



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)

Reference No: J-11029(071)/2022-23/S&P

Dated: 18 Sep 2023

Sub: Procurement of Rotational Thrombo Elastometry (ROTEM) (Make: Werfen/Instrumentation Laboratory) for the Dept. of Transfusion Medicine & Blood Bank at AIIMS, BBSR on Proprietary basis - Inviting Comments thereon.

The user section at AIIMS, Bhubaneswar has requested for Procurement of **Rotational Thrombo Elastometry (ROTEM) (Make: Werfen/Instrumentation Laboratory)** through their authorized Indian distributor **M/s. Sysdev Meditech, Bhubaneswar.**

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, so@aiimsbhubaneswar.edu.in & stokee_priya@aiimsbhubaneswar.edu.in so as to reach on or before **date:03-10-2023** 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.

Procurement OF ITEMS/ SERVICES THROUGH NON-GEM

Para – As per the Circular No. F.6/182019-PPD issued by Ministry of Finance, Dept of Expenditure dated 23 Jan 20 regarding procurement of goods/ services through Non-GeM, bidders are required to submit documents for the same.

Bidders to submit the GeM registration details that they are already registered in GeM as the category of the product is not available in GeM, they are not able to participate in it. It is mandatory to submit the relevant documents as supporting evidence.

An undertaking also to be given in company letter head that “Such already registered suppliers should be boarded on GeM as and when the item or service gets listed on GeM”.

The ref. no.– **J-11029(071)/2022-23/S&P, dt:18-09-2023**, due on dated: **03-10-2023** should be superscripted on sealed envelope.

Sr. Procurement-cum-Stores Officer I/C



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

Contd.... P/2

Enclosure:

1. Proprietary Article Certificate from Indenting Officer of Dept. of TM & BB, AIIMS, Bhubaneswar.

Annexure-I

2. PAC of M/s. Werfen/Instrumentation Laboratory. Annexure-II

3. Latest Price Quotation of M/s. Werfen/Instrumentation Laboratory. - Annexure III

4. Specification of the item- Annexure-IV

5. OEM authorization Certificate - Annexure-V

Copy to: -

1. Indenting Officer, Dept. of TM & BB

: for information please

2. Accounts Officer

: for information please

3. IT Cell

: for hoisting in the website.

SD/-

Sr. Procurement-cum-Stores Officer I/C

Proprietary Article Certificate
Valid for the Current Financial Year

File No. and Date Reference :		
1	Description of a title	Rotational Thrombo Elastometry (Rotem)
2	Forecast of quantity /annual requirement	1
3	Approximate estimated value for above quantity	25,00,000/- (Twenty five Lakh approximate)
4	Maker's name and address	Tem International, GmbH Munich <i>Werden / Instrumentation Laboratory</i>
5	Name(s) of authorized dealers/ stockists	M/s Sysdev Meditech, Khandagiri, Bhubaneswar
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	YES
6 (c-1)	No other make/brand will be suitable for following tangible reasons (like OEM/ Warranty, spares.) : OR	—
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 :	<i>Funds Approved</i> <i>5/6/23</i>
History of PAC Purchase of this item for part 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 Approving Authority.....

Date.....

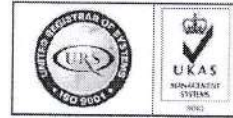
Designation of Officer.....

Dr. Ashutosh Biswas
डा. आशुतोष बिश्वास
कार्यकारी निर्देशक / Executive Director
एमएस, भुवनेश्वर
AIIMS, Bhubaneswar-751019

Signature of the Indenting Officer

Dr. Ansuman Sahu
02/09/23
Dr. Ansuman Sahu
Assistant Professor
Dept. of Transfusion Medicine and Blood Bank
AIIMS, Bhubaneswar-751019
Regd No - IOCMA-751019

werfen



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IL/2023/Letter1/P11

Dt. 18.01.2023

TO WHOM SO EVER IT MAY CONCERN

This is to certify that our ROTEM Delta, ROTEM Sigma (Parameters - Intem, Aptem, Extem, Fib tem, Hep tem and Star tem) are specific and proprietary in nature.

