



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-11087(016)/2020-21/S&P

Dated: 18/03/2021

Sub: Procurement of “Hydrosugery System-Versajet II” (Make: SmithNephew) for the New BURN Unit funded by NTPC at AIIMS, Bhubaneswar on Proprietary basis - **Inviting Comments thereon.**

The New BURN Unit of AIIMS, Bhubaneswar has requested for Procurement of “Hydrosugery System-Versajet II” (Make: SmithNephew) through M/s Helios Medical System, Kolkata, Authorized distributor of M/s SmithNephew, England

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.rnpattnaik@aiimsbhubaneswar.edu.in, spo@aiimsbhubaneswar.edu.in, so as to reach on or before **date: 02-04-2021** 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-11087(016)/2020-21/S&P** dt:18-03-2021, due on dated:02-04-2021 should be superscripted on sealed envelope.

Enclosure:

1. Proprietary Article Certificate from Indenting Officer of New BURN Unit, AIIMS, Bhubaneswar. **Annexure-I.**
2. PAC of M/s SmithNephew, England for the Hydrosugery System-Versajet II (**Annexure-II**).
3. Certificate of Authorization, Price quotation with CMC and & Consumables for Hydrosugery System-Versajet II (SmithNephew, England) (**Annexure-III**).
4. Technical Boucher of the items (**Annexure-IV**).

Copy to:

- | | | |
|--|---|------------------------------|
| 1. Dr.S.K. Giri, Member Secretary, BURN Unit | : | for kind information please |
| 2. PS to DDA | : | for kind information please. |
| 3. Accounts Officer | : | for information please |
| 4. IT Cell | : | for hoisting in the website. |

Sd/-
Sr. Procurement-cum-Stores Officer
AIIMS, Bhubaneswar

AIIMS, BHUBANESWAR

Proprietary Article Certificate
Valid for the Current Financial Year

16

File No. and Date Reference :			
1	Description of article	Venrajat (Hydroxyg yld)	
2	Forecast of quantity /annual requirement	One	
3	Approximate estimated value for above quantity	20 lakhs	
4	Maker's name and address	Smith's Nephew	
5	Name(s) of authorized dealers/ stockists	Helios medical system	
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		
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
NIL			

Signature of Approving Authority.....

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

Signature of the Approving Officer
Dr. Santanu Suba
Associate Professor
Dept. of Burns & Plastic Surgery
AIIMS, Bhubaneswar-751019

Signature of Approving Authority
Dr. Sanjay Kumar Giri
Associate Professor
Member Secretary, Unit Project
AIIMS, Bhubaneswar-751019

Smith & Nephew Medical Limited

101 Hessle Road
Hull
HU3 2BN
England

T: + 44 (0)1482 225181
F: + 44 (0)1482 328326
www.smith-nephew.com

Smith+Nephew

5th March 2021

Proprietary Article Certificate)

Re: Hydrosurgery System -Versajet II

Smith & Nephew is the sole manufacturer and sole supplier of the Hydrosurgery System Versajet II globally.

The Hydrosurgery System -Versajet II is a patented product of Smith & nephew. The Hydrosurgery System - Versajet II uses a high-pressure stream of sterile saline to optimise surgical debridement. The device enables surgeons to select, excise and evacuate non-viable tissue. Bacteria and contaminants from wounds, burns and soft tissue injuries using tissue preserving techniques.

The Hydrosurgery System -Versajet II is unique and is protected by multiple international patents and patents pending. The Hydrosurgery System -Versajet II is covered by or for use under one or more of the U.S. Patents listed below:

Granted Patents:

- US8337175
- US8932269
- US8529498
- US9597107
- US9341184
- US10363061
- USD611961
- USD659165

We certify that the Versajet II System (console/Handpiece) is a proprietary product of Smith & Nephew.

Signed:



Name: Thomas Robinson

Role: Senior Regulatory Specialist

Date: 5th March 2021

Smith & Nephew Healthcare Private Limited

Registered Office:

B-501-509, Dynasty Business Park,
Andheri-Kurla Road, Andheri (E),
Mumbai-400 059.

