

**ALL INDIA INSTITUTE OF MEDICAL SCIENCES  
ANSARI NAGAR, NEW DELHI-29.  
STORES SECTION (DO)**

**Ref. No. 01/Stores(DO)/Nephro/PAC/2019-20/FSC**

**Dated-03/05/2019**

**Sub:- Purchase of "Spectra Optia Cell Separator on Rental Basis - 01 No. and consumbales" for the Department of Nephrology at AIIMS, New Delhi-110029, on proprietary basis Inviting comments thereon.**

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The Institute is in the process to purchase "Spectra Optia Cell Separator on Rental Basis - 01 No. and consumbales" at AIIMS, New Delhi from M/s. M/s. Terumo Penpol Pvt. Ltd. through M/s. AVN Healthcare. The PAC Certifications by M/s. M/s. Terumo Penpol Pvt. Ltd. as well as the user department are attached.

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 15 day from the date of issue/uploading of the notification giving reference No. 01/Stores(DO)/Nephro/PAC/2019-20/FSC. The comments should be received in office of Stores Officer (FSC), Store Section (DO), Animal House Building, Near Biotechnology Building at AIIMS on or before 20/05/2019 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,

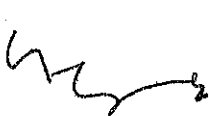
  
SR. STORES OFFICER (DO)

Encl: Related documents enclosed.

# Spectra Optia Cell Separator-Specification Qty-01 No.

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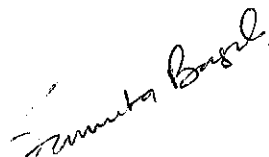
1. Should be able to perform
  - a. Therapeutic Plasma Exchange
  - b. Secondary plasma processing for ABO incompatible organ transplant.
2. Continuous Flow Cell Separation.
3. Built in color graphic LCD touch screen for display of all vital parameters.
4. Fully automated loading, priming and procedure operation.
5. Low extracorporeal volume range approximately near 190 ml.
6. Blood flow range 5ml-140 ml per minute to accommodate adult and pediatric patients.
7. Built in safety features such as access and return pressure sensors and air bubble detectors.
8. Color coded disposables set for easy identification and training.
9. Should be able to do automatic column priming by the machine.
10. Should have provision to convert TPE procedure from dual needle mode to single needle mode without the use of additional hardware.
11. Should have graphical display of kit installation for easy loading.
12. Should be able to load pumps, valve and sensors automatically by the machine for shorter loading time.
13. System should be able to do platelet flush by monitoring buffy coat thickness in order reduce platelet loss.
14. System should have
  - a. custom option to enter % of citrate content in the replacement solution.
  - b. Blood prime recommendation for the safety of pediatric and anemic patients.
  - c. Provision to initiate bolus and record the volumes.
  - d. Be able provide current fluid balance details for better monitoring of patients
  - e. Provision to draw air from return line back into the system for patient safety
  - f. Able to perform TPE and column procedure using single kit type.
  - g. able to regulate pump speeds based on type of replacement solution
15. Graphical representation of fluid balance to easily assess patient condition.
16. Upgradable for future protocols.
17. Built in tube sealer.
18. Built in TPE and SPD protocols.
19. Should be easily portable for bedside procedure
20. Built in storage facility for up to 100 procedures data.
21. Should have facility to consider blood warmer volume to calculate fluid balance as it is critical for pediatric cases
22. AC infusion rate management should be done.
23. System should be able to regulate pump speeds based on type of replacement solution



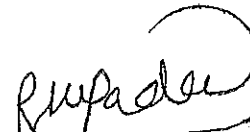
(Dr. S.K. Agarwal)  
Professor & Head



(Dr. D. Bhowmik)  
Professor



(Dr. Soumita Bagchi)  
Associate Professor



(Dr. R.K. Yadav.)  
Asstt. Professor

# TERUMO PENPOL®

North Zone Sales Office : TERUMO PENPOL PRIVATE LIMITED 3E/9, 2nd Floor, Jhandewalan Extension, New Delhi - 110 055.  
Ph. : 011 4692 1062, Fax : 011 2351 6298 E-mail : tpdelhi@airtelmail.in Web : www.terumopenpol.com  
CIN : U33112KL1985PTC004531

