



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-11083(001)/2019-20/S&P

Dated: 07/03/2020

Sub: Procurement of CAVITRON ULTRASONIC SURGICAL ASPIRATOR (CUSA) (Make: Integra Lifesciences Corporation) for the Department of SURGICAL GASTROENTEROLOGY at AIIMS, Bhubaneswar on Proprietary basis - **Inviting Comments thereon.**

The Department of SURGICAL GASTROENTEROLOGY, AIIMS, Bhubaneswar has requested for procurement of CAVITRON ULTRASONIC SURGICAL ASPIRATOR (CUSA) (Make: Integra Lifesciences Corporation) from **M/s INTEGRA LIFESCIENCES CORPORATION.**

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 stoke_lovneet@aiimsbhubaneswar.edu.in, so as to reach on or before **date: 21-03-2020** 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-11083(001)/2019-20/S&P dt: 07-03-2020, due on dated: **21-03-2020** should be superscripted on sealed envelope.

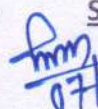
Enclosure:

1. Proprietary Article Certificate from Indenting Officer. **Annexure-I**
2. Proprietary Certificate of M/s Integra Lifesciences Corporation, USA **Annexure-II**
3. Authorization Certificate stating their Authorized Dealer as M/s Alliance Biomedica Pvt. Ltd., Chennai **Annexure-III**
4. Proforma Invoice Ref. No. ER/INTEGRA/AIIMS(Bhubaneswar)/200301 Dated 02-01-2020 **Annexure-IV**

Copy to:

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


Sr. Procurement-cum-Stores Officer


07/3/2020

Proprietary Article Certificate
Valid for the Current Financial Year

File No. and Date Reference :		
1	Description of article	Cavitator Ultrasonic Surgical Aspirator (CUSA) Excel + 01
2	Forecast of quantity /annual requirement	
3	Approximate estimated value for above quantity	Rs. 7,500,000/-
4	Maker's name and address	Integra Lifesciences Corporation, U.S.A.
5	Name(s) of authorized dealers/ stockists	Alliance Biomedical Pvt. 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 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	☐
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 Alliance Biomedical Pvt Ltd.		
Order/ Tender Reference & Date	Quantity Ordered	Basic Rate on Order (Rs.)
	NA	

Signature of the Indenting Officer

Signature of Approving Authority.....

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

Dr. Bramhadatta Pattnaik
MS, MCh
Assistant Professor
Surgical Gastroenterology
AIIMS, Bhubaneswar

Dr. Sachidananda Mohanty
Medical Superintendent
AIIMS, Bhubaneswar-751019

TECHNICAL SPECIFICATIONS

The Cavitron Ultrasonic Surgical Aspirator (CUSA) should have the following specifications for use in Exclusively Surgical Gastroenterology Department.

S.No.	Tender Specifications
1.	The Hand piece must be compact and based on Magnetostrictive/Piezo-electric technology with range - 23KHz frequency.
2.	Hand piece should have Tip Movement/Amplitude above 350 micron .
3.	Tip should have pre-aspiration facility at the end of the tip which helps to remove the heat generated by the rapidly vibrating tip, eliminate the misting that can impair visibility at the surgical site and also lubricates and suspends the fragmented tissue to prevent blockage during suction.
4.	The system should have expanded selection of hand pieces and surgical tips which allows the surgeon to select the most appropriate combination based on the surgical procedure.
5.	The system should be compact provided with built-in integrated suction facility with vacuum pressure up to 660 mmHg with protective contamination guard.
6.	The system should be based on 4 major subsystems like Fragmentation, Cooling, Irrigation and Aspiration having user-friendly console, colour coded tubing for easy set-up of the system
7.	The system must have a feature of controlling the Fragmentation rate without reducing the amplitude for different tissue barriers with a tactile feedback in the hand piece.
8.	The system should have Tissue release function with automatic shutting off after deactivation of the vibration foot switch to prevent against delicate tissue trauma.
9.	The Hand piece tips should be available for selection from 1.57mm dia up to 2.64mm dia for all the Hand pieces and tips should be available for disposable and re-usable/autoclavable.
10.	The Hand piece must be compatible with Magnetostrictive/Piezo-electric technology with built-in-water cooling technology for extended life of the Hand piece.
11.	The same hand piece Should be connected to the existing electro- surgery unites to be used with all the tips for electro- surgery.
12.	Aspiration should not be passed through the Handpiece to maintain absolute sterility. Should have independent suction circuit.
13.	The Hand piece should have a Laproscopic tip (re-usable) about 30.14cm in length and auto-clavable.
14.	The Hand piece should have compatibility for Laproscopic tip easily changeable by the user.
15.	The Laproscopic Tip should have electro-surgery unit compatibility.
16.	The control panel should be rotatable and adjustable display for better visibility in the Operation theatre.
17.	The footswitch should have independent control of operation for irrigation, and simultaneous activation for Irrigation, Fragmentation and Suction operation of the hand piece.
18.	Irrigation rate of the system should be in the range of 1 cc/min to 30cc/min.
19.	The Hand piece should be compatible with Existing Electro-surgery unit and Required Accessories to be provide to get coagulation effects on the Ultrasonic hand or Tips of various types including Laproscopic tip.
20.	The system should be supplied with sterilization case for complete hand piece along with cables.
21.	The system along with all the subsystems should be based on integrated robust mobile cart including suction canister.
22.	The system should be providing with 23KHz frequency Hand piece. -- 2 Nos.

