



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) & CPPP

Reference No: J-11029(038)/2017-18/S&P/VOL-II

Dated: 13/04/2021

Sub: Procurement of Fully Integrated and Fully Automated Walk Away Compact Nucleic Acid Testing System i.e. 01 No. Procleix Panther System (Make: GRIFOLS) for the Department of Transfusion Medicine & Blood Bank at AIIMS, Bhubaneswar on Proprietary Reagent Rental basis - **Inviting Comments thereon.**

The Department of Transfusion Medicine & Blood Bank, AIIMS, Bhubaneswar has requested for procurement of Fully Integrated and Fully Automated Walk Away Compact Nucleic Acid Testing System i.e. 01 No. Procleix Panther System (Make: GRIFOLS) for the Department of Transfusion Medicine & Blood Bank at AIIMS, Bhubaneswar on Proprietary Reagent Rental basis from **M/s GRIFOLS (HK) Limited** through their Authorized Dealer i.e. **M/s Hemogenomics Pvt. Ltd., Bangalore.**

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.rnpattnaik@aiimsbhubaneswar.edu.in and stokee_lovneet@aiimsbhubaneswar.edu.in, so as to reach on or before **date: 28-04-2021** 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-11029(038)/2017-18/S&P/VOL-II** dt: **13-04-2021**, due on dated: **28-04-2021** should be superscripted on sealed envelope.

Enclosure:

1. Proprietary Article Certificate from Indenting Officer. **Annexure-I**
2. OEM's Proprietary Article Certificate **Annexure-II**
3. OEM's Authorization Letter **Annexure-III**
4. Brochure & Literature of the required Product **Annexure-IV**
5. Proposal Dated 18-02-2021 for installation of Procleix Panther System (Make: GRIFOLS) on Reagent Rental Basis at AIIMS, Bhubaneswar **Annexure-V**

Copy to:

- | | | |
|--|---|------------------------------|
| 1. Indenting Officer, Dept. of Transfusion Medicine & Blood Bank | : | for information please |
| 2. Accounts Officer | : | for information please |
| 3. IT Cell | : | for hoisting in the website. |

Sr. Procurement-cum-Stores Officer

Proprietary Article Certificate
Valid for the Current Financial Year

File No. and Date Reference :		
1	Description of article	Procleix Panther System
2	Forecast of quantity /annual requirement	1
3	Approximate estimated value for above quantity	Reagent rental basis
4	Maker's name and address	Grifols Diagnostic Solutions Inc., 4560 Horton street, Emeryville, CA 94608, USA
5	Name(s) of authorized dealers/ stockists	<u>Hemogenomics Pvt. Ltd.</u>
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, Proprietary article Certificate attached
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	Fully automated walkaway ID NAT system
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 : NA		
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. Somnath Mukherjee
Associate Professor
AIIMS, Bhubaneswar-751019
Regd.No-57906(WB)

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Dr. Satya Prakash
Assistant Professor
Dept. of Transfusion Medicine and Blood Bank
AIIMS, Bhubaneswar
MCI Regd. No.MP- 7638

Dr. Ansuman Sahu
Assistant Professor
Dept. of Transfusion Medicine and Blood Bank
AIIMS, Bhubaneswar-751019
Regd. No.- (OCMR)-17410/2010

GRIFOLS

Grifols Diagnostic Solutions Inc.
4560 Horton Street
Emeryville, CA.94608
USA

PROPRIETARY ARTICLE CERTIFICATE

Proclex Panther System

Monday, 24th February 2020

To Whom It May Concern:

We herewith declare that the following IVD medical device is a proprietary product, covered by intellectual property rights (i.e. patents):

■ Proclex Panther System

The Proclex Panther System is covered by the following US patents and their foreign equivalents:

US PATENT #
6,605,213
7,033,820
7,135,145
7,638,337

The above product is distributed exclusively worldwide by the product owner, Grifols Diagnostic Solutions Inc. (with business address at 4560 Horton Street, Emeryville, CA 94608, USA).