Tel: +91 22 4005 5090

Fax: +91 22 4005 5089

www.smith-nephew.com

SmithNephew

To,

The Director

Plastic Surgery

AIIMS – Bhubaneswar

Subject:- Proposal for VERSAJET II Hydrosurgery System for lowest rate

I, undersigned M/s Nikunj Shah as designated Finance Director with of M/s Smith & Nephew Healthcare Private Limited do hereby certify that we M/s Smith & Nephew Healthcare Private Limited or its subsidiaries/designated representatives have not supplied the VERSAJET II Hydrosurgery System at a cost lower than that quoted in the AIIMS Bhubaneswar to any Government Organization (Central/State Government Hospital/Institute) at a fixed price lower than the price chargeable under the rate contract of the Institute.

We also undertake that any downward revision in MRP/Sale price/offer to sale to any Government Organization (Central/State Government Hospital/Institute, anywhere in India) of the product during the entire period of Rate Contract, including any extended periods, will be duly informed to AIIMS Bhubaneswar within a month (30 days) of such price revision, and the same will be passed on to the Institute.



Deponent Signature:-

Name: -

Nikunj Shah

Designation: -

Finance Director

Land line No:

022 4005 5090

Fax No :-

022 4005 5089

Date :- 5 March 2021

Smith & Nephew plc
15 Adam Street
London WC2N 6LA
England

T +44 (0) 20 7401 7646
F +44 (0) 20 7930 3353
www.smith-nephew.com



TO WHOMSOEVER IT MAY CONCERN

We hereby declare that Smith & Nephew Healthcare Pvt. Ltd. having its registered office at B 501-509, Dynasty Business Park, Andheri Kurla Road, Andheri East, Mumbai – 400059 is a 100% subsidiary of Smith & Nephew Plc, its ultimate holding company.

Sincerely,

For Smith & Nephew Plc

Sudh An. Sawhney

Authorised Signatory

Smith & Nephew Healthcare Pvt Ltd

B-501-509, Dynasty Business Park
Andheri Kurla Road, Andheri (E)
Mumbai – 400059

Tel: +91 22 4005 5090
Fax: +91 22 4005 5089
www.smith-nephew.com

Smith+Nephew

March 4, 2021

TO

The Director ,
Plastic Surgery,
AIIMS, Bhubaneswar

Subject: Authorization Letter from Smith & Nephew's for VersajetII Hydrosurgery System

Dear Sir/ Madam,

We hereby wish to inform you that for your esteemed hospital, the following Stockiest is authorized to deal on our behalf for our Versajet II Hydrosurgery System. The scope of the dealing would encompass quoting rates, negotiating, accepting and servicing orders for the VersajetII Hydrosurgery System of our company.

M/s HELIOS MEDICAL SYSTEMS
(CONTACT PERSON: MR SUMAN DEY)
105/1, BIDHAN NGAR ROAD,
SUNCITY COMERICAL COMPLEX,
2ND FLOOR –A, OFFICE NO F4 .
KOLKATA :- 700 067 (WB)
Tel No:- +919830170321
EMAIL ID :- heliosmedicalsyste.ms@gmail.com

The authorization is valid till formally rescinded from our side or till the expiry of the tender whichever is earlier.

In case of any further queries, please feel free to bring it to the knowledge of the undersigned

Thanking you and Assuring you of our Best Services at all times.

Sincerely Yours
For Smith & Nephew Healthcare Pvt. Ltd



NISHANT SHARMA
Franchise Director – (AWM, South Asia)



HELIOS MEDICAL SYSTEMS

105/1, Bidhan Nagar Road, Suncity Commercial Complex,
Block-A, 2nd Floor, Office No.- F4, Kolkata - 700 067 Ph : 99039 69342 / 9903986872

Memo No: HMS/20-21/987

Date: 05-03-21

To
The Director,
AIIMS, Bhubaneswar
Sijua, Patrapada,
Odisha 751019

Sub: Quotation of Hydrosurgery system VERSAJET

Respected Sir,

We would like to acknowledge you that we are incredibly pleased to provide you the quotation you have asked for. Below mentioned are the complete details of the equipment: -

