



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: J-11032(025)/2019-20/S&P

Dated: 21/06/2019

Sub: Procurement of Consumables for ENT Navigation System for FESS and Skull Base Procedures (Make: Medtronic Inc.) (Model: FUSION Navigation System) for the Department of ENT at AIIMS, Bhubaneswar on Proprietary basis - Inviting Comments thereon.

The Department of ENT of AIIMS, Bhubaneswar has requested for procurement of Various Consumables for ENT Navigation System for FESS and Skull Base Procedures (Make: Medtronic Inc.) (Model: FUSION Navigation System) from **M/s India Medtronic Pvt. Ltd. through their Authorized Dealer i.e. M/s Helios Medical Systems, Kolkata.**

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 spo@aiimsbhubaneswar.edu.in and stoke_lovneet@aiimsbhubaneswar.edu.in, so as to reach on or before **date: 06-07-2019** 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. – **J-11032(025)/2019-20/S&P** dt: **22-06-2019**, due on dated: **06-07-2019** should be superscripted on sealed envelope.

Enclosure:

1. Proprietary Article Certificates from Indenting Officer of Department of ENT, AIIMS, Bhubaneswar. **Annexure-I**
2. Proprietary Certificate of M/s India Medtronic Pvt. Ltd. for Consumables of ENT Navigation System **Annexure-II**
3. Brochure & Literature for Consumable of ENT Navigation System **Annexure-III**
4. Authorization Letter of M/s India Medtronic Pvt. Ltd. stating their Authorized Dealer as M/s HELIOS MEDICAL SYSTEMS, Kolkata **Annexure-IV**
5. Price Quotation of M/s HELIOS MEDICAL SYSTEMS for Consumables of ENT Navigation System **Annexure-V**

Copy to:

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


Sr. Procurement-cum-Stores Officer

07/07/2019

Proprietary Article Certificate Valid for the Current Financial Year

File No. and Date Reference :			
1	Description of article	Consumables for NaviSat System	
2	Forecast of quantity /annual requirement	Reb - 973487101 - 30 973487101 - 30	
3	Approximate estimated value for above quantity	Rs 3,20,000/- + GST	
4	Maker's name and address	Medtronic	
5	Name's of authorised dealers/ stockists	Health Care Associates Pvt. Ltd., Helios Medical Systems	
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	Yes	
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) :		
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 :			
Name of the Supplier			
Order/ Tender Reference & Date	Quantity Ordered	Basic Rate on Order (Rs.)	Adverse Performance Reported if Any
NA	NA	NA	NA

Dr. Sourav Sarkar
Assistant Professor
Dept. of ENT and Head & Neck Surgery
AIIMS, Bhubaneswar

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

Medtronic

India Medtronic Pvt. Ltd.
CIN: U33110MH1993PTC204814
1241, Solitaire Corporate Park,
Bldg. No. 12, 4th Floor,
Andheri - Ghatkopar Link Road,
Andheri (East), Mumbai - 400093, India.
www.medtronic.co.in

Tel +91-22 33074700/1/2/3
Fax +91-22 33074704

31st May 2019

To
The Director
All India Institute of Medical Sciences,
Patrapada, Sijua
Bhubaneswar- 751019

Sub : PROPRIETARY ARTICLE CERTIFICATE FOR CONSUMABLES OF ENT NAVIGATION SYSTEM.

Dear Sir,

This is to certify that the consumables listed below for Medtronic ENT Navigation System, are the proprietary items of Medtronic Inc. 710 Medtronic Parkway, ms LC300, Minneapolis, MN55432.5604, USA. They are being manufactured at Medtronic Navigation, 826 Coal Creek Circle, Louisville, CO 80027, Colorado, USA

Sl. No.	Ref No.	HSN Code	Product Details	Qty
1	9734887XOM	90181990	PATIENT TRACKER 9734887XOM NON-INVASIVE	1
2	9733533	90189029	INSTR TRACKER 9733533 EM ENT	1
3	1884006EM	90189022	BLADE 1884006EM RAD40 4MM M4 ROTATE ROHS	1
4	1884080EM	90189022	BLADE 1884080EM TRICUT 4MMX13CM M4 ROHS	1
5	1884012EM	90189022	BLADE 1884012EM RAD12 4MM M4 ROTATE ROHS	1

All the above accessories tools are compatible with Medtronic ENT Navigation System. All these items are propitiatory products of Medtronic Inc, USA and no other company's consumables are compatible (not recommended as per Medtronic policy) with Medtronic Micro Motor System.

