



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-11057(024)/2019-20/S&P

Dated: 06/03/2020

Sub: Procurement of WaterJet for Endoscopy Suite (Make: ERBE) for the Department of GASTROENTEROLOGY at AIIMS, Bhubaneswar on Proprietary basis - Inviting Comments thereon.

The Department of GASTROENTEROLOGY, AIIMS, Bhubaneswar has requested for procurement of WaterJet for Endoscopy Suite (Make: ERBE) from **M/s Erbe Elektromedizin GmbH, Germany.**

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 , aso.jkbiswal@aiimsbhubaneswar.edu.in and stokee_loveneet@aiimsbhubaneswar.edu.in , so as to reach on or before **date: 20-03-2020** 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-11057(024)/2019-20/S&P** dt: **06-03-2020**, due on dated: **20-03-2020** should be superscripted on sealed envelope.

Enclosure:

1. Proprietary Article Certificate from Indenting Officer. **Annexure-I**
2. Proprietary Certificate of M/s Erbe Elektromedizin GmbH, Germany **Annexure-II**
3. Manufacturer's Authorization Letter stating their Authorized Dealer as M/s Medilab & Co., Kolkata **Annexure-III**
4. Brochure & Literature of the required product **Annexure-IV**
5. Price Quotation Ref. No. MED/127/19-20 Dated 27-02-2020 **Annexure-V**

Copy to:

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


Sr. Procurement-cum-Stores Officer


06/3/2020

AIIMS, BHUBANESWAR

Proprietary Article Certificate
Valid for the Current Financial Year

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File No. and Date Reference :			
1	Description of article	Water Jet	
2	Forecast of quantity /annual requirement	01	
3	Approximate estimated value for above quantity	Rs 49 Lakhs	
4	Maker's name and address	ERBE	
5	Name(s) of authorized dealers/ stockists		
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 which PAC certificate will be invalid.		
6 (a)	This is the only firm who is manufacturing / stocking this item. 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.) : OR <u>As gastro work station is from ERBE</u>	✓	
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 :		
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

Signature of the Indenting Officer

Signature of Approving Authority.....

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

Dr. Subash Chandra Samal
Dr. Subash Chandra Samal
Professor & HOD
Dept. of Gastroenterology
AIIMS, Bhubaneswar

PAC

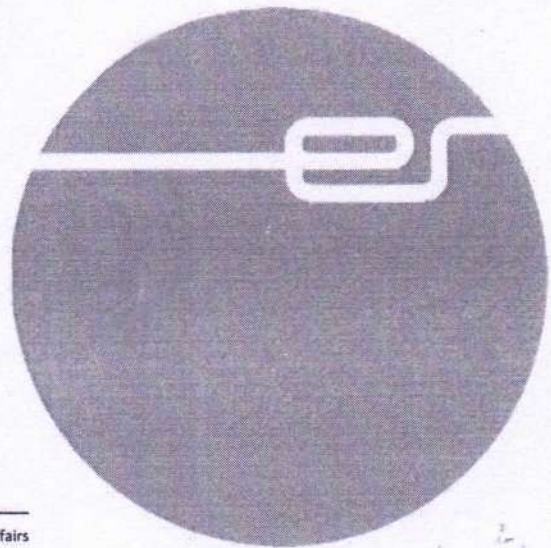
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erbe
power your performance.

Proprietary Certificate

To whom it may concern

ERBEJET® 2

This is to certify that the ERBEJET 2 is a proprietary product, manufactured by Erbe Elektromedizin GmbH, Waldhoernlestrasse 17, 72072 Tuebingen, Germany and this product is not manufactured elsewhere.