Sl no.	Item Name and Description	Warranty	Price/unit	GST	Total Price/unit
1.	Hydrosurgery System VERSAJET x 01pc Make: Smith & Nephew Handpieces x 02 pc incl with console	5 years	18,00,000.00	12%	20,16,000.00 (Twenty lakhs sixteen thousand only)

Price of handpiece compatible only with VERSAJET, which will be procured later on demand basis :-

Sl no.	Item Name and Description	Quantity	Price/unit	GST	Total Price/unit
1.	Handpiece of VERSAJET	01pc	45,000.00	12%	50,400.00

Price of CMC charges per year after the expiry of 5year warranty period from the date of installation:-

Year after expiry of Warranty	CMC Charges per year	GST Extra	CMC Charges (incl Tax) per year	% on Quoting Price
1 st Year	72,000.00	18%	84,960.00	4%
2 nd Year	81,000.00	18%	95,580.00	4.5%
3 rd Year	90,000.00	18%	1,06,200.00	5%
4 th Year	90,000.00	18%	1,06,200.00	5%
5 th Year	90,000.00	18%	1,06,200.00	5%

We are very grateful for the opportunity you have provided us. Looking forward for your kind approval.

*Note: All values are in INR

Thanking You

Regards



05/03/2021

For M/s Helios Medical Systems

An ISO 9001 : 2015 certified Company



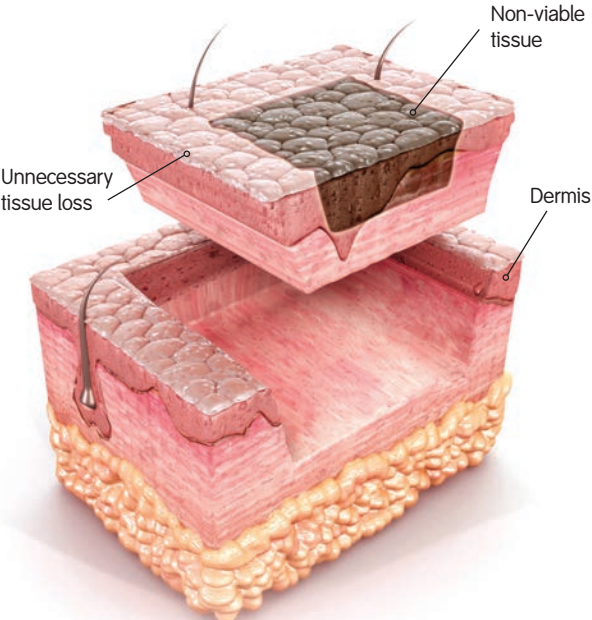
 **smith&nephew**
VERSAJET[®] II
Hydrosurgery System

Precise excision

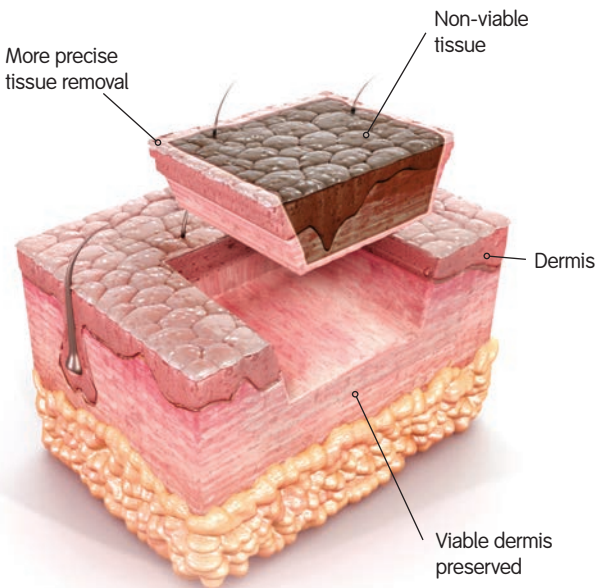
Preserve viable tissue and reduce time to closure^(1,2)

