

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

Ref. No. 15/SO(DO)/Uro/PAC/22-23/FSC-II

Date: 22.12.2022

Subject : Purchase of **Intra operative Ultrasound system for Open Lap and Robotic Surgeries- 01 No. on proprietary basis - inviting comments thereon.**

On specific requirement of Deptt. of Urology, Store Section (DO) is in the process of procurement of **Intra operative Ultrasound system for Open Lap and Robotic Surgeries- 01 No. on proprietary basis** from M/s. Healthware Pvt.Ltd.(Principal M/s. B.K. Medical). Following documents have been submitted by the firm.

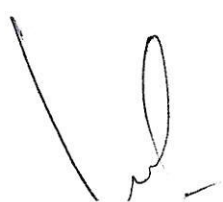
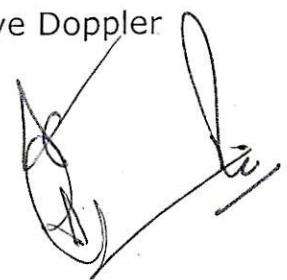




1. Technical Specification duly signed by TSEC.
2. Departmental PAC Certificate
3. PAC cum compatibility Certificate (By the firm)
4. Performa Invoice from principle/authorized distributor M/s Healthware Pvt.Ltd.
5. Manufacturer's Authorization Certificate of M/s B.K. Medical.
6. GEM non availability Certificate.
7. Item exemption list.
8. Land Border Declaration.

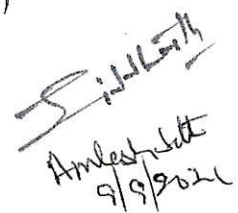

Now, in view of the above, the said proposal is uploaded on AIIMS website for period of 15 days with the view to invite objections w.r.t. proprietary nature of the product from the OEC's or their authorized distributors. The comments/objections if any should be received in office of Store Officer (FSC), Store Section (DO), Animal House Building, Near Biotechnology Building at AIIMS on or before 09.01.2023 upto 12:00 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.


STORES OFFICER (FSC)

Specifications for Intraoperative ultrasound system for open lap and robotic surgeries - One unit

- A. Should have short boot time not more than 60 seconds
- B. Should have Ultra High Resolution for Imaging and Doppler
- C. Should have graphic processing unit for faster work process.
- D. Should have speckle reduction technology for enhancing tissue margins for better anatomical visualization and to improve better organ anatomy from different angles
- E. Should have optimization of ultrasound image formation by using multi channel synthesis technology to reduce noise and artifacts
- F. Should have 19" flat panel monitor with swivel facility
- G. Should have back illuminated keyboard
- H. Control panel should be sealed and spill proof for easy cleaning and disinfection
- I. Should have height adjustable mechanism with control panel
- J. Should have facility to compensate the motion related imaging artifacts
- K. Should have technology to maintain auto focus for entire imaging depth
- L. System should have auto axial and lateral gain facility
- M. Should have DICOM and Wifi capabilities
- N. Should have an internal hard drive to store images
- O. USB flash memory drive should be the part of the system
- P. Should be of latest generation digital beam former technology
- Q. Sterilizable remote control for convenient control of the system in the sterile field should be supplied
- R. Imaging Modes: System should have following modes:
 - a. B mode
 - b. M Mode
 - c. Color Doppler
 - d. Power Doppler
 - e. Pulsed Wave Doppler
 - f. Continuous Wave Doppler

Amlesh Mittal
9/9/2021

g. Tissue Harmonic Imaging

h. Contrast Imaging

S. In Doppler mode, system should have technology to detect high flow in ROI and place Doppler gates automatically and should provide angle independent doppler velocity measurements.

