



# **All-India Institute of Medical Sciences Ansari Nagar, New Delhi-29.**

## **(STORES SECTION (DO))**

**Dated: 27<sup>th</sup> August 2015**

**Ref. No.24/Stores (DO)/Emergency Med./Proprietary/2015-16/FSC**

**Subject:** Purchase of Automatic Circumferential Chest Compressor with Integrated Defibrillation for department of Emergency Medicine at AIIMS, New Delhi-29 on proprietary basis- **Inviting comments thereon.**

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The Institute is in the process to purchase “**Automatic Circumferential Chest Compressor with Integrated Defibrillation**” for Department of Emergency Medicine at AIIMS, New Delhi-29 from M/s.Arian Healthcare, New Delhi-110 002 on proprietary basis. The proposal submitted by M/s.Arian Healthcare, New Delhi-110 002 (Authorised distributor of OEM M/s.Zoll Medical Corporation, USA) and PAC certifications are attached.

The above 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 **Ref. No.24/Stores (DO)/Emergency Med./Proprietary/2015-16/FSC**. The comments should be received by office of Sr. Stores Officer, Stores Section (DO), Animal House Building, Near Biotechnology Building at AIIMS on or before **15.09.2015 upto 12.30 p.m.**, failing which it will be presumed that any other vendor is having no comment to offer and case will be decided on merits.

**Yours faithfully,**

**SR. STORES OFFICER**


**Encl: Related documents enclosed.**


## Automatic Circumferential Chest Compressor with Integrated Defibrillation

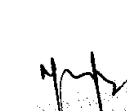
Number required: One

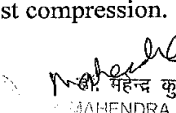
App. cost = Rs. 29 lakh

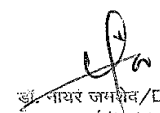
1. The unit should function on AHA 2010 guidelines for CPR. However, it should be possible to change the settings onsite in accordance with any changes in the future guidelines. This should be done free of cost for a period of 10 years.
2. It should be able to provide both 30:2 and continuous compressions at 100/minute by pressing buttons.
3. Should be able to provide uniform distribution of load on chest by circumferential compression of chest.
4. It should have ability to automatically determine the compliance of every patient and produce compression energy accordingly.
5. It should be easy to use in both in the Emergency department as well as during transport from Emergency to any other department
6. It should have facility to provide chest compression to patient even when patient is inclined.
7. The CPR device should be battery operated with an extremely simple user interface.
8. It should have a LCD backlit screen to show compression modes.
9. The battery should be able to provide continuous compression for a minimum 20 minutes when fully charged. It should also be possible to run the machine directly on the main electrical connection.
10. The system should be provided with 15 load distributing bands.
11. The unit should come with an integrated defibrillator for providing shock while the device is working i.e. without interrupting the compressions.
12. The defibrillator should have ability that all CPR data can be recorded and reviewed by using software specially designed for doing this. Necessary software should be provided.
13. The defibrillator should have ability to filter out CPR artifacts and allowing person to see organized rhythms without interrupting chest compression.

  
Dr. Nayer Jamnani / Dr. Nayer Jamnani  
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आर.जी.एम.एस. अंसारी नगर/A.J.J.M.S., Ansari Nagar  
दिल्ली-110029/New Delhi-110029


  
डॉ. प्रवीण अग्रवाल/Dr. PRAVEEN AGGARWAL  
एमडी, डीएनबी, एफआइसीएम/MD, DNB, FICP  
अध्यक्ष एवं विभागाध्यक्ष/Professor & Head  
आपातकालीन चिकित्सा विभाग/Dept. of Emergency Medicine  
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14. The Defibrillator should have facility for ECG Monitoring, defibrillation, external pacing (transcutaneous) & recorder.
15. Should be supplied with 20 pair of pacing pads.
16. The Defibrillator should have biphasic technology, having energy selection of 1 – 200 joules.
17. The Defibrillator should have charging time of less than 7 Seconds to the maximum energy.
18. The defibrillator should have voice and visual prompts to guide the physicians
19. The defibrillator should have the option to upgrade to EtCO2, SpO2, NIBP and 12 leads ECG.
20. The cost of all spares/accessories and consumables (including those required for upgradation) should be mentioned in the financial bid.
21. The whole unit, including defibrillator should be US FDA approved.
22. The whole equipment (excluding load distributing bands and pacing pads) will be under comprehensive warranty for five years. No other exclusions will be entertained.
23. The firm should quote the prices of all spares, accessories and consumables and any other item required to make the unit functional failing which it will be presumed that it shall be provided free of cost by the vendor.
24. Demonstration of quoted equipment is mandatory otherwise the bid will be rejected

