FDM\_3D\_Printer\_RS\_Store\_2023-24\_I\_1459\_ICMR\_CoE

1274149/2023/Research Section All-India Institute of Medical Sciences Ansari Nagar, New Delhi-29

(RESEARCH SECTION)

Ref. No. 30/Prop/A.S/Neuro/23-24/RS

Dated: - 02/12/23

**RS-AIIMS** 

Subject: Procurement of TM based Fused Deposition Modeling (FDM) 3D Printer - 01 No Inviting comments thereon.

The request has been received from Dr. Ashish Suri, Prof. Dept. of Neurosurgery. to Purchase the subject item from M/s Altem Technologies, on proprietary basis. The proposals submitted by . (Mfg: M/s. Stratasys, USA. and Performa Invoice and Departmental PAC certifications 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 issue of 15 30/Prop/A.S/Neuro/23-24/RS. The comments should be received by office of Stores Officer (RS), Research Section at AIIMS on or before  $\frac{|7|^{12}|^{23}}{|p.m|}$  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 (RS)

Encl: Related documents enclosed.

- 1. PAC Certificate enclosed.
- 2. Performa Invoice



# stratasys

Date: 25th Sept 2023.

To,
The Director
All India Institute of Medical Sciences
Ansari Nagar,
New Delhi- 110049.

# SUB: Proprietary Letter - Stratasys

We, Stratasys Ltd, do hereby confirm that the Rapid Prototyping system (F170) is manufactured by Stratasys USA and is uses the Proprietary Fused Deposition Modelling (FDM®) Process (invented by 5 Scott Crump, Founder of Stratasys in 1989) to create functional models directly from 3D CAD program using Engineering Grade Thermoplastics.

Stratasys owns several patents of the FDM® technology such as EP1631430B1, US10953595B2, US7127309B2, US6998087B1, US9168697B2 etc.

Stratasys machines and materials are manufactured at ISO 9001 and ISO-13485 (medical devices) certified facilities.

We certify that FDM® process and the Thermoplastic supplied by Stratasys is proprietary to Stratasys Inc.U.S.A. 7665 Commerce Way, Eden Prairie, MN, U.S.A. 55344-2020.

Thanking you, For Stratasys India Pvt. Limited

Rajiv Bajaj

Managing Director - India & SEA

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वर्गे. आसीव पुरी / Dr. ASHISH SURI आमार्गे / Professor पतिका राज्य विभाग / Deptt. of Neurosungery प्रतिका विद्यान केन्द्र / Neurosciences Centre सम्मान

STRATASYS. THE 3D PRINTING SOLUTIONS COMPANY 1 WWW.STRATASYS.COM
Stratasys India Pvt. Ltd.
No.602, East Wing, 10 Biz Park, Mhada Colony, New Airport Road, Next to Symbiosis Law College, Viman Nagar, Pune 411014

FIIE NO. FDM\_3D\_Printer\_RS\_Store\_2023-24\_I\_1459\_ICMR\_COE (Computer No. 3239068) 1257061/2023/NEURO-SURGERY



# stratasys

Date: 25th Sept 23.

To,
The Director
All India Institute of Medical Sciences
Ansari Nagar,
New Delhi- 110049.

SUB: STRATASYS - AUTHORIZATION CERTIFICATE.

Dear Sir,

This is to inform you that Stratasys India Pvt. Limited is a Subsidiary of Stratasys Ltd U.S.A., we have an indirect business model to sell and support for our product range in India. We will not participate in any of the customer tender or enquiry, will work through channel partners.

This letter is to authorize and nominating our dedicated Stratasys 3D printer reseller ALTEM Technologies (P) Ltd., #4, 1st Floor, 'Asha Mansion', 6th Cross, 6th Block, Koramangala, Bangalore 560 095, as our authorized channel partner in India, allowed to sell directly, provide service to all Stratasys products along with consumables to support their installation, maintenance, and repair. They are competent to quote Stratasys F170 3D Printer pricing & negotiate the same.

We hereby extend our full guarantee and warranty as per Terms and Conditions of Contract for the goods offered for supply and subsequent maintenance, supply of spares & services in the event of award of contract, against this invitation for bid by the above firms.

Below are the contact details of M/s Altern Technologies (P) Ltd.

