



**All India Institute of Medical Sciences, Bhubaneswar**  
**At - Sijua (Patrapada), Post - Dumuduma, Bhubaneswar (Odisha) - 751 019**

Reference No: STORE-111/23/2024-STPUR SEC/63

Dated: 30 -03 -2026

**Subject: Procurement of 01 Set of High Fidelity New Born simulator SimNewB (Make-Leardal) for the CRS Lab on Proprietary basis.**

**Notice Inviting Comments thereon.**

The CRS Lab at AIIMS, Bhubaneswar have requested for Procurement of **01 Set of High Fidelity New Born simulator SimNewB (Make-Leardal)** from **M/s. Sabita Enterprises, Secunderabad, who is an authorized dealer of OEM – Laerdal Medical India Pvt. Ltd., on PAC basis.**

The Notice is being uploaded for general information of prospective manufacturer/Authorized Distributor/Dealers to submit their objection/proposal/comments, if any, on proprietorship of the item. In case the product of any manufacturer/Authorized distributor/Dealer conforms to the enclosed specifications, they may submit their proposal for the supply of the same along with the brochures, point by point compliance of the enclosed specifications along with all documentary evidence. One quotation of the product may also be submitted.

The objections / comments / proposal should be sent in sealed cover to the Office of Sr. Procurement Cum Stores Officer I/C, AIIMS, Bhubaneswar (Odisha) – 751019 or through e-mail to [sp\\_helpdesk@aiimsbhubaneswar.edu.in](mailto:sp_helpdesk@aiimsbhubaneswar.edu.in) so as to reach on or before **date: 14 -04 -2026** failing which it will be presumed that no other firm is interested to offer comments/protest/object and case will be decided on its merits.

The reference of letter / e-Mail should be superscripted on sealed envelope /subject line of e-Mail as "e-File No – **STORE-111/23/2024-STPUR SEC/63** dtd: 30 -03 -2026, due on dtd: 14 -04 -2026 for the Procurement of **01 Set of High Fidelity New Born simulator SimNewB (Make-Leardal)** from **M/s. Sabita Enterprises, Secunderabad, who is an authorized dealer of OEM – Laerdal Medical India Pvt. Ltd., on PAC basis.**

**Sr. Procurement-cum-Stores Officer (I/C)**  
**AIIMS, Bhubaneswar**

**Enclosure:**

1. Proprietary Article Certificate from Indenting department
2. OEM PAC
3. Price Quotation
4. Authorization letter

**Copy to: -**

1. Indenting Officer : for information
2. Accounts Officer : for information
3. IT Cell : for publishing in the website

**AIIMS, BHUBANESWAR**

**AIIMS BHUBANESWAR**

Proprietary Article Certificate  
Valid for the Current Financial Year

|   |   |   |                                     |
|---|---|---|-------------------------------------|
| File No. and Date Reference :   |   |   |                                     |
| 1   | Description of article  | A newborn tether less simulator, designed to help improve neonatal resuscitation and to meet the specific learning objective of neonatal resuscitation. Focusing on the first 10 mins of life, it provides realistic training for critical intervention such as: lung recruitment maneuvers and advanced airway management. Suitable for US Medical, PG and super specialty training. |                                     |
| 2   | Forecast of quantity /annual requirement  | 01(One) life time for 10 years  |                                     |
| 3   | Approximate estimated value for above quantity  | Rs. 67,82,000/- (for equipment with 05 years warranty).<br><i>(Including 18% GST)</i>   |                                     |
| 4   | Maker's name and address  | M/s. Laerdal Medical India Pvt. Ltd., Mumbai  |                                     |
| 5   | Name(s) of authorized dealers/ stockists  | SABITA ENTERPRISES<br>32,7714/1R, SEETARAM NAGAR, VINA, MALKAJGIRI, SECUNDERABAD, TELANGANA-500047  |                                     |
| 6   | I approve the above purchase on PAC basis and certify that: -<br>Note- Tick to retain only one out of (b), C-1) or (c-2) whichever is applicable and cross out others. Please do confirm (a) by ticking it - without which PAC certificate will be invalid. |   |                                     |
| 6 (a)   | This is the only firm who is manufacturing / stocking this item.<br>AND   | ✓   |                                     |
| 6 (b)   | A Similar article is not manufactured / sold by any other firm, which could be used in lieu OR  | ✓   |                                     |
| 6 (c-1)   | No other make/brand will be suitable for following tangible reasons (like OEM/ Warranty, spares.):<br>OR  | ✓   |                                     |
| 6 (c)   | No other make/brand will be suitable for following intangible reasons (if PAC was also given in the last procurement cycle, please also bring out efforts made since then to locate more sources): OR   |   |                                     |
| 7   | Reference of concurrence of finance wing to the proposal :  | 2024-25 budgetary approval by Finance Committee for Skill lab   |                                     |
| History of PAC Purchase of this item for past three years may be given below : NO |   |   |                                     |
| Name of the Supplier  |   |   |                                     |
| Order/ Tender Reference & Date  | Quantity Ordered  | Basic Rate on Order (Rs.)   | Adverse Performance Reported if Any |
|   |   |   |                                     |

