

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

(STORES SECTION (DO)

Dated: 15th July 2017

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

Date: 15" Jun 2017

Angum Massaulton Subject: Proposal for court has end Combined RF Argon Plasma and Waterjet Surgical work department of Urology at AllMS - Inviting comments thereon.

Combined RF Arthe Institute is in the process to purchase Combined RF Argon Plasma and Waterjet Coasis for Surgical work Station on buy back basis & on PAC basis for department of Urology at AIIMS, Complete Delhi-140E029 in from M/s ERBE Elektromedizin GmbH, Germany (OEM) through their the plantagent M/s Medex India: Pvt. Ltd. New Delhi-19. The proposal submitted by M/s Medex India: Pvt. Ltd. New Delhi-19. The proposal submitted by M/s Medex India: Pvt. Ltd. New Delhi-19. The proposal submitted by M/s Medex India: Pvt. Ltd. New Delhi-19. The proposal submitted by M/s Medex India: Pvt. Ltd. New Delhi-19 are acquisifications and other related documents are attached for ready reference.

for open information to submit objections, no produce comments, if any from any/manufacturer regarding proprietary nature of the equipment/item (within issue of 15 days giving reference Ref. No.05/Stores (DO)/Uro/PAC/2017-18/FSC. The cores Cific comments should be received by office of Sr. Stores Officer, Stores Section (DO), Animal Aliks on House Building Near Biotechnology Building at AliMS on or before 31.07.2017 upto 12.30 or vendor prim realing which it will be presumed that any other vendor is having no comment to offer and case will be decided on merits.

Yours faithfully,

. Salstores deficer Yours faithfully,

SR. STORES OFFICER

Encl: Related documents enclosed.



WorkStation.

An Integrated RF, Argon and Kinetic energy surgical platform which can dissect, coagulate and seal the tissues during open and laparoscopic surgeries. System should comprise of below

RF Energy Platform -Electro surgery unit with Thermo fusion (Vessel Sealing)

rowa shifty

is the last threat is the fall

Manufacture of the Paris

3.66年以前以内部。

an for Engolar kraitsketenta.

Projection (policy)

หรางหล่าง <mark>สมเด็จ</mark>ส์สิกการ

accessory assertient

phings bigging colony constrains

dealestation of the material group.

The electro surgical generator should be a 400watt touch screen display with 15 digital signal processors.

ammo nichtel Basia nach

osinments t

case will be

- pagnar & vessel speigt with in-east e.g. Unit/should facilitate functions of monopolar, bipolar & vessel sealer with in-built regulated power supply adapter for bipolar resection.
- Unity should have a Stepguide suggesting appropriate setting configurations for every spambriate setting obliguración 🍽 🖰 instrument and application. Cilia Madada ar d'Addocation e Turk hasa Cambinal RF A**lba**
- rens , esc in outle escar Dial art, a The system should make 25 million measurements / sec for better tissue effect and should measure tissue impedance through power peak system. take E of PAC rass for **Secure wo**
 - System should have wifi compatibility for future OR integration.
- is the compression of the control of any instrument.
- and the decision of the state o the sterile field.
 - ·Unit should have high out mode for monopolar TUR-R or TUR-R こうがん こうがっこう しょうかい かんかん (あの) いだい (あの) いっぱい かんしょう アンドラ かんしょう しょうりょう しゅうしゅう しゅうしゅうしゅう しゅうしゅう しゅうしゅうしゅう しゅうしゅう しゅう
 - Each socket should support the Autostart function for bipolar instruments.
 - Unit should have the facility for socket exchange as a special of house of the second second
 - Unit should have Soft Coagulation mode with quick start function for any open or laparoscopic MAN TERMENTO TENDENCE DI MANO application
 - Unit should have PreciseSect mode for optimized dissection in open or laparoscopic cases
 - The generator should work on a supply voltage of 100 120 VAC & 220 240 VAC . The generator should work on a supply voltage of 100 120 VAC & 220 240 VAC .
 - Power consumption at Max HF power should be 550 watts with max pulse power consumption of 1600 waits:
- Should have a special Coagulation mode called "Thermoseal" with auto start function for Coagulation mode called क्रिक विक्रिक्त सुरक्षित स्थापित । स्थाप highly vascularized tissue bundles and vessels upto 7mm diameter and min. burst 360mmHg agio 7mm diameter one sist, bein 065 burst pressure.
 - Unit should have an AutoCut bipolar mode to facilitate bipolar cutting instruments...
 - Supply frequency should be in the range of 50 -60 Hz.
 - Unit should have the facility to store 1800 programmes or applications.
 - Unit should have the facility to show the active instruments on the screen display.
 - The generator should have an inbuilt feature of accessory assignment.
 - The unit should have high cut bipolar to facilitate bipolar resectoscopes.
 - The generator should be compatible with Argon plasma coagulation unit having forced APC,

