



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

**(STORES SECTION (DO))**

Date: 15<sup>th</sup> July 2017

Dated: 15<sup>th</sup> July 2017

**Ref. No.05/Stores (DO)/Uro/PAC/2017-18/FSC**

**Subject:** Proposal for purchase of Combined RF Argon Plasma and Waterjet Surgical work Station on buy back basis & on PAC basis for department of Urology at AIIMS - Inviting comments thereon.

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The Institute is in the process to purchase Combined RF Argon Plasma and Waterjet Surgical work Station on buy back basis & on PAC basis for department of Urology at AIIMS, New Delhi-110 029 from M/s.ERBE Elektromedizin GmbH, Germany (OEM) through their Indian agent M/s.Medex India Pvt. Ltd. New Delhi-19. The proposal submitted by M/s.Medex India Pvt. Ltd. New Delhi-19, 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 Stores (within issue of 15 days giving reference Ref. No.05/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 **31.07.2017 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

Yours faithfully,

SR. STORES OFFICER

**Encl: Related documents enclosed.**





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**Water Jet Tissue Dissection System**

For management of separating the different tissue types with their varying elasticity and firmness with the help of adjusted water pressure based on the kinetic energy principle.

- Should have pressure range:1-80 bars & Volume flow:1-65ml/min. It should indicate delivered fluid vol.
- Should adapt any sterile saline solution bag (disposable) as separation medium.
- Should be integrated with Electro surgical workstation with other accessories and facility to connect Monopolar coagulation with the applicator
- Should have facility to individually configure programs for different surgeries.
- Water jet activation should be via footswitch and Remote facility for switching between two different user settings.
- Should have facility for various applicators to be used in Laparoscopy, flexible endoscopy and open surgeries.

**Following accessories to be supplied with the workstation.**

- Reusable hand pencil with facility for swapping between programs. - 15
- Reusable Thermo fusion hand instrument for open surgeries (for vasculatures up to 7mm). - 5
- Reusable thermo fusion hand instrument for Laparoscopic surgeries (for vasculatures up to 7mm).-5
- 5mm bowel shaped sealing and cutting hand instrument with maximum of 1.1 mm thermal spread -5
- Footswitch with facility for swapping between programs. -2
- Reusable Bipolar forceps with irrigation port.-5
- Patient plate with equipotential ring -50 nos.
- Argon Plasma Coagulation 3 button electrosurgical pencil, connecting cable, probes and applicators for both Laparoscopy & Open surgery. -2
- Argon assisted cutting instrument for open surgery and laparoscopic surgery. --2
- Water Jet accessories for Laparoscopy and open surgery.
- Workstation trolley with attached suction unit.
- Bipolar Scissor for open and Laparoscopic surgery with cable. -5
- Laparoscopic Cable attachment for Minimal Invasive Instruments. -2

*(Handwritten signatures and initials)*  
D. Singh  
P. Singh  
R. Singh  
S. Singh  
M. Singh  
Nayale Manghar

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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 **Combined RF, Argon Plasma and Water Jet Surgical Work Station** 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 Erbe, Germany / M/s Medex India (P) Ltd., New 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 Erbe, Germany**
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)  
*[Signature]*  
Dr. P. N. MAYYAR  
Assistant Professor  
Department of Urology

Dr. P. N. DOGRA  
(Counter Signed)  
Professor & Head  
Dept. of Urology  
All India Institute of Medical Sciences  
Ansari 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.