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## SECATION-XIII

DATE - 14/03/2019

### MANUFACTURER'S AUTHOURISTATION FORM

The 'Director'  
All India Institute of Medical Science  
Ansari Nagar, New Delhi-110029, India.

Dear Sir,

Ref: your TE document No \_\_\_\_\_ dated \_\_\_\_\_

We, **TERUMO PENPOL Private Limited** with its registered office at **I-2, Jawahar Nagar, Kowdiar P O, Thiruvananthapuram - 695 003, Kerala, India**, affiliate of **Terumo BCT, Inc.** who are proven and reputable manufactures of **SPECTRA OPTIA** Apheresis machine having factories at **Denver, Colorado, US** hereby authorise Messrs **AVN Healthcare WZ-48A, Opposite M-Block, Near DDA Market, Shakurpur, Delhi-110034 Ph-9810876086** to submit a bid, process the same further and enter into a contract with you against your requirement as contained in the above referred TE documents for the above goods manufactured by us.


We further confirm that no supplier or firm or individual other than Messrs. **AVN Healthcare WZ-48A, Opposite M-Block, Near DDA Market, Shakurpur, Delhi-110034 Ph-9810876086** is authorised to submit a bid, process the same further and enter into a contract with you against your requirements as contained in the above referred TE documents for the above goods manufactured by us.

We also hereby extend our full warranty, CAMC as applicable as per clause 15 of the General Conditions of Contract, read with modification, if any in the special Conditions of the goods and services offered for supply by the above firm against this TE document.

We also hereby confirm that we would be responsible for the satisfactory execution of contract placed on the authorized agent and the spares for the equipment shall be available for least 10 years from the date of supply of equipment.

We also confirm that the price quoted by our agent shall not exceed the price which we would have quoted directly.



  
Yours faithfully,  
Syed Zayaul Haque  
Regional Sales Manager (North)

**TERUMO PENPOL Private Limited I-2, Jawahar Nagar, Kowdiar P O,  
Thiruvananthapuram - 695 003, Kerala, India, affiliate of Terumo BCT, Inc.**

Note: 1. This letter of authorisation should be on the head of the manufacturing firm and should be signed by a person competent and having the power of attorney to legally bind the manufactures.

2. original letter may be sent.

**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	Therapeutic Apheresis Machine, Spectra Optia.
2.	If the item a spare part attachment or accessory for an existing equipment	No, this is a Therapeutic Apheresis Machine, Spectra Optia.
3.	Name of the manufacturers / supplier of the item proposed by the indenter.	M/s Terumo BCT, Inc, USA, and M/s Terumo Penpol Pvt. Ltd. New Delhi. Through :- M/s AVN Healthcare, Delhi.
4.	Are they sole manufacturers/ sold distributors of the Item.	Yes
5.	If there any other item with similar/ equivalent 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 offered by other.	No
6.	What were the efforts made to located alternative source of supply or use other substitutes.	Not applicable (Close System)
7.	Why open/ limited tender can't be resorted to, for locating alternative source.	Proprietary (Close System)
8.	Are the proprietary items certifying that the rates are reasonable or not.	Reasonable
9.	Any other justification for procuring item from single source.	Proprietary item.