  
**डॉ. प्रवीण अग्रवाल / Dr. PRAVEEN AGGARWAL**  
 एम.डी., डी.एन.डी., एफ.ए.सी.एम. / MD, DNB, FICP  
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 नई दिल्ली-110029 / New Delhi-110029

  
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 नई दिल्ली-110029 / New Delhi-110029



**DR. RAKESH LODHA, M.D.**  
 Additional Professor  
 Department of Pediatrics  
 All India Institute of Medical Sciences  
 New Delhi-110029

**All India Institute of Medical Sciences  
Ansari Nagar, New Delhi-110029**

**Proprietary/ Specific Brand /Goods Certificate**

1. Item/Type/Model No. required:  
along with specification *- Automatic Circumferential Chest  
Compressor integrated Defibrillation*
2. Is the Item a spare part attachment  
or accessory for an existing equipment. *- Non-Consumable (Machinery Equipment)*
3. Name of manufacturers/supplier of the:  
item proposed by the indenter. *- Principle Supplier: Zoll Medical Corporation  
Local Supplier: Avian Healthcare  
4327, Flat No-202, II<sup>nd</sup> Floor  
Ansari Road, Daryaganj, N-Delhi-02*
4. Are they sole manufacturers/Sole:  
distributor of the item. *- Yes -*
5. Is there any 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 offers by other. *- No -*
6. What were the efforts made to locate alternative: *- This item is proprietary and  
are holding patent for the  
technology of this product*
7. Why open/limited tender can't be resorted to,;  
for locating alternative source. *-*
8. Are the proprietary items certifying that the:  
rates are reasonable or not. *- Yes, reasonable*
9. Any other justification for procuring items:  
from single source *-*

*[Signature]*  
Signature of Indenter  
(Demanding officer)



Dr. PRAVEEN AGGARWAL  
MD, DNB, FICP  
Professor & Head  
Deptt. of Emergency Medicine  
A.I.I.M.S., Ansari Nagar  
New Delhi-110029

*[Signature]*  
Countersigned  
(Head of department)



Dr. PRAVEEN AGGARWAL  
MD, DNB, FICP  
Professor & Head  
Deptt. of Emergency Medicine  
A.I.I.M.S., Ansari Nagar  
New Delhi-110029

I certify that the items at S. No. *1* above is required to be procured on single tender basis as the source of supply is definitely known/the specified brand proposed was advantage in meeting our functional requirements and limited tender system could be dispensed with as they would serve no useful purpose in this particular case.

(Strike out whichever is not applicable)



269 Mill Road  
Chelmsford, Massachusetts 01824-4105  
978-421-9655 (main)  
978-421-0025 (fax)  
www.zoll.com

## Proprietary Certification

To Whom It may concern:

We hereby certify that ZOLL Medical Corporation located at 269, Mill Road Chelmsford Massachusetts is the sole manufacturer in the World for Defibrillator with following technologies

- **See Thru CPR :-** This exclusive ZOLL technology allows the professional rescuer to analyze a patient's heart rhythm while continuous CPR is in progress and monitor the heart rhythm to determine the appropriate time to analyze or stop cardiopulmonary resuscitation to check the ECG. **US Patent expires in November - 2018.**
- **Rectilinear Bi-Phasic waveform:-** with an advanced electrical design that provides a unique rectilinear biphasic waveform for defibrillation and cardio version. With this option, the electrical energy of the defibrillator is delivered in two successive current. It Improves efficacy with lower energy. **US Patent expires in December -2016.**

For ZOLL Medical Corporation



Bhanu Parkash  
Technical & Product Application Manager.



269 Mill Road  
Chelmsford, Massachusetts 01824-4105  
978-421-9655 (main)  
978-421-0025 (fax)  
www.zoll.com

## Proprietary Certification

To Whom It may concern:

We hereby certify that **ZOLL Medical Corporation** located at 269, Mill Road Chelmsford Massachusetts is the sole manufacturer in the world for the load distribution band technology based "**Automatic Circumferential Chest Compressor**".