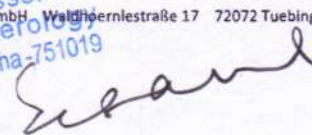


Date 2019-06-12


Axel Retzlaff, Manager Regulatory Affairs

Proprietary Certificate


Dr. Manas Kumar Panigrahi
Associate Professor
Dept. of Gastroenterology,
AIIMS, Bhubaneswar, Odisha-751019


Dr. Subash Chandra Samal
Professor & HOD
Dept. of Gastroenterology,
AIIMS, Bhubaneswar



MFG Author

erbe

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Manufacturer's Authorization

LOA no 20-21 / 008

27th Feb 2020

The Director,
All India Institute of Medical Sciences,
At - Sijua (Patrapada), Post - Dumuduma,
Bhubaneswar (Odisha) - 751019

Sub: Authorisation to initiate documentation for Waterjet

Dear Sir,

We, Erbe Medical India Pvt. Ltd.- a 100% wholly owned subsidiary of Erbe Elektromedizin GmbH, Waldhoernlestrasse 17, 72072 Tuebingen, Germany do hereby authorize:

M/S Medilab & Co.
34B, S.R. Das Road,
Kolkata - 700026
West Bengal

to initiate documentation formalities for procurement of WaterJet meant for Department of Gastroenterology on proprietary basis on our behalf.

No other firm or individual other than M/s Medilab & Co. is authorized by any means to represent us for the mentioned items at AIIMS Bhubaneswar.

This authorisation is valid till 30th March 2020 and the same will be renewed in due time if required.

With Regards.

For Erbe Medical (India) Pvt Ltd



(Authorized signatory)

Amit Singh
Amit.singh@erbe-india.com

Erbe Medical India Pvt. Ltd - Branch Office 203-204, 2nd Floor, Ansal Tower 38, Nehru Place, New Delhi - 110019 India

Phone +91 11 41009808
Fax +91 44 715 551-02
erbe@erbe-india.com
erbe-india.com

Product Hotline +91 99620 04068
Service Hotline +91 99620 47857

DEUTSCHE BANK AG Chennai Branch
Current Acc.No: 5006846-00-0
SwiftCode:DEUT0916CNN
CIN: U33119TN2007PTC062336

Erbe Elektromedizin GmbH
72072 Tuebingen, Germany
Info@erbe-med.com
erbe-med.com

Kreissparkasse Tuebingen
SWIFT-BIC: SOLADES1TUB
IBAN: DES4 6415 0020 0000 0001 41
BLZ: 641 500 20



Dr. Subash Chandra Samal
Professor & HOD
Dept. of Gastroenterology
AIIMS, Bhubaneswar



Dr. Manas Kumar Panigrahi
Associate Professor
Dept. of Gastroenterology
AIIMS, Bhubaneswar, Odisha - 751019



Catalogue

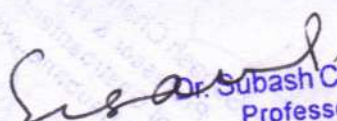
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erbe
power your performance.

ERBEJET® 2

The versatility of hydrosurgery:
ERBEJET® 2 with hybrid instruments

HYDROSURGERY


Dr. Subash Chandra Samal
Professor & HOD
Dept. of Gastroenterology
AIIMS, Bhubaneswar


Dr. Manas Kumar Panigrahi
Associate Professor
Dept. of Gastroenterology
AIIMS, Bhubaneswar, Odisha - 751019



Gentle interventions in surgery and endoscopy

Hydrosurgery with hybrid technology

Hydrosurgery has been successfully used in medicine for many years. Tissue structures are dissected selectively and gently by waterjet. Blood vessels and nerves remain intact up to a certain pressure. Thereafter, vessels may be treated according to with their size. Waterjet elevation can also be used to create fluid cushions in the tissue and to separate anatomical layers from one another.



Fig. 1: Selective dissection:
The waterjet function of the applicator reveals vessels which may be selectively coagulated using electrosurgery (example: liver surgery).



Fig 2: Elevation:
Before endoscopic submucosal dissection (ESD) using electrosurgery, the mucosa is raised via the waterjet function. The HybridKnife® makes ESD simpler and safer.