*[Signature]*  
(Strike our whichever is not applicable)

*[Signatures]*  
Manglik  
Neythi  
idharthi

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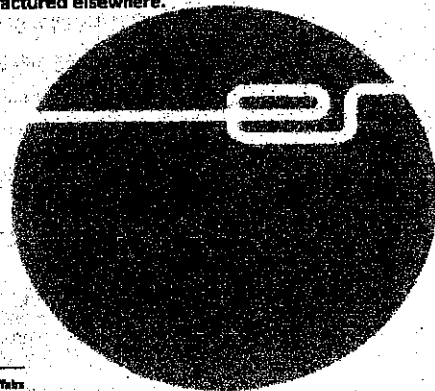


# Proprietary Certificate

To whom it may concern

## Erbe VIO® 3 and APC 3

This is to certify that the Erbe VIO® 3 with attached Argon Plasma Coagulation system (APC 3), that provides facility to change between programs by a ReMode button, specially designed Cut and Coag modes for different medical and surgical disciplines, like softCOAG®, preciseSECT and dryCUT® and also three different variations in Argon Plasma outputs namely FORCED APC, PULSED APC® and PRECISE APC® are proprietary products, manufactured by Erbe Elektromedizin GmbH, Waldhoernlestrasse 17, 72072 Tuebingen, Germany and these products are not manufactured elsewhere.



Date 2017-05-05

*A. Retzlaff*

Axel Retzlaff, Director Regulatory Affairs

*R*  
*APC*

*S. Silbert*

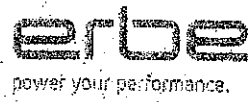
*M. ...*

Proprietary Certificate

Erbe Elektromedizin GmbH Waldhoernlestrasse 17 72072 Tuebingen Germany

Who Should Sign: Director, Regulatory Affairs  
Chief of Dept. / Public Aff. & Legal  
Quality Control / Dept. of Quality

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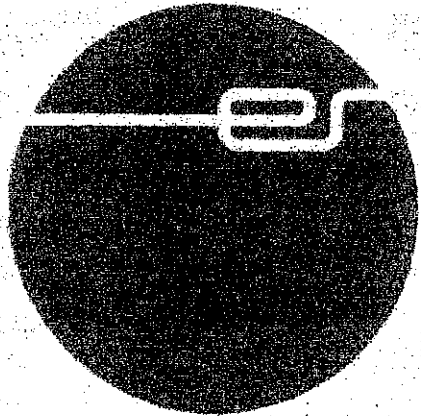


# Proprietary Certificate

To whom it may concern

## ERBEJET® 2

This is to certify that the ERBEJET 2 is a proprietary product, manufactured by Erbe Elektromedizin GmbH, Waldhoernlestrasse 17, 72072 Tuebingen, Germany and this product is not manufactured elsewhere.



Date 2017-02-15

Axel Retzlaff, Director Regulatory Affairs

*[Handwritten signatures and stamps]*

Proprietary Certificate

Erbe Elektromedizin GmbH, Waldhoernlestrasse 17, 72072 Tuebingen, Germany

(7)



101/MI/2017-18/340

May 8, 2017

The Director  
All India Institute of Medical Sciences  
Ansari Nagar  
New Delhi - 110 029.

Regd. Off.:  
DD-36, Kalkaji, New Delhi-110049, INDIA  
Ph: +91-11-26424871, 26428829, 26230607  
Fax: +91-11-26218654, +91-11-26461574  
E-mail: medex@vsnl.com, medex@airtelmail.in  
medexindia@gmail.com, Gram: MEDEXRAY

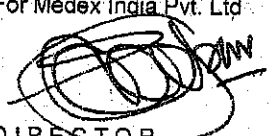
Sub: Submission of our offer for "Combined RF, Argon Plasma and Water Jet Surgical Workstation" - Manufacturer M/s Erbe.

Dear Sir,

We are enclosing herewith the following:

1. Our offer for complete work station covering warranty for 5 years and 5 years CMC thereafter.
2. Undertaking from principal manufacturer for price reasonability
3. Authority Letter
4. Copy of PAC Certificate
5. Copies of Proprietary Certificates
6. Affidavit duly prepared on stamp paper regarding non-black-listing of our company.
7. Affidavit duly prepared on stamp paper regarding rates quoted.

