



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-PAC)

Reference No: J-11057(027)/2020-21/S&P

Dated: 08/05/2020

Sub: Procurement of 01 Set of Fibroscan with probes and accessories (Make: ECHOSENS) 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 01 Set of Fibroscan with probes and accessories (Make: ECHOSENS) from **M/s echosens, Paris.**

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: 22-05-2020** 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(027)/2020-21/S&P** dt: **08-05-2020**, due on dated: **22-05-2020** should be superscripted on sealed envelope.

Enclosure:

1. Proprietary Article Certificate from Indenting Officer. **Annexure-I**
2. Proprietary Certificate of M/s ECHOSENS, Paris **Annexure-II**
3. Manufacturer's Authority Letter Dated 27-02-2020 stating their Authorized Distributor as M/s Olivine International, Kolkata **Annexure-III**
4. Brochure & Literature of the required set of equipment **Annexure-IV**
5. Price Quotations Ref. No. OI/F-15L/301 Dated 05-03-2020 & OI/F-15L/302 Dated 05-03-2020 **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

AIIMS, BHUBANESWAR

Proprietary Article Certificate
Valid for the Current Financial Year

File No. and Date Reference :		
1	Description of article	Placed in note sheet
2	Forecast of quantity /annual requirement	01 each
3	Approximate estimated value for above quantity	Rs 3 crore only
4	Maker's name and address	Olive International (Make: Echocens)
5	Name(s) of authorized dealers/ stockists	↓
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	This is the only firm who is manufacturing / stocking this item. (a) AND	Yes
6	A Similar article is not manufactured / sold by any other firm, which could be used in lieu OR (b)	Yes
6	No other make/brand will be suitable for following tangible reasons (like OEM/ Warranty, spares.) : (c-1) OR	Yes
6	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 (c) <u>Vibration Controlled Transient Elastography (VCTE) technology and devices, Fibroscans) is unique to Echocens India</u>	
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 : Nil		
Name of the Supplier		
Order/ Tender Reference & Date	Quantity Ordered	Basic Rate on Order (Rs.)
		Adverse Performance Reported if Any

Signature of Approving Authority.....

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

Signature of the Indenting Officer

Dr Manas Kumar Panigrahi

Associate Professor

Dept. of Gastroenterology

AIIMS, Bhubaneswar, Odisha -751019

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

PROPRIETARY ARTICLE CERTIFICATE (PAC)

Paris, 27th February 2020

Dear Sir,

We, **ECHOSSENS**, a French Limited Liability Corporation, 6 rue Ferrus, 75014 Paris, France are the manufacturer of the FibroScan® (**USFDA Approved**), with **Adult 'M' Probe**, **Obese 'XL' Probe**, **Pediatrics 'S' Probe** and **CAP™ (Controlled Attenuation Parameter** for Hepatic Steatosis) for Non-invasive measurement and quantification of Fibrosis / Cirrhosis expressed in Kpa and Hepatic Steatosis expressed in Db/m and has the **VCTE™ (Vibration Controlled Transient Elastography)** technology alongwith measurement of Spleen Stiffness at 100 Hz for an in depth Cirrhosis assessment currently available on the 'M' Probe only and **FibroView™** Patients Data Management Software.

VCTE™ (Vibration Controlled Transient Elastography), **CAP™ (Fatty Liver Quantification/Hepatic Steatosis)** on the 'M' Probe, 'XL' Probe and the FibroScan® are a Proprietary and Patented Technology of Echosens, embedded into the FibroScan® system. This technology and the devices FibroScan® cannot be offered by any other company other than ourselves. CAP (Hepatic Steatosis) on the 'S' Probe is presently under clinical evaluation and shall be shortly available.

Best Regards

Yours faithfully,
For **Echosens**,

Signature and seal

Name: Lynda McGinn

Designation: Export Sales Administration Manager

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

Echosens - 6 rue Ferrus - 75014 Paris - ☎ +33 (0) 1 44 82 78 50 - echosens.com
French corporation with a board of directors with capital of A 266,117 RCS Paris 438 209 157 - TVA intra : FR 63 438 209 157

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

echosens
6 rue Ferrus
75014 Paris - France
T. +33 1 44 82 78 50
TVA FR 63 438 209 157

Imunji
for olivine International

S. Samal

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

AUTHORISATION LETTER

Paris, 27th February 2020

Dear Sir,

This is to certify that M/s Olivine International, Address: 21A, Shakespeare Sarani, 9th Floor, #9D, Shakespeare Court, Kolkata - 700 017, West Bengal, India, represented by Mr. N. K. Bharech is our Exclusive Authorised Distributor for all Echosens Products for All India Government and Public Sector Units.

This authorisation shall remain effective until otherwise cancelled by us.

