



**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](http://www.aiimsbhubaneswar.edu.in) (Tender)

Reference No: J-11030(026)/2019/S&P

Dated: 05 May 2021

**Sub: Procurement of Ambu Scope(Consumables) for Ambu Monitor {(Make: Ambu (USA)) for the Department of Anaesthesiology at AIIMS, BBSR on Proprietary basis - Inviting Comments thereon.**

The Department of Anaesthesiology of AIIMS, Bhubaneswar has requested for Procurement of Ambu Scope(Consumables) for Ambu Monitors {(Make: Ambu (USA)) for the Department of Anaesthesiology from M/s Ambu India Ltd, New Delhi through authorized distributor M/s Reddy Pharmaceuticals, Plot No.363, RN Nagar, Dumduma, Bhubaneswar, Khordah-751019.

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 above items.

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 and it **should compatible with above Equipment(Ambu Monitor).Secondly, warranty and CMC clause should not be jeopardized after using different OEM's product.** 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 [stokee\\_debashish@aiimsbhubaneswar.edu.in](mailto:stokee_debashish@aiimsbhubaneswar.edu.in), [aso.rnpattnaik@aiimsbhubaneswar.edu.in](mailto:aso.rnpattnaik@aiimsbhubaneswar.edu.in), [spo@aiimsbhubaneswar.edu.in](mailto:spo@aiimsbhubaneswar.edu.in) so as to reach on or before **date: 20 May 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-11030(026)/2019/S&P dt: 05 May 2021, due on dated: 20 May 2021 should be superscripted on sealed envelope.

**Enclosure:**

1. Proprietary Article Certificate from HOD, Department of Anaesthesiology, AIIMS, Bhubaneswar- **Annexure-I**
2. PAC of M/s. Ambu India Ltd, New Delhi- **Annexure-II**
3. OEM Authorisation Certificate- **Annexure- III (M/S Reddy Pharmaceuticals, Bhubaneswar)**
4. Budgetary Quotation for supply of Ambu Scope( Consumables) - **Annexure-VI.**

**Copy to:**

- |                                       |   |                              |
|---------------------------------------|---|------------------------------|
| 1. HOD, Department of Anaesthesiology | : | 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                                                                                                                                                                                                                                     | AMBU scope Both adult and Paed.                      |                                          |
| 2                                                                              | Forecast of quantity /annual requirement                                                                                                                                                                                                                   | 24 per Year                                          |                                          |
| 3                                                                              | Approximate estimated value for above quantity                                                                                                                                                                                                             | Rs 4,20,000/(Rupees Four Lakhs Twenty Thousand Only) |                                          |
| 4                                                                              | Maker's name and address                                                                                                                                                                                                                                   | M/s AMBU India LTD., New Delhi                       |                                          |
| 5                                                                              | Name(s) of authorized dealers/ stockiest                                                                                                                                                                                                                   | M/S Reddy Pharmaceuticals, Bhubaneswar               |                                          |
| 6                                                                              | I approve the above purchase on PAC basis and certify that :<br>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.                                                                                                                                                                                           |                                                      | PAC of the concern Manufacturer 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.) :                                                                                                                                                        |                                                      |                                          |
| 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      |
| 07/10/2020                                                                     | 04                                                                                                                                                                                                                                                         | Rs 1,40,000/-                                        |                                          |
|                                                                                |                                                                                                                                                                                                                                                            |                                                      |                                          |
|                                                                                |                                                                                                                                                                                                                                                            |                                                      |                                          |

*[Signature]*  
Signature of the Indenting Officer

Signature of Approving Authority.....

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

Dated: 05<sup>th</sup> April, 2021

### Proprietary Article Certificate

To Whom so ever it may concern

We, M/s Ambu A/s who are proven and reputable manufacturer of **Flexible Videoscope** having factories at **Noblesville, Xiamen and Penang**, do hereby certify that we are the whole sole manufacturer of aScope3 with OmniVision's proprietary technology OmniPixen which is protected by patents in US.

aScope3 is powered by ultra compact OV6922 camera chip that provides crisp and clear imaging

Available in mentioned sizes:

|             |                 |       |                 |       |
|-------------|-----------------|-------|-----------------|-------|
| 1. Small:   | Inner Diameter: | 1.2mm | Outer Diameter: | 3.8mm |
| 2. Regular: | Inner Diameter: | 2.2mm | Outer Diameter: | 5.0mm |
| 3. Large:   | Inner Diameter: | 2.8mm | Outer Diameter: | 5.8mm |

We further confirm that aScope3 which is fibreless and Pre-sterilized bronchoscope along with aView Monitor is our proprietary product and no other company manufactures above mention aScope3 compatible with aView Monitor.