For Medex India Pvt. Ltd

  
DIRECTOR

Branches : ★ BANGALORE ★ CHANDIGARH ★ HAMIRPUR (H.P.) ★ KOLKATA



11/MI/2017-18/340

May 8, 2017

The Director  
All India Institute of Medical Sciences  
Ansari Nagar  
NEW DELHI

**PRICE BID**

ITEM DESCRIPTION : COMBINED RF, ARGON PLASMA AND WATER JET SURGICAL WORKSTATION



Regd. Off.:  
DD-36, Kalkaji, New Delhi-110019 INDIA  
Ph: +91-11-26424571, 26428829, 26230607  
Fax: +91-11-26278654, +91-11-26481574  
Email: medex@rent.com, medex@airtelmail.in  
medexindia@gmail.com Gram: MEDEXRAY

S No.	Art No	Description	Qty	Unit Price (INR)	Total Price (INR)
		(M/s Erbe Medical, Germany)			
1	10180-000	VIO 3 incl. 5 socket modules	1	No.	
2	20189-356	Cable for VIO 3 foot switch, length 5 m	1	No.	
3	20183-067	Monopolar adapter, units, international ø 8 mm (Bovie Jack) for connecting plug ø 2.7 mm (single-pole)	1	No.	
4	10135-000	APC 3 incl. 1 HF-socket module, 1 FIAPC-socket module	1	No.	
5	20134-003	Pressure reducer with sensor for APC 3, with manual connection gas cylinder connector to BS 341 No. 3 m, G 5/8" inside, with hose 0,5 m, with manual connection	1	No.	
6	10160-000	ERBEJET 2	1	No.	
7	20150-101	ERBEJET 2 one-pedal foot switch with ReMode	1	No.	
8	21191-063	Spatula electrode, straight, 2.3 x 19 mm, length 120 mm	1	No.	
9	20180-144	Attachment set VIO 3 and APC 3 to ERBEJET 2 10150-000	1	No.	
		<b>Accessories</b>			
		<b>Reusable hand pencil with facility for swapping between programs</b>			
10	20190-115	VIO ReMode electrosurgical pencil with 3 buttons, only for VIO 3 with connecting cable 4 m and MF plug	15	No.	
		<b>Reusable Thermo fusion hand instrument for open surgeries (for vasculatures upto 7mm)</b>			
11	20195-203	BIClamp 271 T, bent 18°, smooth, length 270 mm with connecting cable 4 m and MF plug, with thermal insulation, for open surgical procedures, e.g. intestinal surgery	5	No.	
		<b>Reusable thermo fusion hand instrument for Laparoscopic surgeries (for vasculatures upto 7mm)</b>			
12	20195-134	BIClamp LAP forceps, Maryland, semi-deep ribbed, shaft ø 5 mm, non-adhesive coating, length 340 mm with connecting cable 4 m and MF plug, complete instrument	5	No.	
		<b>5mm Bowel shaped sealing and cutting hand instrument with maximum of 1.1mm thermal spread</b>			
13	20195-311	BIClision M, ø 5 mm, shaft length 350 mm for open and laparoscopic procedures (pack of 5)	1	Pk.	
		<b>Footswitch with facility for swapping between programs</b>			
14	20188-360	ReMode® two-pedal foot switch for VIO 3, AP & IP X8 Equipment, with connecting cable 5 m	1	No.	
15	20189-351	ReMode® two-pedal foot switch with bracket for VIO 3, AP & IP X8 Equipment	1	No.	
		<b>Reusable Bipolar forceps with irrigation port</b>			
16	20195-152	Bipolar irrigation forceps, bayonet, tip 1 mm, blunt, length 200 mm	5	No.	
17	20188-093	Bipolar connecting cable, VIO, ICC, ACC, international (2-Pin 22 mm), 4 m for bipolar forceps with european flat plug	5	No.	
		<b>Patient plate with equipotential ring</b>			
18	20193-083	ERBE NESSY Ø, split, VIO®, ICC, ACC, non-ERBE units, international contact surface 85 cm², equipotential ring 23 cm², with connecting cable 4 m (pack of 50)	1	Pk	