ADVANTAGES OF HYDROSURGERY AT A GLANCE

- ☑ Gentle on blood vessels, nerves and organs (fig. 1)
- ☑ Minimized bleeding, controlled management of bleeding
- ☑ High degree of tissue selectivity during preparation and dissection of tissue layers
- ☑ Needleless high-pressure elevation to create a fluid cushion (fig. 2)
- ☑ Good visibility at the operative site due to integrated irrigation and suction
- ☑ Saves time overall in the OR

Besides surgical procedures on the liver, the technique has become established in further areas of application, especially by virtue of the development of new hybrid instruments. Thus, the waterjet is not only expanding the range of possible interventions, but in combination with electrosurgery, is setting new standards worldwide.

[Signature]
Dr. Manas Kumar Panigrahi
Associate Professor
Dept. of Gastroenterology
AIIMS, Bhubaneswar - 751019

[Signature]
Dr. Subash Chandra Samal
Professor & HOD
Dept. of Gastroenterology
AIIMS, Bhubaneswar



ERBEJET[®] 2

the basic module for hybrid technology in the system

Hybrid technology: A strong partnership –
electrosurgery combined with hydrosurgery

The ERBEJET 2 is compatible with the Erbe Workstation and may be used as a module or as an individual device on a cart and ceiling arm in the OR. The combination of two technologies – electrosurgery and hydrosurgery – is unique and offers the following advantages:



- ☑ Time can be saved in the OR, since no change of instrument is necessary
- ☑ Both technologies are available at the same time and may be used simultaneously or in alternation
- ☑ The devices and instruments are ideally matched to one another

01 The **VIO 300 D/VIO 200 D** provides the appropriate cutting and coagulation modes for optimum electrosurgical effects

02 **APC 2** for hemostasis of bleeding tissues and devitalization of pathological tissue

03 **ERBEJET 2** is the basic module for the hybrid technology. The waterjet is used for elevation and separation of tissue layers. Parenchyma can be dissected and vessels and nerves prepared

04 The **ESM 2** suction module permits good visibility of the target site. Suction may be activated individually or automatically, i.e. synchronously with the waterjet.

05 Activation of the waterjet and change of program via **footswitch**

Susant
Dr. Subash Chandra Samal
Professor & HOD
Dept. of Gastroenterology
AIIMS, Bhubaneswar

Manas
Dr. Manas Kumar Panigrahi
Associate Professor
Dept. of Gastroenterology
AIIMS, Bhubaneswar, Odisha - 751019





The application spectrum of the ERBEJET® 2



Electrosurgery and hydrosurgery integrated in one instrument (e.g. for liver surgery)



For TEM, the resection plane is raised by submucosal elevation

GENERAL SURGERY/VISCERAL SURGERY LIVER SURGERY



During **resection of the liver**, the blood vessels and bile ducts are separated selectively from the parenchyma and their size is revealed by the waterjet. By means of the instrument (**applicator, straight, with monopolar HF function**), small vessels may be coagulated simultaneously with hybrid technology, all without changing instrument. Large vessels are treated separately with ligature or clip.

The duration of the procedure is shorter than that of other surgical techniques. Intraoperative blood loss is reduced, as is the need for blood transfusions. In many cases, there is no need for the Pringle maneuver – occlusion of the blood supply. That's what well-designed management of bleeding should look like!

Further advantages of the applicator with hybrid function:

- ☑ Synchronous and well-designed coagulation, as required
- ☑ Selectivity protects tissue and adjoining structures

Applicator, straight
with monopolar HF function
No. 20150-036

GENERAL SURGERY/VISCERAL SURGERY COLORECTAL SURGERY



The waterjet is used in **TME (Total Mesorectal Excision)** for preparation and mobilization of the mesorectal layers. By virtue of the selectivity, nerves and vessel structures are treated gently. The risk of post-operative bladder and sexual function disorders is reduced.

For **TEM (Transanal Endoscopic Microsurgery)** in ESD technology, the resection plane is raised beforehand by submucosal elevation using the high-pressure waterjet. As a result, the tissue may be resected more safely with thermally and mechanically protective water cushions.