Precision to preserve

Conventional surgical excision

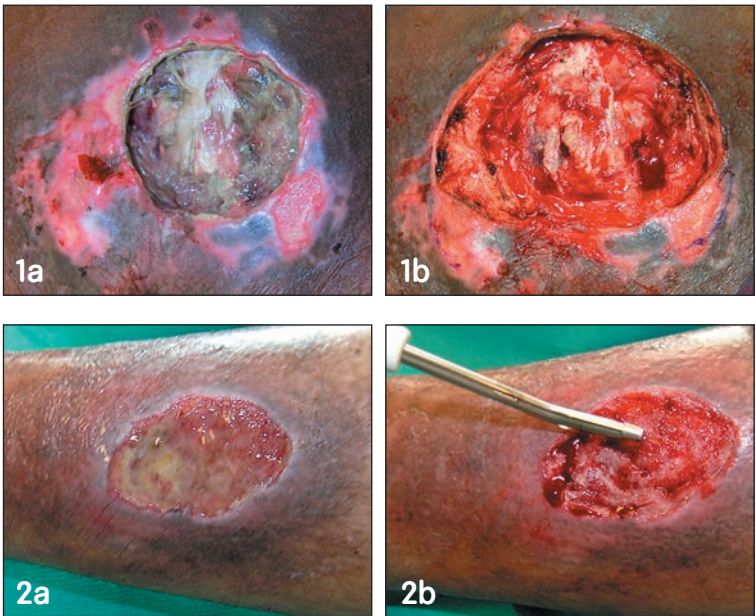


VERSAJET® II excision



Adapted from Cubison TC, Pape SA, Jeffery SL. *Burns*. 2006;32:714-720.

Achieving maximum tissue preservation



Tissue loss
Centripetal debridement:
Stage IV sacral decubitus
ulcer before (1a) and after (1b)
conventional surgical excision⁽⁶⁾

Tissue preservation
Centrifugal debridement:
Chronic lower extremity ulcer
before (2a) and after (2b)
precise VERSAJET excision⁽⁶⁾

Adapted from Abernathie B, Granick MS.
J Wound Technol. 2009;5:10-11.

Precisely control the depth of debridement⁽⁷⁾

Tangential excision (Goulian knife, 10 guard)	Excises at an average depth of 750µm ⁽⁷⁾
VERSAJET system	Enables precise excision at a minimum depth of 50µm ⁽⁷⁾

Precise excision

Optimize surgical debridement with the VERSAJET® II Hydrosurgery System

The VERSAJET II Hydrosurgery System enhances preservation of viable tissue during surgical debridement and reduces time to closure, while streamlining excision through procedural efficiency that delivers consistent clinical and economic value.

The VERSAJET II system enables a surgeon to precisely select, excise and evacuate nonviable tissue, bacteria and contaminants from wounds, burns and soft tissue injuries using a tissue-preserving technique.^(1,3)

Advanced hydrosurgery technology helps reduce time to closure, which may reduce overall treatment cost.^(1,3,4)



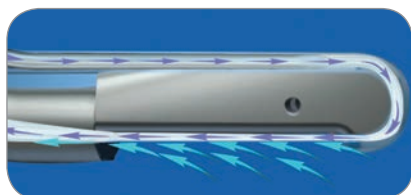
Precision and control

Experience the cutting edge of advanced hydrosurgery

The VERSAJET II system uses a high-pressure stream of sterile saline to optimize surgical debridement.^(1,3,5) As the handpiece moves tangentially across the wound, the device's razor-thin saline jet rapidly removes necrotic tissue, bacteria and debris — sparing the surrounding viable tissue.⁽¹⁻⁵⁾

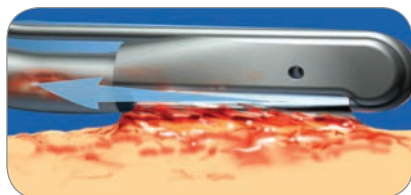
The VERSAJET II system quickly prepares a cleaner, more uniform wound bed, simultaneously addressing multiple barriers to healing.⁽²⁻⁴⁾

Tangential movement with a high-speed saline jet



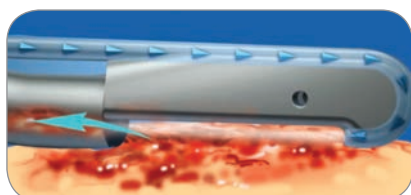
Selects

Target necrotic tissue and debris using the localized vacuum^(1,3-5)



