapter	1	Inclusive
EL-379A	Ultrasound only suction adapter	1	Inclusive
DT-098A	Wrench 5.0 mm	2	Inclusive
DT-100A	Wrench 8.0 mm	2	Inclusive
DP-358	Transportation case	1	Inclusive
<b>FR-089</b>	<b>Pneumatic hand piece set incl</b>	1	Inclusive
EL-175	Pneumatic hand piece	1	Inclusive
EL-219	Adjustable interface	1	Inclusive
AD-347	Probe cap	1	Inclusive

**Healthware Private Limited**

CIN: U24232AP1996PTC025938 35/14, Ground Floor, East Patel Nagar, New Delhi - 110 008, India  
ANURAG SRIVASTAVA 91 11 4504 5837, Fax: +91 11 2573 2585 www.healthwareindia.com

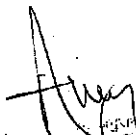
HYDERABAD | NEW DELHI | MUMBAI | CHENNAI | KOLKATA | BENGALURU | KOCHI | AHMEDABAD | JAIPUR | CHANDIGARH



EH-096	Compressed air tubing for hand piece	1	Inclusive
EQ-062	Silicone probe guide set (packing unit 12 silicones)	2	Inclusive
BE-028	Silicone seals (single use, packing unit 20)	1	Inclusive
DP-201	Transportation case		
	<b>Pneumatic probes</b>		
EL-044	Lithoclast probe, Ø 2mm, length 425 mm	1	Inclusive
EL-045	Lithoclast probe, Ø 1mm, length 605mm	1	Inclusive
EL-046	Lithoclast probe, Ø 0.8mm, length 605mm	1	Inclusive
EL-220	Lithoclast probe, Ø 1mm, length 569 mm for combination with the ultrasound probes Ø 3.3mm and 3.8mm	1	Inclusive
	<b>Ultrasound Probes set</b>		
FR-084	Probe Ø 3.3mm for the ultrasound hand piece [5 times reusable]	1	Inclusive
EH-086	<b>Compressed air tubing</b>	1	Inclusive
	Compressed air tube 3 m for the compressor		
CD-012	Main Cord - Europe CEE 7	1	Inclusive
DW-007	<b>Compressor</b>	1	Inclusive
	8 bar /220V		
FR-127	<b>LITHOVAC SET</b>		Inclusive
EL-182	LithoVac body with tube – valve (silicone tube 15 cm with connector)	1	Inclusive
EL-237	Suction set for LithoVac EL-182 (silicone tubing with 2 connecting pieces)	1	Inclusive
FB-282/3	Instruction Manual LithoVac iv3	1	Inclusive
	<b>LithoVac suction tube set</b>		Inclusive
EL-211	Suction tube for LithoVac®, Ø 4.0 mm, length 353 mm	1	Inclusive
EL-212	Suction tube for LithoVac®, Ø 3.5 mm, length 380mm	1	Inclusive
EL-081	Length adapted pneumatic probe, Ø 1.6 mm, length 453mm for EL-212	1	Inclusive
EL-213	Suction tube for Lithovac®, Ø 1.6 mm, length 595 mm	1	Inclusive
EL-080	Length adapted pneumatic probe Ø 0.8 mm, length 668mm for EL-213	1	Inclusive
<b>SYSTEM PRICE FCA SWITZERLAND INTERNATIONAL AIRPORT</b>			<b>€ 55,000.00</b>
<b>LESS AGENCY COMMISSION @ 5%</b>			<b>€ 2,750.00</b>
<b>NET FCA AT SWITZERLAND INTERNATIONAL AIRPORT</b>			<b>€ 52,250.00</b>

For Healthware Private Limited

Authorised Signatory

  
**DR. ANURAG BRIVASTAVA**  
 अध्यक्ष एवं विभागाध्यक्ष / Professor & Head  
 चिकित्सा विभाग / Deptt. of Surgical Discipline  
 अखिल भारतीय आयुर्विज्ञान संस्थान / A.I.I.M.S.  
 New Delhi

**TERMS & CONDITIONS.****PRICES**

All Prices quoted are for supply FCA Switzerland / Europe International Airport / CIP, Indian International Airport, duties unpaid.