Contact name:

Mr. Rajesh Mumbaraddi

Phone:

+91 9790958966

Email:

rajesh.mumbaraddi@altem.com

Thanking you,

For Stratasys India Pvt. Limited

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Rajiv Bajaj Managing Director – India & SEA र्जी, आशीच सुरी/Dr. ASHISH SURI जापार्व/Professor पत्रिका शत्र्य विभाग/Deptt. of Neurosurgery स्राजका विभाग वीप्त/Neurosciences Centra अपना स. गर्व विज्ञी, भारत/NIMS, New Debt, India

STRATASYS. THE 3D PRINTING SOLUTIONS COMPANY | WWW.STRATASYS.COM Stratasys India Pvt. Ltd. No.602, East Wing, 10 Biz Park, Mhada Colony, New Airport Road, Next to Symbiosis Law College, Viman Nagar, Pune 411014

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Altem Technologies (P) Ltd, No.4, 1st Floor, Asha Mansion, 6th Cross, 6th Block, Koramangala, Bangalore – 560 095 Telefax-+91 80 4153 9734 | www.altem.com

CIN No.: U74900KA2010PTC055455

AIIMS/Delhi/20230726

July 25th, 2023

To,
Prof. Ashish Suri
Department of Neurosurgery
All India Institute of Medical Sciences (AIIMS)
Ansari Nagar, New Delhi-110029

#### Subject: Proposal for Stratasys F170 3D Printer

Dear Sir,

With reference to the recent telephonic discussions you had with Rajiv Bajaj, Managing Director, (Southeast Asia), Stratasys Ltd, we are pleased to offer you commercial proposal for Stratasys F170 3D Printer based on Thermoplastic melting (TM) 3D printing technology.

The proposal is complete with technical literature indicating technology description, system specifications, process workflow for medical applications along with commercial offer indicating system, accessories, training, and consumables.

We hope that same is in line with your expectations and should you have any further queries, feel free to get in touch with us. We look forward to a favorable response

Thanking you, Yours sincerely,

Sanchit Mair Regional Sales Manager Mob: +91 9900378694

Mom.

हों. डासीम पुरी/Dr. ASHISH SURI जायार्थ/Professor विज्ञान संस्थ विभाग/Dapil, of Neurosurgay प्रीप्रका विभाग केन्द्र / Neurosciences Centre अध्यक्षा विभाग केन्द्र / Neurosciences Centre अध्यक्षा केन्द्र / अध्य/AMAS, New Delbi, lasta

### Additive Manufacturing

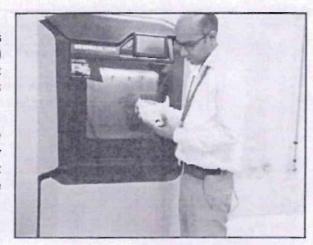


### Stratasys Thermoplastic Melting Additive Manufacturing

#### Invention of the TM technology

Thermoplastic Melting (TM) technology was Invented by S Scott Crump (Founder of Stratasys) in 1988 and was patented (US Patent US5121329A) in 1989. In 1992 Stratasys sold its first 3D Printer called 3D Modeller.

Stratasys is responsible for development of Key innovations in 3D printing including Water Soluble Support Material, Baffled Oven Type Print Chamber for printing of high temperature materials.



It builds concept models, functional prototypes and end-use parts in standard, engineering-grade, and high-performance thermoplastics. It is the only professional 3D printing technology that uses production-grade thermoplastics, so parts are unrivalled in mechanical, thermal, and chemical strength.

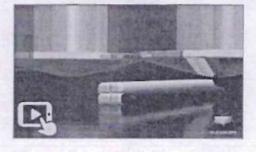
#### **Physics of Technology**

It uses real world engineering grade thermoplastic materials as filaments which are extruded through a hot nozzle to build the part layer by layer.

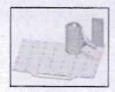
A secondary soluble support material filament is extruded through a second extruder which support overhangs. The process is executed in oven type air heated chamber which ensures part consistency and quality.







