



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

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

Reference No: **J-11083(017)/2020-21/S&P**

Dated: 25/09/2020

Sub: Procurement of "Intra Operative Ultrasound System with Laparoscopic Probe (Make: BK Medical, USA)" for the Department of Surgical Gastroenterology at AIIMS, Bhubaneswar on Proprietary basis - Inviting Comments thereon.

The Department of Surgical Gastroenterology of AIIMS, Bhubaneswar has requested for Procurement of **Intra Operative Ultrasound System with Laparoscopic Probe (Make: BK Medical, USA)** through **M/s Healthware Pvt. Ltd**, Hyderabad, authorised distributor of BK Medical, USA.

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@aiimsbhubaneswar.edu.in, aso.jkbiswal@aiimsbhubaneswar.edu.in, spo@aiimsbhubaneswar.edu.in, so as to reach on or before **date: 12-10-2020** 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.

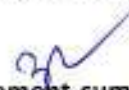
The ref. no. – **J-11083(017)/2020-21/S&P** dt:25-09-2020, due on dated:12-10-2020 should be superscripted on sealed envelope.

Enclosure:

1. Proprietary Article Certificate from Indenting Officer of Department of Surgical Gastroenterology, AIIMS, Bhubaneswar. **Annexure-I.**
2. PAC of **M/s BK Medical, USA** for the Intra Operative Ultrasound System with Laparoscopic Probe (Make: BK Medical, USA) **Annexure-II.**
3. Certificate of Authorization, Price quotation with CMC of Intra Operative Ultrasound System with Laparoscopic Probe (Make: BK Medical, USA) **Annexure-III.**
4. Technical Boucher of the items (**Annexure-IV**).

Copy to:

- | | |
|---|------------------------------|
| 1. Indenting Officer, Dept. of Surg. Gastroenterology : | for information please |
| 2. PS to DDA : | for kind information please. |
| 3. Accounts Officer : | for information please |
| 4. IT Cell : | for hoisting in the website. |


Sr. Procurement-cum-Stores Officer
AIIMS, Bhubaneswar

AIIMS, BHUBANESWAR

Proprietary Article Certificate
Valid for the Current Financial Year

File No. and Date Reference :			
1	Description of article	INTRA OPERATIVE ULTRASOUND SYSTEM WITH LAPAROSCOPIC PROBE	
2	Forecast of quantity / annual requirement	01	
3	Approximate estimated value for above quantity	Rs. 139,00,000/-	
4	Maker's name and address	BK Medical, Denmark	
5	Name(s) of authorized dealers/ stockists	M/s Healthware Pvt Ltd, Hyderabad	
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	YES	✓
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	NA	
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	NA	NA
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. Bramhadatta Pattnaik
MS. MCh
Assistant Professor
Surgical Gastroenterology
AIIMS, Bhubaneswar

TO WHOM IT MAY CONCERN



Date: July 29th, 2020

Proprietary Article CertificateProprietary Article Certificate for BK5000 Color Doppler Ultrasound System.

Dear Sir,

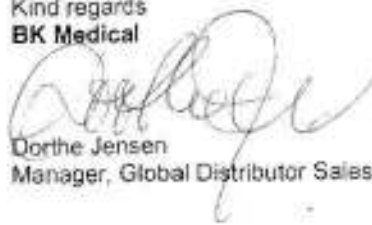
BK Medical Aps who is proven and reputable manufacturers of various models High End Ultrasound Systems is pleased to confirm the following:

1. Twin Cam Pinless Zero Insertion Force connectors- reduce noise and are designed to be connected and removed with one hand
2. Synthetic Transmit Aperture (STA)- entire image is focused with sharp image quality throughout depth
3. Autogain- auto-optimized imaging without need of adjustment. Automatic equalization of gain continuously during scanning
4. Faster boot up time of 60 sec and shut down time of 10 sec
5. Programmable start-stop button/s on Bk transducers- unique smart button/s can activate if and select, freeze, print and store images with a simple press
6. I12C4f- Sterilisable 4 way flexible laparoscopic transducer with a puncture channel situated at the top for puncture and biopsy
7. I12C5b- Sterilisable intra operative simultaneous biplane transducer for open surgery- simultaneous two planes for precise guidance
8. Sterilisable wireless remote control- for surgeon's control from sterile field

are being solely manufactured by us having factories / locations at 8, Centennial Drive, Peabody, MA 01960, USA and Mileparken 34, DK- 2730 Herlev, Denmark. No company in the world is manufacturing such items as of now.

