

ALL INDIA INSTITUTE OF MEDICAL SCIENCES

ANSARI NAGAR, NEW DELHI-29
STORES SECTION(LM)

Ref. No. 21-02/LM/Haemt.Sect/2022-23 (Plan)


Dated: 31.08.2022

Sub:- Purchase of Fully Automated Global Hemostatic Assay Analyzer (TEG-5000) 01 No. for the department of Laboratory Medicine, AIIMS, New Delhi-29 on proprietary basis-Inviting comments thereof.

The Laboratory Medicine (AIIMS) is in the process to purchase of Fully Automated Global Hemostatic Assay Analyzer (TEG-5000)- 01 No., Lab Medicine, AIIMS, New Delhi-29 on proprietary basis, from M/s. Haemonetics Limited, USA through their supplier firm M/s. Steranco Health Care Pvt. Ltd. The proposal submitted by M/s. Steranco Health Care Pvt. Ltd. and PAC Certifications are attached.

The enclosed documents are being uploaded for open information to submit objections, comments, if any, from any manufacturer regarding proprietary nature of the equipment/item within issue of 15 days giving reference No. 21-02/LM/Haemt.Sect/2022-23 (Plan). The comments/objections should be submitted in the office of Stores Officer (Lab Medicine), Room No. 10, 2nd Floor, Department of Laboratory Medicine at AIIMS, New Delhi-29 on or before 15.09.2022 upto 12.30 p.m., failing which it will be presumed that any other vendor is having no comment to offer and purchase process will be initiated further for purchase of item as per procedure.

Encl: Related documents enclosed.


STORES OFFICER
(LM, AIIMS, N.DELHI-29)

Store Officer
AIIMS, New Delhi

Technical Specification for Global Hemostatic Assay Analyser

Quantity -1, Approx. cost of machine -16 lakhs +taxes

- | Sr. No. | Technical Specification |
|---------|---|
| 1 | The equipment must be able to assess global coagulation and fibrinolytic system |
| 2 | Different phase of clot formation and clot breakdown will be detected through electromagnetic sensor |
| 3 | The equipment must have two (2) independent measuring channels per analyser that can be upgradable to eight (8) channels |
| 4 | Each channel should provide complete information from a single test (instead of multiple testing) from clot formation till clot lysis under one roof and not in isolation |
| 5 | Should be able to work on various types of blood samples like: <ul style="list-style-type: none"> a. Naive whole blood sample b. Citrated whole blood sample c. Heparinised whole blood sample / Citrated Heparinase whole blood |
| 6 | Should have an Analog to digital Converter box for flawless data transfer from analyser to a compatible personal computer |
| 7 | Should perform the platelet mapping test and monitor the adequacy of heparin therapy through same channels without any additional module or software requirement |
| 8 | Each channel should be individually temperature controlled and can be adjustable as per patient's core body temperature for accuracy of result |
| 9 | Should provide results for R time, K time, Alpha Angle, Maximum amplitude, Lysis percentage, clotting index |
| 10 | User/operator must be able to handle (print/view) all previous data when equipment in use |
| 11. | Equipment should have storage capacity of at least 100,000 sample data. |
| 12 | Equipment should be European CE or US FDA or BIS approved |
| 13 | Equipment should perform automaticElectronical and Mechanical calibration |
| 14 | All reagents or consumables should have longer storage shelf life of more than 1 year |
| 15 | Company must quote for all tests/ reagents/consumables required to perform the following tests: <ul style="list-style-type: none"> a. Kaolin test b. Heparinase test c. Functional Fibrinogen test d. Rapid Test e. Platelet Mapping Test f. Company Must provide 20 Kaolin tests and 20 Heparinase test on Free of Cost as basic kit along with Quoted equipment |
| 16. | The equipment should come with a warranty of 5 YEARS and CMC of 5 years |

Handwritten signatures and initials in blue ink at the bottom of the page, including names like 'Turhan Selged', 'Sudhan', 'Munah', and 'Meera'.

