



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

(STORES SECTION (DO))

12.7.17
Dated: 15th July 2017

Ref. No.16/Stores (DO)/Emergency Med/PAC/2017-18/FSC

Subject: Proposal for purchase of Difficult Airway Management Training and Evaluation System on Proprietary basis for department of Emergency Medicine at AIIMS - Inviting comments thereon.

The Institute is in the process to purchase Difficult Airway Management Training and Evaluation System on Proprietary basis for department of Emergency Medicine at AIIMS, New Delhi-110 029 from M/s.Kyoto Kagaku Co. Ltd. Japan (OEM) through their Indian agent M/s.BR Biomedicals Pvt. Ltd. New Delhi-17. The proposal submitted by M/s.BR Biomedicals Pvt. Ltd. New Delhi-17., PAC certificate of department & firm, specifications, 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.16/Stores (DO)/Emergency Med/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 **02.08.2017 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 & process for purchase.

Yours faithfully,


12.7.17
SR. STORES OFFICER

Encl: Related documents enclosed.

Difficult Airway Management Training and Evaluation System

Quantity- 1No.

1. Difficult Airway management evaluation system for real time objective evaluation of intubation skills using real clinical devices.
2. Should be torso model with realistic lifelike airway anatomy providing true to life articulations with wide varieties of settings for difficult airway management
3. Should have the facility to simulate and select various scenarios of airway management skills including Normal airway, Lock Jaw, Rigid Neck and Micrognathia,
4. The Airway Management system should be compact, mounted on a trolley and should be equipped with minimum 20 sensors for airway management skills evaluations
5. The system should provide quantitative feedback and evaluation on each component of intubation skills which should be monitored and displayed on the screen like
 - a) sniffing position
 - b) force on incisor
 - c) force on tongue
 - d) Lift Epiglottis
 - e) tube positioning
 - f) cuff pressure
6. The System should be equipped with a camera to capture and record the training session for review and debriefing session
7. The system should have the facility for real time dynamic visual feedback on the performance of the trainee for objective assessment of skills and to identify the area where trainees need further improvement.
8. The System should have facility to select the time allowed and measure The time taken in seconds to achieve dual lung ventilation
9. Successful of intubation should be measured by the time taken to achieve dual lung ventilation displayed in seconds on the screen along with various case parameters.
10. The simulator should have selectable learning modes like self learning mode and guest learning mode
11. Each session performance parameters\ values should be recorded and stored along with video in log in account of each student for evaluation, review and debriefing
12. Should allow use of video laryngoscope with facility to display and record movie from the device which can be displayed along with assessment data
13. The system should be supplied complete with min 24" monitoring touch screen, computer, Printer, Normal Laryngoscope, Video laryngoscope, ET Tube all sizes
14. The trolley should have integrated storage compartment for keeping airway supplies, side rails for mounting accessory trays, castors with braking facility
15. The Difficult Airway management evaluation system should be supplied with complete setup including

a) Difficult Airway Management Training Model- 1 no. with following features:

- Should be torso model with realistic lifelike airway anatomy providing true to life articulations with wide varieties of settings for difficult airway management
- Should allow following variation of difficult airway management settings
 - Neck Flexibility-Normal and Rigid,
 - Mouth opening-Normal Intermediate and difficult
 - Tongue-Normal & Swollen,
 - Laryngospasm-Normal and Laryngospasm
 - Should allow training in following Skills