Thanking you.

For Instrumentation Laboratory India Pvt. Ltd.



Pawan Jindal
Associate Director

CIN NO. U26104DL2007FTC159969

Debasish Mishra
Dr. Debasish Mishra
Assistant Professor
Dept. of Transfusion Medicine
AIIMS, Bhubaneswar-751019

Satya Prakash
Dr. Satya Prakash
Assistant Professor
Dept. of Transfusion Medicine and Blood Bank
AIIMS, Bhubaneswar
Regd. No. MP-7038

Somnath Mukherjee
Dr. Somnath Mukherjee
Additional Professor & HOD
Dept. of Transfusion Medicine
AIIMS, Bhubaneswar-751019
Regd. No. 57028 (W.B.)

Instrumentation Laboratory India Pvt. Ltd.

Registered Office :

C-5, Phase - 1, Okhla Industrial Area,
Near Tata Steel
New Delhi - 110020
Tel. : +91 11 45088282, +91 11 49029550
Fax : +91 11 49029567

Corporate Office:

4B, 9th Floor, Building 9B, DLF Cyber City
Gurgaon, Haryana - 122022, India
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E-Mail : info-in@werfen.com

www.werfen.com

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The Director
All India Institute of Medical Sciences
Bhubneswar-751019

Dt.31.08.2022

Sub: Quotation for Rotational Thrombo Elasto.netry Model Rotem Delta.

Dear Sir,

This has reference to above mentioned subject, please find below the quotation.

PROFORMA INVOICE				
Manufacturer : Instrumentation Laboratory, U.S.A.				
S. No.	Description	Qty	Unit Price (Rs.)	Total Price (Rs.)
1.	Rotational Thrombo Elastometry Model Rotem Delta - It has minimum Four independent channels tempered to 37+/- 1.0 degree centigrade (default physiologic temperature) to (a) Allow simultaneous use for multiple patients (b) Allows checking various parameters at the same time. - It has various tests (activators) to give complete information of bleeding patients like Extrinsic Pathway activation, Intrinsic Pathway activation, differentiation between Platelet and Fibrinogen Deficiency, Check the Heparin- Protamine dose monitoring, Identification of Factor deficiency, Checking and confirming for hyperfibrinolysis. - It has least possible turnaround time for faster action. - It has touch screen monitor for easy handling and should project all the channels at the same time. - Barcode reader to scan patient data ,samples, reagents as well as quality controls - Electronic pipette: Software controlled pipetting and mixing of liquids for better precision. - It has holders attach to the instrument for easy handling. - It has a software inbuilt to guide the process for running a test. - Should have the separate holder for keeping the blood sample. - Colored graphs for easy interpretation - Curve smoothing algorithm and noise filter to prevent errors due to mechanical or electronic noise. - Reagent Jack to hold the reagents during measurements.	01	14,00,000	14,00,000

Debasish Mishra 29/12/22
Jr. Debasish Mishra
Assistant Professor
Dept. of Transfusion Medicine
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Dr. Prakash
Assistant Professor
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MCI Regd. No. MP- 7638

Dr. Anurag Sahu
Assistant Professor
Dept. of Transfusion Medicine and Blood Bank
AIIMS, Bhubaneswar-751019
Regd No. - (OCMR)-17410/2019

	• Keyboard with integrated trackball connected to one of the 4 USB slots. • Internal hard disk memory minimum 500 GB space for storing data. • Allow to create various users password protected to ensure the department wise use. • It has LAN compatibility and should be connected to HIS/LIS system of the hospital.			
Price Before Taxes				14,00,000
Add :GST 18% (HSN 9027)				2,52,000
Total F.O. R. Destination Price				16,52,000

Yours truly

Jay Prakash

Zonal Sales Manager, East Zone, ACDx.

werfen

Office No 4B, 9th Floor, Building No 9- B,

DLF Cyber City, Gurgaon,

Haryana - 122022

Tel. +91-124-6939550

Cell.9163387407

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Satyaprakash
02/09/22
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Regd. No. MP- 7638