Excises

Ablate nonviable tissue with maximum precision^(1,3-5)



Evacuates

Remove debris and slough while preserving viable tissue^(1,3-5)

Precision and performance

Clinical efficacy

Helps reduce time to wound closure^(1,2)

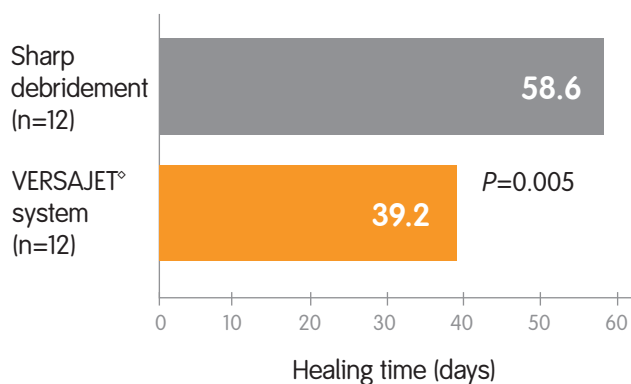
Creates a smooth wound bed for improved graft and synthetic dressing results⁽⁴⁾

Reduces bacterial burden, removes soft tissue biofilm and other inhibitory elements⁽¹⁻³⁾

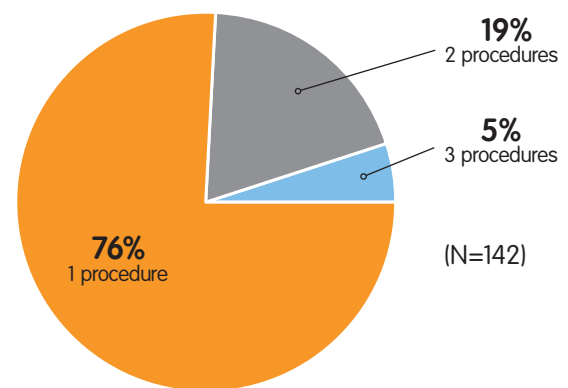
Removes unwanted tissue and contaminants, while preserving healthy tissue^(1,3,5)

Accesses difficult-to-reach and contoured areas with ease and control⁽⁵⁾

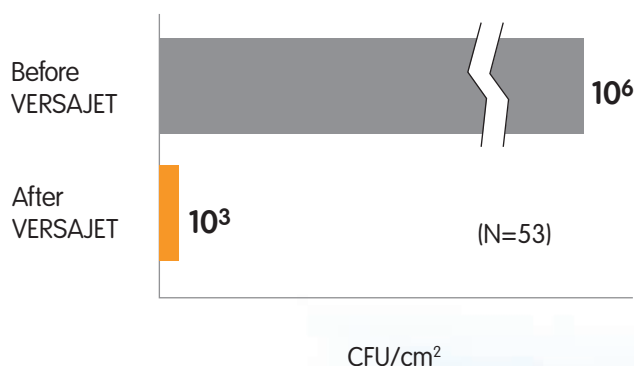
Reduced wound closure time by 33%⁽⁸⁾



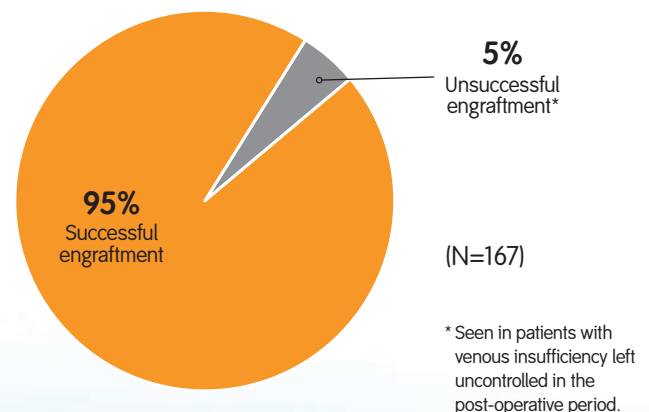
One operative procedure required in 76% of patients⁽²⁾



Reduced bacterial burden by log₁₀³⁽²⁾



Immediate coverage successful in 95% of graft procedures⁽⁴⁾



* Seen in patients with venous insufficiency left uncontrolled in the post-operative period.