- Airway opening techniques(Head tilt , Jaw Thrust)
 - Bag Valve Mask Ventilation
 - Pre intubation airway assessment
 - Sniffing Position
 - Pressurization of External Larynx to improve laryngeal view
 - Intraoral/Intranasal intubation
 - Use of Oropharyngeal Airway(OPA)
 - Use of nasopharyngeal Airway(NPA)
 - Use of laryngeal mask airway
 - Use of Video Laryngeal scope
- The incisors should be designed to break off on application of excessive force
 - confirmation of successful ventilation by observation of thoracic and abdominal movement and auscultation of chest should be possible
 - Should provide feedback of incorrect intubation including Esophagus and unilateral intubation
 - Should allow practice of securing tube in place with tape or Thomas endotracheal tube holder
- b) Difficult Airway Management simulator for Bronchofiberscopy - 1 no. with following features
- Should be suitable for training in insertion and management of fiberscope
 - Should be equipped with anatomically correct Trachea and Bronchi providing realistic view through a scope allowing recognition of bifurcations including Trachea Bifurcation for segmental Bronchi
 - Should allow visualization of Tracheal bifurcation ,bifurcation for left lobe bronchus, left superior lobe, segmental bronchi in left superior lobe, segmental bronchi in lingual, left inferior lobe, bronchi in left inferior lobe, right superior lobe bronchus and middle lobe bronchus ,right superior lobe, right middle lobe bronchus and inferior lobe bronchus, segmental bronchi in right middle lobe, segmental bronchi in right inferior lobe
 - Should allow training on airway opening techniques head tilt/chin lift and jaw thrust
 - Should allow Pre intubation airway assessment and sniffing position

16. Warranty and penalty

- a. It will carry a comprehensive warranty for 5 years (including all spares, accessories, consumables if any) and provision for CMC for next 5 years.
- b. The firm should indicate in the technical bid itself that the prices of all standard accessories as well as the other items & accessories specifically mentioned in the specifications are included in the quoted price.
- c. The firm will give rate list of all possible spares, accessories & consumables if any, as part of financial bid. If price of any spare is not mentioned and is required for the Operation or repair in life time of equipment/instrument, then the firm will be obliged to give it free throughout the life cycle of the equipment. If firm does not provide such list (as part of financial bid separately) then the bid of the firm shall be rejected summarily.

Declaration: The specification for the item above are general and broad based. It is not specific to favour any particular item or any particular firm.

[Handwritten signatures and official stamps are present in this section, including a circular stamp from the Ministry of Health and Family Welfare, Government of India, and a rectangular stamp from the Directorate of Health and Family Welfare, New Delhi.]

**All India Institute of Medical Sciences
Ansari Nagar, New Delhi-110029**

Proprietary/ Specific Brand /Goods Certificate

1. Item/Type/Model No. required: - **Difficult Airway Management Simulator
along with specification Assessment System, Model: MW-11**
2. Is the Item a spare part attachment - **No**
or accessory for an existing equipment.
3. Name of manufacturers/supplier of the: - **Principle: M/s Kyoto kagaku Co. Ltd., Japan**
item proposed by the indenter. **Local Agent: M /s BR Biomedical Pvt. Ltd.**
D-71, Corner Building, Malviya Nagar
Main Road, New Delhi 110017
4. Are they sole manufacturers/Sole: - **Yes**
distributor of the item.
5. Is there any item with similar/ equivalent: - **No**
Specification available in the market to meet
the job requirement envisaged. If the answer
is yes, why the same can't be procured,
demanding officer should bring out comparative
functional advantages/Cost effectiveness of the
recommended item from these offers by other.
6. What were the efforts made to locate alternative: - **Through Internet & No Other alternative
source for supply of other substitutes**
7. Why open/limited tender can't be resorted to,: - **These are proprietary items of**
for locating alternative source. **M/s Kyoto Kagaku Co. Ltd., Japan**
8. Are the proprietary items certifying that the: - **Yes, Rates certificate from the firm is**
rates are reasonable or not. **Enclosed**
9. Any other justification for procuring items: - **--**
from single source

Signature of Indenter (Demanding officer) *[Signature]*

Countersigned (Head of Department) *[Signature]*

I certify that the items 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 advantage 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)

K. V. ...

Meera ...

AKSHAY ...



BR Biomedical Pvt. Ltd.