(NOTE: Grifols (HK) Ltd (with business address at Units 1505-07, Berkshire House, 25 Westlands Road, Quarry Bay, Hong Kong) is a subsidiary of Grifols Diagnostic Solutions Inc.)

Acknowledgement

GRIFOLS DIAGNOSTIC SOLUTIONS INC.

Philippe Novalles-Li

Signed by:

Name: PHILIPP NOVALES-LI, DMedSc, PhD, DPhil, RAC

Title: Senior Director, Global Regulatory Affairs

Date: 24 FEB 2020



Somnath Nilan
03/03/21
Dr. Somnath Nilan
Associate Professor
AIIMS, Bhubaneswar
Regd. No. 57

GRIFOLS

Grifols (HK) Limited

Units 1505-07 Berkshire House
25 Westlands Road Quarry Bay
Hong Kong

Tel +852 2161 3100

Fax +852 2337 8100

www.grifols.com

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05 March 2018

The Director
All India Institute of Medical Sciences
Sijua Patrapada
Bhubaneswar
Orissa – 751019

Dear Sir / Madam

**Subject: Authorization to Supply Fully Automated NAT System and Assay kits –
The All India Institute of Medical Sciences Bhubaneswar**

We **GRIFOLS (HK) LIMITED**, a company duly incorporated and existing under the laws of Hong Kong, Having its registered address at Units 1505-07, Berkshire House, 25 Westlands Road, Quarry Bay (Hong Kong) ("**Grifols**"), an affiliate of **GRIFOLS DIAGNOSTIC SOLUTIONS, INC.**, who is the legal manufacturer of Fully Automated systems and reagent assay kits performing blood screening Nucleic Acid Testing for certain infectious diseases commercialized under the Procleix (the "**Products**")

hereby confirm that

M/S HEMOGENOMICS PVT. LTD, a company duly incorporated and existing under the laws of India, having its registered address at 3rd Floor, Site No. 26, Opp. Indian Oil Petrol Bunk, New BEL Road, Near M S Ramaiah Hospital Bangalore 560054 (India) ("**Hemogenomics**"), has been appointed as distributor of the Products by a distribution agreement entered into by Grifols and Hemogenomics on 01 February 2014 (the "**Agreement**"); and consequently, that Hemogenomics, pursuant to the Agreement:

1. **is authorized** to supply the Products listed in Annex I attached hereto to the All India Institute of Medical Sciences Bhubaneswar ("**AIIMS Bhubaneswar**");
2. **is authorized**, and obligated, to provide any technical support on any of the Products to AIIMS Bhubaneswar, as well as to perform any preventive or corrective maintenance services on any such Products, through those of Hemogenomics' employees who have been trained and certified by Grifols to perform such technical support and maintenance services.

This letter supersedes any other letter issued by Grifols in favor of Hemogenomics for the subject matter included herein and shall be valid for the term of the Agreement, unless earlier revocation in writing by Grifols at any time.

Yours faithfully,

For and on behalf of
GRIFOLS (HK) LIMITED

Electra Wu
Director



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GRIFOLS

ANNEX I

PRODUCTS

Blood Screening Systems

Procleix Panther System (BB) (IVD)

Procleix TIGRIS System (BB) (IVD)

Related spare parts

Blood Screening Assays

Procleix Ultrio Assay on TIGRIS

Procleix Ultrio Plus Assay on TIGRIS

Procleix Ultrio Elite Assay on Panther

Licensed Software

Procleix PANTHER SW

Procleix TIGRIS SW



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Procleix Panther System

Proven performance
with maximum flexibility

Smart | Simple | Versatile

SCREENING

Procleix Panther System

GRIFOLS

GRIFOLS

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Smart | Simple | Versatile

Smart design

Compact footprint of less than 1 m² (10.76 ft²)

- Optimizes limited lab space
- System easily scales and flexes with your testing volume over time

Fast access to reportable results

- First results in 3.5 hours¹, then 5 results every 5 minutes
- Immediate and continuous access to reportable results