- 17. All quoted prices for reagents, consumables, controls, calibrators, etc. would remain fixed for 10 years.
- 18. The prices of reagents and consumables are to be quoted by the firm for all parameters considering a workload of 150 samples per month for 10 years. However, AIIMS Delhi would not have any commitment of buying the reagents and this would be used only in calculation of L1 bidder.
- 19. The price of quality controls (manual or automatic) are to be quoted for five years considering QC to be run once everyday and the cost will be added for calculations of L1 bidder. The controls should be quoted for all parameters. Calibrators and other consumables required for processing of the samples as per mentioned workload should be quoted separately or provided free of cost.
- 20. The equipment should have a an option to connect to data management system and ability to remotely view and control analyser through bi-directional interfacing and be compatible with the existing LIS at AIIMS, Delhi
- 21. The complete solution and 24 x7 support must be provided for transferring of data from system to existing LIS at AIIMS, New Delhi by the vendor. Interfacing and 24x7 support for middleware must be the responsibility of the vendor for the lifetime of the instrument.
- 22. Equipment will be selected only after satisfactory demonstration in the department
- 23. Firm should provide compatible UPS with a backup of 30 minutes or more (quoting appropriate specifications in the bid)
- 24. Penalty clause: maximum downtime of the equipment would be 24 hours. However, downtime in case of breakdown would not be more than 2 hours. Failure to comply would attract penalty of Rs 1000/hr
- 25. BID evaluation: the financial bid would be evaluated on the basis of life cycle cost of the tender which would include cost of equipment + total cost of CMC + total cost of consumables for 10 years with a workload of 150 samples per month for 10 years.

Tushar Sehgal
Dr. Tushar Sehgal
 Asstt. Prof.
 (User Faculty)
 (Lab. Medicine)
 Member

Suneeta Meena
Dr. Suneeta Meena
 Asstt. Prof.
 (Lab. Medicine)
 Member

Sudip Datta
Dr. Sudip Datta
 Addl. Prof.
 (Lab. Medicine)
 Member

Arti Kapil
Dr. Arti Kapil
 Professor
 (Microbiology)
 Member (Internal
 Expert)

R. Lakshmy
Dr. R. Lakshmy
 Professor
 (Cardiac Biochemistry)
 Member
 (Internal Expert)

Ritu G
Dr. Ritu G
 Professor
 (Lab Oncol)
 Member
 (Internal Ex)

Mrinalini Kotru
Dr Mrinalini Kotru
 Professor, Pathology,
 University College of Medical
 Sciences,
 Delhi
 Member
 (External Expert)

Rajni Dawar
Dr Rajni Dawar
 Member
 Professor, Dept of
 Biochemistry,
 VMMC &
 Safdarjung
 Hospital
 Delhi
 (External Expert)

Sunil Ranga
Dr. Sunil Ranga
 Professor of
 Pathology
 Nominee of DGHS
 Member
 (External Expert)

Abdul H Choudhary
**Dr. Abdul H
 Choudhary**
 Nominee of
 Medical
 Superintendent
 Member

Shyam Prakash
**Dr. Shyam
 Prakash**
 Addl. Prof. &
 Faculty In-Charge
 Store &
 Lab Medicine
 Member Secretary