Yours faithfully,
For and on behalf of India Medtronic Pvt. Ltd



Digitally signed by ABHAY DIXIT
DN: cn=ABHAY DIXIT, o=INDIA
MEDTRONIC PRIVATE LIMITED,
ou=ENT XOMED,
email=abhay.dixit@medtronic.co
m, c=IN
Date: 2019.06.03 13:09:49 +05'30'

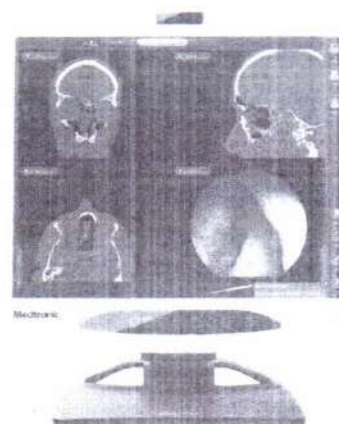
Abhay Dixit
Regional Manager, North & Eastern India, ENT
Cell: +918130647003
e-mail: abhay.dixit@medtronic.com

ADVANCING PATIENT CARE WITH ENT NAVIGATION

FUSION Compact™ navigation delivers meaningful innovation. With reliable accuracy, you can display the instrument-tip location on the screen—which may allow more thorough dissection and reduced complication risk in select patients.*

But it's more than that. We make technology smart and simple. Like factory-calibrated instruments with built-in navigation. And a one-piece, non-invasive patient tracker.

Whatever the surgery, whatever the need—our systems, instruments, and accessories can enhance your workflow and advance patient care.



FIRST & ONLY



ENT Electromagnetic Image Guidance System that:

- Provides reproducible accuracy comparable to the high level of accuracy offered by our optical systems
- Works with reusable standard instruments
- Can track up to 3 instruments at a time



ENT Image Guidance System that:

- Allows customization for each surgeon, including:
 - Procedure-specific for FESS and anterior or lateral skull base
 - Surgeon-specific room setup
 - Instrument preference
 - Orthogonal view positioning
- Provides navigation instruments with the same look and feel as your standard ENT instruments
- StealthMerge® ENT software that automatically merges image data from CT, CTA, MR, and MRA exams

Factory-Calibrated Blades for Navigation

- No array, no clamps, no calibration, no waiting
- First and only factory-calibrated blades for navigation
- True "plug and play" is more convenient and efficient

FUSION Compact™ ENT Navigation System

The modular Fusion Compact™ gives you the freedom to use navigation where and when you need it.