T. Should have facility to connect at least four transducers.

U. Transducer should have pin less connector for easy insertion and to reduce noise

V. Convex, linear and transrectal transducers should have programmable start and stop buttons.

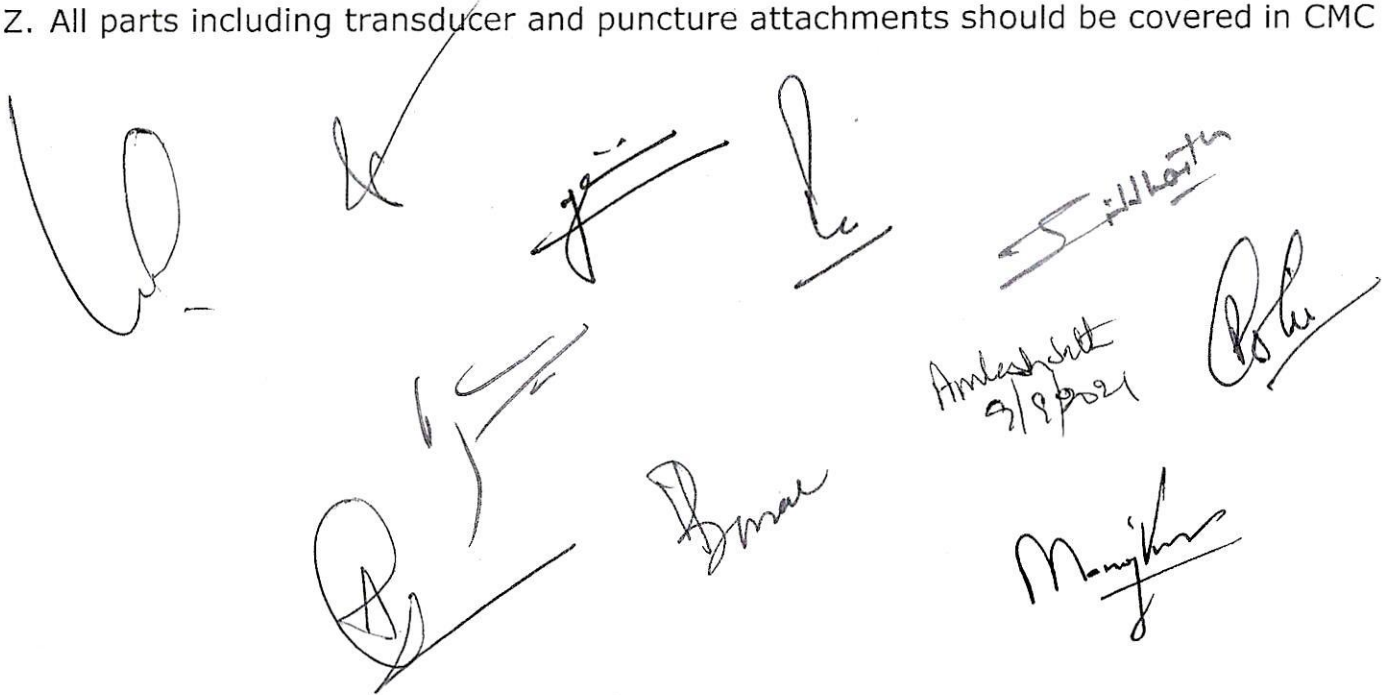
W. All quoted transducers should be fully immersible for easy sterilization and also compatible with standard sterilization methods like Sterrad and Steris systems.

X. The system should be USFDA and CE/BIS approved.

Y. The following transducers are to be supplied along with the scanner:

- 2-6MHz convex abdominal transducer with an Autoclavable puncture attachment
- 4-12 MHz trans rectal probe with simultaneous biplane imaging facility to visualise sagittal as well as transverse plane of prostate. The same probe should have end fire array for scanning the apical areas of the prostate. It should have puncture attachment for transrectal as well as transperineal biopsy.
- 3-14 MHz linear transducer with angle independent velocity measurements for vascular, small parts, testes, breast and thyroid scans should be quoted. System should be able optimizes Doppler parameters automatically.
- 12-4 MHZ four way deflectable laparoscopic transducer.
- Drop-in Transducer enabling access to complex organs which is unique and fully immerse able transducer for easy sterilization having noise reduction feature in ultrasound image with one-handed operation. It should have frequency 12 to 4 MHz. It should be compatible with contrast imaging.

Z. All parts including transducer and puncture attachments should be covered in CMC


 A collection of handwritten signatures and initials in black ink, including names like 'S. Sillkath', 'Amlesh Chit', '9/8/2021', 'Rohit', 'Manglik', 'D. Mar', and several other illegible signatures.