Subrata Sinha
Dr. Subrata Sinha
 Prof. & Head
 Lab Medicine
 Chairman

ALL INDIA INSTITUTE OF MEDICAL SCIENCES
ANSARI NAGAR, NEW DELHI-110029

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RESEARCH SECTION

PROPRIETARY/SPECIFIC BRAND GOODS CERTIFICATE

- Item/Type/Model No. required alongwith specification. **THROMBOELASTOGRAPH ANALYSER
Model - TEG 5000**
- Is the item a spare parts attachment or accessory for an existing equipment. **NA**
- Name of the manufacturers/supplier of the item proposed by the Indentor. **MANUFACTURER: HAEMONETICS Limited, US
SUPPLIER: M/S STERANO HEALTH CARE Pvt
LT
D2, MEDLEYHOUSE, 16th Rd., MIDC AR.
ANDHERI(E) MUMBAI- 400093**
- Are they sole manufacturers/sole distributors of the item. **YES**
- Is there any other item with similar/ equivalent specification available in the market to meet the job requirement envisaged. If the answer is yes, why the same can't be procured. Demanding officer should bring out comparative functional advantages/cost effectiveness of the recommended item from these offered by other. **NO**
- What were the efforts made to locate alternative source of supply or use other substitutes. **Web based search and trade India platform.**
- Why open/limited tender can't be resorted to, for locating alternative source. **Certain mandatory features required by user dept. like Rapid TEG, platelet mapping, all tools of coagulation under one platform are available with TEG only in their particular model. Hence open tender/limited tender will not serve purpose in this particular case.**
- Are the proprietary items certifying that the rates are reasonable or not. **FULL CLAUSE CERTIFICATE IS ATTACHED**
- Any other justification for procuring item from single source. **TEG is an essential tool for monitoring Hemostasis. Recent scientific data has prove importance of TEG in COVID PATIENTS ALSO.**

Tushar Sehgal
Signature of Indentor
(Demanding Officer)

डॉ. तुषार सेहगल / Dr. TUSHAR SEHGAL

सहायक आचार्य / Assistant Professor

प्रयोगशाला चिकित्सा विभाग / Dept. of Lab. Medicine

अ.भा.आ.सं., नई दिल्ली / A.I.I.M.S., New Delhi-110029

Subrata Sinha
COUNTERSIGNED
(Head of the Department)

डॉ. सुब्रता सिन्हा / Dr. SUBRATA SINHA, MD, PhD
आचार्य एवं विभागाध्यक्ष / Professor & Head
प्रयोगशाला चिकित्सा विभाग / Dept. of Lab. Medicine
अ.भा.आ.सं., नई दिल्ली / A.I.I.M.S., New Delhi-110029

(Strike out whichever is not applicable)

Subrata

डॉ. सुब्रता सिन्हा
Dr. SUBRATA SINHA, MD, PhD
आचार्य एवं विभागाध्यक्ष / Professor & Head
प्रयोगशाला चिकित्सा विभाग / Dept. of Lab. Medicine
अ.भा.आ.सं., नई दिल्ली / A.I.I.M.S., New Delhi-110029

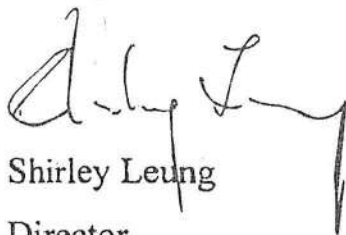
PROPRIETARY ARTICLE CERTIFICATE

This is to bring to your kind attention that THROMBELASTOGRAPH® and TEG® are trademarks and brand names of Haemonetics Corporation.

Haemonetics Corporation (USA) is the sole manufacturer of TEG Hemostasis analyzer (US patent number 6,225,126) products. Steranco Health Care Pvt. Ltd. (with address at Medley House D-2, MIDC Area, 16th Road, Andheri (E), Mumbai 400093) is the authorized distributor in India, which distributes TEG Hemostasis analyzer products manufactured by Haemonetics.

Thank you,

Haemonetics (Hong Kong) Limited
(wholly-owned subsidiary of Haemonetics Cooperation)


Shirley Leung
Director

Haemonetics (Hong Kong) Ltd.
Units A-C, 6th Floor
China Overseas Building, 139 Hennessy Road
Wanchai, Hong Kong
Tel: +852.2868.9218
Fax: +852.2801.4380
www.haemonetics.com

Imran Sehgal

Smith

Shirley

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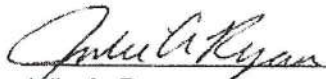
HAEMONETICS

2 December 2019

To whom it may concern:

SOLE SOURCE

I hereby certify that Haemonetics Corporation is the sole manufacturer for the Indian market of TEG[®] 5000 Thrombelastograph[®] Hemostasis Analyzer System, including its corresponding accessories and consumables.