Applicator, curved tip
No. 20150-026

Dr. Subash Chandra Samal
Professor & HOD
Dept. of Gastroenterology
AIIMS, Bhubaneswar

Dr. Manas Kumar Panigrahi
Associate Professor
Dept. of Gastroenterology
AIIMS, Bhubaneswar, Odisha - 751019





Elevation of the mucosa before endoscopic submucosal dissection (ESD)



Elevation before resection of the bladder tumor

GASTROENTEROLOGY



The **HybridKnife®** is a flexible probe with integrated electrosurgical and hydrosurgical functions. It is used for **ESD** (Endoscopic Submucosal Dissection) in the gastrointestinal tract. All 4 steps of the procedure – marking of the tumor, elevation of the mucosa, resection and subsequent coagulation – are performed with the multifunctional HybridKnife, without any change of instrument.

The high-pressure waterjet creates a submucosal water cushion that raises the tumorous mucosa. The cushion protects the muscularis from thermal and mechanical injury during the subsequent resection. In this way, the HybridKnife offers maximum safety in ESD.

Further applications in hybrid technology:

- ☑ **Submucosal tunneling and endoscopic resection (STER)**
for therapy of submucosal benign tumors with HybridKnife T-Type, I-Type
- ☑ **Peroral endoscopic myotomy (POEM)**
for therapy of achalasia with HybridKnife T-Type, O-Type, I-Type
- ☑ **Endoscopic mucosal resection (EMR)**
for therapy of early-stage carcinoma in the gastrointestinal tract using the flexible probe
- ☑ **Devitalization of Barrett's esophagus** with HybridAPC, a combination instrument using waterjet and APC technology

HybridKnife O-Type, I-Jet

safe and simple resection after elevation,
e.g. during ESD in the gastrointestinal tract
No. 20150-062

UROLOGY



By applying the waterjet function of the **HybridKnife** in **early-stage bladder carcinoma**, the tumorous mucosal layer is raised selectively. The fluid accumulates in the form of a safety cushion in the submucosa. During the subsequent resection of the tumor via electrosurgery, the cushion protects the muscularis from perforation and mechanical injury.

In this way, even large tumors that have not invaded the muscularis may be resected en bloc and with tumor-free margin.

A current multi-center study at large urological institutions is investigating possible advantages of the technique. The resected tissues of both technologies will be compared with respect to their pathological assessment, which will influence further therapy.

Further applications of the waterjet technology in urology:

- ☑ **Nerve-preserving prostatectomy**
(by laparoscopy and open surgery)
- ☑ **Partial kidney resection**

HybridKnife T-Type, I-Jet

1 instrument, 4 functions
No. 20150-060

Examined

Dr. Subash Chandra Samal
Professor & HOD
Dept. of Gastroenterology
AIIMS, Bhubaneswar

[Signature]
Dr. Manas
Associate Professor
Dept. of Gastroenterology
AIIMS, Bhubaneswar, Odisha-751