ALL INDIA INSTITUTE OF MEDICAL SCIENCES
ANSARI NAGAR, NEW DELHI - 110029


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Proprietary Article Certificate (PAC) (Machinery & Equipment)

- (i) The indented goods are manufacture by M/s..... BK Medical.
- (ii) Item Name: BK 5000 Glau. Doppler USC system.
- (iii) Model No:..... 2300-S1.
- (iv) Vital Technical Performance Parameters required which makes the requirement proprietary## 1) Robotic drop-in probe. for intra-operative ultrasound during robotic surgeries.
2) 4 way laparoscopic probe for use in laparoscopic surge.
3) Faster boot. during surgical use.
- (v) No other make or model is acceptable for the following reasons:..... other manufactures.
 - Robotic drop-in probe. (small size) is not available with any.
 - 4 way lap probe. is not available, and is a necessity.
 - Rapid booting is essential for intra-operative use.

It is certified that market survey has been done and found that no other manufacturer is manufacturing similar/equivalent specifications which can fulfill the vital requirements of end user.



DR. RAJESH KUMAR
 Associate Professor
 Department of Urology
 All India Institute of Medical Sciences, New Delhi-110029



DR. RISHI NAYYAR
 Associate/Additional Professor
 Department of Urology
 All India Institute of Medical Sciences, New Delhi-110029

Signature of TSEC

With Name, Designation, Department and Hospital/Institute/DGHS

Note 1: TSEC should clearly mention the vital functional parameters requirements which end user essentially require and are manufactured by only one manufacturer mentioned in serial no. (i).


DR. RAJESH KUMAR
 Associate/Professor
 Department of Urology
 All India Institute of Medical Sciences, New Delhi-110029


DR. RISHI NAYYAR
 Associate/Additional Professor
 Department of Urology
 All India Institute of Medical Sciences, New Delhi-110029



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

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Proprietary Article Certificate (PAC)



1.	The indented goods are manufactured by M/s	:	M/s B.K.Medical, Denmark
2.	Item Name	:	Intraoperative Ultrasound System for Open Lap and Robotic Surgeries
3.	Model/Part/Catalogue No.	:	BK5000
4.	Reasons/Justification which makes the requirement Proprietary##	:	Single manufacturer, Proprietary Item

1. It is certified that market survey has been done and found that no other manufacturer is manufacturing similar / equipment specifications which can fulfill the vital requirements of end user.



2. It is certified that the purchase is proposed to be made on proprietary usage basis because any other material/equipment/instrument/Chemical etc. if used will lead to deviation and affect the integrity/accuracy, validity or analysis of the assignment/patient care.

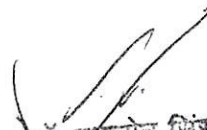

##Note: 1.: TSEC should clearly mention the vital functional parameters requirements which end user essentially require and are manufactured by only one manufacturer mentioned in serial no.1.

Signature of Indenter
(Demanding Officer)


 **डॉ. रishi नय्यर**
Dr. RISHI NAYYAR
 अवर-अचार्य/Additional Professor
 मूत्रपेश विभाग/Department of Urology
 अ.भा.आ.सं., आई.एम.एस., नई दिल्ली-110029

(Counter Signed)
(Head of the Department)


 **डॉ. मनीष कुमार**
Dr. MANOJ KUMAR
 सहायक-अचार्य/Associate Professor
 मूत्रपेश विभाग/Department of Urology
 अ.भा.आ.सं., आई.एम.एस., नई दिल्ली-110029


 **डॉ. प्रभजोत सिंह**
Dr. PRABHJOT SINGH
 अवर-अचार्य/Additional Professor
 मूत्रपेश विभाग/Department of Urology
 अ.भा.आ.सं., आई.एम.एस., नई दिल्ली-29


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 अ.भा.आ.सं., आई.एम.एस., नई दिल्ली-110029

All India Institute of Medical Sciences,
New Delhi



Date: September 14th, 2021

Proprietary Article Certificate

Proprietary Article Certificate for BK5000 Color Doppler Ultrasound System.

Dear Sir,

BK Medical Aps who is proven and reputable manufacturers of various models High End Ultrasound Systems is pleased to confirm the following:

1. Twin Cam Pinless Zero Insertion Force connectors- reduce noise and are designed to be connected and removed with one hand
2. Synthetic Transmit Aperture (STA)- entire image is focused with sharp image quality throughout depth
3. Autogain- auto-optimized imaging without need of adjustment. Automatic equalization of gain continuously during scanning
4. Faster boot up time of 60 sec and shut down time of 10 sec
5. Programmable start-stop button/s on Bk transducers- unique smart button/s can activate it and select, freeze, print and store images with a simple press
6. Sterilisable wireless remote control- for surgeon's control from sterile field
7. Four way deflatable laparoscopic transducer with inbuilt biopsy channel.

are being solely manufactured by us having factories / locations at 8, Centennial Drive, Peabody, MA 01960, USA and Mileparken 34, DK- 2730 Herlev, Denmark. No company in the world is manufacturing such items as of now.

