



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

**(STORES SECTION (DO))**

**Dated: 14<sup>th</sup> November 2015**

**Ref. No.40/Stores (DO)/Surg./Proprietary/2015-16/FSC**

**Subject:** Proposal for purchase of Ultrasound Flex Focus 800 with Laparoscopic, Intra-operative & Anorectal Transducer for Department of Surgery at AIIMS on proprietary basis - **Inviting comments thereon.**

\*\*\*\*\*

The Institute is in the process to purchase "**Ultrasound Flex Focus 800 with Laparoscopic, Intra-operative & Anorectal Transducer** for Department of Surgery at AIIMS, New Delhi-29 from M/s.B.K. Medical, Denmark on proprietary basis. The proposal submitted by M/s.B.K. Medical, Denmark (Manufacturer) and PAC certifications 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.40/Stores (DO)/Surg./Proprietary/2015-16/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 **01.12.2015 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**

**Encl:** Related documents enclosed.



DEPARTMENT OF SURGERY  
**ALL INDIA INSTITUTE OF MEDICAL SCIENCES**  
ANSARI NAGAR, NEW DELHI

October 19, 2015

To

The Sr. Store Officer (D.O.)  
A.I.I.M.S.,  
Ansari Nagar,  
New Delhi-110029.

**Subject: Procurement of Proprietary Items – reg.**

Dear Mr.K.D.Sharma,

The Department of Surgery requires B.K.Flex Focus 800 Ultrasound with Laparoscopic, Inter-operative & Anorectal Transducer on Proprietary basis (Proforma Invoice, Authority letter, and Proprietary Certificate are attached). The same equipment already tendered by the Dept. of Urology.

Therefore, you are requested to please procure above said equipment as per AIIMS procurement procedure.

Thanking you,

Sincerely,

*Anurag Srivastava*

(DR. ANURAG SRIVASTAVA)  
PROF. & HEAD

डॉ. अनुपम श्रीवास्तव  
Dr. ANURAG SRIVASTAVA  
आचार्य एवं Head  
साल्म डिपार्टमेंट ऑफ सर्जरी, All India Institute of Medical Sciences  
असिस्टेंट प्रोफेसर, डिपार्टमेंट ऑफ सर्जरी, A.I.I.M.S.  
असिस्टेंट प्रोफेसर, नई दिल्ली-110029, New Delhi-29

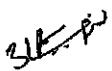
Encl.: Proforma Invoice  
Authority Letter  
Proprietary Certificate  
Bench mark order copy

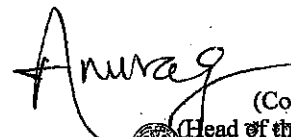
**ALL INDIA INSTITUTE OF MEDICAL SCIENCES  
ANSARI NAGAR, NEW DELHI - 110 029**

**PROPRIETARY/SPECIFIC BRAND GOODS CERTIFICATE**

- |    |                                                                                                                                                                                                                                                                                                                                   |                                                                                         |
|----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|
| 1. | Item/Type/Model No. required along with specification                                                                                                                                                                                                                                                                             | B.K.Ultrasound Flex Focus 800 with Laparoscopic, Intra-Operative & Anorectal Transducer |
| 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. B.K.Medical, Denmark/<br>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.<br>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. | No                                                                                      |
| 6. | What were the efforts made to locate alternative source of supply of use other substitutes.                                                                                                                                                                                                                                       | 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. B.K.Medical, Denmark                                |
| 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)

  
(Counter Signed)  
Head of the Department  
Dr. ANURAG K. SINGH  
आचार्य एवं प्रमुख, अल्ल इण्डिया मेडिकल साइंसेस  
राज्य चिकित्सा विभाग, अल्ल इण्डिया मेडिकल साइंसेस  
अल्ल इण्डिया मेडिकल साइंसेस, नई दिल्ली-29 / Ansari Nagar, New Delhi-29

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)