For Medex india Private Limited

*(Signature)*  
Director

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Sl. No.	Art No	Description	Qty	Unit Price (INR)	Total Price (INR)
		<b>Argon Plasma Coagulation 3 button electro-surgical pencil, connecting cable, probes and applicators for both Laparoscopy &amp; Open Surgery</b>			
19	20132-251	APCapplicator, with filter, shaft 35 mm, rigid, Needle electrode; ReMode, with connecting cable 3 m	1	No.	
20	20132-250	APCapplicator, with filter, shaft 35 mm, rigid, Spatula electrode; ReMode, with connecting cable 3 m	1	No.	
		<b>Argon assisted cutting instrument for open surgery and laparoscopic surgery</b>			
21	20132-254	APCapplicator, with filter, shaft 350 mm, rigid, Spatula electrode; ReMode, with connecting cable 3 m	1	No.	
22	20132-255	APCapplicator, with filter, shaft 350 mm, rigid, Needle electrode; ReMode, with connecting cable 3 m	1	No.	
		<b>Water Jet accessories for Laparoscopy and open surgery</b>			
23	20150-300	Pump (single-use)	1	No.	
24	20150-025	Applicator, curved tip, ø 5 mm, length 183 mm e.g. for urology	1	No.	
25	20150-026	Applicator, curved tip, ø 5 mm, length 336 mm e.g. for laparoscopy	1	No.	
26	20150-061	HybridKnife, I-type, full-stream, ø 2.3 mm, length 1.9 m with connecting plug international (3-Pin)	1	No.	
		<b>Workstation trolley with attached suction unit</b>			
27	20180-000	VIO CART, system carrier for VIO family and modules dimensions: 630 x 940 x 650 mm (WxHxD) weight: 29 kg 4 castors ø 100 mm, of which front two with fixing brake 1 power input 3 power outlets	1	No.	
28	10340-000	ESM 2 suction module	1	No.	
29	20340-002	Rail bracket, plastic for use with suction container 20340-101 and 20340-102	1	No.	
30	20340-003	Change-over valve, rail bracket and 2 silicone hoses, length 300 mm	1	No.	
31	20340-004	Silicone hose, length 600 mm	1	No.	
32	20340-013	Suction bag, 2.5 liters for use with suction container 20340-103	1	No.	
33	20340-103	Suction container, 2.5 liters for use with suction bag 20340-013	1	No.	
34	20340-100	ESM membrane filter for use with silicone hose 20340-004	1	No.	
		<b>Bipolar Scissor for open and laparoscopic surgery with cable</b>			
35	20195-171	Bipolar scissors BiSect 230, bent, length 230 mm incl. protector 20195-194	2	No.	
36	20195-204	LAP BiSect Micro, shaft ø 5 mm, length 350 mm complete instrument	2	No.	
37	20196-107	Bipolar connecting cable, VIO, ICC, ACC, International (2-Pin 22 mm), 4 m for bipolar scissors BiSect	1	No.	
		<b>Laparoscopic cable attachment for Minimal Invasive Instruments</b>			
38	20192-113	Monopolar connecting cable, VIO, ICC, ACC, International ø 8 mm (Bovie Jack), 4 m for CUT and COAG MIS instruments, with connection ø 4 mm	2	No.	
		Total (1 Set)			14,350,000.00
		Less : Buy-back of old machine			150,000.00
		Net Value after Buy-back of old machine			14,200,000.00
		Add: VAT/CST@5%			710,000.00
		<b>Total F.O.R. Destination Price</b>			<b>14,910,000.00</b>

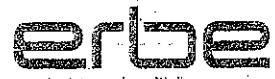
**Terms & Conditions:**

- 1.0 Payment : As per AIIMS Terms
- 2.0 Validity : 1 Year from the date of quotation
- 3.0 Delivery : 6 to 8 weeks after receipt of formal order.
- 4.0 Warranty : The hardware (only generator) will cover warranty for 5 years from the date of purchase.
- 5.0 CMC for 5 years after Warranty:
  - 1st Year: 2.5%
  - 2nd Year: 3%
  - 3rd Year: 3%
  - 4th Year: 3.5%
  - 5th Year: 4%