pulsed APC and precise APC modes.

Page 2 of 12



- The generator should be compatible with hydrojet to facilitate use of unique hybrid technology instruments for partial nephrectomy/en-bloc resection of prostrate
- Unit must be compatible with Intelligent smoke evacuation module and suction module.
- Unit should support Nessy as a neutral electrode.

Argon Plasma Coagulation

For management of bleeding and devitalisation of tissue abnormalities achieved by optimal coordination with RF generator

- The Argon Plasma Coagulation system should have automatic parameters setting for various types of instruments and automatic depth controlled plasma regulation.
- Should have three different APC modes suitable for different indications
 - Precise APC adjustment made using the effect settings
 - Pulsed APC adjustment made using the parameter power settings
 - Forced APC adjustment made using the parameter power settings
- Should have Adjustable argon flow rate from 0.1L/min to 8L/ min in steps of 0.1 L /min with automatic regulation of selected flow rate.
- Should have the facility to use Argon plasma coagulation and monopolar coagulation simultaneously
- Should have automatic monitoring of flow rate and Argon supply and auto purge facility. It should have the facility to connect with central gas supply.
- Should give visual display of argon gas bottle content and should give Acoustic alarm when bottle content reaches a minimum.
- Should have facility for activation of unit by foot pedal of the Electro Surgical unit.
- Should have facility to use in double balloon endoscopy procedures.

. Should have facility for Argon supported cutting and coagulation

Page 3 of 12



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 fcotswitch 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 tusion 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



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

PROPRIETORY/SPECIFIC BRAND GOODS CERTIFICATE

- Combined RF, Argon Plasma and Water Jet with No. required along Item/Type/Model Surgical Work Station specification
- Is the item a spare part attachment or accessory for an No 2. existing equipment
- Name of the manufacturers/Supplier of the item M/s Erbe, Germany / M/s Medex India (P) 3. Ltd., New Delhi proposed by the indenter.
- Are they sole manufacturers/sold distributors of the Yes
- Is there any other item with similar/equivalent No 5. 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 advantage/cost effectiveness of the recommended item from these offered by other.

source of supply of use other substitutes.

What were the efforts made to locate alternative Internet/No other alternative source for supply of other substitutes

Why open/limited tender can't be resorted to, for These are proprietary items of M/s Erbe locating alternative source.

Are the proprietary items certifying that the rates are Rates certificate from the firm is enclosed reasonable or not.

source.

Any other justification for procuring item from single Only single Manufacturer

The above mentioned information is provided by the firm.

Signature of Indenter (Demanding Officer) डा॰ पी॰एन्ट्रुशासक्/इहिम्मिली, DOGRA

I certify that the item at St. No. Labove 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)





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, Waldhoemlestrasse 17, 72072 Tuebingen, Germany and these products are not manufactured elsewhere.

Proprietary Certificate

The second secon

medizin GmbH Waldhourniestrelle 17 72072 Tuebingen German

Page 6 of 12





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, Waldhoemlestrasse 17, 72072 Tuebingen, Germany and this product is not manufactured elsewhere.