[Signature]
Dr. Bramhadatta
Associate
Surgical
AIIMS

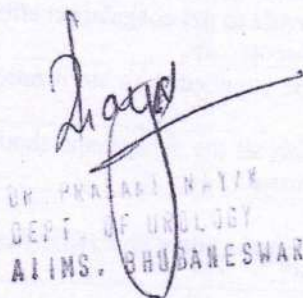
[Signature]
DR. PRASANT NAYAK
DEPT. OF UROLOGY
AIIMS, BHUBANESHWAR

[Signature]
Dr. R. KALAYARASAN
Associate Professor
Dept. of Surgical Gastroenterology
JIPMER, Puducherry - 605 006.

23	<u>Following consumables / Tips should be offer.</u> Standard Tip – Diameter should be 1.57mm inner diameter, 9.22cm length. – 4 Nos.
24	Sterilization Case – 2 Nos.
25	Laparoscopic Extended Life Tip – Diameter should be 1.98 mm Inner Diameter, 30.14cm Length – 2 Nos.
26	Micro Tip – Diameter should be 1.57 mm Inner Diameter, 9.22cm Length. – 4 Nos.
27	Macro Tip – Diameter should be 2.64mm Inner Diameter, 7.95 cm Length. – 4 Nos.
28	Straight Extended Standard Tip – Diameter should be 1.98 mm Inner Diameter, 18.38cm Length. – 4 Nos.
29	Curved Extended Standard Tip – Diameter should be 1.98 mm Inner Diameter, 18.38cm Length. – 4 Nos.
30	Electrosurgery CEM Nosecone – 6 Nos.
31	1000ml suction receptacle, reusable – 2 Nos.
32	Irrigation/ Suction Tubing – 6 Nos.
33	Warranty 5 years from the Date of acceptance and 5 years CMC after warranty should be quoted.
34	The system should be in use in at least 35 Major Hospitals in Surgical Gastroenterology Department and 10 Govt. Hospitals to provide the user List.
35.	International standards certifications USFDA should be provided.



Dr. Bramhadatta Pattnaik
MS. MCh
Assistant Professor
Surgical Gastroenterology
AIIMS, Bhubaneswar



DR. R. KALAYARASAN
DEPT. OF UROLOGY
AIIMS, BHUBANESWAR



Dr. R. KALAYARASAN
Associate Professor
Dept. of Surgical Gastroenterology
JIPMER, Puducherry - 605 006.
MCI Regn. No. 73896

To whom it may concern,

The ultrasonic surgical aspirator CUSA Excel + has following Unique Differentiating features and which is proprietary technology being manufactured by Integra Lifesciences Corporation: -

1. Tissue Select™ is an active patient safety feature which is proprietary to CUSA Excel+. This feature provides the surgeon a tactile feedback when the surgeon encounters vessels, thus allowing the surgeon to safely remove tissue and avoid critical structures, without compromising speed.
2. The CUSA Electrosurgery Module (CEM™) nosecone provides surgeon with a powerful combination of electrosurgery and ultrasonic's in one hand piece, allowing surgeon to control bleeding during tissue removal without having to use a second instrument. The CUSA Excel+ is only ultrasonic tissue ablation system to incorporate simultaneously electrosurgical and ultrasonic to the tip of any size (including laparoscopic tip) with press of a button on the handpiece.
3. The Laparoscopic Mode provides no suction to the handpiece until the vibration pedal is activated which helps to maintain the gas during the procedure.
4. No heat buildup on surgeons hand after long hrs of surgery and also increase the life of the handpiece due to integrated cooling system.
5. External suction pathway to the handpiece housing enables fast cleaning and eliminating tissue trap.
6. No other ultrasonic surgical aspirator manufacturer utilizes magnetorestrictive transducer technology to power the ultrasonic handpiece.