Minimal operator interaction

- Only 2 planned operator interactions – to load additional samples and/or consumables – for every 8 hours of operation
- 24-hour assay calibration without end of run controls

Simple operation

Quick and easy installation and training

- Fast 2-day installation time
- Streamlined 3-day operator training

Intuitive, user-friendly software

- Real-time guidance and status updates across all functions with simple, task-driven touchscreen
- Visual- and audio-guided system operation

Scheduled and automated maintenance

- Programmable system maintenance during lab off-hours
- Real-time inventory of reagents and consumable material

Versatile capabilities

Continuously load, test, and prioritize samples

- Load pooled and Individual Donor Testing (IDT) samples anytime they arrive and continuously release results to increase your lab's responsiveness to patient care
- Process and obtain STAT results for high-priority samples without delay

Maximize workflow flexibility

- Continuously access samples and reagents throughout run
- Accommodate multiple tube barcode formats and all industry-standard tube sizes

Integrate into a full-system solution

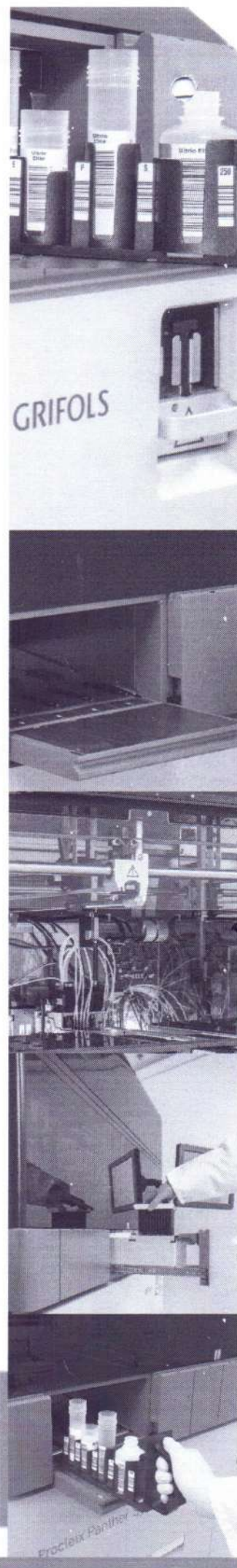
- Pool and archive samples with the Procleix Xpress system
- Centralize and integrate all NAT steps with Procleix NAT Manager software

1ST

commercial NAT blood screening assay with two-region detection for HIV-1

1ST

commercial NAT blood screening assay for West Nile virus

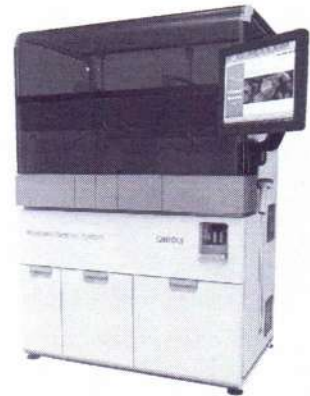


A legacy of scientific achievements and innovations in blood screening

Backed by a global leader in transfusion medicine

Our transfusion medicine portfolio – which includes a range of blood testing, blood typing, and blood collection solutions – is designed to support safety from donation through transfusion.

As a global healthcare company whose mission is to improve the health and well-being of people around the world, Grifols is committed to ongoing delivery of innovative transfusion medicine solutions that help you work efficiently to deliver blood that is safer and more compatible for patients.



Continued innovation through customer collaboration

Building on the success of our Procleix NAT solutions, the Procleix Panther system continues the impressive legacy of proven performance and reliability.

Whether your samples arrive all at once – or flow in throughout the day – the fast-and-flexible Procleix Panther system offers the adaptability that your operation needs. From STAT testing to efficient routine volumes, the Procleix Panther system enables you to combine simple automation with versatility.