Best Regards

Yours faithfully,
For **Echosens**,

Signature and seal

Name: Lynda McGinn

Designation: Export Sales Administration Manager

Echosens
6 rue Ferrus
75014 Paris - France
T. +33 1 44 82 78 50
TVA FR 63 438 209 157

*Imuys
for Olivine International*

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

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

FibroScan[®] expert 630



BRING LIVER DISEASE
MANAGEMENT TO A
NEXT LEVEL

ENHANCE

exam efficiency
patient follow-up
clinical capabilities

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

Imported by
for Olivino International

eechosens™    

ECHOSENS.COM - CONTACT@ECHOSENS.COM



VCTE*
liver FIBROSIS
& CIRRHOSIS assessment

Embedded ultrasound
guidance system

TOUCHSCREEN &
KEYBOARD

Integrated barcode reader

SPLEEN STIFFNESS module
in-depth CIRRHOSIS assessment

Advanced
ergonomics

High speed electronics

CAP**
STEATOSIS assessment

BENEFITS

- Non-invasive
 - Precise & reproducible
 - Standardized procedure
 - Easy to use
 - Can be performed by any trained operator (physician, nurse or clinical staff)
 - Fast measurement (a few minutes only)
 - Immediate results
 - Certified training & consumer service
-
- Clinically validated: 2,000+ peer-reviewed publications
 - Guidelines recommendations (EASL, AASLD, APASL, WHO)
 - Patented technology
 - Proprietary algorithms
-
- Adapted to most settings
 - Connectivity
 - Value-based
 - No consumable

OPTIONS

- Dicom compatibility
- Maintenance contracts

RELATED PRODUCTS

- FibroMeter VCTE
- FibroView Data Solution
- FibroView Gateway
- myFibroScan

TECHNICAL PARAMETERS

- Size (mm):
L = 1364, W = 630, D = 518
- Weight:
42 kg approx. (including accessories)
- Power supply:
100-240 Volts - 47-63 Hertz / 250 Watts
- Connection:
Ethernet, 3 USB ports, 2 VCTE probe connectors,
1 ultrasound probe connector, 1 HDMI output,
1 pedal connector, 1 equipotential connector
- Touch Screen:
19-inch

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Professor & HOD
Dept. of Gastroenterology
AllMS Bhubaneswar

* Vibration Controlled Transient Elastography
** Controlled Attenuation Parameter

Dr. Manas Kumar Panigrahi
Associate Professor
Dept. of Gastroenterology
AllMS Bhubaneswar



Patented technology
FIBROSCAN.COM

Tommy
for olive
International

Ref. No.: OI/F-15L/301
Date: 05.03.2020.

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

Kind Attn.: Sr. Procurement cum Store Officer
Sub: FibroScan Budgetary Estimate.
Respected Sir,
Greetings from FibroScan.

Refer to the discussion held with the undersigned, we thank you very much for your interest in the FibroScan system. FibroScan is The First and only Totally Non-Invasive Hepatic Fibrosis Diagnostic and Monitoring Device alongwith Non-Invasive Assessment and Quantification of Steatosis (Fatty Liver), & measurement of Spleen Stiffness for in depth Cirrhosis assessment, & is USFDA approved.

1) FibroScan Model - FS-630 expert - Make - Echosens, Paris
with
Adult ('M' Probe) - Qty.01 No.
Obese 'XL' Probe - Qty.01 No.
Paediatric 'S' Probe - Qty.01 No.
CAP (Controlled Attenuation Parameter)
Spleen Stiffness - Qty.01 No.
US Probe - Qty.01 No.
Dicom - Qty. 01 No.
Gateway Software - Qty.01 No.
- Price - Rs.2,72,00,000.00
Other Optional Accessories at extra cost:-

1. Compatible, Epson Colour Printer (**Compulsory**) **Rs.15,000.00 each**
2. Photo Glossy Paper (**Compulsory**) (packet of 50 Pcs.) **Rs.400.00 Per Packet**
3. Ultra Sound Jelly (**Compulsory**) 250ML Tube - **Rs.150.00 Per Tube.**
4. Tissue Box (**Compulsory**) **Rs.75.00 Per Box.**
5. Examination Couch (**Compulsory**) - 1 No. - **Rs.1,10,000.00 each**
6. Height adjustable Doctor's Operating Stool (**Compulsory**) - **Rs.10,500.00 each**
7. Tissue Paper Basket - **Rs.200.00 each**
8. Dedicated Desktop Computer Or Laptop, with Original Operating Software and Microsoft License (**Compulsory**) for "Patient Data Management Software" - **Rs.75,000.00**
9. Alcohol Wipes disposable - 1 No. - **Rs.5/- each**
10. Surgical Gloves Sterile/Non-sterile - 1 Pair - **Rs.25/- per pair.**
11. Bed Sheet - 1 No. - **Rs.800/- each**
12. Blanket - 1 No. - **Rs.5,500/- each**

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

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

For Olivine International
Contd.P/2



OLIVINE
INTERNATIONAL

21A, Shakespeare Sarani, 9th Floor, # 9D, Kolkata - 700 017 (INDIA)

T : + 91 33 2281 1934 / 2290 9727 F : + 91 33 2287 9242

mail : bharech@olivineinternational.com

www.olivineinternational.com

- : 2 : -

Terms and Conditions:-

GST Taxes - Shall be charged extra as applicable for all the above mentioned options. Currently, GST @12% on equipment (HSN 90181290) & @18% on maintenance (SAC 998719). Prevailing GST shall be applicable at the time of supply and entering into contract.