*Dr. Pankaj Kumar Mohanty*  
Additional Professor  
Department of Neonatology  
AIIMS, Bhubaneswar-751010

*L. Mohanty*  
Signature of the Indenting Officer  
29/4/2024  
Mohanty  
Neonatology  
AIIMS, Bhubaneswar-751010

Signature of Approving Authority.....  
Date..... Designation of Officer.....

*Ashutosh Biswas*  
Dr. Ashutosh Biswas  
अधिकारी निर्देशक / Executive Director  
एम्स, भुवनेश्वर  
Bhubaneswar-751019

Store Purchase Section  
Recd. on... 30/03/2026.  
Desp. on.....

**Estimate**

|  |                            |                           |
|--|----------------------------|---------------------------|
|  <p><b>SABITA ENTERPRISES</b><br/>                 32,7714/1B, SEETARAMNAGAR, VINAYAK<br/>                 NAGAR, MALKAJGIRI, SECUNDERABAD, TELANGANA-500047<br/>                 Phoneno.:9000506702<br/>                 Email:<br/>                 SABITHAENTERPRISES@HOTMAIL.COMGSTIN:<br/>                 36AQPPP7455B1Z1<br/>                 State:36-Telangana<br/>                 DLNO.:TS/MDL/2021-78051</p> | Estimate No.<br><b>224</b> | Date<br><b>13-02-2025</b> |
|--|----------------------------|---------------------------|

Estimate For  
**THE DIRECTOR**  
 THE DIRECTOR,  
 AIIMS BHUBANESWAR,  
 SIJUA, PATRAPADA,  
 BHUBANESWAR-751019

| #            | Itemname   | HSN/SAC | Quantity | Unit | Price/Unit    | GST                  | Amount               |
|--------------|--|---------|----------|------|---------------|----------------------|----------------------|
| 1            | SIMNEW B COMPLETE ( SIMULATOR,CONTROL PANEL AND ALL IN ONE PC SIMULATED PATIENT MONITOR, INSTALLATION, EDUCATION SERVICESAND 5 YEARS WARRANTY) |         | 1        | NOS  | ₹57,47,457.63 | ₹10,34,542.37 (18%)  | ₹67,82,000.00        |
| <b>Total</b> |  |         | <b>1</b> |      |               | <b>₹10,34,542.37</b> | <b>₹67,82,000.00</b> |

|   |   |
|---|---|
| Estimate Amount in Words<br><b>Sixty Seven Lakh Eighty Two Thousand Rupees only</b> | Amounts<br>Sub Total <b>₹67,82,000.00</b> |
|---|---|

|   |                            |
|---|----------------------------|
| Description<br><b>Terms &amp; Condition:</b><br><br>1.Quotation Validity:March 2026<br>2.F.O.R: At AIIMS,BBSR<br>3. Payment: After Delivery of Goods in acceptable condition /after successful installation & commissioning of the equipment/instrument.<br>4. DeliveryPeriod:Within30daysfromdateofPurchaseorder<br>5. CMCcharges@5%per year following warranty period of 5years | Total <b>₹67,82,000.00</b> |
|---|----------------------------|

| HSN/SAC      | Taxable amount       | CGST |                     | SGST |                     | Total Tax Amount     |
|--------------|----------------------|------|---------------------|------|---------------------|----------------------|
|              |                      | Rate | Amount              | Rate | Amount              |                      |
|              | ₹57,47,457.63        | 9%   | ₹5,17,271.19        | 9%   | ₹5,17,271.19        | ₹10,34,542.37        |
| <b>Total</b> | <b>₹57,47,457.63</b> |      | <b>₹5,17,271.19</b> |      | <b>₹5,17,271.19</b> | <b>₹10,34,542.37</b> |

**Bank Details**



Name: CENTRAL BANK OF INDIA,EAST MAREDPALLI  
 Account No. : 3440304278  
 IFSC code : CBIN0283810  
 Account holder's name:SABITAENTERPRISES

For: SABITA ENTERPRISES



Authorized Signatory

*(Signature)*  
**Dr. Pankaj Kumar Mohanty**  
 Additional Professor  
 Department of Neonatology  
 AIIMS, Bhubaneswar-751019