Deba 2017-03-35

ovel Retzieff, Director Regulatory Affairs

Proprietary Certificate

Erba Elektromedinin Grobit Weldingerniesträße 17 72072 Yustalngen Germany





DD-36, Kalkaji, New Belhi 10049 NDIA Ph. +91-11-26424871, 2642889, 26430607 Fex: +91-11-26218654. 91-11-26461574 E-mail.medexi@vanl.com, medexi@ainelmail.n

101/MI/2017-18/340

May 8, 2017

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

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

the first of the state of the s

Dear Sir.

We are enclosing herewith the following:

- 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 Medey India But 1 td

Branches: * Bangalore * Chandigarh * Hamirpur (H.P.) * Kolkata



ी/MI/2017-18/340

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



MEDEX India (P) Ltd.

_						la@gmail.com Gram
Nö.	Art No	Description	Qty		Unit Price (INR)	Total Price (INR)
	-	The second secon	~- ,	·	2 *** 2 ***	, v ir i zvei
	1 1 1 2 2 2	(M/s Erbe Medical, Germany)	Η.	 		
		VIO 3 Incl. 5 socket modules	1	No.	300 4	
1						,
2	20189-355	Cable for VIO 3 foot switch, length 5 m	Ľ	No.		<u></u>
3	1000	Monopolar adapter, units, international ø 8 mm (Bovie Jack) for connecting plug ø 2-7 mm (single-pole)		No.	, h	Labara
4	10135-000	APC 3 incl. 1 HF-socket module, 1 FiAPC-socket module		No.	- 12-60	
5·		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		ERBEJET 2	-1	No.		: "
_		ERBEJET 2 one-pedal foot switch with ReMode	_	No.		
7.	20100-101	Spatula electrode, straight, 2.3 x 19 mm, length 120 mm		No.		
8	21191-003	Attachment set VIO 3 and APC 3 to ERBEJET 2 10150-000	H	No.		
9	20180-144	Anachment set VIO 3 and APO 3 to ENDEDE 1 2 10150-000		140.		
			 	ļ		
		Accessories	L			
		Reusable hand pencil with facility for swapping between programs		L		<u> </u>
D	20190-115	VIO ReMode electrosurgical pencil with 3 buttons, only for VIO 3 with connecting cable 4 m and MF plug	()	No.		The state of the s
	100	Reusable Thermo fusion hand instrument for open surgeries			[
	4	(for vegenlatures unto 7mm)	100	1.0		المعيد المائد
1	20195-203	BiClamp 271 T, bent 18°, smooth, length 270 mm with connecting	5	No.	Maria de Carles	
٠,٠	****	cable 4 m and MF plug, with thermal insulation, for open surgical	ľ	. :		
		procedures, e.g. intestinal surgery	_	┞		
	. "	Reusable thermo fusion hand instrument for Laparoscopic	ļ	1		٠
		surgeries (for vasculatures upto (7mm)	 	1		
12	20195-134	BiClamp LAP forceps, Maryland, semi-deep ribbed, shaft Ø 5 mm.	1.3	NO.		
		non-adhesive coating, length 340 mm with connecting cable 4 m	ŀ			
		and MF plug, complete instrument 5mm Bowel shaped seating and cutting hand instrument with	H			
	,		٠,			
10	20195-311	maximum of 1.1mm thermal spread BiCision M. Ø 5 mm, shaft length 350 mm for open and	11	Pk	· · · · · ·	
13	ZV 80-311	laparoscopic procedures (pack of 5)	1	Ι "	1	
	 	Footswitch with facility for swapping between programs	 	1		
	100100 250	ReMode® two-pedal foot switch for VIO 3, AP & IP X8 Equipment;	ti	No		
4	20100-350	with connecting cable 5 m	Ί΄	1		
15	20169-351		1	No.		
	20103-301	Equipment	Ľ		1	
	 	Reusable Bipolar forceps with Irrigation port	Т	Ι	······································	' .
16	201GR-162	Bipolar irrigation forceps, bayonet, tip 1 mm, blunt, length 200 mm	5	No.		
ū	20190-102	Collected studies and collected and a second configuration and second collected and second co	ĺ.			, ,
17	20199-053	Bipolar connecting cable, ViO, ICC, ACC, International (2-Pin 22	5	No.	· · · · ·	
.,		mm), 4 m for bipolar forceps with european flat plug	L	L	L	
		Patient plate with equipotential ring	1	1		<u> </u>
18	20103.093	ERBE NESSY Ω, split, VIO®, ICC, ACC, non-ERBE units	1	Pk		1.0
10	20180-000	International contact surface 85 cm², equiptential ring 23 cm², with	1	Ι'''		ļ
	1	connecting cable 4 m (pack of 50)	1	L	Ι.	