#### **Technology Workflow**



Cad Design



Slicing And Build Preparation



3d Printing



Support Removal



Final Part

(8)

वी. बाशीय सुरी / Dr. ASHISH SURI

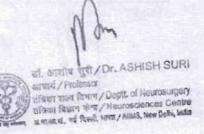
ज्यासार्यं / Professor स्वीरका राज्य विभागं / Deptt. of Neurosurgery स्वीरका विभागं केन्द्रं / Neurosciences Centre अभाजायं, गई विस्ती, भागतं / NIMS, New Debt, India



# Latest and Superior Technology

# System Specifications - Stratasys F170

Technology:	Thermoplastic Melting	The second secon
Net Build Size:	254 mm * 254 mm * 254 mm	AEEE
Layer Thickness:	Horizontal build layers down to 127 microns	GENERAL DE COMPANY
Accuracy:	Parts are produced within an accuracy of +/200 mm (.008 in), or +/002 mm/mm (.002 in/in), whichever is greater.	
System Size and weight:	1626 x 864 x 711 mm 227 kg	
Workstation compatibility:	Windows 10 (64bit only) with a minimum of 4GB RAM (8GB or more recommended.	
Connectivity:	Ethernet TCP/IP 10/100 base T, Wi-Fi, USB	
Power requirements:	200-240V/7A. 50/60 Hz	
Regulatory compliance:	CE, FCC, RoHS	
Operational environment:	Operating: Temp: 15-30°C, Humidity: 30-70%	
Material Delivery:	Single Material Bays for Model and Supp	oort Materials cartridge.
Materials Supported:	Model	Support
waterials supported:		Colubia Cumpart Material (CD 25)
viateriais supporteu.	ABS (Available in Various colours)	Soluble Support Material (SR-35)
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viateriais Supporteu.	ASA (Available in Various colours)	Soluble Support Material (SR-35)
waterias Supported.	ASA (Available in Various colours) TPU92A (Black only)	Soluble Support Material (SR-35) Soluble Support Material (SR-35)



FIIE NO. FDM\_3D\_Printer\_RS\_Store\_2023-24\_I\_1459\_ICMR\_COE (Computer No. 3239068) 1257061/2023/NEURO-SURGERY



# Investment Details - Discounted Price (under MOU to provide a Medical Education & Training

### Facility)

SI.No	Product Description	Units	Price INR	Total Price INR
1	Stratasys F170 Industrial grade 3D Printer Machine with 5 Years warranty	1		51,12,817
2	Support Removal Tank	1	51,12,817	
3	3D Printing pre-processing Software	1 License		
4	Consumables for 3D Printer	1 set		
			Total	51,12,817
MARK		9,20,307		
		otal Inc. GST	60,33,124	

#### Notes:

- GST 18% is applicable as calculated above.
- Hardware, Software components are covered for 5 years warranty.
- The above excludes infrastructure facilities like building space, interiors, electrification, power backup are in customer scope.
- Please refer the attached terms of business.

#### Bill of Material

SL. No	Description	Units
1	F170 Printer System	1
2	STRATASYS F170 Additional Warranty (In Years)	4
3	Support Removal Tank	1
4	MTRL, FDM, (M), ASA IVR, 90CI	9
5	MTRL, FDM, (M), ABS-CF10, 90CI	1
6	MTRL, FDM, (S), QSR SUPPORT, 60CI	7
7	F123 SERIES ABS-CF10 EXTRUSION HEAD	- 1
8	F170 MODELING BASES	1

# Consumables prices of F170

SL. No	Part Description	Qty	Unit Price [INR]
1	ABS-M30 IVR, 90CI	1	62,424
2	ASA IVR, 90CI	1	65,798
3	ABS-CF10, 90Cl	1	86,607
3	QSR SUPPORT, 60CI		38,523

वी. दारशिष सुरी/Dr. ASHISH SURI आपार्ग/Professor प्रतिका शब्ध विभाग/Dept. of Neurosurgery प्रतिका विश्वाम क्षेत्र, Neurosciences Centre बामाका स. नई दिल्ली, भारत/AIMS, New Debt, India