Signature of Indenter  
(Demanding Officer)

*Sanjay Kumar*  
*Dr. Sanjay Kumar*

(COUNTERSIGNED)  
(Head of the Department)

*Dr. Sanjay Kumar Agarwal*  
MD, FRCP, FAMS, DNB, FISH, FICP, MNAMS  
Professor & Head  
Department of Nephrology  
AIIMS, New Delhi-110029

*Dr. Sanjay Kumar*  
MD, FRCP, FAMS, DNB, FISH, FICP, MNAMS  
Professor & Head  
Department of Nephrology  
AIIMS, New Delhi-110029

I hereby certify that the item at Serial No. \_\_\_\_\_ above is required to be procured on single tender basis, as the source of supply is definitely known/ specified brand proposed by the indenter and functional requirements and limited tender system could be dispensed with as they would serve our purpose in this particular case.

(Strike out whichever is not applicable)

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Ph. : 011 4692 1082, Fax : 011 2351 8298 E-mail : tpdelhi@airtelmail.in Web : www.terumopenpol.com  
CIN : U33112KL1985PTC004531

Date: 15/04/2019

To,  
The Head of the Department  
Department of Nephrology  
AIIMS, New Delhi

**Subject: - Proprietary features of Spectra Optia therapeutics Apheresis Machine**

Dear Sir,

We would like to bring to your kind notice that our device is unique based on the following features which is not available with other devices. We would like to highlight the benefits as below.

Features	Specification	Benefits
Lowest extra corporeal volume in the interest of patient's safety	Continuous Flow Cell separation	Continuous flow cell separators efficiency is higher than intermittent flow cell separators. They also give inline leuko reduced platelet product which is very helpful for cancer patients. This is the only device which is safest because of its feature of having lowest extra corporeal volume i.e. minimum blood outside the patient's body.
Latest Technology- Spectra Optia have CCD camera with superior interface detection, monitoring and controlling	Built in AIM system using high speed camera in all protocols  On-screen real-time image display of interface position to facilitate changes for optimal collection	Camera technology is the latest and superior to traditional interface monitoring mechanisms used by various cell separators. It enables the system to analyze interface position pixel by pixel and control precisely. It gives superior product quality. This is unique and proprietary  Image display helps the operator ensure that the cells are moving through collect port appropriately and customize based on auto/allogenic collection
Availability of Inbuilt tube sealer		Therapeutic procedures are done mostly in ICU and wards. Attached tube sealer helps the operator seal waste blood components. This avoids spillage and spreading of contaminants.
Protocols	Column Procedure	Not available with any other device and its unique with us
Maximum no of protocols only	TPE	Used for patients having Myasthenia Gravis, Guillian Barre Syndrom, Snake bite and poisoning cases.

# TERUMO PENPOL®

available with our device	RBCX MNC PMN, WBCD, PLTD BMP SDP	Used for patients having Sickle cell anemia, Thalassemia Used for patients having blood cancer  Used for patients undergoing liver transplant and kidney transplants.
Traceability	Built in storage facility for up to 100 procedures data	Therapeutic procedures are done on patients who are critically ill. In case of any adverse event, Department can trace back and analyze the events recorded in the system. This is unique with us and not available with any other device
Storage facility	Hard Disk Storage	Spectra optia stores procedures in the hard disk which is used for detailed analysis. This is unique with us.
On screen Trouble shooting	On screen trouble shooting	On screen trouble shooting guide only available with us
Color codes	Color coded disposables set for easy identification	<ul style="list-style-type: none"> <li>- Reduces training time</li> <li>- Reduces operator mistakes</li> <li>- Easy troubleshooting</li> </ul>
Safety Box	Safety Box	<ul style="list-style-type: none"> <li>- Maximum procedure time</li> <li>- Post platelet count of the donor</li> <li>- Post HCT count of the donor.</li> <li>- This feature is unique with us and not available with any other device.</li> </ul>
Blood Prime recommendation	Blood Prime recommendation	This features enables automatically recommendation of blood priming which is not available with any other device and its unique with us

Thanking and assuring best of our services

Syed Zayaul Haque

Regional Sales Manager

For Terumo Penpol Pvt Ltd