1						
10.	Art No	Description	[aty	Unit Price (INR)	Total Price (INR)
ð			Г	Π.		
		Argon Plasma Coagulation 3 button electrosurgical pencil, connecting cable, probes and applicators for both Laparoscopy & Open Surgery				
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	l	No.		
		Argon assisted cutting cutting instrument for open surgery and laparoscopic surgery	l			
21		APCapplicator, with filter, shaft 350 mm, rigid, Spatula electrode; ReMode, with connecting cable 3 m	l	No.		
22	20132-255	APCapplicator, with filter, shaft 350 mm, rigid, Needle electrode; ReMode, with connecting cable 3 m	1	No.		
		Water Jet accessories for Laparoscopy and open surgery	L.	<u></u>		`
23		Pump (single-use)		No.		,
24	20150-025	Applicator, curved tip, ø 5 mm, length 183 mm e.g. for urology		No.		
25		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.		2.1
		Workstation trolley with attached suction unit		- 2	4 1 1 HAV 2	Action to the second
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,	1.	No.	e de V	
		of which front two with fixing brake 1 power input 3 power outlets				
28		ESM 2 suction module		No.		
29		Rail bracket, plastic for use with suction container 20340-101 and 20340-102	1	No.		
30		Change-over valve, rail bracket and 2 silicone hoses, length 300 mm		No.	3 - 5 - 6	
31	20340-004	Silicone hose, length 600 mm	1	No.		
33	20340-013	Suction bag, 2.5 liters for use with suction container 20340-103 Suction container, 2.5 liters for use with suction bag 20340-013		No.	<u> </u>	
34		ESM membrane filter for use with silicone hose 20340-004		No.		
34	20340-100	Bipolar Scissor for open and laparoscopic surgery with cable	<u>-1</u> - :	NO.		
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, ICQ, ACC, International (2-Pin 22 mm), 4 m for bipolar scissors BiSect	1	No.		7.4
		Laparoscopic cable attachment for Minimal invasive instruments				
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		No.		
<u> </u>		Total (1 Set)	-	-	W **	14,350,000.00
. :		Less : Buy-back of old machine		-		150,000.00
<u> </u>			2000	1		
		Net Value after Buy-back of old machine	Ŀ	 		14,200,000.00
		Add: VAT/CST@5%	إنظ		<u> </u>	710,000.00
	177	Total F.O.R. Destination Price		<u> </u>		14,910,000.00

Terms & Conditions:

1.0 Payment : As per AIIMS Terms
2.0 Validity : 1 Year from the date of quotation : 1 Year from the date of quotation : 6 to 8 weeks after receipt of formal order. : 7 Year family (1) Year from the date of quotation : 7 Year family (1) Y

2nd Year: 3% 3rd Year: 3% 4th Year: 3.5%

5th Year: 4%

For Neder India 17

Page 2 of 2





Head of the Department Dept. Of Urology AliMS New Delhi – 110 029. 4th 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.
- 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 care 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.
- 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 Popnamalia High Road, Nandambakkam, Chennal - 600089. India





- 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

Authorized Signatory

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