**Laerdal**

helping save lives

5<sup>th</sup> March'25

Laerdal Medical India Pvt Ltd 315, 3<sup>rd</sup> floor, Commercial 1, A Wing, Kohinoor City, Kiro Road, Kurla Mumbai 400 070 Maharashtra, India Tel: +91 8655951956

### Proprietary Article Certificate

This is to certify that Laerdal Medical is the only manufacturer & provider for the neonatal simulator model - SimNewB, it has been designed by Laerdal in collaboration with the American Academy of Pediatrics to meet the training requirements of neonatal emergency medicine and resuscitation courses. With realistic newborn traits and lifelike clinical feedback, SimNewB is ideal for training for the specific needs of neonates

#### General Features

- The Neonatal Simulator SimNewB facilitate multidisciplinary simulation-based training for improved care of a critically ill newborn baby
- It accurately represents a full term, 50th percentile newborn.
- It is ready for use, weighing 7 pounds (3.2 kilos), thus permitting easy repositioning by average sized rescuers and learners. It measures 21 inches (53 cm).
- The standard system consists of a neonatal simulator, handheld wireless touchscreen color remote control, compressor and patient monitor. The system should be able to run via PC laptop or handheld wireless touchscreen color remote control.
- The operation does not interfere with the auscultation of physiological sounds
- The operation does not cause unwanted manikin body movement.
- The software allows multi-media images to be inserted into simulations via the touch screen patient monitor.
- The system also integrates pre-recorded multi-media videos to be inserted into simulations via the touch screen patient monitor.
- The system allows lab results/values to be inserted into simulations via the touch screen patient monitor.
- The system permits X-Rays to be inserted into simulations via the patient monitor.
- The system includes a profile editor which allows each instructor to specifically configure the simulator and interface to meet their preference and needs.
- The system displays of past, present and future scenario trending providing instructors with situational awareness during a scenario.
- The system offers following scenarios developed & validated by organizations such as the American Academy of Pediatrics allowing learners to master the skills needed to care for neonatal patients and ultimately improve patient outcomes as per the 8th Edition NRP curricula
- An Uncomplicated Birth
- Newborn Requiring Initial Steps of Newborn Care
- Resuscitation with Positive-Pressure Ventilation
- Resuscitation with Positive-Pressure Ventilation and CPAP
- Resuscitation with Positive-Pressure Ventilation and Endotracheal Intubation
- Resuscitation with Positive-Pressure Ventilation, Endotracheal Intubation, and Chest Compressions
- Resuscitation with PPV, Endotracheal Intubation, Chest Compressions, Epinephrine, and Volume
- Resuscitation of a Newborn with Obstructed Airway
- Resuscitation of Late Preterm Newborn with Initial Steps of Newborn Care and CPAP
- Resuscitation Outside the Delivery Room with Positive-Pressure Ventilation
- Ethics and Care at the End of Life
- Learning Objectives

The Standard system is capable of operation via Automatic and Manual Mode

*Respenda*

customer.service@laerdal.co

*Dr. Pankaj Kumar Mishra*  
Additional Professor  
Department of Neonatology  
AIIMS, Bhubaneswar-751010

www.laerdal.com



# Laerdal

helping save lives

## Airway Features

- An icon shall display if air is being provided during Bag Valve Mask ventilations and intubation on the GUI on the PC.
- The simulator chest generate breath sounds which shows assisted breathing when ventilated with a bag mask:
- The simulator chest generate breath sounds that shows spontaneous breathing when auscultated with a stethoscope
- The simulator chest rises and fall in response to positive pressure ventilation.
- Airway skills/features are included in the system:
  - a. Anatomically Accurate, Realistic Airway
  - b. ET Tube Insertion, LMA Insertion, Sellick Maneuver
  - c. Positive-Pressure Ventilation
  - d. Right Mainstem Intubation
  - e. Simulated Suctioning, Variable Lung Resistance
  - f. Gastric Tube Insertion
  - g. Bilateral and unilateral chest rise and fall with mechanical ventilation
  - h. CO<sub>2</sub> exhalation
  - i. Normal and abnormal breath sounds
  - j. Controllable open/closed airway, automatically or manually controlled
  - k. Bag-mask ventilation
- Simulator features Pneumothorax complications including:
  - l. Unilateral chest movement with mechanical ventilation
  - m. Unilateral breath sounds
  - n. Unilateral needle thoracentesis, mid-axillary
- It allows spontaneous breathing with variable rate.
- Bilateral and unilateral chest rise and fall is possible.
- Normal and abnormal breath sounds such as Coarse Crackles, Fine Crackles, Pneumonia, Wheeze, Rhonchi, Stridor and Wheezes shall be present.