# Commercial terms of Business

1	Pricing Currency	u >	Prices quoted are in INR
2	GST	<b>→</b>	Included
3	Custom Duty	$\rightarrow$	Included
4	Freight Forwarding &	<b>→</b>	Included
5	Insurance Proposal Validity	->	This proposal is valid for 90 days
6	Delivery	>	12-14 Weeks from Commercially & Technically clear documentation and execution of agreed terms
7	Payment Terms	>	100% advance along with the Purchase Order
8	Installation	<b>→</b>	Installation will be done within 4 weeks from the time of arrival of goods at your premises or site readiness, whichever is later.
9	Training	÷	As indicated in the proposal
10	Language	<b>→</b>	English Only
11	Warranty	<b>→</b>	3D Printer – 60 Months Comprehensive warranty (Not applicable on Printheads/Consumables/Accessories/Optional Items). The warranty commences from the date of installation and is applicable for parts and software. Customers will get support upgrades during the warranty & any parts, if fail, will be shipped and replaced at no additional cost. Custom duties, if any on the replaced part will be borne by Customer. Service Consumables like Print Heads are not covered in the warranty.
12	Consumables	->	Startup consumables are included along with the package
13	Software licensing	>	All Software licensing will be perpetual in nature.
14	Confidentiality	<b>→</b>	Unless indicated otherwise, the information contained in this proposal is privileged and confidential and is intended only for the use of the addressee(s) named above and others who have been specifically authorized to receive it. By receiving this proposal, the recipient acknowledges that he will not engage in unauthorized review, use, disclosure, dissemination, distribution, forwarding, copying of this proposal or any action leading to the leakage of the information contained in this proposal which is strictly prohibited and is unlawful.

FIIE NO. FDM\_3D\_PRINTER\_K5\_STORE\_2023-24\_I\_1459\_ICMK\_COE (Computer No. 3239068)
1257061/2023/NEURO-SURGERY



Altem Technologies (P) Ltd, No.4, 1st Floor, Asha Mansion, 6th Cross, 6th Block, Koramangala, Bangalore – 560 095 Telefax-+91 80 4153 9734 | www.altem.com

CIN No.: U74900KA2010PTC055455

AllMS/Delhi/20230726 September 25th, 2023

To,
Prof. Ashish Suri
Department of Neurosurgery
All India Institute of Medical Sciences (AIIMS)
Ansari Nagar, New Delhi-110029

Subject: Proposal for Stratasys F170 3D Printer under Memorandum of Understanding (MOU)

With reference to the recent telephonic discussions you had with Rajiv Bajaj, Managing Director, (Southeast Asia), Stratasys Ltd, we are pleased to offer you commercial proposal for Stratasys F170 3D Printer based on Thermoplastic melting (TM) 3D printing technology.

The proposal is complete with technical literature indicating technology description, system specifications, process workflow for medical applications along with commercial offer indicating system, accessories, training, and consumables.

We are delighted to extend to you a generous 20% discount on the specified prices, as part of our commitment outlined in the Memorandum of Understanding (MOU) to provide a medical training and education facility. This discount is a testament to our dedication to fostering collaborative partnerships between AIIMS and Stratasys to advancing the field of medical education. We believe that this mutually beneficial arrangement will not only facilitate access to high-quality training and educational resources but also strengthen our shared mission of enhancing healthcare knowledge and skills. Please feel free to contact us in case you need any clarifications or further information.

Thanking you, Yours sincerely,

Dear Sir,

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Sanchit Mair Regional Sales Manager Mob: +91 9900378694 And fropond with MOU So Buyland ded machine

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হাঁ, প্রাহািষ মুখি/Dr. ASHISH SURI
আন্তাৰ্থ / Professor
ব্যাহিত বাহৰ বিসাম/Dept. of Neurosurgery
ব্যাহিত বিবাদ উদ্য / Neurosciences Centre
ব্যাহনের, বহু বাহনের, বহু বাহনির স্বাধা / Alaxs, New Debt. kida



#### Additive Manufacturing

### Stratasys Thermoplastic Melting Additive Manufacturing

#### Invention of the TM technology

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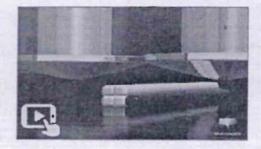
#### Physics of Technology

It uses real world engineering grade thermoplastic materials as filaments which are extruded through a hot nozzle to build the part layer by layer.