Validity - 31st ^{May} March 2020.

Delivery - Within 31st ^{May} March 2020. It can be supplied, delivered and installed if we receive your P.O. in ^{May} 1st week of March 2020. ^{Shunji} last week of April 2020.

Payment - 100% payment after Installation. ^{Shunji}

Warranty - 60 months/ 05 years from the date of installation.

Mode of Transportation - By Air.

Installation, Training & Demonstration - To be provided by our engineer at your site at the time of installation free of cost.

Order and Payment - **Olivine International**
21A, Shakespeare Sarani
#9D, Shakespeare Court, 9th Floor
Kolkata - 700 017, West Bengal.

Bank Details - **Punjab National Bank.**
A/c No.0100002100049047,
MICR Code - 700024008,
IFSC/RTGS/NEFT Code - PUNB0010000,
SWIFT CODE NO.: PUNBINBBCBR

Pre-requisite for installation - 5 AMP Plug point with stable power supply and proper earthing and "**Compulsory**" marked accessories.

Scope of Supply - Fibroscan System with standard 'M' Probe + 'XL' Probe + 'S' Probe + CAP + Spleen Stiffness + Dicom + US Probe + Gateway Software, including standard set of accessories. The machine when supplied comes with Probes duly calibrated.

Country of Origin - France.

Prices are subject to change without notice.

All disputes are subject to KOLKATA JURISDICTION only.

Looking forward to hearing from you.

Thanking you and assuring you best of our services always.

Yours faithfully,
For Olivine International,

^{RF}
^{Shunji}
(N. K. Bharech)
Partner



FibroScan e echosens

^{Shunji}
for Olivine International

^{Shunji}
Dr. Subash Chandra Samal
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Ref. No.: OI/F-15L/302

Date: 05.03.2020.

To
The Director,
AIIMS Bhubaneswar
Sijua, Patrapara
Bhubaneswar - 751 019.

Kind Attn.: Sr. Procurement cum Store Officer

Sub: Proposal for CAMC (Comprehensive Annual Maintenance Contract)

Respected Sir,

Greetings from FibroScan.

After expiry of five (05) years Warranty, Comprehensive Annual Maintenance Contract (CAMC) charges for the next five (05) years shall be as below:-

CMC Cost for 05 Years, after expiry of warranty period:-

Years	Amount (Rs.)
6 th Year	Rs.15,68,000.00
7 th Year	Rs.16,10,400.00
8 th Year	Rs.17,08,220.00
9 th Year	Rs.18,03,631.00
10 th Year	Rs.19,25,812.00

Terms and Conditions:-

- 1) GST Taxes** - Shall be charged extra as applicable for all the above mentioned, currently @18% on maintenance (SAC 998719). Prevailing GST shall be applicable at the time of supply and entering into contract.
- 2) Schedule of Services** - 2 (two) compulsory routine maintenance shall be provided and attending break down calls as and when reported. As mentioned above two visits at every 6 (six) months interval shall be provided.
- 3) Products Covered** - The CAMC covers labour charges, routine servicing and Spare Parts including Calibration charges.

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For Olivine International
Contd.P/2

FibroScan echosens

- 4) **Exclusion** - The **CAMC** does not cover Accidental damages whether intentional or non intentional occurred to the Probe or the Device or any of its accessories, nor would it include damages caused by rodents/ pesticides etc.etc.
- 5) **Payment** - Twice every year. @ every six months interval i.e. 50% payment of the CAMC shall have to be paid after completion of first six months & similarly thereafter.
- 6) **Service Report** - Service Reports and Calibration Reports as and when carried out shall be duly signed by the customer and or his representative at the department who shall sign on their behalf. One such copy of the report shall be returned by them and copies of reports shall be sent by us against CAMC order after 6 (six) months of completion of the CAMC contract.

Looking forward to hearing from you.

Thanking you and assuring you best of our services always.

Yours faithfully,
For **Olivine International**,


(N. K. Bharech)
Partner



*Thanks
for Olivine International*


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Associate Professor
Dept. of Gastroenterology
AIIMS, Bhubaneswar, Odisha - 751019


Dr. Subash Chandra Samal
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