These items are proprietary of BK Medical.

Kind regards
BK Medical

Dorthe Jensen
Manager, Global Distributor Sales



Dr. RAJEEV KUMAR
आचार्य/Professor
पुरुष विज्ञान विभाग/Department of Urology
आ.सं.सं. नं 34/ Herlev, A.I.M.S., New Delhi-110029

Dr. MANOJ KUMAR
आचार्य/Professor
पुरुष विज्ञान विभाग/Department of Urology
आ.सं.सं. नं 34/ Herlev, A.I.M.S., New Delhi-110029

Dr. RISHI NAYYAR
अति-अचार्य/Additional Professor
पुरुष विज्ञान विभाग/Department of Urology
आ.सं.सं. नं 34/ Herlev, A.I.M.S., New Delhi-110029

Dr. SIDDHARTH JAIN
अति-अचार्य/Associate Professor
पुरुष विज्ञान विभाग/Department of Urology
आ.सं.सं. नं 34/ Herlev, A.I.M.S., New Delhi-110029



Healthware Private Limited

Serene Towers 8-2-523/A, Road No.10, Banjara Hills

Hyderabad-500034

INDIA

GSTN No:36AABCH2124A1ZE

CIN:U24232AP1996PTC025938

Sales Quotation

Quotation No :
1629

Quotation Date
27-Oct-2021

Quotation Validity
27-Nov-2021

Billing Address :

Aiims - New Delhi

Ansari Nagar,,
HOD, Urology Dept.,
New Delhi - 110029
Delhi India

GST Reg. No.: 07AAATA4049H1ZY

GST Registration Type : Regular/TDS/ISD

Delivery Address:

HOD, Urology Dept.

Ansari Nagar,,
AIIMS,,
New Delhi - 110029

Contact Details :

Name : Mr.Manoj

Contact Number :

Email Id:

Payment Terms:

100% Irrevocable LC

Delivery Terms:

6-8 weeks from date of receipt of LC

Warranty Terms:

5 years against manufacturing defects

PO to be Placed on:

S.No	Item Code / Product Description	HSN/SAC Code	Qty	Unit MRP [USD]	Total MRP Before Discount [USD]	Total Discount [USD]	Total Amount [USD]
1	2300-51 / bk5000 Ultrasound System	9018	1.00	82,900.00	82,900.00	0.00	82,900.00
2	UA2389 / DICOM Encrypted	9018	1.00	0.00	0.00	0.00	0.00
3	UA2325 / Vector flow imaging(VFI)	9018	1.00	0.00	0.00	0.00	0.00
4	UA2604 / Urology Advanced Procedural Application Bundle	9018	1.00	0.00	0.00	0.00	0.00
5	UA2364 / Laparoscopic & Robotic Surgery Procedural Application Pack	9018	1.00	0.00	0.00	0.00	0.00
6	UA2603 / Vascular Procedural Application Pack	9018	1.00	0.00	0.00	0.00	0.00
7	UA2324 / Contrast harmonics	9018	1.00	0.00	0.00	0.00	0.00
8	UA2361 / Remote Control	9018	1.00	0.00	0.00	0.00	0.00
9	UA1250 / Puncture Attachment for 8802/8803/20E/23 Transducer	9018	1.00	0.00	0.00	0.00	0.00
10	UA1328 / Dual Biopsy Guide	9018	1.00	0.00	0.00	0.00	0.00
11	UA1324 / Perineal puncture attachment 8818	9018	1.00	0.00	0.00	0.00	0.00
12	9040 / Convex Transducer - 6C2	9018	1.00	15,100.00	15,100.00	0.00	15,100.00
13	9051 / Linear transducer 14L3	9018	1.00	15,100.00	15,100.00	0.00	15,100.00
14	9018 / Triplane transducer - E14C4t	9018	1.00	29,000.00	29,000.00	0.00	29,000.00
15	9066 / I12C4f Laparoscopic Transducer	9018	1.00	37,300.00	37,300.00	0.00	37,300.00
16	9096 / Rob12C4 Robotic Transducer for Intraoperative imaging	9018	1.00	42,700.00	42,700.00	0.00	42,700.00

[Handwritten Signature]

[Handwritten Signature]

[Handwritten Signature]

[Handwritten Signature]

[Handwritten Signature]



Billing Address :

Aiiims - New Delhi

Ansari Nagar,,
HOD, Urology Dept.,
New Delhi - 110029
Delhi India

GST Reg. No.: 07AAATA4049H1ZY
GST Registration Type : Regular/TDS/ISD

Delivery Address:

HOD, Urology Dept.