Regards,

For Ambu India Pvt Ltd

Authorized Signatory

Corporate Office: DSM 224, DLF Tower, Shivaji Marg, New Delhi - 110015  
Tel: +91-11-49849668 www.ambu.com

*Dr. Satyajee Mishra*

Dr. SATYAJEE MISHRA  
Additional Professor & Head  
Dept. of Anaesthesiology  
AIIMS, Bhubaneswar

25th August 2020

Authorization Ref. No.: ABMU/235/FY19-20

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

Sub: Authorization Letter

Dear Sir / Madam,

We, M/s Ambu India Pvt. Ltd, established as reputable manufacturer of various medical devices having factories at Noblesville, Xiamen and Penang hereby certify that

**M/s. Reddy Pharmaceuticals**

**Plot No.: 363, R. N. Nagar**

**Near, Dumduma, Bhubaneswar**

**Khordah – 751019 (Odisha)**

**Person In charge: Mr. P. Nilakantha Reddy (09337075757)**

is our authorized distributor for your esteemed organization for the below mentioned Product range of Ambu:

1. Ambu Visualisation (i.e aScope3, aScope4 – Broncho, aView, Kings Vision)

We further confirm that **M/s. Reddy Pharmaceuticals** is only authorized to quote, negotiate sale and supply above mentioned products to your esteemed organization.

Validity of this authorization letter is till 31<sup>st</sup> June 2021 or till further notice whichever comes first.

Yours Faithfully

For Ambu India Pvt. Ltd

Bhuban Sen.  
Bhuban Sen

Business Manager – East India, Bangladesh and Nepal



Corporate Office: DSM 224, DLF Tower, Shivaji Marg, New Delhi – 110015  
Tel: +91-11-49849668 www.ambu.com

*Prokram's*  
*Satyajit Mishra*  
7/9/20

To,  
 HOD, Department of Anaesthesia  
 All India Institute of Medical Sciences  
 Sijua, Patrapada,  
 Bhubaneswar, Odisha - 751019

Date: 05/04/2021

Kind Attention: **Dr. Satyajeeet Misra**

Dear Sir,

We are pleased to offer our price for Ambu aScope3 Bronchoscope.

| Sl. No | Product Description                                                        | Quantity | Rate (INR) | GST@12% | Value (INR) |
|--------|----------------------------------------------------------------------------|----------|------------|---------|-------------|
| 01.    | AMBU aScope3 Slim 3.8/1.2<br>ITEM CODE: 402001000<br>HSN CODE: 90189020    | 1 Pc     | 35,000.00  | 4200.00 | 39,200.00   |
| 02.    | AMBU aScope3 Regular 5.0/2.2<br>ITEM CODE: 403001000<br>HSN CODE: 90189020 | 1 Pc     | 35,000.00  | 4200.00 | 39,200.00   |
| 03.    | AMBU aScope3 Large 5.8/2.8<br>ITEM CODE: 414001000<br>HSN CODE: 90189020   | 1 Pc     | 35,000.00  | 4200.00 | 39,200.00   |

**Terms and Conditions:**

1. Delivery: Within 15 Days approx. after receiving of your Confirmed Purchase Order
2. Payment: as per AIIMS Terms & Conditions
3. Supply will be made through our Authorised Distributor M/s. Reddy Pharmaceuticals. Plot No.: 363, R. N. Nagar. Near. Dumduma, Bhubaneswar, Khordah - 751019 (Odisha). Person In charge: Mr. P. Nilakantha Reddy (09337075757)

For any clarification, please feel free to contact undersigned.  
 Thanking you and assuring you our best attention always.

With best regards,

For Ambu India Pvt. Ltd.

*Bhuban Sen.*

Bhuban Sen

Business Manager - East India, Bangladesh & Nepal

+91 98315 97187

bhse@ambu.com

Corporate Office: DSM 224, DLF Tower, Shivaji Marg, New Delhi - 110015  
 Tel: +91-11-49849668 [www.ambu.com](http://www.ambu.com)

*Dr. Satyajeeet Misra*  
 HOD, Dept. of Anaesthesia  
 AIIMS, Bhubaneswar