### **Description :**

The only device of its kind, the **ZOLL Automatic Circumferential Chest Compressor** is revolutionary device that moves more blood, more consistently than is possible with human hands. Easy to use and battery operated, its load-distributing **LifeBand®** squeezes the entire chest. As a result, victims receive more consistent, high-quality compressions which means improved blood flow.

**The US patent is valid till November - 2018.**

For ZOLL Medical Corporation

Bhanu Parkash

Technical & Product Application Manager



# Arian Healthcare

4327/3, Flat No. 202, IInd Floor, Ansari Road, Darya Ganj, New Delhi-110002  
Tel. : 011-23250080, Fax : 011-23250209, Mobile : 9811140954  
E-mail : arianhealthcare@rediffmail.com; arianhealthcare@gmail.com

Ref.: AHC/AIIMS/2015-16

Dt.: 10-08-2015

## TECHNICAL BID

The Director  
All India Institute of Medical Sciences,  
Ansari Nagar, New Delhi-29.

**Sub.: Technical Bid Against Your Requirement of Automatic Circumferential Chest Compressor With Integrated Defibrillation, For The Deptt. Of Emergency Medicine Services On Proprietary Basis.**

Sir,

With reference to your above mentioned tender, we are pleased to quote you our most competitive rates for the following products:

S.NO.	DESCRIPTION	QTY.
1.	<p><b><u>Automatic Circumferential Chest Compressor With Integrated Defibrillation</u></b></p> <p>1. The unit should function on AHA Guidelines for CPR. However it should be possible to change the settings onsite in accordance with any changes in the future guidelines. This should be done free of cost for a period of 10 years.</p> <p>2. It should be able to provide both 30:2 and continuous compression at 100/minute by pressing buttons.</p> <p>3. Should be able to provide uniform distribution of load on chest by circumferential compression of chest.</p> <p>4. It should have ability to automatically determine the compliance of every patient and produce compression energy accordingly.</p> <p>5. It should be easy to use in both in the emergency department as well as during transport from emergency to any other department.</p> <p>6. It should have facility to provide chest compression to patient even when the patient is inclined.</p> <p>7. The CPR device should be battery operated with an extremely simple user interface.</p> <p>8. It should have LCD backlit screen to show compression modes.</p> <p>9. The battery should be able to provide continuous compression of minimum 20 minutes when fully charged. It should also be possible to run the machine directly on the main electrical connection.</p> <p>10. The system should be provided with 15 load distributing bands.</p> <p>11. The unit comes with an integrated Defibrillator for providing shock while the device is working i.e. without interrupting the compressions.</p> <p>12. The Defibrillator should have ability that all CPR data can be recorded and reviewed by using software specially designed for doing this. Necessary software should be provided.</p> <p>13. The Defibrillator should have ability to filter out CPR artifacts and allowing person to see organized rhythms without interrupting chest compression.</p> <p>14. The Defibrillator should have facility for ECG Monitoring, Defibrillation, external pacing (transcutaneous ) &amp; recorder.</p> <p>15. Should be supplied with 20 pairs of pacing pads.</p> <p>16. The Defibrillator should have biphasic technology, having energy selection of 1- 200 joules.</p> <p>17. The Defibrillator should have charging time of unit less than 7 second to maximum energy.</p> <p>18. The unit should have voice and visual prompts to guide the physician.</p> <p>19. The unit should have the option to upgrade to ETCO<sub>2</sub> SpO<sub>2</sub>, NIBP and 12 leads ECG.</p> <p>20. The cost of all spares/accessories and consumables (including those required for upgradation) should be mentioned in the financial bid.</p>	1 SET

FOR ARIAN HEALTH CARE

12/8/15

Prop.



# Arian Healthcare

4327/3, Flat No. 202, IInd Floor, Ansari Road, Darya Ganj, New Delhi-110002  
 Tel. : 011-23250080, Fax : 011-23250209, Mobile : 9811140954  
 E-mail : arianhealthcare@rediffmail.com; arianhealthcare@gmail.com