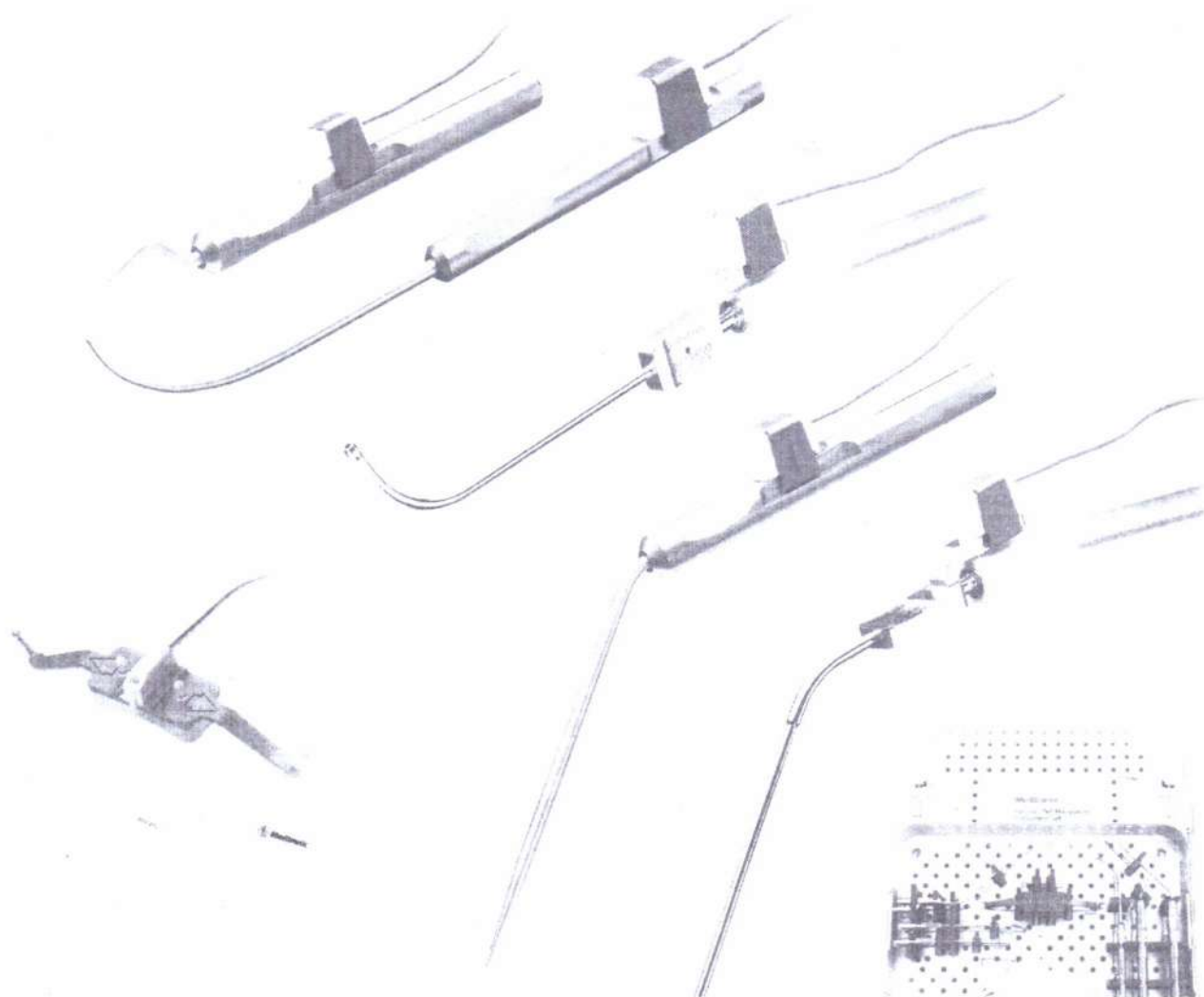
OUR NAVIGATION PORTFOLIO

REUSABLE STANDARD INSTRUMENT SET

■ Mirrors the instruments used in non-navigated ENT surgery

Part #	Description	Qty
9733452	Fusion ENT Navigation Instrument Set*	1
Set Includes:		
9733454	Head Frame Kit	1
9733446	Registration Probe	1
9733447	Straight Probe	1
9733449	Straight Suction	1
9733450	Curved Suction, 70°	1
9733451	Curved Suction, 90°	1
9733448	Ostium Seeker	1
9733455	Instrument Tray	1

* This set is only available in the US. If you are not in the US, please order these items individually.