These items are proprietary of BK Medical.

Kind regards
BK Medical


Dorthe Jensen
Manager, Global Distributor Sales




Dr. Brahmadata Pathak
Assistant Professor
Surgical Gastroenterology
AIIMS, Guwahati

To whom it may concern



Date: January 8th, 2020

We, BK Medical, who are established and reputable manufactures of Advanced Color Doppler Ultrasound Machines having its facilities and offices at 8, Centennial Drive, Peabody, MA 01960 USA and Mileparken 34, DK-2730 Herlev, Denmark.

We hereby authorize **Healthware Private Limited**, having their registered office at Serene Towers, 4th Floor, 8-2-623/A, Road No. 10, Banjara Hills, Hyderabad -500 034, to bid, negotiate and conclude the contract with you against the above project for the goods manufactured by us.

No company or firm or individual other than Healthware Private Limited are authorized to bid, negotiate and conclude the contract in regard to this business against this specific project.

Kind regards

BK Medical


Dorthe Jensen

Manager, Global Distributor Sales



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TO

All India Institute Of Medical Sciences
Sijua, Patrapada,
Bhubaneswar 751019, Odisha.

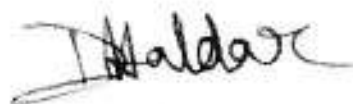
Date: 15.09.2020.

Split price of BK5000 Ultrasound for HPB Surgical Procedures (including Laparoscopic Intra-operative Ultrasound)
(Make: BK Medical)

Part NO.	Description	Quantity	Final offer price in INR
2300-61	BK 5000 Ultrasound System	1	52,27,040.00
9015	I-shaped Intraoperative Transducer	1	8,97,432.80
9016	T-Shaped Intraoperative Transducer	1	7,94,613.60
9024	Intraoperative Simultaneous Biplane Transducer	1	10,81,836.80
9066	4-Way Laparoscopic Transducer	1	25,46,173.16
UA2363	HPB Surgery Procedural Application Pack	1	8,27,024.00
UA2364	Laparoscopy and Robotics Surgery Procedural Application Pack	1	5,58,800.00
UA2389	DICOM standard with Encryption	1	3,35,280.00
UA2361	Wireless Remote Control for bk3000/bk5000	1	1,69,875.20
Price before tax			1,24,38,075.56
Add GST @12%			14,92,569.07
Total System Price including GST			1,39,30,645
Price in Word: Rupees One Crore Thirty Nine Lakh Thirty Thousand Six Hundred Forty Five Only.			

Warranty	5 Years of Comprehensive warranty for equipment, transducers and biopsy attachment and biopsy guides.
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For Healthware Private Limited



(Authorised Signatory)



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10th September, 2020

TO
The Director
All India Institute of Medical Sciences
AIMS Road, Sijua, Patrapada,
Bhubaneswar 751019, Odisha.

Offer for BK5000 USG Machine for HPB Surgical Procedures (including Laparoscopic intra-operative Ultrasound)
(Make: BK Medical)

Part NO.	Description	Quantity	Price in INR
2300-61	BK 5000 Ultrasound Scanner Unit	1	₹ 1,39,30,645/-
9015	I-shaped Intraoperative Transducer	1	Inclusive
9016	T-shaped Intraoperative Transducer	1	Inclusive
9024	Intraoperative Simultaneous Biplane Transducer	1	Inclusive
9066	4-Way Laparoscopic Transducer	1	Inclusive
UA2363	HPB Surgery Procedural Application Pack	1	Inclusive
UA2364	Laparoscopy and Robotics Surgery Procedural Application Pack	1	Inclusive
UA2389	DICOM standard with Encryption	1	Inclusive
UA2361	Wireless Remote Control for bk5000	1	Inclusive

Total system price in words: Rupees One Crore Thirty Nine Lakh Thirty Thousand Six Hundred Forty Five Only.