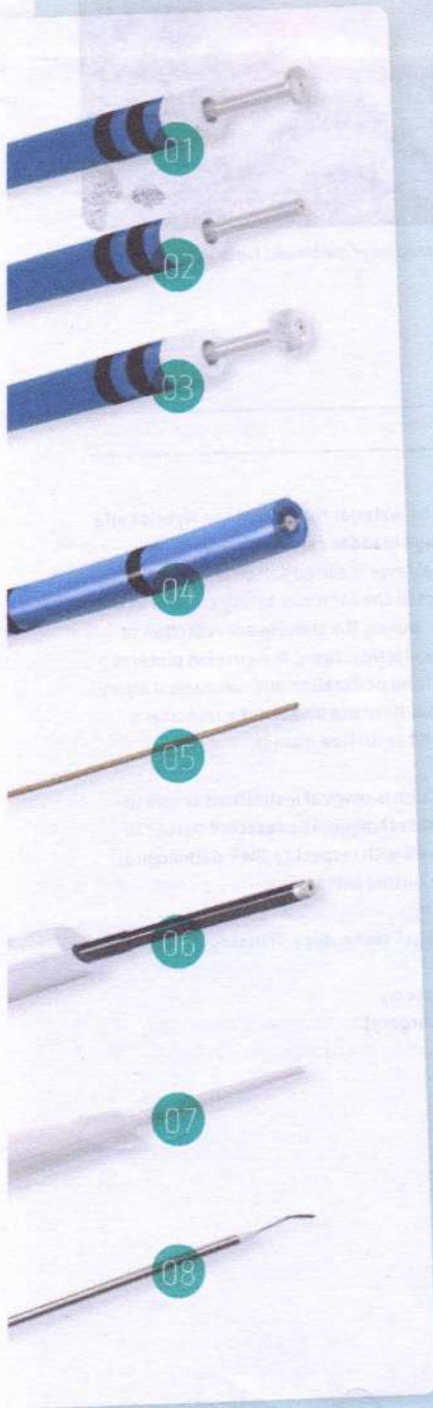




Instruments

for open surgery, laparoscopy and endoscopy

As sterile disposable products, the applicators and probes of the ERBEJET 2 can be used immediately. They offer consistent quality and safety. With different geometries and lengths, they are ideal for the disciplines listed below. Hybrid instruments offer advantages during application thanks to the double function that is available at any time.



01 HybridKnife, T-Type, I-Jet
No. 20150-060

02 HybridKnife, I-Type, I-Jet
No. 20150-061

03 HybridKnife, O-Type, I-Jet
No. 20150-062

04 HybridAPC
No. 20150-015

05 Flexible probe
No. 20150-020

06 Applicator, straight,
with monopolar HF function
No. 20150-036

07 Applicator, straight
No. 20150-030

08 Applicator, curved tip
No. 20150-026

Gastroenterology: ESD in esophagus, stomach, colon POEM for achalasia therapy
STER of submucosal tumors

Urology: en-bloc resection of early-stage bladder carcinomas

Gastroenterology: for well-designed devitalization (ablation) of Barrett's esophagus;
1 instrument for all esophagus lumens

Gastroenterology:
for elevation before EMR

General/visceral surgery (by open surgery):
Liver surgery, partial liver resection

Urology: partial nephrectomy

General/visceral surgery (by open surgery):
Liver surgery

Urology: nephrectomy
General/visceral surgery (by laparoscopy):
Liver surgery, TEM

Dr. Subash Chandra Samal
Professor & HOD
Dept. of Gastroenterology
AIIMS, Bhubaneswar

Dr. Manas Kumar Panigrahi
Associate Professor
Dept. of Gastroenterology
AIIMS, Bhubaneswar, Odisha-751019



Technical data

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ERBEJET 2

No. 10150-000	Supply voltage	120 – 240 V
	Mains current	0.4 – 1.2 A
	Frequency	50 Hz / 60 Hz
	Mains fuse	2 x T 3.15 A
	Pressure generation	Sterile single-use double piston pump
	Pressure range with 120µm jet nozzle (± 20 %)	1 – 80 bar (100 – 8000 kPa)
	Volume flow (±10 %)	3,5 – 55 ml/min
	Effect settings	Parameters adjusted according to individual specifications with storage space for 9 program settings
	Activation	Foot switch
	Width x height x depth	410 mm x 130 mm x 370 mm
	Weight	11 kg
	Separation medium	Sterile physiological saline solution
	Jet nozzle diameter of the applicators	120 µm
	Protective class acc. to EN 60 601-1	I
	Type acc. to EN 60 601-1	CF
	Class acc. to the EC-Directive 93/42/EEC	IIb

ESM 2 Suction module

No. 10340-000	Max. negative pressure (± 50 mbar)	Adjustable from -100 to -800 mbar (sea level)
	Suction capacity (± 10 %)	Depends on the setting of max. negative pressure max. 25 l/min
	Protective class acc. to EN 60 601-1	I
	Type acc. to EN 60 601-1	CF
	Class acc. to the EC-Directive 93/42/EEC	IIa