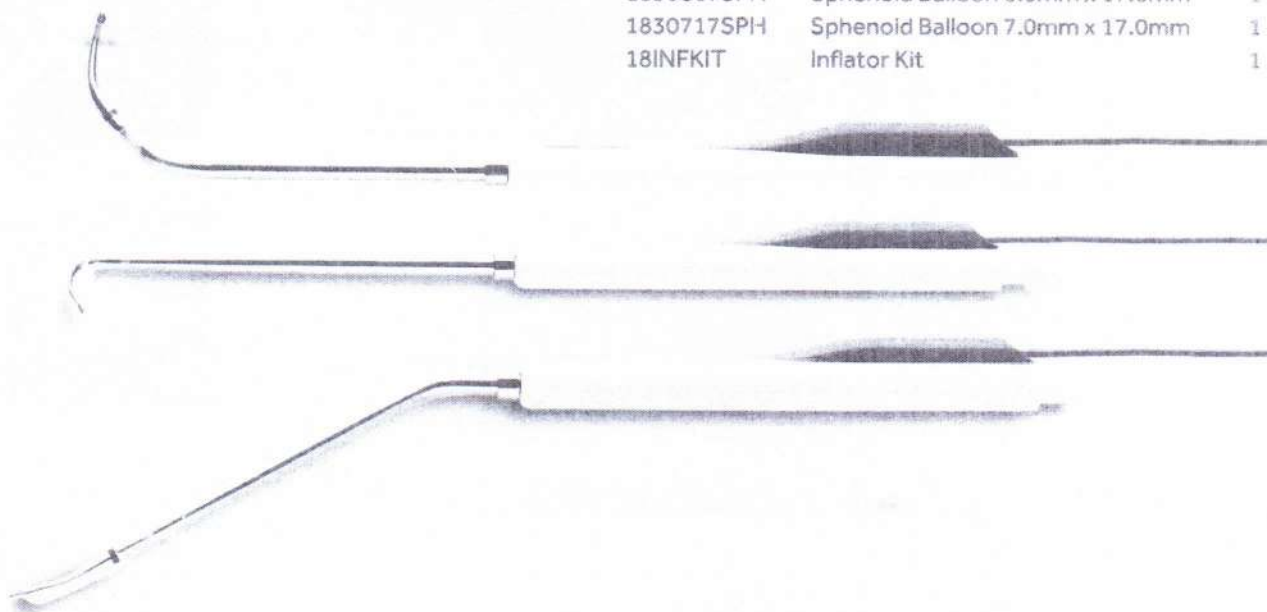


PLUG AND PLAY SOLUTIONS

NUVENT[®] EM SINUS DILATION SYSTEM

Balloon Dilation with Integrated Navigation

- Simple, targeted, and precise
- Rigid construction to move tissue and bone
- Frontal, maxillary, and sphenoid designs



Part #	Description	Qty
1830517FRT	Frontal Balloon 5.0mm x 17.0mm	1
1830617FRT	Frontal Balloon 6.0mm x 17.0mm	1
1830717FRT	Frontal Balloon 7.0mm x 17.0mm	1
1830507MAX	Maxillary Balloon 5.0mm x 7.0mm	1
1830607MAX	Maxillary Balloon 6.0mm x 7.0mm	1
1830707MAX	Maxillary Balloon 7.0mm x 7.0mm	1
1830517SPH	Sphenoid Balloon 5.0mm x 17.0mm	1
1830617SPH	Sphenoid Balloon 6.0mm x 17.0mm	1
1830717SPH	Sphenoid Balloon 7.0mm x 17.0mm	1
18INFKIT	Inflator Kit	1

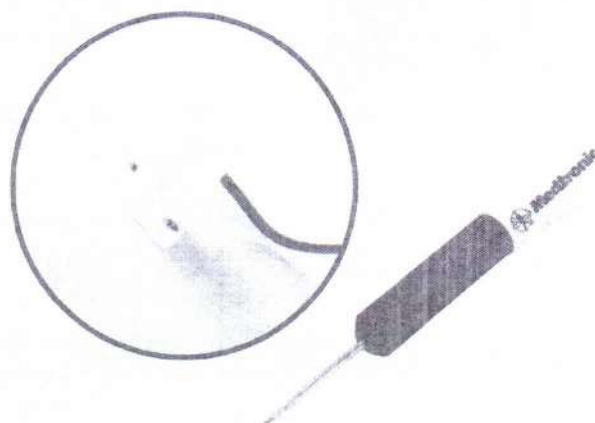
AxiEM[™] Non-Invasive Patient Tracker 9734887XOM

