

**Tender for  
Supply & Installation of  
FULLY LOADED DIFFICULT AIRWAY CART**



**File No** : J-11030(015)/2013/S & P  
**Issue Date** : 21.11.2013  
**Last Date of Submission** : 06.12.2013, 11.00 AM  
**Tender opening date (Technical bid):** 06.12.2013, 03.00 PM

**All India Institute of Medical Sciences,  
Bhubaneswar**

## All India Institute of Medical Sciences, Bhubaneswar

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All India Institute of Medical Sciences (AIIMS), Bhubaneswar, Odisha, an apex healthcare institute, established by an Act of Parliament under aegis of Ministry of Health & Family Welfare, Government of India, invites sealed tenders in two-bid system for supply & installation of the following items at the institute. You are requested to quote your best offer along with the complete details of specifications, terms & conditions.

S. No.	Item Description	Quantity
1.	FULLY LOADED DIFFICULT AIRWAY CART	2 (TWO)

(Refer Details as per Annexure-'I')

Quotation should be sealed and superscribed with tender number and address to:

“Administrative Officer  
All India Institute of Medical Sciences,  
Patrapada,  
Bhubaneswar- 751019

The sealed quotations should reach the Institute, latest by 06.12.2013 at 11.00 hrs and the technical bid will be opened on 06.12.2013 at 03:00 PM in the Administrative Office, AIIMS, Bhubaneswar of the Institute in the presence of the bidder(s) or their authorized representative(s), who will present at the scheduled date and time. The list of technically qualified bidders with the date of opening of financial bid shall be hoisted in the website of AIIMS, Bhubaneswar.

### **Terms & Conditions:**

- 1. Earnest Money Deposit:** The bidder shall be required to submit the Earnest Money Deposit (EMD) for an amount of Rs. 1,50,000/- (Rupees one lakh fifty Thousand only) by way of demand drafts only and Rs. 1,000/- as tender fees drawn in favour of the “AIIMS Bhubaneswar”. (TENDERS NOT ACCOMPANIED WITH EMD/BID SECURITY AND TENDER FEES ALONGWITH THE TECHNICAL BID SHALL BE SUMMARILY REJECTED). The demand drafts shall be drawn in favour of “All India Institute of Medical Sciences, Bhubaneswar”. The demand drafts for earnest money deposit must be enclosed in the envelope containing the technical bid.

The EMD of the successful bidder shall be returned after the successful completion of contract / order and for unsuccessful bidder(s) it would be returned after award of the contract. Bid(s) received without demand drafts of EMD shall be liable for rejection.

The firms who are registered with National Small Industries Corporation (NSIC) / OR Small Scale Industrial (SSI) are exempted to submit the EMD (Copy of registration must be provided along with).

**2. Rate:** Rates should be quoted in Indian Rupees (INR) on F.O.R Basis at AIIMS, Bhubaneswar, Odisha, Inclusive of all the Charges, with break-ups as:

- Basic Cost.
- VAT /CST as applicable.
- Insurance Charges if any
- Total Cost (F.O.R at AIIMS Bhubaneswar).

**3. Validity:** The quoted rates must be valid for a period for 180 days from the date of closing of the tender. The overall offer for the assignment and bidder(s) quoted price shall remain unchanged during the period of validity. If the bidder quoted the validity shorter than the required period, the same will be treated as unresponsive and it may be rejected.

In case the tenderer withdraws, modifies or change his offer during the validity period, bid is liable to be rejected and the earnest money deposit shall be forfeited without assigning any reason thereof. The tenderer should also be ready to extend the validity, if required, without changing any terms, conditions etc. of their original tender.