Ansari Nagar,,
AIIMS,,
New Delhi - 110029

Contact Details :

Name : Mr.Manoj
Contact Number :
Email Id:

Payment Terms:

100% Irrevocable LC

Delivery Terms:

6-8 weeks from date of receipt of LC

Warranty Terms:

5 years against manufacturing defects

PO to be Placed on:

11

S.No	Item Code / Product Description	HSN/SAC Code	Qty	Unit MRP [USD]	Total MRP Before Discount [USD]	Total Discount [USD]	Total Amount [USD]
							222,100.00
						CGST [USD] 0.00	0.00
						SGST [USD] 0.00	0.00
						IGST [USD] 0.00	0.00
						Total [USD]	222,100.00

Amount In Words : (USD) Two lakhs Twenty-Two Thousand One Hundred only

Remarks : CMC charges: 5% of the order value plus GST 18% extra as applicable. CIP, New Delhi International Airport.
Custom Duty, IGST, Clearing charges, Local transport charges will be extra.
Order to be placed on BK

For Healthware Private Limited

Authorized Signatory

Siddhanta

12/10/20

Manoj



TERMS & CONDITIONS.

PRICES

All Prices quoted are for supply CIP, 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

90 days from the date of Offer.

COUNTRY OF ORIGIN

USA/Denmark

PORT OF SHIPMENT

Denmark/USA

ORDERING PROCEDURE

The firm order for full FOB / CIP 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

75 % Payment on shipment arrival and balance 25% after successful instalation through International Irrevocable Letter of Credit confirmed by a First Class International Bank.

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 consumables, glassware, is guaranteed against defective workmanship and material for period of 05 year 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.

CIN: U2432AP1996PTC025938

Siddharta
Asha
S. Suresh
Healthware Private Limited
Serene Towers, 4th Floor, 8-2-623/A, Road No.10, Banjara Hills, Hyderabad-500 034. India
Tel: +91 40 2331 8224 Fax : +91 40 2331 8227 www.healthwareindia.com

BENGALURU | CHENNAI | HYDERABAD | KOCHI | KOLKATA | MUMBAI | NEW DELHI





CMC

CMC charges: 5% of the order value plus GST 18% extra as applicable. CIP, New Delhi International Airport. CMC does not covered transducer, consumables and glassware.

PNDT

A valid PNDT certificate will be provided by the Hospital at time installation.

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*

A handwritten signature in black ink, appearing to be 'Rishu'.

Authorised Signatory

A handwritten signature in black ink, appearing to be 'Bhuph'.

A handwritten signature in black ink, appearing to be 'Siddhanta'.

A handwritten signature in black ink, appearing to be 'Rishu', with the date '10/10/22' written below it.

A handwritten signature in black ink, appearing to be 'R'.

A handwritten signature in black ink, appearing to be 'S. Shivan'.

All India Institute of Medical Sciences,
New Delhi



MANUFACTURER'S AUTHORISATION FORM

Date: September 14th, 2021

Dear Sir,

We, M/s BK Medical who are proven and reputable manufacturers of Color Doppler Ultrasound Scanners having factories at Mileparken 34, DK 2730, Herlev, Denmark and 8, Centennial Drive, Peabody, MA 01960 hereby authorize Messrs Healthware Private Limited, Serene Towers, 4th Floor, 8-2-623/A, Road No. 10, Banjara Hills, Hyderabad – 500 034 submit a tender, 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 Healthware Private Limited, Serene Towers, 4th Floor, 8-2-623/A, Road No. 10, Banjara Hills, Hyderabad – 500 034 is authorized to submit a tender, 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 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 Contract for the goods and services offered for supply by the above firm against this TE document.