Instruments and accessories

HybridKnife T-Type, I-Jet	No. 20150-060
HybridKnife I-Type, I-Jet	No. 20150-061
HybridKnife O-Type, I-Jet	No. 20150-062
HybridAPC	No. 20150-015
Flexible probe, length 2.2 m, ø 1.3 mm	No. 20150-020
Applicator, straight with monopolar HF function	No. 20150-036
Applicator, straight, length 65 mm, ø 6 mm, with suction	No. 20150-030
Applicator, curved tip, length 336 mm, ø 5 mm, with suction	No. 20150-026
Applicator, bayonet (no fig.), length 90 mm, ø 6 mm, with suction	No. 20150-041
ERBEJET 2 ReMode two-pedal footswitch	No. 20150-100
ERBEJET 2 ReMode one-pedal footswitch	No. 20150-101
Pump unit for disposable use	No. 20150-301

See the Accessories Catalog for further instruments and accessories.

Signature

Dr. Subash Chandra Samal
Professor & HOD
Dept. of Gastroenterology
AIIMS, Bhubaneswar

Signature
Dr. Manas Kumar Panigrahi
Associate Professor
Dept. of Gastroenterology
AIIMS, Bhubaneswar, Odisha - 751019



Quotation

Medilab & Co.

34B, S. R. Das Road, Kolkata - 700 026

Tel : 033 2465 5880

e-mail : info@medilabandco.com /
medilabco12@gmail.com

GST : 19AAJFM4180G1Z3

Date: 27.02.2020

Ref: MED/127/19-20

TO,
The Director
All India Institute of Medical Sciences,
At - Sijua (Patrapada), Post - Dumuduma,
Bhubaneswar (Odisha) - 751019

Dear Sir,

We are submitting our offer for Water Jet Surgical machine, Make: M/s Erbe Medical, Germany for your perusal:

Sl No	Cat No	Product Description	Qty	Unit Price	Total Price	HSN code	GST	Total amount with GST
1	10150-000	ERBEJET 2	1	3,070,107	3,070,107	90189029	12%	3,438,520
2	20150-101	ERBEJET 2 one-pedal foot switch with ReMode	1	58,979	58,979	85365020	18%	69,595
3	20150-300	Pump (single-use)	5	34,989	174,945	90189029	12%	195,938
4	20150-060	HybridKnife, T-type, full-stream, ø 2.3 mm, length 1.9 m; with connecting plug international (3-Pin)	5	68,996	344,980	90189029	12%	386,378
5	20150-061	HybridKnife, I-type, full-stream, ø 2.3 mm, length 1.9 m; with connecting plug international (3-Pin)	5	68,996	344,980	90189029	12%	386,378
6	20150-062	HybridKnife, O-type, full-stream, ø 2.3 mm, length 1.9 m; with connecting plug international (3-Pin)	5	68,996	344,980	90189029	12%	386,378
7	20180-131	Fastening set VIO / APC 2 / NT 2 / VEM 2 / ERBEJET 2 on VIO for CART 20180-000; on VIO CART 20180-000	1	70,000	70,000	9018	12%	78,400
Total F.O.R. Destination price (including GST)								4,941,586
(Rupees Forty Nine Lakh Forty One Thousand Five Hundred Eighty Six Only.)								

Terms & Conditions:

- 1 GST mention in the quotation is at current rate.
- 2 Delivery period: Within 10 days after receiving order copy.
- 3 Warranty: Five years
- 4 This offer shall be valid till 31st March 2020.
- 5 Installation: Free of cost
- 6 After Five years warranty CMC rate

6th year	165,200.00
7th year	173,460.00
8th year	183,372.00
9th year	190,806.00
10th year	199,479.00

For Medilab & Co.

Authorized signatory

Dr. Manas Kumar Panigrahi
Associate Professor
Dept. of Gastroenterology
AIIMS, Bhubaneswar, Odisha - 751019

Dr. Subash Chandra Samal
Professor & HOD
Dept. of Gastroenterology
AIIMS, Bhubaneswar