Terms & Conditions:

Clause No	Clause Name	Clause Description
1	Prices	All prices quoted are for supply F.O.R destination hospital site, Inclusive of Customs Duty, Clearance Charge, Govt. Cess and GST, as applicable.
2	Validity	Our offer would be valid for 30days from the date of this offer.
3	Ordering	Your order should be placed on us at..... HEALTHWARE PRIVATE LIMITED 8-2-623/A, Serene Towers, Road No # 10, Banjara Hills, Hyderabad – 500034.
4	Payment Terms	As per standard terms & conditions of AIIMS Bhubaneswar. Bank details: HDFC Bank Limited 6-1-73, Gr. and 3 rd Floor, Saeed Plaza, Lakdikapul, Hyderabad 500016. Account name: Healthware Private Limited

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		Account type and Number: Current, 00210330001787 IFSC: HDFC0000021.
5	Delivery	Within 10-12 weeks from the date of receipt of your confirmed Order. If required, Road Permit to be provided by the buyer.
6	Environment	The equipment offered can be damaged by dust and extreme changes in temperature and humidity, and we shall not be liable for damage caused by the same.
7	Safety	For continued safe and optimum use of this equipment, the purchaser shall strictly follow the instructions given in the Operators manual. We shall not be responsible for damages injuries or losses suffered or caused due to, directly or indirectly, non-compliance with the operator's manual and other related instructions and norms. The Customer hereby agrees and accepts that we or our principals are not responsible for any such damage that may occur to any party and the customer further undertakes to keep us and our principals indemnified from any claims that may arise out of or in relation to such damage from any party.
8	Intellectual property rights	It is agreed and acknowledged by the purchaser that in respect of all programs, software, manuals, know-how, techniques, and other forms of proprietary information supplied by us through any acceptable media, whether documented or not, or constituted or contained in the equipment, operating manuals, product data sheets etc., shall be and remain the sole and exclusive property of us or the respective owner of such intellectual property, and that the sale of the equipment along with and such propriety or copyrightable materials supplied by us, shall only constitute a right to use by the purchaser and shall not amount to transfer of any such Intellectual property rights in favour of the customer. The purchaser undertakes to not make any unauthorized copied, by any means, or in any manner violate, breach, or infringe any and all or any of the said intellectual property rights and the customer shall be directly responsible for such a breach.
9	Modifications	a) Principals reserve the right to make and design-improvements until the product is delivered. Such improvement, however, shall not modify any material aspect of the Product. b) If any modification to the product is required pursuant to any law or governmental regulation or requirement or interpretation thereof by any governmental agency, which is effective prior to the delivery date and which is applicable to the intended use of the product by the hospital, then in order to meet such requirement, such modification shall be made prior to the delivery date. c) The customer shall pay to us the increased price if any caused by the modification said above; such price increase however shall be negotiated and mutually agreed.
10	Warranty	1. We warrant the equipment against manufacturing defects, if any, for a period of 63 months from the date of delivery or 60 months from the

		date of installation subject to Force Majeure and the following conditions, a. This warranty does not cover normal wear & tear, wrongful handling, not following the user instructions given in the literature and unauthorized attachments or modifications. b. The warranty clause does not apply for the defects / repairs caused to the equipment due to negligent actions of and commissions and omissions by the customer or the representative. c. The breach of contract conditions like non-payment / delayed payment of consideration and servicing done by un-authorized persons makes the warranty conditions voidable at our hands. d. Opportunity cost and any other indirect costs incurred by the customer do not fall into the orbit or warranty. e. The warranty claims what so ever, will be restricted to the value of goods sold, in case of return of goods by the customer due to manufacturing defects if mutually agreed upon.												
11	Installation & after-sales service	Installation shall be done by our service engineers at no extra charges. After Sales Service shall be taken care of by our team of trained Service Engineers posted at Kolkata.												
12	Comprehensive Maintenance Charges(Annual)	After the warranty period of 5years, the Comprehensive Maintenance Charges (CMC) for the quoted equipment will be as follows, <table><tr><th>CMC Charges</th><th>Amount in Rupees (Excluding GST @ 18%)</th></tr><tr><td>6th Year</td><td>₹ 8,35,500/-</td></tr><tr><td>7th Year</td><td>₹ 8,77,275/-</td></tr><tr><td>8th Year</td><td>₹ 9,21,139/-</td></tr><tr><td>9th Year</td><td>₹ 9,76,176/-</td></tr><tr><td>10th Year</td><td>₹ 1,015,555/-</td></tr></table> Please note that the GST @ 18% extra will be applicable on the quoted CMC charges.	CMC Charges	Amount in Rupees (Excluding GST @ 18%)	6th Year	₹ 8,35,500/-	7th Year	₹ 8,77,275/-	8th Year	₹ 9,21,139/-	9th Year	₹ 9,76,176/-	10th Year	₹ 1,015,555/-
CMC Charges	Amount in Rupees (Excluding GST @ 18%)													
6th Year	₹ 8,35,500/-													
7th Year	₹ 8,77,275/-													
8th Year	₹ 9,21,139/-													
9th Year	₹ 9,76,176/-													
10th Year	₹ 1,015,555/-													
13	Claim in case of defective equipment	a) In the event of any defect (against which the above warranty is provided) being found on the equipment on reaching the destination /site and thereafter within the warranty period set out above, replacement or repair will be carried out within 45 working days from the date of receipt of written notice of such defect by us. The warranty conditions replicate for defective equipment also. b) If we do not have in our stock any equipment or components to replace the defective equipment or components thereof then the time taken to manufacture or to obtain supplies from our suppliers shall be in addition												

