



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

To be uploaded in Website: www.aiimsbhubaneswar.edu.in (Tender)

Reference No: AIIMS/BBSR/ITC/33/17

Dated: 04/02/2019

Sub: Procurement of 01 No. Speech Recognition Software & Voice Profile Solution (Indian English Edition Dragon Medical Practice Edition 3.2) (Make: Nuance Communications, Inc., Australia) at AIIMS, BBSR on Proprietary basis - **Inviting Comments thereon.**

The Department of Neurosurgery of AIIMS, Bhubaneswar has requested for Procurement of 01 No. Speech Recognition Software & Voice Profile Solution (Indian English Edition Dragon Medical Practice Edition 3.2) (Make: Nuance Communications, Inc., Australia) from **M/s Nuance Communications, Inc., Australia** through their Authorized Indian Distributor **M/s ICONS Infocom P. Ltd., Mumbai.**

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, AIIMS, Bhubaneswar (Odisha) – 751019 or through E-mail to aso.dkmahana@aiimsbhubaneswar.edu.in & spo@aiimsbhubaneswar.edu.in, so as to reach on or before **date: 19-02-2019** 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 ref. no. – **AIIMS/BBSR/ITC/33/17** dt: 05-02-2019, due on dated: 19-02-2019 should be superscripted on sealed envelope.

Enclosure:

1. Proprietary Article Certificate from Indenting Officer of Department of Neurosurgery, AIIMS, Bhubaneswar. **Annexure-I**
2. PAC of M/s Nuance Communications, Inc., Australia stating their Authorized Indian Distributor as M/s ICONS Infocom P. Ltd., Mumbai **Annexure-II**
3. Price Quotation for Indian English Edition Dragon Medical Practice Edition 3.2 **Annexure-III**
4. Brochure & Literature of Philips SpeechMike USB dictation microphone with Speech Exec workflow software (LFH3200/3300 series) and Dragon Medical Practice Edition 3 with Splcons: Medical Vocabularies Indian English **Annexure-IV**

Copy to:

- | | | |
|--|---|------------------------------|
| 1. Indenting Officer, Department of Neurosurgery | : | for information please |
| 2. Accounts Officer | : | for information please |
| 3. IT Cell | : | for hoisting in the website. |

[Signature]

Sr. Procurement-cum-Stores Officer

[Signature]

Proprietary Article Certificate

Valid for the Current Financial Year

File No. and Date Reference :		AIMS/BBER/ITC/33/17	
1	Description of article	Speech Recognition & voice Pkble ed	
2	Forecast of quantity /annual requirement	02 (Two)	
3	Approximate estimated value for above quantity	2x84,995.00	
4	Maker's name and address	Nuance Dragon Dictation solution	
5	Name's of authorised dealers/ stockists	Sange Infocan P.Ltd.	
6	I approve the above purchase on PAC basis and certify that : - 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 PAC certificate will be invalid.		
6 (a)	This is the only firm who is manufacturing / stocking this item. AND	Yes	
6 (b)	A Similar article is not manufactured / sold by any other firm, which could be used in lieu	Yes	
6 (c-1)	No other make/brand will be suitable for following tangible reasons (like OEM/Warranty spares.): OR	02 years	
6 (c-2)	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) : <u>As per last procurement</u>	18.04.2018 (By N. S. S. Medicine Dept.)	
7	Reference of concurrence of finance wing to the proposal :		
History of PAC Purchase of this item for past three years may be given below : 18.04.2018			
Name of the Supplier			
Order/ Tender Reference & Date	Quantity Ordered	Basic Rate on Order (Rs.)	Adverse Performance Reported if Any

Rue 04/12/18

Signature of the Indenter/ User

Dr R N Sahu.

Signature of Approving Authority.....

Date..... Designation of Officer.....

Dr. R. N. Sahu, MCH. DNB
Additional Professor
Dept. of Neurosurgery
AIIMS, Bhubaneswar



To whom it may concern,

I hereby confirm that as of the 6th of April 2017, ICONS having a place of business at 2 Meera Apts, Juhu Versova Link Road Andheri (W) Mumbai – 400 061 Maharashtra India is our only India based Dragon Medical Practice Edition value added distributor that has access to our latest versions of Dragon Medical Practice Edition in the territory of India.