Debasish Mishra
02/09/22
Dr. Debasish Mishra
Assistant Professor
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TERMS & CONDITIONS	
Validity of offer	90 Days from the date of Proforma Invoice.
Delivery	Ex-Stock till the present stocks last alternatively within 4-8 Weeks from the date of receipt of confirmed order.
Warranty	We guarantee the performance of new equipment to be delivered /despatched by us for a period of 60 months (five years) from date of installation whichever is earlier, which means that during the said period we are obliged to rectify defects notified to us as soon as possible after delivery, upon which we will arrange to repair or replace the relevant components. CMC Mentioned in Annexure II. The warranty excludes the following:- - Defects arising on account of improper handling accidental damage/breakages; - Consumables like Tubes, Probes, Syringes, Reagents containers, adaptors, Stirrers, Reagents racks, Sample Rotors etc Warranty for items like Computers, Printers, Monitors, Scanners, Modem, CVT, UPS, R.O. etc. shall be limited to 12 Months only. - Only original reagents/consumables/spares from Instrumentation Laboratory will be used in the instrument. If the reagent is being procured from any other source other than Instrumentation laboratory India Pvt. Ltd. or its Authorized Distributor, we will not be responsible for any unreliable results/any breakdown call. Warranty will become void with immediate effect.
Payment Details	100% within 30 days of delivery.
Installation	Instrumentation Laboratory India Pvt. Ltd. shall provide Installation, Commissioning and Demonstration of the equipment for additional consideration of Rs. NIL.
Country of Origin	U.S.A.
Other Central/State Govt. Levies	Relevant Exemption Certificates to be provided or else shall be charged extra at actuals.
GST	Extra as applicable at the time of dispatch/ delivery.

Anuman Sahu
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Annexure-I

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CMC rates after warranty period of one year		
CMC for 1st year	Per year	Rs 70,000.00 INR
CMC for 2nd year	Per year	Rs 70,000.00 INR
CMC for 3rd year	Per year	Rs 70,000.00 INR
CMC for 4th year	Per year	Rs 70,000.00 INR
CMC for 5th year	Per year	Rs 70,000.00 INR

Note: GST will be applicable on above prices additionally.

Prices of Reagents , Control and Consumables of Rotem

S No	Reagent	Reference Code	Pack	No.of Tests	GST Extra	Price in INR
1	Intem	503-02	10x10	100	12%	20,925.00
2	Ap tem	503-04	10x5	50	12%	19,762.00
3	R extem	503-05	10x10	100	12%	20,925.00
4	Fib tem	503-06	10x5	50	12%	15,112.00
5	Hep tem	503-09	10x7	70	12%	22,000.00
6	Star tem	503-10	10x20	200	12%	11,857.00
Consumables						
7	Cups & pin Pro	200011	10x20	200	18%	6,975.00
8	Tip Tray	400041	10x96	960	18%	1,116.00
Controls						
9	Rotrol N	503-24	5 x 4 tests	20	12%	14,000.00
10	Rotrol P	503-25	5 x 4 tests	20	12%	14,000.00