Features:

- Streamlines workflow and saves operator time and steps
- Reduces risk of operator error
- Built-in process controls for sample and results integrity
- Senses liquid levels for reagents and samples so correct levels are present for testing

Impressive legacy of proven performance and reliability

Grifols NAT solutions at the forefront in supporting safer blood

MILESTONES

1ST
to clone and
sequence the
HIV genome

1ST
to discover and
publish on
hepatitis C virus

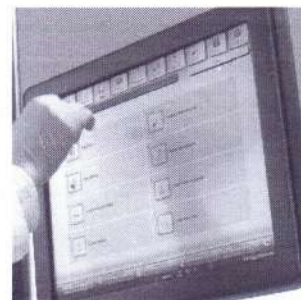
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Proven performance with maximum flexibility

Highest throughput per square meter

With a footprint of less than 1 m² (10.76ft²) and maximum throughput of 500 results with labor from a single, 8-hour shift, the Procleix Panther system allows the handling of significant workloads without clogging the workplace. It minimizes the user interaction thanks to its 750-test capacity for both solid and liquid waste.

Each assay requires only 0.5 mL of sample, so multiple assays can be performed out of the same primary tube, with remaining volume for additional needs.



True STAT functionality and more

The Procleix Panther system is capable of continuous sample loading and continuous testing. This means that priority samples can be loaded at any time and are processed within a minute, ensuring the fastest possible release of the critical results.

The intuitive user interface guides the operator through every step of the setup and enables the scheduling of routine maintenance - including instrument start-up - while the instrument is unattended.

The Procleix assays offer up to 60 hours of uninterrupted on-board stability, with assay calibration valid for 24 hours. This allows results to be released as they are generated (5 results every 5 minutes), without the need to wait for a batch to be completed.

CAPACITY UP TO

750

tests for both
solid and liquid waste

1ST

commercial NAT blood
screening assay for
hepatitis E virus

1ST

fully automated and
integrated NAT system
launched worldwide

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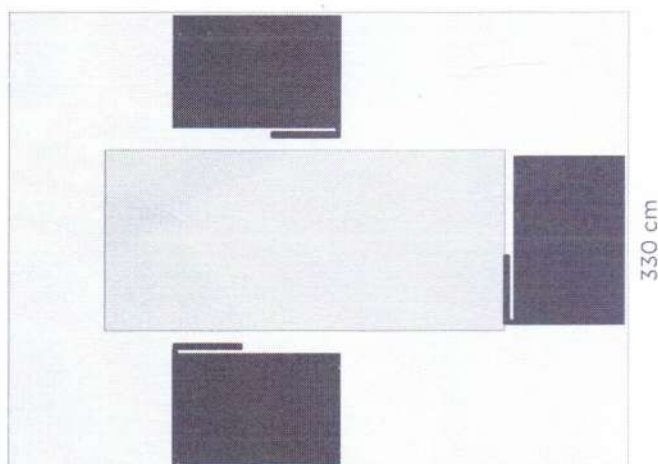
Smart design that fits your laboratory

Efficient use of lab space

Because of its reduced footprint, the Procleix Panther system can be conveniently placed across multiple different floor plans, significantly reducing the need for structural and operational requirements often necessary for bigger, heavier systems. Either placed directly against an available wall, or placed in a back-to-back configuration, the Procleix Panther system adapts to the existing layout and workflow of your laboratory, and not vice versa.

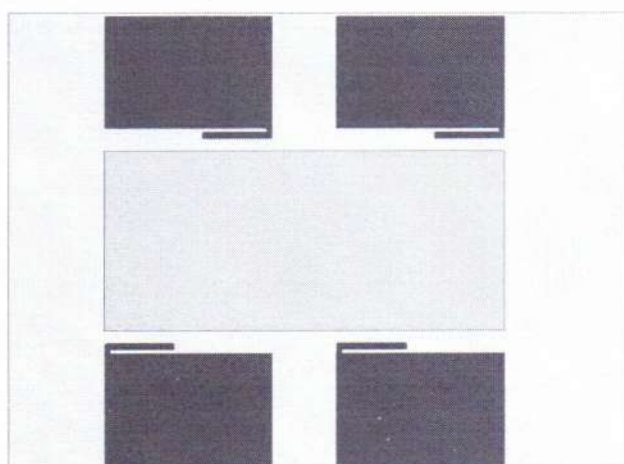


Multiple Procleix Panther systems can be conveniently placed in space often required for a single instrument of comparable throughput. This provides flexibility and system redundancy for spikes in workload or backup.