Julie A. Ryan
Sr. Director, Regulatory Affairs
Haemonetics Corporation

2-Dec-2019
Date:

Haemonetics Corporation
400 Wood Road
Braintree, MA 02184-9114
Tel: 781.848.7100
www.haemonetics.com

Tinkan Sehgal

Srini

Srinivas

Rajiv

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To:
Steranco Health Care Pvt. Ltd.
Medley House, D-2, MIDC Area
16th Road, Andheri (East)
Mumbai-400093
India

May 20, 2020

LETTER OF AUTHORIZATION

We, **Haemonetics (Hong Kong) Limited** (hereinafter "Haemonetics"), the subsidiary of Haemonetics Corporation, who is the legal manufacturer of TEG® hemostasis analyzers and Cell Saver® autologous blood recovery systems, with the address at 125 Summer Street, Boston, MA 02110, USA, hereby confirm that **Steranco Health Care Pvt. Ltd. Medley House, D-2, MIDC Area, 16th Road, Andheri (East), Mumbai-400093, India** (hereinafter "Distributor") is our authorized distributor for the territory of India for the products listed in this letter.

In this capacity Distributor has the right to participate in private and public tenders, to issue offers, to conduct related negotiations and execute contracts for the supply of the products listed in this letter, and to provide related services, in its own name and behalf in the territory of India.

We hereby confirm that the equipment and disposables listed in this letter are guaranteed against manufacturing defects as per Haemonetics' applicable manufacturer's warranties.

Products list:

Product line	Item n°	Item description
TEG - Equipment		
TEG	07-033 / 5000	TEG ANALYZER, 5000, 50HZ, FG
TEG	07-047	TEG 5000, KIT, SET-UP FG
TEG6	07-690	TEG 6S UNIT PACK
TEG - Disposables		
TEG	07-004 / 6300	KAOLIN KIT
TEG	07-006 / 6212	CUPS & PINS, HEPARINASE
TEG	07-007 / 8001	BIOLOGICAL QC LEVEL I KIT
TEG	07-008 / 8002	BIOLOGICAL QC LEVEL II KIT
TEG	07-012 / 7003	CALCIUM CHLORIDE, 0.2M, 5 ML
TEG	07-052 / 6211	KIT, CUPS & PINS, NATURAL
TEG	07-014	PLATELET MAPPING FULL ASSAY KIT
TEG	07-015	PLATELET MAPPING ADP ASSAY KIT
TEG	07-016	PLATELET MAPPING AA ASSAY KIT
TEG	07-032	RAPIDTEG KIT
TEG	07-034	FUNCTIONAL FIBRINOGEN KIT
TEG6	07-601	CITRATED: K, KH, RT, FF
TEG6	07-614	PLATELET MAPPING® ADP & AA
TEG6	07-615	PLATELET MAPPING® ADP
TEG6	07-650	QC LEVEL 1
TEG6	07-651	QC LEVEL 2
TEG6	07-662	Abnormal QC Vial Test Kit

shk

Haemonetics (Hong Kong) Limited
Level 54, Hopewell Centre,
183 Queen's Road East,
Hong Kong
Tel: +852.2980.1888
Fax: +852.2861.0285