For more information on these exclusive functionalities, please see the attached official documentation and brochure from the company as well as you may contact the General Manager for Integra.

Yours faithfully,

For Integra Lifesciences Corporation



Aman Bob Seth
Director - Sales (Asia Pacific)
bob.seth@integralife.com



Dr. Bramhadatta Pattnaik
Assistant Professor
Surgical Gastroenterology
AIIMS, Bhubaneswar

AUTHORIZATION

We "Integra Life Sciences Corporation, U.S.A" who are established and reputable Manufacturers of **CUSA EXCEL+ ULTRASONIC TISSUE ABLATION SYSTEM** having factories at Ireland, UK and U.S.A., Ireland, UK and U.S.A., and registered office at 311 Enterprise Drive, Plainsboro, New Jersey 08536, Toll Free: 1-800-654-2873, Website: www.integralife.com, hereby confirm the below Integra Life Sciences Corporation, U.S.A distributor appointed for CUSA EXCEL+ ULTRASONIC TISSUE ABLATION SYSTEM sales and service with the contact details and area coverage in the territory of India:

- M/s Alliance Biomedica Pvt. Ltd , Chennai : Area of coverage :South India ,East India.
Email id: info@alliancebiomedica.com; Ph :+91-44-24803704;
Web: www.alliancebiomedica.com

This limited authorization is valid for 1(one) year from the date stated below,unless revoked by Integra Life Sciences Corporation at its sole discretion.

M/s Integra Life Sciences Corporation

.....
Claus Grabowsky
General Manager
Date: 02.03.2020

INTEGRA LIFESCIENCES CORPORATION
311 ENTERPRISE DRIVE
PLAINSBORO, NJ 08536


Dr. Bramhadatta Pattnaik
Assistant Professor MS, MCh
Surgical Gastroenterology
AIIMS, Bhubaneswar

Our Ref : ER/INTEGRA/AIIMS (Bhubaneswar) / 200301
Date : 2nd January 2020
Validity : 30 Days
Payment Terms : **100% Advance Payment** vide **Wire Transfer** in favor of **M/s.Alliance Biomedica Pvt. Ltd., Chennai**

PROFORMA INVOICE

AIIMS, Bhubaneswar
Sijua, Patrapada,
Bhubaneswar – 751019

ULTRASONIC SURGICAL ASPIRATOR

Model: CUSA Excel +

Manufacturer: Integra Life Sciences Corporation, U.S.A.

S.No.	Description	Quantity	Total Price in Indian Rupees
1	CUSA Excel+ Console containing : • Foot switch, cooling reservoir. • Unique tissue select feature allows surgeons the freedom to choose the selectivity of tissue fragmentation, maximizes tactile feedback, enabling the surgeon to avoid vital structures, offers Greater control and precision for dissection near delicate structures. • Pumps run at lower values to reduce noise in the OR. Enters a quiet "resting" state when not in use. • Power maximum amplitude. • Provides maximum suction power to increase tip/tissue coupling and fragmentation ability.	1 No.	
2	Tip Torquing Set	1 Set	
3	23 KHz Straight Hand piece • Straight Hand piece is the most powerful available to fragment even tough, fibrous, calcified tumors.	2 Nos.	
	• Expanded Tip Choices consisting of: MicroTip™ for improved Visualization. MacroTip™ for greater tissue fragmentation. One piece curved and straight extended standard tips for better visibility and access. Laparoscopic tip for minimally invasive procedures.		


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Alliance
Biomedica

S.No.	Description	Quantity	Total Price in Indian Rupees
	- Steam sterilization reduces turnaround time, and is in compliance with industry standards. - Redesigned color coded packaging provides easy identification of tips and manifold tubing.		
4	23 KHz Standard Tip – 1.98mm inner diameter, 7.98cm length.	4 Nos.	
5	23KHz Laparoscopic Extended Life Tip (ELT) – 1.98 mm Inner Diameter, 30.14cm Length.	4 Nos.	
6	23 KHz Curved Extended Standard Tip – 1.98 mm Inner Diameter, 18.38cm Length.	1 No.	
7	23 KHz Headpiece Electrosurgery CEM Nosecone.	1 No.	
8	23 KHz Sterilization Case.	1 Piece	
9	Irrigation/ Suction Tubing	6 Nos.	
10	1000ml suction receptacle, reusable	2 No.	
11	Infusion bottle hanger	1 No.	
12	Bacteria Filter	5 Nos.	
13	Contamination Guard	2 Nos.	
FINAL DISCOUNT PRICE IN INDIAN RUPEES (inclusive of G.S.T @ 12%)			59,00,000

(Total Price in Indian Rupees Fifty Nine Lakhs only)



M.NANDAGOPAL
Chief Operating Officer
ALLIANCE BIOMEDICA PVT. LTD.