The above-mentioned prices do not include Customs Duty, Surcharge, Octroi, or any tax levied by the State and/ or Central Government and/ or municipality. The consignee hospital will be responsible for issuance of Customs Duty Exemption Certificate (CDEC) and Not Manufactured In India Certificate (NMIC) or any other certificates required by the concerned authorities. In case any of these are applicable or payable at any time, the same will have to be paid by the Consignee/Hospital at actual

**VALIDITY**

Our offer is valid 31st March 2017.

**COUNTRY OF ORIGIN**

Switzerland / Europe

**PORT OF SHIPMENT**

Switzerland

**ORDERING PROCEDURE**

The firm order for full FCA / CIP value covering the equipment shall be placed on our principals, with a copy marked to M/s. Healthware Private Limited, for necessary follow up for the successful execution of the contract.

Your order should be placed on our Principals, on/at.....:

**EMS ELECTRO MEDICAL SYSTEMS S.A.**

**CH. DE LA VUARPIILLIERE 31**

**1260 NYON**

**SWITZERLAND**

**BK ACCOUNT DETAILS**

UBS S. A, CASE PASTALE, 1002 LAUSANNE, SWITZERLAND

ACCOUNT: 243-G0443.811.5


IBAN: CH12 0024 3243 G044 3811 5

BIC: UBSWCHZH80A

**PAYMENT TERMS**

100 % payment through International Irrevocable Letter of Credit confirmed by Aurobindo Class International Bank acceptable to our Principals. 100% payment to be released on sight of shipping documents and against submission of Performance Bank Guarantee of 10% of Order Value valid upto 68 months.

Detailed conditions for opening the Letter of Credit will be provided during finalisation of the contract.

  
J. ANURAG SRIVASTAVA  
General Manager / Professor & Head  
Aurobindo Class International Bank  
New Delhi

**DELIVERY**

In 6-8 weeks from the date of receipt of your confirmed Irrevocable Letter of Credit from our Bankers, as per the agreement on the payment schedule.

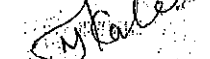
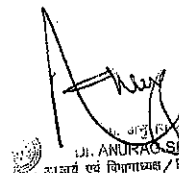
**WARRANTY**

Equipment with the exception of consumables is guaranteed against defective workmanship and material for period of **05 years from the date of installation**. This warranty / guarantee strictly does not cover defects arising from damage by incompetent use, defects and wear & tear arising from mishandling of equipment by hospital staff, natural wear and tear, failure to provide and maintain suitable operating environment and failure to follow explicitly the instructions specified. Equipment proving defective within the guarantee period will be repaired or replaced free of material and labour charges. The decision to replace or repair the equipment rests solely with the company.

**FORCE MAJEURE**

We shall not be liable for loss or damage due to delay in manufacture, delivery or installation resulting from any cause beyond our reasonable control including but not limited to compliance with any regulation, orders or instructions of any central, state or municipal Government or any department or agency thereof, acts of God, acts or omissions of the Purchaser, including but not limited to failure to comply with recommended operating parameters and norms, acts of civil or military authority, fires, strikes, or factory shutdown, or altercations, embargos, war, riots, terrorism, delays in transportation or inability due to causes beyond our reasonable control to obtain necessary manufacturing facilities or materials from our usual sources, and any delays resulting from any such cause shall extend delivery dates correspondingly.

For Healthware Private Limited

  
Authorised Signatory  
Dr. ANURAG SRIVASTAVA  
आचार्य एवं विभागाध्यक्ष / Professor & Head  
शल्य चिकित्सा विभाग / Deptt. of Surgical Discipline  
अखिल भारतीय आयुर्विज्ञान संस्थान / A.I.I.M.S.  
New Delhi