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		to the said period of 45 working days without any liability to us.
14	Force majeure	We shall not be liable for loss or damage due to delays caused by force majeure conditions and any failure of or delay in the performance of this Agreement for the period that such failure or delay is due to causes beyond its reasonable control, including but not limited to acts of God, war, strikes or labour disputes, embargoes, government orders, natural calamities or any other force majeure event.
15	Arbitration	Any difference or dispute arising out of or any reconciliation to these standard trading terms and conditions shall be referred to arbitration. The arbitration shall be conducted in accordance with the Arbitration and Reconciliation Act, 1996 and the venue of the arbitration shall be at Hyderabad.
16	Limitation of Liability	In not event will company be liable to you for any lost profits, lost savings or incidental, indirect special or consequential damages, arising out of your use or inability to use the product or the breach of this agreement, and violation of user manual conditions even if advised of the possibility of such damages.
17	Deeming clause	The purchase order placed by the customer in response to the quotation is deemed to have accepted the terms and conditions attached to the quotation except to the extent, contrary conditions imposed if any in the customer order. The contrary conditions if any imposed in the customer order require negotiation and acceptance.
18	Jurisdiction and applicability of Law	Without prejudice to the arbitration clause any litigation that may arise out of or in relation to this Agreement including but not limited to any application under Section 9 and 11 of the Arbitration and the Conciliation Act of 1996 shall be dealt by the Courts in Hyderabad only in exclusion of all other courts. The Agreement shall be governed by the Laws of the Union of India and the State of Telangana.

With best regards,

For Healthware Private Limited

(Authorized Signatory)

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Dornier MedTech

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ACCURAY

apollo

Specifications for high-end Intraoperative Ultrasound System for HPB Surgery

- A. Should have Ultra High Resolution Imaging and Doppler for Clinical Needs
- B. Should have short boot time not more than 20 seconds
- C. Should have graphic processing unit for faster work process
- D. Should have speckle reduction technology for enhancing tissue margins for better anatomical visualization and to improve better organ anatomy from different angles
- E. Should have optimization of ultrasound image formation by using multi-channel synthesis technology to reduce noise and artifacts.
- F. 19" flat panel monitor should have swivel facility
- G. Should have back illuminated keyboard for easy access
- H. Control panel should be sealed and spill proof for easy cleaning and disinfection
- I. Should have height adjustable mechanism with control panel
- J. Should have facility to compensate the motion related imaging artifacts
- K. Should have technology to maintain auto focus for entire imaging depth
- L. System should have auto axial and lateral gain facility
- M. Should have DICOM capabilities
- N. Should have Wifi capabilities
- O. Should have an internal hard drive to store images.
- P. CD /DVD writer and USB Flash memory drive should be the part of the system optionally
- Q. Should be of latest generation digital beam former technology.
- R. Imaging Modes: System should have following modes:
 - a. B mode
 - b. M Mode
 - c. Color Doppler
 - d. Power Doppler
 - e. Pulsed Wave Doppler
 - f. Continuous Wave Doppler

Dr. Prashant B. Bhat
 Additional Professor & Head
 Department of Urology
 AIIMS, Bhubaneswar-751011

Dr. Bramhadatta Pattanai
 Assistant Professor
 MS, MCh
 Department of Surgical Gastroenterology
 AIIMS, Bhubaneswar-751011