The VERSAJET II system

Targets devitalized tissue

Preserves healthy tissue

Precision and value

Cost effectiveness

Requires fewer debridement procedures, which may improve profitability⁽¹⁾

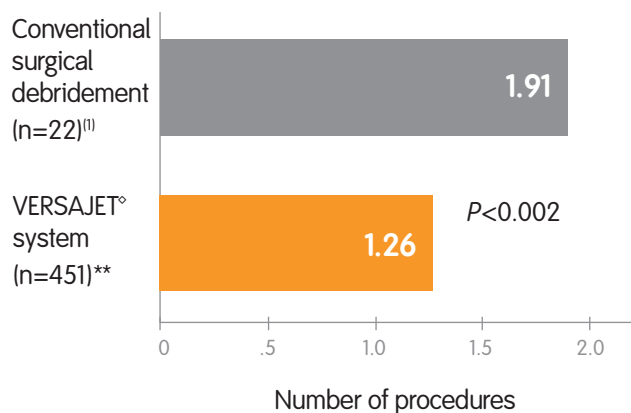
Helps reduce time to closure, which may shorten hospital stay^(1,2)

Removes bacteria to help reduce the risk of infection^(1,3)

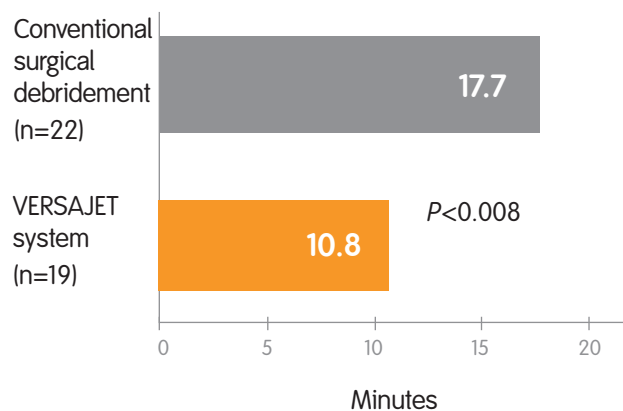
Minimizes procedure time, thereby increasing blockable OR time^(1,3,9)

Uses fewer instruments/supplies, potentially reducing cost per procedure⁽⁹⁾

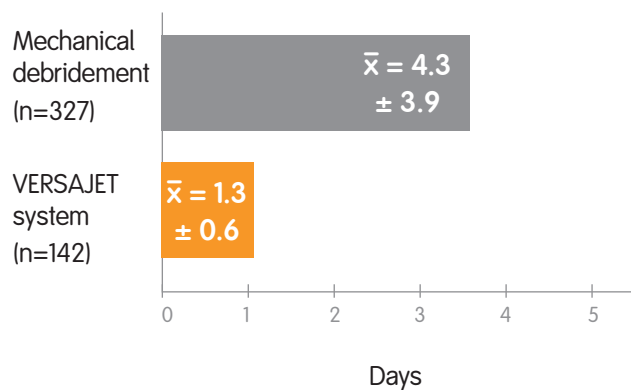
Savings of \$2200 per patient as a result of fewer procedures⁽¹⁾



Reduced debridement time by 39% per patient⁽⁹⁾



Reduced hospital length of stay by approximately 3 days⁽²⁾



“In a system, that relies on prospective payment based on diagnosis, any reduction in the number of surgical procedures directly impacts hospital profit margins.”⁽¹⁾

Reduces closure time

Lowers treatment cost

Improves outcomes

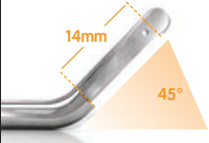
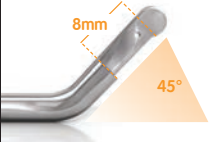
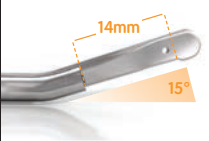
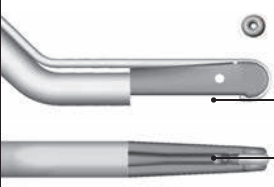