Dr. Bramhadatta Pattnaik
MS, MCh
Assistant Professor
Surgical Gastroenterology
AIIMS, Bhubaneswar

Alliance

Biomedica

Our Ref : ER/INTEGRA/IIIMS (Bhubaneswar) / 200301TC
Date : 2nd January 2020

TERMS AND CONDITIONS

1. **Validity** : The offer is valid for 30 Days.
2. **Price** : Inclusive of GST@ 12%
3. **Payment** : 100% Advance Payment along with Purchase Order.

BANK /ACCOUNT DETAILS of ALLIANCE BIOMEDICA PVT. LTD. are as mentioned below:

NAME OF THE BANK	:	KOTAK MAHINDRA BANK
ADDRESS OF THE BRANCH	:	SRI HARI BUILDING, GROUND FLOOR, DOOR No. 337, ARCOT ROAD, KODAMBAKKAM, CHENNAI – 600024.
ACCOUNT NO.	:	3913437536
TYPE OF ACCOUNT	:	CURRENT ACCOUNT
IFSC CODE for NEFT	:	KKBK0000466
IFSC CODE for RTGS	:	KKBK0000466
MICR CODE	:	600485006
GST Number	:	33AACCA4937D1Z3
PAN NO.	:	AACCA4937D
HSN CODE	:	9018

4. **Delivery** : The Delivery will be done **within 7 Days** from the date of Confirmed Purchase Order in March . Way Bill has to be issued from your End for delivery of the consignment.

5. **Taxes** : Entry Tax / Octroi, etc. if any will be to your account.


Dr. Bramhadatta Pattnaik :
MS, MCh
Assistant Professor
Surgical Gastroenterology
AIIMS, Bhubaneswar

COMPREHENSIVE MAINTENANCE CONTRACT (CAMC) CHARGES**CAVITRON ULTRASONIC SURGICAL ASPIRATOR SYSTEM****Model: CUSA Excel+****Manufacturer: Integra LifeSciences Corporation, U.S.A**

<i>Comprehensive Maintenance Contract (with spares) for each year (for five years) after 5 years warranty period. For ONE System</i>		
a)	6 th year CMC rate	Rs.4,58,000/-
b)	7 th year CMC rate	Rs.5,04,000/-
c)	8 th year CMC rate	Rs.5,54,500/-
d)	9 th year CMC rate	Rs.6,09,754 /-
e)	10 th year CMC rate	Rs.6,70,729/-



M.NANDAGOPAL
Chief Operating Officer
ALLIANCE BIOMEDICA PVT. LTD.


Dr. Bramhadatta Pattnaik
MS, MCh
Assistant Professor
Surgical Gastroenterology
AIIMS, Bhubaneswar

6. Installation & Training

: The installation and training of the system will be done by the Factory trained engineers.

8. Warranty

: **Integra Life Sciences Corporation** product will be covered under warranty for a period of **One Year Standard Warranty with Additional Four Years Warranty** from the date of installation.



Dr. Bramhadatta Pattnaik
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AIIMS, Bhubaneswar

PROPRIETARY CERTIFICATE

We "**Integra Life Sciences Corporation, U.S.A**" who are established and reputable Manufacturers of **CUSA EXCEL+ ULTRASONIC TISSUE ABLATION SYSTEM** having factories at Ireland, UK and U.S.A., Ireland, UK and U.S.A., and registered office at 311 Enterprise Drive, Plainsboro, New Jersey 08536, Toll Free: 1-800-654-2873, Website: www.integralife.com, hereby confirm the below **Integra Life Sciences Corporation, U.S.A**, who are the manufacturer of **CUSA EXCEL+ ULTRASONIC TISSUE ABLATION SYSTEM**, do hereby certify that the quoted Vide: **ER/INTEGRA/AIIMS (Bhubaneshwar) / 200301** dated: 02 March 2020 are proprietary in nature.

M/s Integra Life Sciences Corporation

.....
Claus Grabowsky
General Manager
Date: 02.03.2020

INTEGRA LIFESCIENCES CORPORATION
311 ENTERPRISE DRIVE
PLAINSBORO, NJ 08536


Dr. Pramhadatta Pattnaik
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