- g. Tissue Harmonic Imaging
- h. Contrast Imaging
- i. Elastography
5. In Doppler mode, system should have technology to detect high flow in ROI and place Doppler gates automatically and should provide angle independent doppler velocity measurements with a compatible transducer
- T. Should have facility to connect at least four transducers
- U. Transducer should have pin less connector for easy insertion and to reduce noise
- V. Transducers should have programmable start and stop buttons
- W. All transducers should be fully immersible for easy sterilization and also compatible with standard sterilization methods like Sterrad and Steris systems
- X. System should be able to communicate with daVinci surgical robot's tile pro
- Y. The following transducers to be supplied along with the system: All the quoted transducers should be compatible with immersion for disinfection and sterilizable with valid reprocessing methods
- 5-14 MHz finger shaped high frequency intra operative transducer
 - 5-12 MHz T-shaped high frequency intra operative transducer with small foot print. It should have integrated needle guidance for predictable intervention
 - A simultaneous biplane imaging transducer with transverse and sagittal arrays. Both arrays should be able to provide simultaneous biplane imaging during open surgeries for accurate needle placement and biopsies. Should be quoted with biopsy attachment
 - A laparoscopic four way deflectable transducer which can be used through normal laparoscopic ports (10-12 mm)
 - Sterilizable remote control for convenient control of the system in the sterile field should be supplied

Specification checked
(checked) and for satisfactory
it will be accepted in the Department
of Surgical Gastroenterology

Upendra Anand
MS, MCh
Surgical Gastroenterology
12/09/2023

Dr. Prasadi Nayak
Additional Professor & Head
Department of Urology
AMS, Bhubaneswar

Dr. Bramhadatta Pattnaik
MS, MCh
Assistant Professor
Surgical Gastroenterology
Bhubaneswar-751013

REAL-TIME
INTRAOPERATIVE
bk5000
IMAGING

bk
medical

- Dedicated surgical ultrasound system
- Simple workflow and small footprint
- Wide range of intraoperative, sterilizable transducers
- Immediate, auto-optimized imaging using the No-touch Autogain and Auto Focus features

INTRAOPERATIVE SURGICAL ULTRASOUND

The bk5000's outstanding image quality allows you to clearly see the margins of lesions and helps you achieve the best outcome for your patients.

OPEN SURGERY

The T- and I-shaped transducers are ideal for scanning the liver, pancreas, and kidney and visualizing anatomy in transverse and sagittal planes.



Liver lesion shown using the T-shaped intraoperative transducer.



Echinococcosis (parasitic disease) of the liver shown using the I-shaped intraoperative transducer.

MINIMALLY INVASIVE SURGERY

The 112C4f laparoscopic transducer has a 4-way flexible tip that allows good organ contact, helping you explore and visualize difficult-to-reach anatomy during minimally invasive procedures.



The flexible tip of the laparoscopic transducer is ideal for difficult-to-reach anatomy.



Liver hemangioma shown using the laparoscopic transducer and color Doppler.

INTERVENTION/NEEDLE GUIDANCE

The 112C5b biplane transducer with simultaneous visualization of transverse and sagittal planes is designed for guiding biopsies, needle placements, and ablation procedures of the liver.

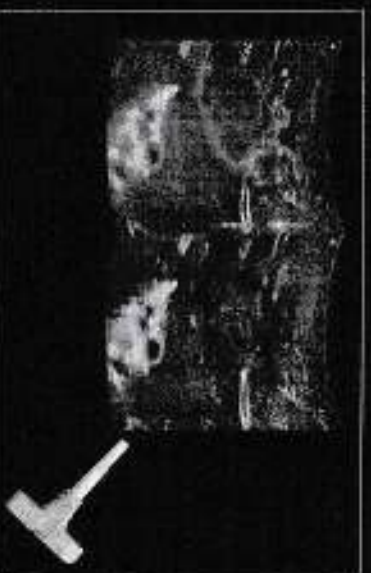


Markings on the screen help orient the two planes during simultaneous viewings.



The unique intraoperative biplane transducer shown with multiple needle channels for steering ablation needles.