Sincerely,

George Salmo

Director – APAC Sales and Channel Partners

Nuance Communications, Inc.
Nuance Healthcare Solutions

Level 11, 124 Walker Street
North Sydney, NSW 2060, Australia

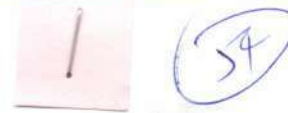
+614 29 326 724 Mobile

+61 2 9434 2335 Office Number

Email: George.salmo@nuance.com



Icons



NUANCE
Dragon Dictation Solutions

Ref :IPL/DMPE3/OR-BBS-AIIMS-04/05.01.19

Date: 05/01/2019

To,
Mr.Satya Mohanty,
AIIMS, Bhuneshwar.

Sub: Quote for Indian English Edition Dragon Medical Practice Edition 3.2

Dear Mr.Mohanty.

We are the National distributor of Nuance in India, as requested please find the quote for Dragon Medical Practice Edition with Splcons Indian accent & Voice profile sol.

Dragon Medical Practice Edition 3.2 full version: Now includes more medical terms, formatting and it not only allows you to dictate to your voice commands but also operates the menu commands, corrections and formatting of the document through voice commands. Compatibility with Microsoft Word, Excel, Outlook, Internet Explorer, etc. It virtually eliminates the keyboard and mouse. Dragon Medical Practice Edition 2.0 truly delivers on the promise of the speech recognition in health care. Never has a release of Dragon been as accurate –Now healthcare professionals can finally eliminate the high cost and longer turnaround time associated with manual transcription of patient notes. It virtually eliminates the keyboard and mouse. Also Supports windows 8.0 Come free with Dragon certified Noise cancellation Headset Microphone. List Price Rs. 114,995

No. of Software	Cost per user	Total Cost (Tax CST/VAT Extra)	Price Validity
2	84,995	Rs.169,990/-	Strictly till 31/03/2018

Minimum System requirement: CPU: Intel® Pentium® / 2.4 GHz processor dual core processor or Equivalent AMD processor.
Memory: 4 GB RAM recommended. O/S: Win 7, Win 8 & Win 10.

Add-on; Philips LFH3200 will cost extra as combo Rs.17000+18% GST in lieu of the headset microphone.

Warranty for Hardware: 2 years from the date of Invoice, covers any manufacturing defect and no physical damage covered.

Licensing Policy: 1 software = 1 user = 1 Machine

Terms of Payment:

- 30 days from the date of dispatch.
- PO & Payment shall be made in favour of our software division "ICONS Infocom P. Ltd.".
- Free Dragon Certified Noise Cancellation Headphone Microphone is included.
- Free Online/Onsite Support and Email support for 2 years, thereafter Rs. 7500/- per user + 18% GST, Per year.
- 18% GST Extra.

We hope you would find our quote to be most suitable. **For any clarification, please call me on +91 96194 42667.**

Thanks & Regards,
Suresh Agrawal. (Cell: 96194 42667)
Group Online Business & ePresenter – Speech, Imagine & Display Solutions

ICONS Infocom P.Ltd, Mumbai.

Authorised National Distributor for Nuance in India

ICONS Infocom P. Ltd

HO: 206, Kartik Complex, New Link Road, Opp.Laxmi Industrial Estate, Andheri (W), Mumbai - 400053. PH: 4094 2600, 2635 1063. Fax: 022- 2633 6084

Ahmedabad Bangalore Chandigarh Chennai Hyderabad Kochi Lucknow Mumbai New Delhi Pune

www.dragonmedical.in



Philips SpeechMike
**USB dictation
microphone**
with SpeechExec
workflow software

SPEECHMIKE



LFH3200/3300 series

Boost your productivity with a professional dictation solution

The professional SpeechMike USB microphone takes stationary dictation to a new level. It delivers excellent speech recognition capabilities, an antimicrobial surface for improved hygiene, and refined ergonomics for easy operation.