	<p>21. The whole unit including the Defibrillator should be US FDA approved.          22. The whole equipment (excluding load distributing bands and pacing pads) will be under comprehensive warranty for 5 years. No other exclusions will be entertained.          23. The firm should quote the prices of all spares, accessories and consumables and any other item required to make the unit functional failing which it will be presumed that it shall be provided free of cost by the vendor.          24. Demonstration of quoted equipment is mandatory otherwise the bid will be rejected.</p> <p><b>-“AUTOPULSE”- NON INVASIVE CARDIAC SUPPORT PUMP WITH “E- SERIES” DEFIBRILLATOR :-</b></p> <p><b>Auto Pulse:</b> A revolutionary non invasive cardiac support pump that moves more consistently than is possible with Human hand. Easy to use &amp; battery operated, its load – distributing Life band squeezes its entire chest and deliver consistent and high quality compression.</p> <p><b>Includes</b></p> <ul style="list-style-type: none"> <li>➤ Back board with the synchronization software compatible with “E-Series” - Defibrillator</li> <li>➤ NiMH Battery-3Nos.</li> <li>➤ Battery charger-1 Nos</li> <li>➤ One Trolley.</li> <li>➤ Life Band – Equal Load Distribution Band – 3 Pcs.</li> <li>➤ One case with the belt to carry the same.</li> </ul> <p><b>E-SERIES DEFIBRILLATOR - Includes</b></p> <ul style="list-style-type: none"> <li>➤ AED Mode</li> <li>➤ Hi Resolution Color LCD Screen</li> <li>➤ ZOLL Rectilinear Pacing</li> <li>➤ See-Thru CPR</li> <li>➤ Manual over-ride</li> <li>➤ Real CPR Help</li> <li>➤ Tri Mode Display</li> <li>➤ GPS Clock</li> <li>➤ ZOLL Rectilinear Bi-Phasic technology</li> <li>➤ Compact Flash card slot</li> <li>➤ See Through CPR to remove the artifacts during ECG.</li> <li>➤ 3 –Lead ECG cable</li> <li>➤ Rechargeable SLA Battery</li> <li>➤ Integrated AC power</li> <li>➤ CPR Connector</li> <li>➤ Reusable Dura Padz (1No.)- Suitable For 100 patients uses.</li> <li>➤ Disposable Gel Sheets to be used with Dura Padz-100 Nos.</li> <li>➤ External Paddles(1 Pair)</li> <li>➤ US FDA Approved.</li> </ul> <p>Mfd. By.: M/s. ZOLL Medical, USA</p>	
	VAT @ 5%	
	<b>TOTAL</b>	

The Details Of Consumables Required With The System, Separately:-

*Tales*

For ARIAN HEALTH CARE

*[Signature]*

Prop





# Arian Healthcare

4327/3, Flat No. 202, IInd Floor, Ansari Road, Darya Ganj, New Delhi-110002  
Tel. : 011-23250080, Fax : 011-23250209, Mobile : 9811140954  
E-mail : arianhealthcare@rediffmail.com; arianhealthcare@gmail.com

S. No.	Details Of Consumables Required	Rate Of Each Piece	Total Cost Of Consumables
1.	Life Band – Disp.Equal Load Distribution Band – 15 Nos.		
2.	Pacing Pads – 20 Pairs (40 Pcs.)		
	Total		

- As the above mentioned products are consumables so pl place their order separately. As consumable products does not require the performance security.

## COST OF OPTIONAL ACCESSORIES, If Required :-

S. No.	DETAILS OF OPTIONAL SPARE PARTS	RATE IN (Rs.)
1.	➤ SpO2 Module Masimo with 1 No. Reusable Adult SpO2 sensor	
2.	➤ NIBP Module Suntech 1 No Adult NIBP cuff and Hose	
3.	➤ EtCO2 Module Respironics ( Side stream or Mainstream) with One no. reusable airway adapter.	
4.	➤ 12 lead ECG with cable.	

### Terms & Conditions:

1. The above rates are FOR your Hospital.
2. VAT @ 5% will be charged extra on the above quoted rates. In case of any statutory change in the Govt. Policy we will request you for an amendment accordingly.
3. Delivery within 6 to 8 working weeks after the receipt of your confirmed order.
4. Payments as per your terms & conditions.
5. The technical support and the after sales service will be provided by the company M/S. Zoll Medical, India (Copy of certificate given by the company for this is enclosed with the tender documents).

We hope that you will find our offer most competitive & give us an opportunity to serve your prestigious institution.

We are looking forward for the receipt of your valuable order and assure you our best services & co-operation.

Thanking you,

Yours faithfully,  
For **Arian Healthcare**

*[Handwritten signature]*  
13/02/20

(RAJESH KUMAR)  
(Prop)