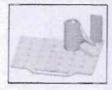
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#### Technology Workflow



Cad Design



Slicing And Build Preparation



3d Printing



Support



Final Part

(8)

र्टा. आशीव सुरी/Dr. ASHISH SURI आधार्य/Prolessor

श्रीका राज्य विभाग / Deptt. of Neurosurgery प्रतिकार विभाग क्षेत्र / Neurosciences Centre a भारतार्थ, अनु प्रकार, अस्त्र / AIMS, New Delhi, India



# **Latest and Superior Technology**

# System Specifications - Stratasys F170

Technology:	Thermoplastic Melting	
Net Build Size:	254 mm * 254 mm * 254 mm	ARTON P
Layer Thickness:	Horizontal build layers down to 127 microns	SEMBLE COLUMN TO THE COLUMN TO
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System Size and weight:	1626 x 864 x 711 mm 227 kg	
Workstation compatibility:	Windows 10 (64bit only) with a minimum of 4GB RAM (8GB or more recommended.	ARM
Connectivity:	Ethernet TCP/IP 10/100 base T, Wi-Fl, USB	
Power requirements:	200-240V/7A. 50/60 Hz	
Regulatory compliance:	CE, FCC, RoHS	
Operational environment:	Operating: Temp: 15-30°C, Humidity: 30-70%	
Material Delivery:	Single Material Bays for Model and Supp	port Materials cartridge.
Materials Supported:	Model	Support
	ABS (Available in Various colours)	Soluble Support Material (SR-35)
	ASA (Available in Various colours)	Soluble Support Material (SR-35)
	TPU92A (Black only)	Soluble Support Material (SR-35)
	PLA (Available in Various colours)	PLA material itself
	ABS-CF10 (Black Only)	Soluble Support Material (SR-35)
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की, जासीय सुरी/Dr. ASHISH SURI आसार्ग/Professor संविका शस्य विभाग/Deptt. of Neurosurgery संविका विचान केन्द्र/Neurosciences Centre अभावास्त्र, महिन्द्री, अस्त्र/AIMS, New Debt. Incha



# Additive Manufacturing

# Stratasys Thermoplastic Melting Additive Manufacturing

# Invention of the TM technology

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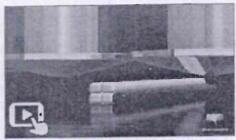
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# **Technology Workflow**



Cad Design



Slicing And Build Preparation



3d Printing



Support Removal



**Final Part** 

टॉ, कारोपि सुचि/Dr. ASHISH SURI ज्याचार्य / Professor द्यिका राज्य विभाग / Deptt. of Neurosurgery स्तिका विज्ञान केन्द्र / Neurosciences Centre A MILES AND STREET, MICH / AIMS, New Dolly, India



FILE NO. FDM\_3D\_Printer\_RS\_Store\_20Z3-24\_I\_1459\_ICMR\_Cot (Computer No. 3239068)

1257061/2023/NEURO-SURGERY



Altem Technologies (P) Ltd, No.4, 1st Floor, Asha Mansion, 6th Cross, 6th Block, Koramangala, Bangalore-560095 Telefax-+91 80 4153 9734 | www.altem.com CIN No.: U74900KA2010PTC055455

September 08th, 2023

Subject: Declaration of fall clause for All India Institute of Medical Sciences, Delhi

Dear Sir/Madam,

We understand that Fall clause is a price safety mechanism. The fall clause provides that if the contract holder reduces its price or sell or even offers to sell the contacted goods of identical specifications and terms and conditions to that of contract/purchase orders, at a price lower than the contract/purchase order price to any person or organization during the currency of the contract.

The contract price will automatically reduce with immediate effect from the date of all the subsequent supplies under the contract/purchase and the contract/purchase orders amend accordingly.

Thanks and Regards,

Maria

Authorized Signature

Sanchit Mair

Regional Sales Manager

+91-9900378694

वी, आशीव सुरी/Dr. ASHISH SURI

स्तिका शस्य किमान / Dapit, of Neurosurgety संक्रिका विज्ञान केन्द्र / Neurosciences Centre स माजार्थ, वर्ष विक्ली, प्रस्त / AIMS, New Dahi, India FIIE NO. FDM\_3D\_Printer\_RS\_Store\_2023-24\_I\_1459\_ICMR\_COE (COMputer No. 3233000)

1257061/2023/NEURO-SURGERY



Altem Technologies (P) Ltd, No.4, 1st Floor, Asha Mansion, 6th Cross, 6th Block, Koramangala, Bangalore-560095 Telefax- +91 80 4153 9734 | www.altem.com CIN No.: U74900KA2010PTC055455

September 08th, 2023

Subject: Price reasonability certificate

This is to certify that our firm ALTEM Technologies Pvt Ltd haven't supplied the Stratasys F170 3D Printer module/machine at similar or lesser rate than those being offered to AlIMS Delhi to any Government/Semi Govt/Autonomous organization or any other institute under similar terms and conditions and quantity.