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Govt. No. (OCMR)-17410/2010

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<u>Specification of Rotational thromboelastometry (Rotem) on proprietary article basis</u>	
1	Should be a fully automated and point-of-care test device to measure the global test of hemostasis.
2	The measuring technique should be based on a fixed cylindrical cup and a permanently oscillating vertical axis. The axis should be supported by a high precision ball bearing and oscillates to the left and to the Right which monitors the shear elasticity of developing a clot.
3	Should have a minimum of Four independent channels tempered to 37+/- 1.0 degrees Centigrade.
4	Should have various tests (activators) to give complete information on Extrinsic Pathway and Intrinsic Pathways in bleeding patients
5	Able to predict fibrinogen contribution to clot strength independent of platelets.
6	Should be able to perform Heparin- Protamine dose monitoring
7	Identification of Factor deficiency
8	Should be able to confirm hyperfibrinolysis
9	Should have a turnaround time of 10-15 minutes for faster action
10	The equipment should have the provision of inbuilt quality control for validation of the results.
11	Should have touch screen monitor for easy handling and should project all the channels at the same time.
12	The equipment should be stable and reading and interpretation should not be hampered by any vibration etc.
13	Should have LAN compatibility to integrate with the existing HIS module for easy reporting and provide a barcode reader and printer.
14	An electronic pipette should be provided for controlled pipetting and better precision.
15	Should have inbuilt software to guide the process for running a test
16	Should give colored graphs for easy interpretation
17	The firm should provide the details of after-sales and service and application backup.
18	Demonstration and onsite training of staff up to their satisfaction by the application experts is an absolute must.
19	The firm must have an application specialist and service engineer in the respective state.
20	The firm must quote the cost of a complete set of all routine tests including start-up and shut down consumption of reagents required by the system.
21	The firm should supply the suitable UPS (with voltage stabilizing capability and backup supply for at least 30 minutes with full load.

Somnath Munneger
21/08/22
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22	The instrument should be BIS/US FDA/CE approved and reagents should be NIB and USFDA approved.
23	The bidder should provide civil and electrical modifications if required for successful installation. The cost of any modification will be borne by the bidder.
24	The manufacturer must provide a material safety data sheet for all reagents.
25	The bidder should provide 5 years warranty and CMC of 5 years after the warranty period.
26	A certificate to be provided to the effect that shut down period of the machine must not exceed more than 48 hours and back up option in case of equipment breakdown.
27	Original literature along with the user's list should be attached with the satisfactory report for the last three years from three users with contact detail preferably from Govt. Institute.

Somnath Munkherjee
22/08/22
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Regd. No. 57205 (MP)

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Dr. Debasish Gupta
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Sree Chitra Tirunal Institute for
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Thiruvananthapuram - 695 011

IL/2022/Letter1/P248

Dt. 12.07.2023

To,
All India Institute of Medical Sciences (AIIMS)
Sijua, Patrapada, Bhubaneswar,
Odisha 751019

Subject: Authorization letter

Dear Sir,

We, Instrumentation Laboratory India Pvt. Ltd., office at Plot No. C-5 Phase- 1, Okhla Industrial Estate, New Delhi - 110020, India, are the authorized Indian agent and fellow affiliate of TEM Innovations GmbH, Martin-kollar strabe 13, 81829 Munchen, Germany, who are the manufacturer of ROTEM Products (Rotational Thrombo Elastometry). Further TEM Innovations GmbH has been acquired by Instrumentation Laboratory, USA in year 2016. We being the Principal Company in India do hereby authorize **M/s Sysdev Meditech, MIG - I - 458, Lane - 7 Satyasai Enclave, Khandagiri, Bhubaneswar - 751030, E mail: sysdevmeditech@gmail.com, Mobile : 9438396997** to supply, raise the invoice and collect payment for the supply of Cartridges/ consumables/ reagents for our ROTEM (Rotational Thrombo Elastometry) Model- ROTEM DELTA at your place.

No other company or firm or individual other than M/s Sysdev Meditech are authorized to bid, negotiate and conclude the contract in regard to this business.

This Authorization is valid till 31st March 2024 or till further notice from us, specifying changes, whichever is earlier.

Thanking you.

For Instrumentation Laboratory India Pvt. Ltd.



Pawan Jindal
Associate Director

Debasish Mishra 19/07/23
Dr. Debasish Mishra
Assistant Professor
Dept. of Transfusion Medicine
AIIMS, Bhubaneswar-751019

Satyaprakash 19/07/23
डॉ. सत्य प्रकाश / Dr. Satya Prakash
सहयोगी प्रोफेसर / Associate Professor
आधन चिकित्सा एवं रक्त केंद्र विभाग
Dept. of Transfusion Medicine and Blood Centre
एम्स, भुवनेश्वर / AIIMS, Bhubaneswar-751019

Instrumentation Laboratory India Pvt. Ltd.

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