Ordering information

VERSAJET® II Hydrosurgery System

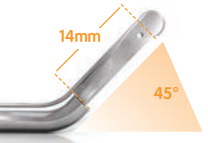
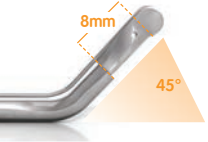
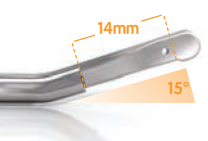
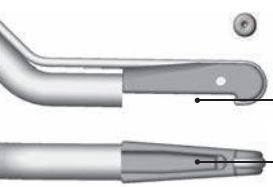
Order No	Description
66800039	Console (includes user manual, power cord, and multi-function footswitch)
66800979	Surgical cart
66800475	Replacement shelf (Retrofit to 50800)

VERSAJET II Exact Handsets for maximum dermal preservation

Order No	Description
	66800041 VERSAJET II Exact disposable handset (45°/14mm)
	66800042 VERSAJET II Exact disposable handset (45°/8mm)
	66800040 VERSAJET II Exact disposable handset (15°/14mm)
 0.11mm Nozzle orifice Lower deck height Narrower channel	

Order No	Description
66800474	Console user manual
66800472	Replacement multi-function footswitch
66800193	Replacement power cord

VERSAJET II Plus Handsets (US only) for maximum removal of non-viable tissue and contaminants†

Order No	Description
	66800044 VERSAJET II Plus disposable handset (45°/14mm)
	66800045 VERSAJET II Plus disposable handset (45°/8mm)
	66800043 VERSAJET II Plus disposable handset (15°/14mm)
 0.10mm Nozzle orifice Higher deck height Wider channel	

† The VERSAJET II Plus handpiece is more powerful than the VERSAJET II Exact. VERSAJET II Plus will select, excise and evacuate tissue faster and more aggressively.

References

- Granick MS, Posnett J, Jacoby M, Noruthun S, Ganchi PA, Datiashvili RO. Efficacy and cost-effectiveness of a high-powered parallel waterjet for wound debridement. *Wound Repair Regen.* 2006;14:394-397.
- Mosti G, Mattaliano V. The debridement of chronic leg ulcers by means of a new, fluidjet-based device. *Wounds.* 2006;18:227-237.
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- Abernathie B, Granick MS. Centrifugal debridement: tissue sparing surgical treatment of chronic wounds. *J Wound Technol.* 2009;5:10-11.
- Jeffery SLA. Device related tangential excision in burns. *Injury, Int J Care Injured.* 2007;38S:S35-S38.
- Paola LD, Brocco E, Senesi A, De Vido D, Merico M, Ninkovic S. The use of VERSAJET in the limb salvage following failure of minor amputation in diabetic foot. Data on file report 4649/5025.
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- Gravante G, Delogu D, et al. VERSAJET hydrosurgery versus classic escharectomy for burn debridement; a prospective randomized trial. *J Burn Care Res* 2007;28(5):1-5 (data for VERSAJET & escharectomy combined)
- Gurunloughlu R. Experiences with waterjet hydrosurgery in wound debridement. *World J Emerg Surg* 2007 May 2;2:10

Smith & Nephew, Inc.

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F 727-392-6914

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Mississauga Ontario
L5N 6H8

Customer Action Centre
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F 1-800-671-9140

www.smith-nephew.com
www.myversajet.com

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RA

**Weighted average of five studies involving 451 patients with mixed wounds (acute, chronic, burns)

Authors	Sample size VERSAJET debridement	Mean procedures per patient	Weight	Weighted average
Mosti & Mattaliano (2006)	142	1.24	0.31	0.39
Gravante (2007) ¹⁰	87	1.41	0.19	0.27
Gurunloughlu (2007) ¹¹	15	1.33	0.03	0.04
Vanwijk (2010)	167	1.20	0.37	0.44
Granwick (2006)	40	1.18	0.09	0.10
Total	451		1.00	1.26