D-71, Corner Building, Malviya Nagar Main Road,
New Delhi-110017 (India)
Tel.: +91-11-2668 7274-5, Fax : +91-11-4579 3300
E-mail: sales@brbiomedicals.com
Website: www.brbiomedicals.com

BRBPL/2017-18/16378

03rd May, 2017

To,
The Director,
All India Institute of Medical Sciences
Ansari Nagar,
New Delhi - 110029.

Subject: Quotation for Difficult Airway Management Simulator

Dear Sir/Madam,

This has reference to the above mentioned subject. Please find herewith our offer for Difficult Airway Management Simulator - Assessment System, Model: **MW - 11** from **M/s KYOTO KAGAKU CO. Ltd., Japan.**

Description	Qty.	Price In INR
Difficult Airway Management Simulator - Assessment System Model: MW 11 Difficult Airway Management Simulator Evaluation System is the world exclusive system that offers objective feedback on intubation skills carried out by "hands-on" with the true-to-life airway manikin real instruments. Real time visualization of performance on each evaluation point helps to assess trainees' skill as well as to identify the area where trainees need further improvement. Features: <ul style="list-style-type: none">• Successful intubation is confirmed based on time to complete and dual lung ventilation.• Evaluation points are quantitatively monitored and displayed on the screen:<ul style="list-style-type: none">- Sniffing position - Force on incisor- Blade Position - Force on tongue- Lift epiglottis - Tube positioning- Cuff pressure• Each session's performance and evaluation data can be saved and stored according to the log-in account for review and debriefing.• A variety of Difficult Airway can be set by touch panel control.• All-in-one unit is convenient for training. Training Skills: Airway Management on various settings Learning the important items on airway management Standard Delivery Includes: <ul style="list-style-type: none">1 unit base (Including 1 video camera, 1 monitor, 1 manikin)1 printer1 stereo mini plug1 keyboard1 lubricant for manikin	01	84,50,000.-



Dr. Anil Kumar
Surgical/Postgraduate
आपराकलिक चिकित्सा विभाग/Dept. of Emergency Medicine
All India Institute of Medical Sciences, Ansari Nagar
New Delhi-110029

Cont...2...



BR Biomedical Pvt. Ltd.

D-71, Corner Building, Malviya Nagar Main Road,
New Delhi-110017 (India)
Tel.: +91-11-2668 7274-5, Fax : +91-11-4579 3300
E-mail: sales@brbiomedicals.com
Website: www.brbiomedicals.com

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Description	Qty.	Price In INR
Difficult Airway Management Simulator -Training Model - MW13-1no Difficult Airway Management Simulator provides training for users from all levels of experience with availability of 24 different cases. The robust structure and stable base make the model compatible for various training scenarios such as emergency, pre-hospital or clinical settings. A variety of real clinical devices can be used for training, such as a laryngoscope, bag valve mask, or a video laryngoscope.		84,50,000.-
Difficult Airway Management Simulator for Bronchofiberscopy Model – MW19 – 1 no For Realistic trainings in insertion and management of a fiberscope Anatomically correct trachea and bronchi provides realistic view through a scope, allowing recognition of bifurcations.		
Price		84,50,000.-
Special Discount @4%		3,38,000.-
Price After Discount		81,12,000.-
Add GST as applicable at the time of placement of Supply order		
Price in words before GST - Rupees Eighty One Lacs Twelve Thousand Only		

In case of any further query, please feel free to contact us.

Thanking You,

Yours Sincerely,

For BR Biomedical Pvt. Ltd.


Mukesh Jain
Vice President (Sales & Marketing)



BR Biomedical Pvt. Ltd.

D-71, Corner Building, Malviya Nagar Main Road,
New Delhi-110017 (India)
Tel.: +91-11-2668 7274-5, Fax : +91-11-4579 3300
E-mail: sales@brbiomedicals.com
Website:www.brbiomedicals.com

BRBPL/2017-18/16378

03rd May, 2017

To,
The Director,
All India Institute of Medical Sciences
Ansari Nagar,
New Delhi – 110029.