- Self-adhesive, one-piece tracker enables simpler, easier workflow during navigated ENT surgery



Cranial DRF: Dynamic Reference Frame 9731132 (5 Pack)

- Attaches to the cranium in essentially any location
- Designed for surgery with coronal flaps and lengthy complex cases such as lateral skull base
- Includes reference frame and screwdriver

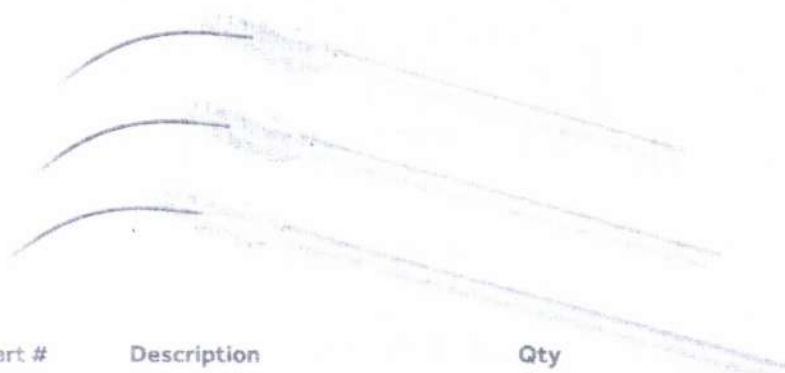


Automatically Recognized and Ready for Use

MALLEABLE SUCTION INSTRUMENTS

Bendable Suction with Built-in Navigation

- Re-shape without having to re-verify
- Standard suction design
- Multiple sizes and tips



Part #	Description	Qty
9735015	Small standard tip, 14.5 cm	1
9735016	Medium standard tip, 16.5 cm	1
9735017	Medium angle tip, 16.5 cm	1
9735018	Medium ball tip, 16.5 cm	1
9735019	Large standard tip, 20 cm	1



Standard tip



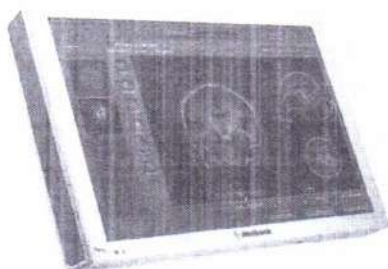
Angle tip



Ball tip

STRAIGHTSHOT® AUTOMATED EM TRACKING BLADES

Part #	Description	Qty
1884080EM	Tricut® 13 cm Straight Rotatable Blade, 4 mm	1
1884012EM	RAD® 12 Curved Rotatable Blade, 4 mm	1
1884006EM	RAD 40 Curved Rotatable Blade, 4 mm	1
1883080EM	Quadcut® Blade 3 mm X 13 cm	1
1883480EM	Quadcut Blade 3.4 mm X 13 cm	1
1884380EM	Quadcut Blade 4.3 mm X 13 cm	1
1895522	Irrigation Tubing Set	1

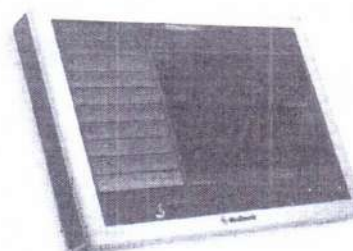


StealthMerge® ENT

Image Registration Software

More Information from Multiple Sources

- Automatically merges image data from CT, CTA, MR, and MRA exams



DICOM Query/Retrieve

Image Retrieval Software

Patient Data at Your Fingertips

- Easily find and retrieve patient exams directly from the Fusion system via your existing PACS

Medtronic

India Medtronic Pvt. Ltd.
CIN: U33110MH1993PTC204814
1241, Solitaire Corporate Park,
Bldg. No. 12, 4th Floor,
Andheri - Ghatkopar Link Road,
Andheri (East), Mumbai - 400093, India
www.medtronic.co.in

Tel +91-22 33074700/1/2/3
Fax +91-22 33074704

31st May 2019.