Thanks and Regards,

Authorized Signature

Sanchit Mair

Regional Sales Manager

+91-9900378694

डॉ. अम्बीय सुपी/Dr. ASHISH SURI जावार्ग/Professor मीड रिकान शल्प पिभाग/Deptt. of Neurosurgery प्रतिकार विज्ञान केन्द्र/Neurosciences Centre अस्ताराज, गर्न रिकार, अन्तर/AIMS, Now Dent. Inde

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Altem Technologies (P) Ltd, No.4, 1st Floor, Asha Mansion, 6th Cross, 6th Block, Koramangala, Bangalore – 560 095 Telefax-+91 80 4153 9734 | www.altem.com CIN No.: U74900KA2010PTC055455

> AIIMS/Delhi/20230726 Aug 28th, 2023

To,
Prof. Ashish Suri
Department of Neurosurgery
All India Institute of Medical Sciences (AIIMS)
Ansari Nagar, New Delhi-110029

# Subject: Stratasys F170 FDM 3D Printer

Dear Sir,

With reference to the recent telephonic discussions you had with Rajiv Bajaj, Managing Director, (Southeast Asia), Stratasys Ltd, we are pleased to offer you Stratasys F170 3D Printer as an exchange to your existing old Dimension Elite 3D Printer.

The proposed 3D Printer has a bigger build volume, higher part building speed and can process up to 5 different materials compared existing machine which is basically a single material 3D Printer. Our proposal contains all the necessary details.

As you may be aware, the elite 3D Printer is already out of production and the service support will be phased out by March 2024. The End-of-Life document is being attached herewith for your kind perusal. You may also appreciate that, even though the elite 3D Printer is out of maintenance, we have continued our service support looking into long term relationship with your esteemed institute. In coming days, it will be challenging to continue our service support as availability of the spares has become extremely difficult.

As an upgradation offer and under repair and exchange scheme, the new machine is being offered with reduced price with a **discount of 20%**. We have also attached other government Purchase Order of identical model for your kind reference. The upgradation offer is valid till October 2023 and hence we request you to initiate your procurement at the earliest. Please feel free to contact us in case you need any clarifications or further information.

Thanking you, Yours sincerely,

Sanchit Mair

Regional Sales Manager

Mob: +91 9900378694

डॉ. आशीष सुरी/Dr. ASHISH SURI आपार्य/Professor वीकार संस्थ दिशाग/Deptl. of Neurosurgery तकिका विकास क्षेत्र/Neurosufences Centue

ALTEM Technologies Pvt Ltd - Confidential

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FIIE No. FDM\_3D\_Printer\_RS\_Store\_2023-24\_I\_1459\_ICMR\_Cot (Computer No. 3239068) 1257061/2023/NEURO-SURGERY





# **Investment Details**

Sl.No	Product Description	Units	Price INR	Total Price INR
1	Stratasys F170 Industrial grade 3D Printer Machine with 3 Years warranty	1	51,12,817*	51,12,817*
2	Support Removal Tank	1		
3	3D Printing pre-processing Software	1 License		
4	Consumables for 3D Printer	1 set		F4 40 047
			Total	51,12,817
			GST @ 18%	9,20,307
		-	Total Inc. GST	60,33,124

<sup>\*</sup>We have submitted cover letter stating exchange of your existing Dimension Machine, the next Investment Details will be based on exchange

#### Notes:

- GST 18% is applicable as calculated above.
- Hardware, Software components are covered for 3 years warranty.
- The above excludes infrastructure facilities like building space, interiors, electrification, power backup are in customer scope.
- Please refer the attached terms of business.