450 cm

330 cm



450 cm

330 cm

1ST

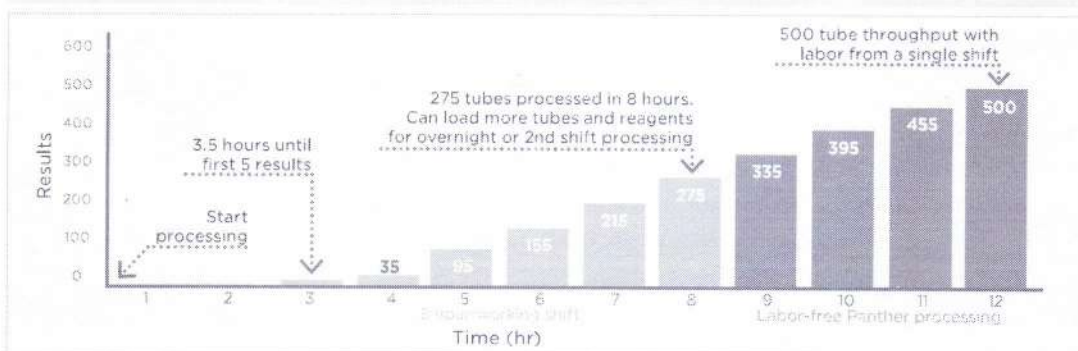
to offer NAT blood
screening test for HIV
and HCV in the US

1ST

commercial NAT blood
screening CE marked
assay for Zika virus

Procleix Panther System

TRUE WALKAWAY TIME FOR UP TO 4 ADDITIONAL HOURS¹



Tube type	Donors per tube	Tube results (8 hr)	Donor results (8 hr)	Tube results (12 hr)	Donor results (12 hr)
IDT	1	275	275	500	500
Pool	4	275	1100	500	2000
Pool	8	275	2200	500	4000
Pool	16	275	4400	500	8000

GROWING ASSAY MENU

Assay name	Threats detected
Procleix Ultrio Elite assay	Two-region detection HIV-1, HIV-2, HCV, HBV
Procleix WNV assay	West Nile virus (lineages 1 & 2)
Procleix HEV assay	Hepatitis E virus
Procleix Parvo/HAV assay	Parvovirus B19 (quantitative), Hepatitis A virus (qualitative)
Procleix Dengue virus assay	Qualitative detection of Dengue virus types 1-4
Procleix Zika virus assay	Two-region detection Asian, African strains
Procleix Babesia assay (in development) ²	Babesia

REFERENCES

¹ Procleix Panther System Operator's Manual AW-11633-001 Rev. 001.
² Not for use in diagnostic procedures.

IVD

Product registration and availability vary by country.
 For more information, ask your local Grifols representative.

Learn more about the
 Panther system at
www.procleix.com



GRIFOLS

Asia/Pacific office:
Grifols (HK) Limited
 Units 1505-07 Berkshire House
 25 Westlands Road, Quarry Bay
 Hong Kong
 Tel: +852 2161 3100

Grifols Diagnostic Solutions Inc.
 4560 Horton Street
 Emeryville, CA 94608
 USA
 Tel: +1 800 452 6877
www.grifols.com

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hemogenomics
ISO 9001:2015 CERTIFIED



PROPOSAL FOR ID-NAT SYSTEM

Procleix Panther System



FEBRUARY 18, 2021

HEMOGENOMICS PVT LTD

3rd Floor, Site No. 26, Opposite Indian Oil Petrol Bunk, New BEL Road,
Near MS Ramaiah Hospital, Bangalore- 560054

hemogenomics

ISO 9001:2015 CERTIFIED

To,
The Director
All India Institute of Medical Sciences
Sijua, Patrapada, Bhubaneswar
Odisha 751019

Dear Sir/Madam,

Greetings from Hemogenomics!