To
The Director
All India Institute of Medical Sciences,
Patrapada, Sijua
Bhubaneswar - 751019

Sub: Authorization Letter for supply of Consumables for ENT Department, manufactured by Medtronic Inc., USA.

Dear Sir,

We, India Medtronic Private Limited - a fully owned Subsidiary of Medtronic Inc. 710 Medtronic Parkway, ms LC300, Minneapolis, MN 55432.5604, USA, who are established and reputable manufacturers of following equipment

Sr. No.	Name of Equipment	Manufacturer
01	Medtronic Nerve Monitoring System	Medtronic Xomed, 6743, Southpoint Drive North, Jacksonville, FL - 32216, USA
02	Medtronic Image Guided ENT Navigation System	Medtronic Navigation, 826, Coal Creek Circle, Louisville, CO - 80027, Colorado, USA

We hereby authorize M/s. HELIOS MEDICAL SYSTEMS, having its principal place of business at 105/1, Bidhan Nagar Road, Suncity Commercial Complex, Kolkata-700067 to submit a bid and subsequently negotiate and sign the contract with you against the goods manufactured by us as listed above.

No company or firm or individual other than M/s. HELIOS MEDICAL SYSTEMS is authorized to bid, negotiate and conclude the contract in regard to this business.

We hereby extend our full guaranty and warranty as per general conditions of contract for the goods and services offered by the above firm.

Yours faithfully,
For and on behalf of India Medtronic Pvt. Ltd

Digitally signed by ABHAY DIXIT
DN: cn=ABHAY DIXIT, o=INDIA MEDTRONIC
PRIVATE LIMITED, ou=ENT XOMED,
email=abhay.dixit@medtronic.com, c=IN
Date: 2019.06.03 13:09:13 +05'30'

Abhay Dixit
Regional Manager, North & Eastern India,
ENT Cell: +918130647003
e-mail: abhay.dixit@medtronic.com



105/1, Bidhan Nagar Road, Sundty Commercial Complex,
Block-A, Office No. : F4, 2nd Floor, Kolkata-700 067. Ph. : 033 6501 3545 / 99039 69342

Memo No. : HMS/267/19-20

Date : 04.06.2019

To
The Director
All India Institute of Medical Sciences,
Patrapada, Sijua
Bhubaneswar- 751019

Sub : PRICE QUOTATION FOR CONSUMABLES OF ENT NAVIGATION SYSTEM,
MANUFACTURED BY MEDTRONIC INC. USA.

Dear Sir,

Thank you very much for your kind interest in our range of products. On behalf of our Principal MEDTRONIC USA, we authorized channel partner are furnishing our best possible price quotation for consumables of ENT Navigation System as here under :

Sl. No.	Ref No.	HSN Code	Product Details	Qty	Price
1	9734887XOM	90181990	PATIENT TRACKER 9734887XOM NON-INVASIVE	1	Rs.15,000/-
2	9733533	90189029	INSTR TRACKER 9733533 EM ENT	1	Rs.17,000/-
3	1884006EM	90189022	BLADE 1884006EM RAD40 4MM M4 ROTATE ROHS	1	Rs.24,000/-
4	1884080EM	90189022	BLADE 1884080EM TRICUT 4MMX13CM M4 ROHS	1	Rs.20,000/-
5	1884012EM	90189022	BLADE 1884012EM RAD12 4MM M4 ROTATE ROHS	1	Rs.24,000/-

G.S.T. @ 12% will be charged extra.

All the above ENT Navigation accessories tools are compatible with Medtronic ENT Navigation System. All these items are propitiatory products of Medtronic Inc. USA and no other company's consumables are compatible (not recommended as per Medtronic policy) with Medtronic ENT Navigation System.

Yours faithfully,
For and on behalf of Helios Medical Systems


(Authorized Signatory)