Commercial Terms & Conditions

Price	The prices are expressed in FOR Hospital basis in (INR) inclusive of cost of equipment, packing, forwarding, insurance and estimated freight charges till AIIMS Delhi
Payment	As per your Terms and Conditions.
Country Of Origin	Japan
Warranty	Comprehensive Warranty for (5 Years). However, the warranty is not applicable for damages due to unsuited or improper use, mishandling, and natural wear and tear which includes Rubber parts & Plastic Parts. The consumables items like rubber parts, skin, etc. are not covered under warranty. The same terms is applicable in CMC also.
CMC after Warrantee	5% of equipment value with 10% yearly escalation each year up to 5 years after 5 year warranty.
Delivery	6-8 weeks from the date of supply order.
Validity	3 Months
CST / VAT/ Any Other Local Tax	VAT @ 5 % Extra as shown above, which is applicable at present. However, CST /VAT /GST rates prevalent on the date of supply order will be charged as per Govt. Rules. Any other Central or State levies, if applicable, at the time of order will be charged.
Octroi/Entry Permit/ other taxes	Wherever required will be to borne by the consignee. In case of Govt. parties the Octroi exemption and Road permit will be required or such charges will be reimbursed at actuals.
Installation	Free of cost
Performance Bank Guarantee	Will be submitted after delivery and installation, incase applicable and required.

In case of any further query, please feel free to contact us.

Thanking You,

Yours Sincerely,

For BR Biomedical Pvt. Ltd.

Mukesh Jain
Vice President (Sales & Marketing)



Dr. LAKHIRAM

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KYOTO KAGAKU co., LTD

15 KITANEKOYA-CHO FUSHIMI-KU KYOTO 612-8388 JAPAN
tel: 81(0)75-605-2510 fax: 81(0)75-605-2519
mail: rw-kyoto@kyotokagaku.co.jp URL: www.kyotokagaku.com

Date : 24th, April, 2017

Kyoto/Japan

To,
The Director
All India Institute of Medical Sciences
Ansari Nagar, New Delhi - 29 India

Proprietary Certificate and Letter of Confirmation
Dear Sirs,

We hereby certify that the Difficult Airway Management Simulator Assessment System- MW11 with facility of objective feedback on Difficult Airway skills using real airway Devices , facility of real time visualization, recording, display and evaluation of performance on evaluation criteria viz, Sniffing Position, Force on incisor, Blade Position, Lift epiglottis, Tube Position, Cuff Pressure, Dual lungs ventilation and time taken for securing Airway; facility to simulate Different Difficult Airway scenarios for comprehensive Teaching , Training and Evaluation of Difficult Airway Techniques is a Proprietary product of Kyoto Kagaku Co. Ltd. Japan.

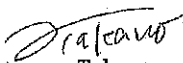
We also confirm that said product with its published specification is not manufactured by any other manufacturer in the world.

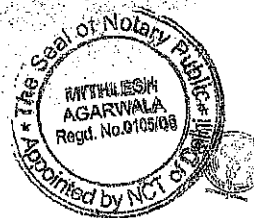
We are pleased to confirm that BR Biomedicals Pvt. Ltd D-71, Malviya Nagar, Main Road, New Delhi - 110 017, India is our exclusive distributor in All India Institute of Medical Science (New Delhi) for the product manufactured by us.

This letter of confirmation is valid for 5 years from today.

For any query please feel free to contact us.

Sincerely yours,



Amane Takano
Kyoto Kagaku Co Ltd.
KYOTO KAGAKU



ATTESTED

NOTARY PUBLIC, DELHI

2 MAY 2017


Dr. LAXHIRAM MURMU
MD, Professor
Department of Surgery/Dept. of Emergency Medicine
All India Institute of Medical Sciences, Ansari Nagar
New Delhi - 110017

KYOTOKAGAKU CO., LTD. 15 KITANEKOYA-CHO FUSHIMI-KU KYOTO 612-8388 JAPAN
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