Please find below our revised proposal **with amended Terms and Conditions as per your mail dated 16-02-2021** for Individual Donor Nucleic Acid Testing (ID-NAT) for the screening of blood donors for HIV-1 & 2, HBV and HCV, to ensure Blood Safety in AIIMS, Bhubaneswar. The project envisages setting up of ID-NAT Lab to screen blood before transfusion to prevent HIV-1 & 2, HBV and HCV transmissions.

Bailment Agreement Proposal

S. No.	Description of the Equipment	Quantity	Price in INR Unit Price	Total Price in INR
A	Procleix Panther System (Fully Automated ID-NAT System) Including: • Panther System • Touch screen Monitor • Reagent Preparation Incubator • UPS • Standard Accessories and Software	One	2,38,00,000.00	<u><i>Hemogenomics will place the above instrument at no cost</i></u>

Quotation for Reagent – Procleix Ultrio Elite Assay

Description of the Reagent	Pack Size	Price per Pack In INR
Procleix Ultrio Elite	1000 Tests	11,75,000.00

* The above price is exclusive of GST @ 5%.

Minimum run size should be 50 donor samples per run. Discriminatory tests provided with the kits can only be used for discriminatory testing of Ultrio Elite positive samples. Discriminatory testing will only be done when sufficient Ultrio Elite positive samples have been collected (minimum 10 per run).

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hemogenomics

ISO 9001:2015 CERTIFIED

Commercial Terms

1. **Term of the Contract:** Hemogenomics and AIIMS, Bhubaneswar will sign a 5 years contract, based on the terms and conditions as finalized.
2. **Validity:** The rate shall remain same for the period of start of date of contract. Any fluctuation in Dollar to Rupee exchange rate more than 10% from the contract date on either side would be duly incorporated which implies that increase in dollar rates will increase the price while if there is decrease in the same, benefit will be passed on to AIIMS, Bhubaneswar. For calculation purposes, 1 \$=Rs 72.74.
3. AIIMS, Bhubaneswar to agree to test all their donor samples on Procleix Panther System only.
4. **Procleix Panther System Warranty** – Panther System will be maintained by Hemogenomics throughout the period of contract.
5. **Lab Construction & Lab Furniture:** A Dedicated laboratory area of about 200 sqft as per Procleix Panther lab protocol, electricity and water facility to be provided by AIIMS Bhubaneswar.
6. **Title of Equipment:** Title of the equipment will remain with Hemogenomics Pvt. Ltd at all times.
7. **NAT Lab Fit outs and ancillary items Warranty:** Hemogenomics will be responsible for the warranty and calibration and service of Procleix Panther System and ancillary items.
8. **Validity:** This quotation is valid for a period of 90 days.
9. **Payment and Supplies:** Supplies of reagents will be made directly from Hemogenomics or by its authorized distributor. Payment shall be made within 30 days from Invoice date.
10. **Equipment Delivery:** Within 6-8 weeks on receipt of signing of Contract between M/S Hemogenomics Pvt. Ltd. and AIIMS, Bhubaneswar.

We look forward to serve the patients of AIIMS, Bhubaneswar through offering latest systems that enhances the safety of the transfused blood.

For Hemogenomics Pvt. Ltd.



Sangeeth G. Kini
Vice President
Mobile: 09590302888



Hemogenomics Pvt. Ltd.

3rd Floor, Site No:26, Opp Indian Oil Petrol Bunk, New BEL Road, Near M S Ramaiah Hospital, Bangalore – 560054.

Phone : 080-42151017/42151018 Fax: 080-40925711, Email: info@hemogenomics.com

Regd. Office: Kemwell House, 11, Tumkur Road, Bangalore – 560022

Bangalore – 560048. India www.hemogenomics.com