Superior audio quality

- Noise-canceling microphone for accurate speech recognition results
- Integrated sound card and speaker ensuring crystal clear playback

Enhance your productivity

- Comfortable ergonomic design for one-thumb operation
- Antimicrobial surface for active bacteria reduction and improved hygiene
- Attach client or patient data to a recording simply by scanning a barcode

Designed for professionals

- Available with Philips SpeechExec professional dictation software
- Geared for Dragon NaturallySpeaking speech recognition software
- Can be fully integrated into existing workflow systems

PHILIPS



Highlights

Noise-canceling microphone



The advanced microphone design and an optimized frequency response rate cater for the best speech recognition results.

Crystal clear playback



The advanced built-in front speaker and the integrated sound card guarantee crystal clear playback of your dictation files.

Ergonomic zone design



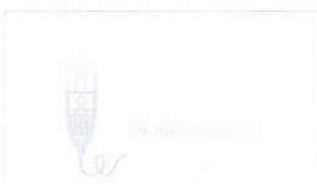
Designed with three ergonomic zones, it has been tested and proven by users to have the most comfortable fit in the human hand. The dictation zone is optimized to keep thumb movement to a minimum and allows for blind operation. The buttons needed for the actual dictation functions take up the greatest amount of space in the central area of the device. Less frequently needed function buttons are clearly arranged above and below. The trackball uses a laser sensor that allows precise cursor movements. It contains an integrated confirmation button for simple control of PC functions and can also be used to control playback volume.

Antimicrobial surface



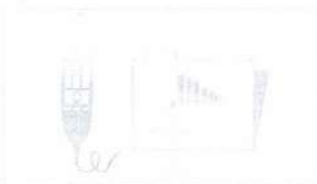
The antimicrobial surface is important for use in a clinical environment. This feature was achieved by adding a substance to the plastic that impedes the reproduction of microorganisms, thus improving hygiene.

Integrated bar code scanner



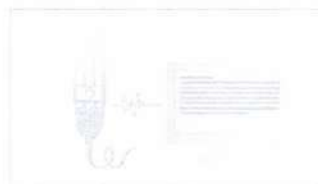
Link client or patient data to a recorded file simply by scanning a bar code. The scanned information is automatically attached to the dictation file, streamlining the documentation process. All identifying information is entered accurately, increasing security and potential for cost savings.

SpeechExec Pro dictation software



The dictation management software SpeechExec Pro Dictate allows the seamless and flexible integration of dictation, transcription, and voice recognition in a single application. Dictation files and documents can be sent via network or email, uploaded to an FTP server, or archived in the company network - even in encrypted form. User-friendly functions allow for clear and transparent organization of the recordings and the implementation of an efficient document workflow.

Geared for speech recognition



The SpeechMike features preconfigured buttons for direct control of Dragon NaturallySpeaking, the voice recognition solution from Nuance.

Ready for integration



Philips provides a software development kit (SDK) for speech, office, and business application developers that allows for convenient programming of interfaces when integrating the SpeechMike into professional information and dictation solutions.



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Specifications

Connectivity

- USB: High-speed USB 2.0

Audio recording

- Microphone type: electret condenser microphone
- Microphone capsule: 10 mm
- Characteristic: uni-directional
- Frequency response: 200–10 000 Hz
- Sensitivity: 85 dB–104 dB (depending on position of mic-slider in sound control panel)
- Signal-to-noise ratio: > 70 dBA

Sound

- Speaker type: built-in round, dynamic speaker
- Speaker diameter: 30 mm
- Acoustic frequency response: 300–7500 Hz
- Speaker output power: > 200 mW

Barcode scanner (LFH3300/3010)

- Compatible bar codes: EAN, UPC, Code 11/39/93/128, Codabar, MSI Code, RSS, Interleaved 2 of 5, Discrete 2 of 5
- Laser class: class 1 laser product