## Cardiac Features

- It has Heart sounds such as normal, systolic murmur, Aortic Stenosis, Austin Flint Murmur, Stills Murmur, Atrial Septal Defect (ASD), Ventricular Septal Defect (VSD) and Pulmonary Stenosis.
- Realistic depth of CPR compressions shall be possible
- Detection of CPR compressions is displayed along with the data log for debriefing

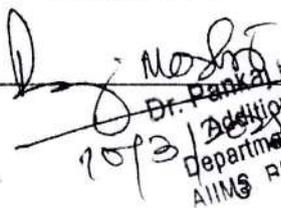
## Circulation

- Simulator system allow the practice of the following skills: cannulation, phlebotomy, drug administration and infusion.
- An extensive ECG library is present with rates ranging from 0 to 250.
- Blood pressure is measurable automatically or manually by auscultation of Korotkoff sound (right arm).
- Umbilical and Brachial pulses are synchronized with ECG.
- Manikins allow umbilical cord to be assessed, cut and catheterized.
- Umbilical catheterization with blood return can be practiced
- Pulse can be turned "on" and "off".
- Brachial pulse palpation shall be detected and logged via laptop computer
- IV access is available through the umbilical cord.
- IO access is possible via tibiae (both legs).
- Circumoral Cyanosis is evident on low saturation.

## Others

- Able to demonstrate normal, constricted and dilated pupils.
  - The manikin shows movement in all four limbs: Limp, Tone, Spontaneous Motion and Seizure
  - The manikin capable to transmit voice sounds via prerecorded files and/or files created by end user.
  - The manikin has vocal sounds such as Content, Hiccups, Grunting, Strong Cry, Weak Cry, Cough, and Scream.
- Meconium module for suction removal training is present.

customer.service@laerdal.co.in

  
Dr. Pankaj Kumar Mohanty  
Additional Professor  
Department of Neonatology  
AIIMS Rishikesh

www.laerdal.com

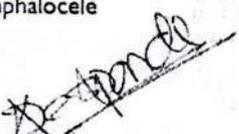


**Laerdal**

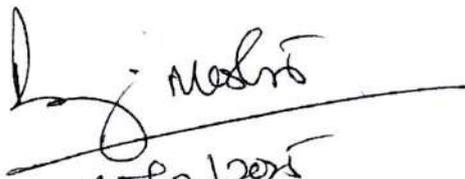
helping save lives

Configurable Touch Screen Patient Monitor Parameters include (not limited to):

- o. HR
- p. NIBP
- q. ECG
- r. SPO2
- s. ETCO2
- t. Respiratory Rate
- u. Temperature
- The system has following quality certifications:
  - UL, CE
  - FCC, CSA
- The manufacturer provides training to new equipment end user and details on the concepts, skills, & aptitude to operate & maintain the simulator.
- The system should also be able to train on the following congenital anomalies:
  - v. Cystic Hygroma Head Skin with Cystic Hygroma Insert
  - ii. Cleft Lip Head Skin
  - iii. Forceps Head Skin
  - iv. Polycystic Kidneys
  - v. Myelomeningocele
  - vi. Omphalocele

  
**Authorized Signatory**

Akshay Deshpande  
Marketing Manager  
Laerdal Medical India  
5<sup>th</sup> March 2025

  
10/3/2025  
Dr. Pankaj Kumar Mohanty  
Additional Professor  
Department of Neonatology  
IIIMS Bhubaneswar-751010



**Laerdal**  
helping save lives

Laerdal Medical India Pvt Ltd  
No.114, Sri Venkateshwara Nagar,  
Mettukuppam Main Road,  
Maduravoyal,  
Chennai - 600 096,  
Tamil Nadu, India  
[www.laerdal.com](http://www.laerdal.com)

**MANUFACTURER'S AUTHORISATION LETTER**

Dt: 12.02.2025

To  
The Director,  
AIIMS Bhubaneswar,  
Sijua, Patrapada,  
Bhubaneswar - 751 019

Dear Sir,

We, **Laerdal Medical**, who are established and reputable manufacturers of Patient Simulator/Manikins having factories at Norway, USA etc., do hereby authorise **M/s. Sabita Enterprises**, 32-77/14/18, Seetharam Nagar, Vinayak Nagar Malkajgiri, Medchal-Malkajgiri Telangana Pin-500047, to bid, negotiate, and conclude the contract on our behalf.

We also hereby undertake to provide full guarantee/ warrantee/ CMC/AMC as agreed by the bidder in the event the bidder is changed as the dealers, or the bidder fails to provide satisfactory after sales and service during such period of Comprehensive warranty/ CMC/ AMC and to supply all the spares/ reagents/ consumables.

We also hereby declare that we have the capacity to manufacturer and supply, install and commission the quantity of the equipment bided within the stipulated time.

This authorisation is valid till 31<sup>st</sup> Dec'2025

Thank you,

For and on behalf of **Laerdal Medical**



**Authorized Signatory**