HIE NO. FDM\_3D\_Printer\_R5\_Store\_2023-24\_I\_1459\_ICMK\_COE (COMPUTER NO. 3233000)

1257061/2023/NEURO-SURGERY



# Investment Details - Discounted Price (under exchange)

SI.No	Product Description	Units	Price INR	Total Price INR
1	Stratasys F170 Industrial grade 3D Printer Machine with 5 Years warranty	1		40,90,254
2	Support Removal Tank	1	51,12,817	
3	3D Printing pre-processing Software	1 License		
4	Consumables for 3D Printer	1 set		
			Total	40,90,254
		7,36,246		
		48,26,499		

#### Notes:

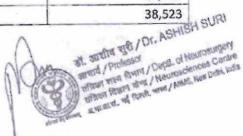
- GST 18% is applicable as calculated above.
- Hardware, Software components are covered for 5 years warranty.
- The above excludes infrastructure facilities like building space, interiors, electrification, power backup are in customer scope.
- Please refer the attached terms of business.

### Bill of Material

SI.No	Description	Units
1	F170 Printer System	1
2	STRATASYS F170 Additional Warranty (In Years)	4
3	Support Removal Tank	1
4	MTRL, FDM, (M), ASA IVR, 90CI	9
5	MTRL, FDM, (M), ABS-CF10, 90Cl	1
6	MTRL, FDM, (S), QSR SUPPORT, 60CI	7
7	F123 SERIES ABS-CF10 EXTRUSION HEAD	1
8	F170 MODELING BASES	1

### Consumables prices of F170

SL. No	Part Description	Qty	Unit Price [INR]
1	ABS-M30 IVR, 90Cl	1	62,424
2	ASA IVR, 90CI	1	65,798
3	ABS-CF10, 90Cl	1	86,607
3	QSR SUPPORT, 60CI	1	38,523



FIIE NO. FDM\_3D\_Printer\_RS\_Store\_2023-24\_I\_1459\_ICMR\_COE (Computer No. 3239000

1257061/2023/NEURO-SURGERY



ALTEM Technologies (P) Ltd, No.4, 1<sup>st</sup> Floor, Asha Mansion, 6<sup>th</sup> Cross, 6<sup>th</sup> Block, Koramangala, Bangalore – 560 095 Telefax-+91 80 4153 9734 | www.altem.com CIN No.: U74900KA2010PTC055455

Date: 28th August 2023

To,

Prof. Ashish Suri

Department of Neurosurgery

All India Institute of Medical Sciences (AIIMS)

Ansari Nagar, New Delhi-110029

Subject: End of Sales and end of service Dimension Elite

Respected Valued Customer,

We would like to bring into your notice that the above subjected machine has been end on sale 2/29/2017 and service Contract End Date Prior to 2/29/2024.

Referring to the attached notification from Stratasys, beyond the End of life of the machine spare parts, accessories will not be manufactured, and availability and supply of spares will not be possible.

We request you to consider our enclosed techno-commercial proposal for an exchange of the existing machine with a new model which superior in technology, speed and operations.

With Regards,

For

ALTEM Technologies (P) Ltd.

Sanchit Mair

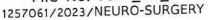
Regional Sales Manager

+91-9900378694

की. का शाम पुरा / Dr. ASHISH SURI
आधार / Prolessor
शरिका भारत विभाग / Depth. of Neurosungery
शरिका विभाग केन्द्र / Neurosciences Centre
अधारकार्थ, गई विभाग, भारत / Allas, New Delin, India



FIIE NO. FUM\_3D\_Printer\_RS\_Store\_2023-24\_I\_1459\_ICMR\_COE (Computer No. 3239068)





Altem Technologies (P) Ltd,
No.4, 1st Floor, Asha Mansion, 6th Cross,
6th Block, Koramangala, Bangalore-560095
Telefax-+91 80 4153 9734 | www.altem.com
CIN No.: U74900KA2010PTC055455

September 08th, 2023

Subject: Declaration of fall clause for All India Institute of Medical Sciences, Delhi

Dear Sir/Madam,

We understand that Fall clause is a price safety mechanism. The fall clause provides that if the contract holder reduces its price or sell or even offers to sell the contacted goods of identical specifications and terms and conditions to that of contract/purchase orders, at a price lower than the contract/purchase order price to any person or organization during the currency of the contract.

The contract price will automatically reduce with immediate effect from the date of all the subsequent supplies under the contract/purchase and the contract/purchase orders amend accordingly.