Dr. P. N. DOGRA  
 Professor & Head  
 Deptt. of Urology  
 All India Institute of Medical Sciences  
 Ansaari Nagar, New Delhi-23, INDIA

For Medical Instruments Division  
  
 Director

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Head of the Department  
Dept. Of Urology  
AIIMS  
New Delhi – 110 029.

4<sup>th</sup> May '2017

Ref: Justifications for Combined RF, Argon Plasma and Water Jet Surgical Workstation

Dear Sir,

Below mentioned is the justification of the Proprietary for the above referred item.

1. Mucosal layers can be raised selectively and serves as safety cushion when resections are conducted (early-stage bladder carcinomas with the Hybrid Knife) the waterjet preserves anatomical structures such as parenchyma and nerves --> prostatectomy open/lap or partial nephrectomy --tissue structures can be separated without damage when various vessels/nerves/tissues has to be exposed (e.g. Lymphadenectomy).
2. The modes of Argon (Pulse, Precise & Force) gives better flexibility and control over different tissue structures as urology involves a high sensitive area.
3. The RF energy platform provides the monopolar & bipolar output as well. This also helps in bipolar resection and underwater saline TURP which is a regular procedure in Urology.
4. Waterjet can be used as a standalone module or as combination of two technologies – HF & Waterjet which provides the below advantages to the user:
  - a) The ESM2 suction module permits good visibility of the target site. Suction may be activated individually or synchronously with water jet.
5. Waterjet can also be used in Nerve preserving prostatectomy and partial kidney resection.
6. In RF energy module, there are more than 10 cutting & coagulation modes.
7. Presence of Bipolar soft Coag, soft coag + and soft coag ++ is an added feature which gives a safe coagulation effect during bipolar resection in saline solution as well as for forceps coagulation.
8. RF energy device offers automatic power adjustment and does voltage control for reproducible cutting & coagulation.
9. Arc control for high energy cutting or coagulation.
10. Power control to maintain constant power levels during coagulation and devitalization.

Erbe Medical India Pvt Ltd. Ground Floor, Jayant Tech Park, 41, Mount Poonamallee High Road, Nandambakkam, Chennai - 600089, India

Phone +91 44 71555 100 / 101  
Fax +91 44 71555 102  
erbe@erbe-india.com  
erbe-india.com

Product Hotline +91 99620 04068  
Service Hotline +91 99620 47857

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Chennai Branch  
Current Acc. No. 5006846-00-0  
Swift Code: BFSW33HAN

Erbe Elektromedizin GmbH  
Waldhoernalstrasse 17  
72072 Tuebingen  
Germany

Kreissparkasse Tuebingen  
Konto 141  
SWIFT(BIC) SOLADES1TUB  
IBAN DE54 2415 0720 0000 0001 41

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erbe

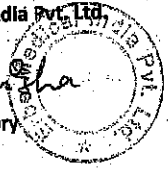
11. With its modern REMODE ACTIVATION concept, Erbe has developed a remote control where using the foot switch or handle, users can alternate independently between preselected instrument settings without a second user.
12. Using Argon is a non-contact procedure and no sticking of the instrument tip to the tissue.
13. With Argon adjustable dosage of penetration depth leads to safer application.
14. Limited perforation risk with Argon.
15. Minimal carbonization and smoke plume formation.

Shall you have any further clarification, please get back to us.

With Regards,

For Erbe Medical India Pvt. Ltd.

*Manisha*  
Authorized Signatory



Erbe Medical India Pvt Ltd. Ground Floor, Jayent Tech Park, 41, Mount Poonamalle High Road, Nandambakkam, Chennai - 600089, India

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