Ref: HWPL/2015-16/315  
Date: 16.10.2015

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

**Sub:** Quotation for BK Ultrasound Flex Focus 800 with Anorectal, Intraoperative & Laparoscopic Transducer

1202 FLEX FOCUS 800 SCANNER UNIT				
Sr. No.	PART NO	DESCRIPTION	QTY	PRICE IN USD
1	1202-10	1202 Flex Focus 800 Scanner unit	1	\$ 34,443
2	UA1210	Mobile keyboard Dock for 1202	1	\$ 5,422
3	UA1206	Dicom option for 1202	1	\$ 1,327
4	UA1207	3D Freehand option for 1202	1	\$ 4,221
5	UA1219	Vector Flow Imaging (VFI) Licence	1	\$ 4,821
6	2052	Anorectal Transducer Type 2052	1	\$ 14,467
Accessories of 2052				\$ -
7	UA0671	Transducer collar	1	\$ 966
8	UA0673	Recto-Sigmoidoscope with Obturator	1	\$ 541
9	UA0674	O-rings for UA0671 10 pcs.	1	\$ 43
10	UA0675	Lubrication Gel	1	\$ 12
11	UA0676	Plastic extension tube	1	\$ 196
12	UA0677	Stopcock for 2050	1	\$ 106
13	UA0678	50 ml Syringe luer lock	1	\$ 147
14	UA0037	Water standoff condoms non-sterile	1	\$ 135
15	8824	I & T shaped Intraoperative Transducer	1	\$ 11,225
16	8666-RF	Laparoscopic Transducer, MFI	1	\$ 20,884
TOTAL PRICE [EX-WORKS]				\$ 98,953
FREIGHT & INSURANCE				\$ 1,000
TOTAL CIF, INDIAN INTERNATIONAL AIRPORT PRICE				\$ 99,953

For HEALTHWARE PRIVATE LIMITED

AUTHORIZED SIGNATORY



*Anurag*  
Dr. ANURAG SRIVASTAVA  
Head of Department  
Department of Surgery  
All India Institute of Medical Sciences  
Ansari Nagar, New Delhi - 110 008, India

CIN: U24232AP1996PTC025938

Healthware Private Limited  
35/14, Ground Floor, East Patel Nagar, New Delhi - 110 008, India  
Tel: +91 11 4504 5837, Fax: +91 11 2573 2585 www.healthwareindia.com

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



**OLYMPUS**

**EMS**



bk medical

**TERMS & CONDITIONS.**

**PRICES**

All Prices quoted are for supply FOB Denmark / Europe International Airport / CIF, Indian International Airport, duties unpaid. Freight and Insurance indicated is estimated and to be borne by you/the hospital at its cost & account, at actuals.

The above-mentioned prices do not include Customs Duty, Custom Clearance, 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**

120 days from the date of Offer.

**COUNTRY OF ORIGIN**

USA

**PORT OF SHIPMENT**

Denmark

**ORDERING PROCEDURE**

The firm order for full FOB / CIF 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.....:

BK Medical  
Mileparken 34  
DK-2730  
Herlev  
Denmark

**PAYMENT TERMS**

100 % payment through International Irrevocable Letter of Credit confirmed by a First Class International Bank acceptable to our Principals. 90% payment to be released on sight of shipping documents and balance 10% to be released on satisfactory installation certificate and against submission of Performance Bank Guarantee of 10% of Order Value.

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

**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**

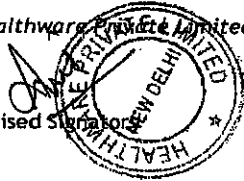
Equipment with the exception of Transducers, consumables, vacuum units, glassware, is guaranteed against defective workmanship and material for period of 05 years from the date of installation. This warranty / guarantee strictly does not cover defects arising from damage by incompetent use, defects and 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,s 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 as usual sources, and any delays resulting from any such cause shall extend delivery dates correspondingly.

For Healthware Private Limited

Authorised Signatory





bk medical

Analogic Ultrasound Group

Date: 26<sup>th</sup> October 2015

Ref: IND/2015

**Head of the Department  
Department of Surgery  
All India Institute of Medical Sciences  
New Delhi**

**Sub: Proprietary Article Certificate - BK Model Flex Focus 800 Intraoperative Color Doppler Ultrasound System with accessories.**

Dear Sir,

Analogic's BK Medical is pleased to confirm the following:

- 1) BK Medical is the only company who manufactures:-
  - a. **Transducer Model 8666-RF:** A 4-Way flexible Laparoscopic transducer with a 13G puncture channel situated at the top, with transducer tip can be bent in 4 directions enabling easy usage for various intraoperative procedures.
  - b. **Transducer Model 2052:** It's the only 3D Anorectal transducer which is able to provide detailed Pelvic floor architecture across X, Y & Z planes and also measurement of Sphincter damages
  - c. **Transducer Model 8824:** It's a unique Simultaneous Intraoperative Bi-plane transducer providing combination of I & T array imaging and enabling free hand biopsies from any directions.
- 2) BK Medical is the only company who has **Vector Flow Imaging (VFI) Technology** that enables visualization of blood flow direction and velocity at any angle and eliminates the need for angle correction.

This is to certify and confirm that BK Flex Focus 800 with the above transducers and its accessories are being solely manufactured by Analogic Corporation, Peabody & Denmark and are proprietary items of BK Medical. No company in the world is manufacturing such items as of now.

Yours faithfully,

**Shalabh Chandra  
CEO & President, Analogic Asia**

BK Medical ApS

Mileparken 34 DK-2730, Hørlev, Denmark

45-4452-8100

www.bkmed.com