Thanks and Regards,

New

**Authorized Signature** 

Sanchit Mair

Regional Sales Manager

+91-9900378694

बी. आशीय सुरी / Dr. ASHISH SURI

राजिका शास्त्र विभाग / Dept. of Neurosungery राजिका विज्ञान क्षेत्रह् / Neurosciences Centre शासाराची, पई विस्ती, भारत / AIMS, New Debt, India



FIIE NO. FDM\_3D\_Printer\_RS\_Store\_2023-24\_I\_1459\_ICMR\_COE (Computer No. 3239000)

1257061/2023/NEURO-SURGERY



Altem Technologies (P) Ltd,
No.4, 1st Floor, Asha Mansion, 6th Cross,
6th Block, Koramangala, Bangalore-560095
Telefax- +91 80 4153 9734 | www.altem.com
CIN No.: U74900KA2010PTC055455

September 08th, 2023

Subject: Price reasonability certificate

This is to certify that our firm ALTEM Technologies Pvt Ltd haven't supplied the Stratasys F170 3D Printer module/machine at similar or lesser rate than those being offered to AliMS Delhi to any Government/Semi Govt/Autonomous organization or any other institute under similar terms and conditions and quantity.

Thanks and Regards,

1

**Authorized Signature** 

Sanchit Mair

Regional Sales Manager

+91-9900378694

डॉ. आशीय सुरी / Dr. ASHISH SURI आयार्ग / Professor संज्ञिल शाल पीलान / Deptt. of Neurosurgery संज्ञिल विशान सेन्द्र / Neurosciences Centre असटमार्ग, मर्ग रिक्सी, भागा / AIMS, New Dath, Inda



, וופ ואס. רטואי\_3ט\_Printer\_RS\_Store\_2023-24\_I\_1459\_ICMR\_CoE (Computer No. 3239068) 1257061/2023/NEURO-SURGERY





Altem Technologies (P) Ltd. No.4, 1st Floor, Asha Mansion, 6th Cross, 6th Block, Koramangala, Bangalore - 560 095 Telefax-+91 80 4153 9734 | www.altem.com

> AIIMS/Delhi/20230726 Aug 28th, 2023

CIN No.: U74900KA2010PTC055455

To, Prof. Ashish Suri Department of Neurosurgery All India Institute of Medical Sciences (AIIMS) Ansari Nagar, New Delhi-110029

Subject: Stratasys F170 FDM 3D Printer

Dear Sir.

With reference to the recent telephonic discussions you had with Rajiv Bajaj, Managing Director, (Southeast Asia), Stratasys Ltd, we are pleased to offer you Stratasys F170 3D Printer as an exchange to your existing old Dimension Elite 3D Printer.

The proposed 3D Printer has a bigger build volume, higher part building speed and can process up to 5 different materials compared existing machine which is basically a single material 3D Printer. Our proposal contains all the necessary details.

As you may be aware, the elite 3D Printer is already out of production and the service support will be phased out by March 2024. The End-of-Life document is being attached herewith for your kind perusal. You may also appreciate that, even though the elite 3D Printer is out of maintenance, we have continued our service support looking into long term relationship with your esteemed institute. In coming days, it will be challenging to continue our service support as availability of the spares has become extremely difficult.

As an upgradation offer and under repair and exchange scheme, the new machine is being offered with reduced price with a discount of 20%. We have also attached other government Purchase Order of identical model for your kind reference. The upgradation offer is valid till October 2023 and hence we request you to initiate your procurement at the earliest. Please feel free to contact us in case you need any clarifications or further information.

Thanking you, Yours sincerely,

Sanchit Mair

Regional Sales Manager

Mob: +91 9900378694

हों. आशीष सुरी/Dr. ASHISH SURI

www favor / Deptt, of Neurosurgery ज़िका विज्ञान केन्द्र / Neurosciences Centre rot / All V.S. New Delhi, India

FIIE No. FDM\_3D\_Printer\_RS\_Store\_2023-24\_I\_1459\_ICMR\_COE (COMPAGE) No. 1257061/2023/NEURO-SURGERY





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1	Machine with 3 Years wallancy	1.	51,12,817*	
2	Support Removal Tank	1 License		
3	3D Printing pre-processing Software	1 set		51,12,817
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HILE NO. FUM\_3D\_Printer\_R5\_Store\_2023-24\_I\_1459\_ICMR\_COE (Computer No. 3239068) 1257061/2023/NEURO-SURGERY



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