System requirements

- Processor: Pentium IV 1 GHz recommended
- RAM memory: 1 GB (2 GB recommended)
- Hard disk space: 100 MB for SpeechExec, 850 MB for Microsoft .NET 4, 30 MB for Speech Control, 250 MB for Microsoft .NET 2.0
- Operating system: Windows 8/7/Vista (32/64 bit), Mac OS X 10.8/10.7
- Free USB port
- DVD-ROM drive
- Graphics card: DirectX-compliant graphics card with hardware acceleration recommended
- Sound device: Windows-compatible sound device

Green specifications

- Compliant to 2002/95/EC (RoHS)
- Lead-free soldered product

Operation conditions

- Temperature: 5 °–45 °C/41 °–113 °F
- Humidity: 10 %–90 %

Dimensions

- Product dimensions (W × D × H): 45 mm × 165 mm × 30 mm/1.8" × 6.5" × 1.2"
- Weight: 0.160 kg/0.353 lb
- Cable length: 3 m/10 ft

Design and finishing

- Material: antimicrobial housing
- Color(s): warm grey/black

Package contents

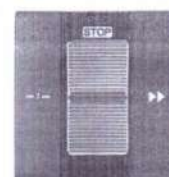
- SpeechMike USB dictation microphone
- Quick start guide

Push-button operation



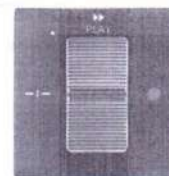
- LFH3205 with SpeechExec workflow software
- LFH3200 without SpeechExec workflow software

4-position slide switch (record, stop, play, fast rewind)



- LFH3215 with SpeechExec workflow software
- LFH3210 without SpeechExec workflow software

Configurable 4-position slide switch (fast forward, play/record, stop, fast rewind)



- LFH3220 without SpeechExec workflow software

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Dragon Medical Practice Edition 3 with Splcons: Medical vocabularies Indian English

Challenge

How can clinicians efficiently document patient care in their own words, using complex medical terminology, more efficiently and completely?

Solution

By using Dragon Medical Practice Edition 3 and its powerful set of medical specialties and subspecialties vocabularies, clinicians can efficiently navigate and dictate medical decision making and treatment plans directly into a patient's electronic record.

Dictate in the clinician's own words:

- Medical terminology, formatting rules, search commands and command sets
- Close to 60 specialty and subspecialty vocabularies
- Faster and more accurate recognition than ever before
- Adjusts to clinicians' speech patterns from the beginning.
- Improved doctor satisfaction through high quality output.

Optimized for the medical use case as compared with non-medical Dragon editions.

Improve documentation

Eliminate transcription costs

Increase physician satisfaction

Enhance efficiency

Increase profitability

"The medical dictionary is very impressive. The more we use it and train it, the better the accuracy gets. It appears to be working very well. On the whole we are happy with it, and would recommend it to other medical professionals."

Dr. Erfan Javaheri, West Bar Surgery,
Banbury, United Kingdom

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Overview of the covered specialties and subspecialties

Dragon Medical Practice Edition 3 contains medical vocabularies covering close to 60 medical specialties and subspecialties in the UK English version. It is important that you select the correct vocabulary. Using a specialised medical vocabulary that covers the cases you see in your medical practice will offer you the highest recognition and productivity gains. Selecting a non-medical vocabulary or the medical vocabulary of a different specialty can have a significant impact on your recognition accuracy.

General English:

Non-medical vocabulary for dictating emails, letters, etc.

General Medical:

A broad, non-specific medical vocabulary covering a wide range of medical specialties. Select this model if no other choice is applicable to you.

Medical Education and Writing:

A medical vocabulary especially for writing scientific papers and articles.