SEE THE DETAILS THAT CAN MAKE A DIFFERENCE TO YOUR SURGICAL STRATEGY



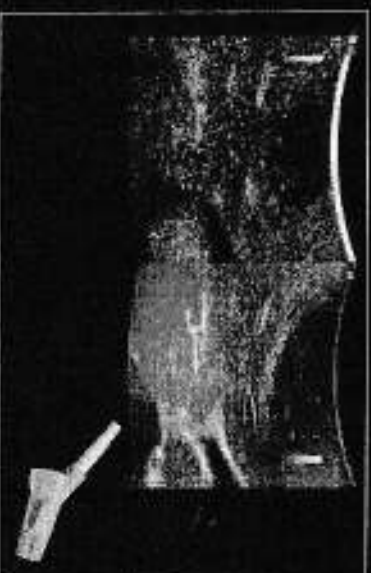
Elastography of metastatic lesion in the liver
114CST transducer



Fibroids seen within the uterus
112CAF transducer



Color Doppler showing blood flow to liver
metastases post-chemotherapy
114CST transducer



Contrast-enhanced ultrasound
114CST transducer



Dilated pancreatic duct
112CS transducer

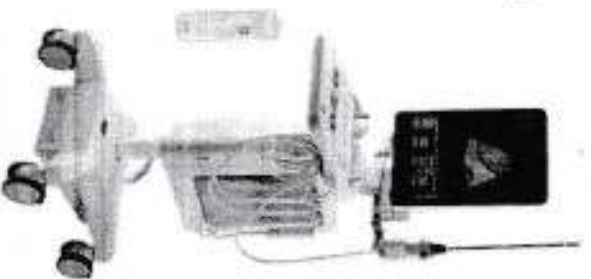


Metastatic lesion in the liver
112CSb transducer

DEDICATED INTRAOPERATIVE ULTRASOUND SOLUTION

DESIGNED FOR SURGERY - bk5000

- BK's Prism technology generates high-resolution, real-time images to show more detailed anatomy
- No-touch Autogain and Auto Focus features immediately optimize images with no need for manual adjustment.
- Rapid boot time and up to two hours of plug-free imaging.
- Sterilizable remote control for convenient control of the system in the sterile field
- Small system footprint
 - to fit in the OR.


 prism
publishing

prism publishing

Life Medical
8 Centre Court Drive
Parsippany, NJ 07954
USA
T +1 978 226 1300
lifemedical.com

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Sales & Service
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Peabody, MA 01961
USA
Tel: +1 978 536 1200
Fax: +1 978 536 1300
Email: usa@centennial.com

**Dr. Michael
Kjersgaard, M.D., Ph.D.**
Habebe, Denmark
T: +45 4462 6100
F: +45 46 52 2199
mike@habebe.com

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FULLY STERILIZABLE, SPECIALIZED TRANSDUCERS
DESIGNED FOR INTRAOPERATIVE IMAGING

- Ergonomically designed for a secure and comfortable grip.
- Long transducer cables (up to 3.0 m / 9.8 ft) allow flexibility during scanning.



Organ or Region	112C4F	114C9A	114C51F	112C5B	112C5F	X18L5a
Frequency Range ^a (MHz)	12-4	14-5	14-5	12-5	12-5	18-5
Needle/Guard:	Re-useable	Single-use	N/A	Single-use	N/A	N/A
STERIS SYSTEM 1 [®] , SYSTEM 1E [®] , SYSTEM 1 [®] Plus and SYSTEM 1 [®] Express [™] STERIS V-Plus [®] 1 Plus and V-Plus [®] 60 STERIS V-Pro [®] max STERAD [®] NX [®] , STERAD [®] 100NX [®] , STERAD [®] 100S, STERAD [®] 200						

* 112C5 is compatible with Bk500D software version 5.36.2 and higher. 112C5 has not been licensed by Health Canada.

bk
medical[illegible]

ULTRASOUND DESIGNED

bk5000

FOR SURGERY

- Excellent images instantly - no adjustment needed
- Small system footprint - fits easily in the OR
- Wide range of specialized and sterilizable transducers
- Sterilizable remote control for convenient control of the system in the sterile field
- Rapid boot time and up to two hours of plug-free imaging
- Advanced modes: elastography, contrast imaging, 3D, vector flow imaging (VFI)



bk 
medical

PDF
Digitally signed
by ANIL KUMAR
DASH
CHOUHURY
Date: 2020.09.25
17:21:45 IST
Reason: PDF
Authenticated