www.haemonetics.com

Timhar Selgal

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HAEMONETICS

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Cell Saver - Equipment

Cell Saver	CSE-EA-1000	SHIP PACK ASSY, ELITE CART
Cell Saver	CSE-EW-XX	UNIT SHIP PACK ASSEMBLY, ELITE

Cell Saver - Disposables

Cell Saver	00205-00	RESERVOIR, HARDSHELL, 150 U
Cell Saver	00208-00	ASPIRATION/ANTICOAGULATION SETS
Cell Saver	00245-00	RBC BAG W/TWIST-LOCK, 1000ML
Cell Saver	00261-00	CELL SAVER 5/5+ BOWL KIT-125ML
Cell Saver	00263-00	CELL SAVER 5/5+ BOWL KIT-225ML
Cell Saver	0291E-00	CELL SAVER 5/5+ BOWL KIT-70ML
Cell Saver	CSE-B-1000	WASTE BAG 10L
Cell Saver	CSE-FP-225V	CS ELITE FASTPACK, 225ML, 150U
Cell Saver	CSE-FP-125V	CE ELITE FASTPACK, 125ML, 150u
Cell Saver	CSE-P-125	CS ELITE PROCESSING KIT, 125ML
Cell Saver	CSE-P-225	CS ELITE PROCESSING KIT, 225ML
Cell Saver	CSE-P-70	CS ELITE PROCESSING KIT, 70ML
Surgical	HAR-A-1000	VACUUM LINE, FILTERED
Surgical	HAR-A-1001	VACUUM LINE, UNFILTERED
Surgical	HAR-A-1003	ASPIRATION & ANTICOAG LINE

This authorization is personal to the Distributor and may not be assigned. This authorization shall not entitle Distributor to enter into, or agree to enter into any binding commitment or agreement on behalf of Haemonetics. Nothing in this Letter of Authorization shall constitute an agreement by Haemonetics to take any action or refrain from taking any action that is prohibited or penalized by the applicable laws and regulations.

This authorization shall be valid until March 31, 2023 unless earlier terminated or revoked by us. This authorization shall automatically cancel and replace any previous authorizations granted to Distributor on this subject matter.

Haemonetics (Hong Kong) Limited

Stella Bo
Director

Haemonetics (Hong Kong) Limited
Level 54, Hopewell Centre,
183 Queen's Road East,
Hong Kong
Tel: +852.2980.1888
Fax: +852.2861.0285

www.haemonetics.com

Timber Seljal

Grant

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Steranco Health Care Pvt Ltd

D-2, MID C Area, 16th Rd., Andheri (East), Mumbai - 400 093.
Tel. : 022-6875 7575 / 6875 7546 • Fax : 022- 2820 4453
CIN No.: U33110MH1997PTC110023

To,
The HOD – Department of Laboratory Medicine
All India Institute of Medical Sciences Ansari Nagar,
New Delhi-110029, India.

Date: 14.03.2022

Sub: Rate Certificate / Fall Clause / Downtrend Certificate

Ref: Budgetary Quotation For Thrombelastograph Analyzer (Teg-5000) Dated 14.03.2022

Respected Sir,

"It is certified that we have not to quote prices higher than that quoted to organizations under State governments, Central government and local bodies."

"It is certified that there has been no decrease in the price of price variation indices and, in the event of any decrease of such indices during the currency of this contract, we shall promptly notify this to the purchaser and offer the requisite reduction in the contract rate."

Thanking You,
For Steranco Health Care Pvt. Ltd.

[Signature]

Authorised Signatory



[Signature]

[Signature]

[Signature]

[Signature]

[Signature]

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भारत सरकार
स्वास्थ्य सेवा महानिदेशालय
स्वास्थ्य एवं परिवार कल्याण मंत्रालय
लेडी हार्डिंग मेडिकल कॉलेज एवं श्रीमती सुचेता कृपलानी अस्पताल
शहीद भगत सिंह मार्ग, नई दिल्ली-११०००१
भंडार अनुभाग



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Dated: 18-11-2019

F.No. 32-350/Stores/LHMC/2018-19/948

(Supply Order)

To,
M/s Steranco Health Care Pvt. Ltd.
D-2, MIDC Area, 16th Road,
Andheri(East) Mumbai-400096

Reference: - Notification of Award no. 32-350/Stores/LHMC/2018-19/1140 dated 24.10.2019

Dear Sir,

Please arrange to supply the articles noted below on or before **ninety days** from the date of dispatch of this order strictly on the terms and conditions stated on the reverse and in the rate enquiry:

S.No.	Description	rate per unit	Qty. Required	Total amount in Rs.
1.	Thromboelastograph Haemonetics Model: TEG 5000 Hemostasis Mfd by: Haemonetics Corporation(USA)	1448000.00	01	1448000.00
A	Cost of TEG 5000 Start-up kit			60000.00
B	Cost of Local accessories/reagents/consumables			395928.00
2	Total cost inclusive of start-up kit, accessories/reagents/consumables			1903928.00

Rs. Nineteen lakh three thousand nine hundred twenty eight only GST extra as applicable

Warranty period: Five years

CAMC for five years after expiry of Warranty of five years

6th year	Rs.85000.00 Tax as applicable
7th year	Rs.85000.00 Tax as applicable
8th year	Rs.85000.00 Tax as applicable
9th year	Rs.85000.00 Tax as applicable
10th year	Rs.85000.00 Tax as applicable
Total amount	Rs.425000.00 Tax as applicable

The CMC will be automatically implemented just after expiry of warrantee without any approval from the hospital. The payments will be made on production of bill in triplicate along with duly verified service report on half yearly basis.

F.O.R. Destination /Subject to approval,
Allocation: M.E. (Voted) 2019-20

Yours Sincerely

(Avanish Singh)
Stores Officer

Copy to: AO/PAO/SKG-I/HOD Anaesthesia.



Steranco Health Care Pvt Ltd

D-2, MID C Area, 16th Rd., Andheri (East), Mumbai - 400 093.

Tel. : 022-6875 7575 / 6875 7546 • Fax : 022- 2820 4453

CIN No.: U33110MH1997PTC110023

GST NO: 27AABCS6144B1ZO

To,

SH/TEG/2021-22/54

The HOD – Department of Laboratory Medicine
All India Institute of Medical Sciences Ansari Nagar,
New Delhi-110029, India.

Date: 14.03.2022

SUB: BUDGETARY QUOTATION FOR THROMBELASTOGRAPH ANALYZER (TEG-5000)

Respected Sir,

We are pleased to quote our best rates for the following.

Sr. No	Item Description	Rate per Unit (in INR)	Qty. Required	Unit Price (in INR)
1.	Thrombelastograph Analyzer (Teg-5000) HSN :90279090	14,48,000.00	1 No.	14,48,000.00
A	Cost of TEG5000 Start-up Kit			60,000.00
B	Cost of reagents/consumables			3,95,928.00
	Total Cost inclusive of Start-up Kit & reagents/consumables			19,03,928.00
	GST@18%			3,42,707.00
	After GST Total Amount			22,46,635.00
		(Rupees Twenty Two Lakh Forty Six Thousand Six Hundred Thirty Five Only).		

Terms:

- Warranty for 5 Year from the date of Installation.
- CAMC for five years after expiry of warranty of five years as per below given table;

6 th Year	Rs.85,000.00 + GST@18% Extra
7 th Year	Rs.85,000.00 + GST@18% Extra
8 th Year	Rs.85,000.00 + GST@18% Extra
9 th Year	Rs.85,000.00 + GST@18% Extra
10 th Year	Rs.85,000.00 + GST@18% Extra
Total Amount	Rs. 4,25,000.00 + GST@18% Extra

- Country of Origin : USA
- Manufacturer/Maker : Haemonetics S.A.,
- Delivery : 4-6 Weeks
- Validity : 3 Months

Hope you will find our offer quite competitive and favour us with your valuable orders.

Steranco Health Care Pvt. Ltd.

Binomial
Authorised Signatory



Tinku Pehgal

Binomial

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**5 year life cycle cost of global viscoelastic hemostatic assay analyser
-quantity 1**

Cost per test (INR)	Average tests daily	Average tests/month	Cost per year (INR)	Cost for 5 years (INR)
850	-	150	15,30,000	76,50,000

Timken Sehgal