Anaesthesiology

Allergy and Immunology

Cardiology including

– Paediatric Cardiology

Dentistry

Dermatology

Emergency Medicine

ENT

Epidemiology

Family Medicine

Geriatric Medicine

Internal Medicine including

- Endocrinology Diabetes and Metabolism
- Gastroenterology
- Haematology
- Infectious Disease
- Internal Medicine
- Nephrology
- Pulmonary Disease
- Radiation Therapy
- Rheumatology

Mental Health including

- Psychiatry
- Psychology
- Addiction Psychiatry

Neurology

Neurosurgery

Nursing

Obstetrics and Gynaecology

- including
- Fetal Medicine
 - Midwifery

Ophthalmology

Orthopaedics including

- Hand Surgery
- Orthopaedic Surgery
- Podiatry

Oncology

Osteopathy

Pain Medicine

Pathology

Paediatrics including

- Neonatal and Perinatal Medicine
- Paediatric Dentistry
- Paediatric Gastroenterology

Radiology including

- Nuclear Medicine
- Vascular and Interventional

Sleep Lab

Surgery including

- Cardiac Surgery
- Colon and Rectal Surgery
- Oral and Facial Surgery
- Plastic Surgery
- Proctology
- Thoracic Surgery
- Urology
- Vascular Surgery

To find out how speech recognition can help you reach your quality and care goals, visit us at:

 www.dragonmedical.in

 [www.twitter.com/iconsinfocom](https://twitter.com/iconsinfocom)

About Nuance Communications, Inc.

Nuance Communications is reinventing the relationship between people and technology. Through its voice and language offerings, the company is creating a more human conversation with the many systems, devices, electronics, apps and services around us. Every day, millions of people and thousands of businesses experience Nuance through intelligent systems that can listen, understand, learn and adapt to your life and your work. For more information, please visit nuance.com.



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NUAN-DI-001-01-VS-EN, April 2015

ICONS Infocom P.Ltd

www.dragonmedical.in

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Now finally someone *listens* & understands you.

SpIcons® CUSTOMISED INDIAN ACCENT & VOICE PROFILE with

conventional speech recognition software, the user dictates into a PC and corrects the transcribed text that appears in real-time on the screen. The system learns from its mistakes.

Designed specifically for the Medical User:

SpIcons® Medical offers a preconfigured Medical vocabulary that includes over 30,000 Medical-Indian drug names, thousands of Medical specific terms, hundreds of Medical customised templates. Reduce dependencies on support staff or improve transcription turnaround time with enhanced third-party correction features.

Dragon has been around for more than 25 years but no one could use it in business applications because the engine and database could recognize only Western accents. We Indians could not achieve more than 40% accuracy using the software. We have very recently developed a unique solution called **SpIcons® INDIAN Accent & Voice Profile**, when integrated with Dragon Software most users can achieve minimum 95-98% accuracy **without training their voice with any Indian English accent based on our zonal accent profile** to the computer & gradually can achieve accuracy as high as 99%.

SpIcons® - Med+cal is a General-Cum Medical dictionary Indian Accent & Voice Profile with General +Medical Vocabulary & Some Common jargons in written & spoken form. Covers over 30000 medicine names available in Indian market medical specialties & sub-specialties. Currently the Profile is categorised in 4 Different Speech Profile each covering North, South, East & West.

Typical Indian Medical Vocabulary: Medical vocabulary, Generic drug names, brands....etc

Vocabulary and phrase training customised from more than 60000 Indian Medical reports.

Highly Accurate

- **Now compatible with Dragon Medical Practice Edition.**
- Recognises key words and phrases.
- No need to train most of the words.

The SpIcons® Medical have been created for Medical specialising in Chest Medicine, Dentistry, Dermatology, Embryology, Endocrinology, Entomology, Enzyme, Epidemiology, Gastroenterologist, Genetics, Geologist, Gynaecologist, Haematology, Hormone, Immunology, Medical Abbreviation, Microbiology, Microscopy, Molecular Biology, Nephrology, Nerve, Neurology, Obstetrics, Oncology, Ophthalmology, Optics, Ornithology, Orthopaedics, Otolaryngology, Paleontology, Pathology, Pharmacology, Psychiatry, Psychology, Radiobiology, Radiology, Rheumatology, Specialist, Surgery, Syndrome, Tumors, Urology, Vein, Veterinary, Virology, Zoology.