15. **Post Contract Sales** Unless Distributor is in breach of this Agreement, Orders in the Territory received by Distributor within six (6) months of termination or expiration of this Agreement shall be accepted by Principal as being performed by the Distributor, provided that Distributor documents that such sales are a direct result of Distributor's sales activities prior to the termination or expiration of this Agreement, and that Principal is informed of these potential sales before expiration or termination of this Agreement.

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 at 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.

Kind regards
BK Medical

Dorthe Jensen
Manager, Global Distributor Sales





Report ID: GEM/GARPTS/11122021/YZJD10CFXAO1

Report Name: Intraoperative Ultrasound System for Open Lap and Robotic Surgeries

Generated By: Manoj Kumar Sharma , Department of Health and Family Welfare , Ministry of Health and Family Welfare

Generated On: 11/12/2021

Valid till: 10/01/2022

GeM Availability Report and Past Transaction Summary

GeM Availability Report and past transaction summary report is generated based on the specifications searched by the Buyer. The specification may be modified appropriately for searching relevant categories on GeM. Buyer may navigate to GeM category page by clicking on the category link to view category specifications and products/services available in the category.

Order Count and Order Value displayed is on a cumulative basis since GeM inception.

1. Search String: Intraoperative Ultrasound System for Open Lap and Robotic Surgeries

Search type: Product

1. There are categories available on GeM matching your requirements (as listed here). You can create a bid on GeM with a product closest matching your required specifications and add additional parameters in specifications through Corrigendum using RMS functionality.
2. If you feel that category TP needs updating you can submit category updating request also through RMS.
3. If you do not want to use any of the above option and want to proceed for procurement outside GeM, please suggest the specifications of the required product for creation of new category on GeM for future procurement.

Search Result: Category available/suggested on GeM but marked as "not matching requirements" by the buyer with undertaking as under:

It is certified that I have thoroughly checked all probable categories suggested by GeM and I am satisfied that the product required is not covered / does not fall in any of the suggested categories and can not be procured under any of these categories even after inclusion of List of Values(LOV) wherever possible in category specifications of suggested categories. It is also certified that the technical specification requirement are such that these can not be covered even by adding specification parameters using ATC in any of the GeM suggested categories. This is a one-time requirement hence new category creation is not proposed / or requirement is recurring but request for new category creation will be submitted separately post generation of GeMARPTS.

163	Digital Slide Scanning System with Research Grade Microscope and Image Analysis Software
164	Disintegration Test Equipment (1 basket for 6 tablets)
165	Dissolution Apparatus
166	Dissolution Apparatus with Auto Sampler
167	Dissolution media preparation and delivery system
168	DNA Sequencer (24 Capillary) +Computer
169	DNA Sequencer (96 Capillary) +Computer
170	Drug Discovery Suite
171	Dual action Ultrasonic plus Pneumatic lithotripter
172	ECHO and USG Machine
173	Elbow & Ankle Arthroscopy
174	Electron Microscope
175	Electronic Blood Cell Counter with six-part differential
176	Elevated grossing station
177	ELISA (Demonstration)
178	Elispot Reader
179	Embryonic/Foetal development model
180	Endomotor - Endodontic Electric Motor
181	Endoscopic sinus surgery set Xenon head light with camera system
182	ENT Workstation
183	ESWL
184	Excimer Coronary laser Atherectomy System with Catheter (50)
185	Fenestrated adapter
186	Fibreoptic bronchoscope with monitor and recording facility for adult and paediatric



Ref. HWPL/ND/AIIMS/ 2022-23/19

Dated-21.09.2022

To,
Head of the Department,
Department of Urology,
AIIMS,
New Delhi-110029

Sub: Proposal for procurement of Intraoperative Ultrasound System for Open Lap and Robotic Surgeries-01 No. on PAC basis for Department of Urology at AIIMS & uploaded of the proposal on AIIMS Website thereof

Dear Sir,

This is to certify that, the above equipment does not fall under Make in India and our OEM Company not sharing land borders with India.

This is for your kind information and further necessary action please.

Thanking You,

For Healthware Pvt. Ltd



Authorized Signatory






10/10/22





Healthware Private Limited

Serene Towers, 4th Floor, 8-2-623/A, Road No.10, Banjara Hills, Hyderabad-500 034. India
Tel: +91 40 2331 8224 Fax : +91 40 2331 8227 www.healthwareindia.com

CIN: U2432AP1996PTC025938

BENGALURU | CHENNAI | HYDERABAD | KOCHI | KOLKATA | MUMBAI | NEW DELHI