**4. Warranty / Guarantee:** Bid must be quoted with five (05) year comprehensive on-site warranty / guarantee and it will be started from the date of the satisfactory installation / commissioning of goods, against the defect of any manufacturing, workmanship and poor quality of the components. Warranty would be followed by 5 year CMC (Comprehensive maintenance contract with spares) @ 3% of the cost of the Machine with 5% increment every year. Vendor would submit list of Consumables required for running the machine along with its cost. During the warranty and CMC period the supplier/ company should provide a minimum of 04 (four) preventive maintenance as routine services. After sales services must be provided in the city of installation. In situations requiring service or repair of the unit outside the city of installation, the expenditure on the account of this will have to be borne by the supplier.

**5. Uptime guarantee:** The firm should provide uptime guarantee of 95% during warranty and CMC period, with acceptance of the penalty clause in case of failure to do so.

**6. Downtime penalty Clause**

During the comprehensive warranty period, the guarantee uptime of 95% of 365 days will be ensured. In case the down time exceeds the 5% limit penalty of extension of guaranty period by two days for each additional day of down time will be enforced. The vendor must undertake to supply all spares for optimal upkeep of the equipment for at least FIVE YEARS after handing over the unit to the Institute.

If accessories/other attachment of the system are procured from the third party, then the vendor must produce cost of accessory/other attachment and the CMC from the third party

separately along with the main offer and the third party will have to sign the CMC with the Institute if required.

The principal supplier or their service partners are required to submit a certificate that they have satisfactory service arrangements and fully trained staff available to support the uptime guarantee.

#### **7. FALL CLAUSE**

If, at any time, during the said period, the supplier reduce the said prices of such Stores/Equipment or sales such stores to any other person/organization/Institution at a price lower than the chargeable, he shall forthwith notify such reduction or sale to the Director, All India Institute of Medical Sciences (AIIMS) Bhubaneswar and the price payable for the Stores supplied after the date of coming into force of such reduction or sale shall stand correspondingly reduced.

The supplier shall furnish the following certificate to the Accounts Officer (TC) along with each bill for payment for supplies made against in Rate Contract Tender.

“I/We certify that the Stores of description identical to the Stores supplied to the government under the contract against Tender herein have not been offered/sold by me/us to any other person/organization/Institution upto date of bill/the date of completion of supplies against all supply orders placed during the currency of the tender/rate contract at the price lower than the institute under contract /against tender”.

- 8. Delivery & Installation:** All the goods ordered shall be delivered & installed within 4 weeks from the date of issuing purchase order. All the aspects of safe delivery, installation and commissioning shall be the exclusive responsibility of the supplier.

If the supplier fails to delivered, installation and commissioning of the goods on or before the stipulated date, then a penalty at the rate of 2% per week of the total order value shall be levied subject to maximum of 10% of the total order value.

- 9. Performance Security:** The supplier shall require to submit the performance security in the form of irrevocable Bank Guarantee (BG) / or Fixed Deposit Receipt (FDR) issued by any Nationalised Bank for an amount of which is equal to the 10% of the order value and should be kept valid for a period of 30 day beyond completion of all the contractual obligation including CMC period.

#### **10. Payment Term:**

- 70% payment of the total order value shall be released after the successful installation/ commissioning of the ordered goods against the submission of the test report.
- Balance 30% of the order value shall be released within one month after successful installation, commissioning & functioning of the equipment and the submission of the performance security.

11. Bidder shall submit a copy of the tender document and addenda thereto, if any, with each page of this document should be signed and stamped to confirm the acceptance of the entire terms & conditions as mentioned in the tender enquiry document.
12. Signed & stamped compliance sheet of the technical specification of the goods with technical printed literature must be enclosed with the bid.
13. After due evaluation of the bid(s) Institute will award the contract to the lowest evaluated responsive tenderer.
14. Conditional bid will be treated as unresponsive and it may be rejected.
15. The Institute reserves the right to accept in part or in full or reject any or more quotation(s) without assigning any reasons or cancel the tendering process and reject all quotations at any time prior to award of contract, without incurring any liability, whatsoever to the affected bidder or bidder(s).

#### 16. **TENDER EVALUATION**

Tenders evaluation will be done in **two stages**:

- a. Technical bid and
- b. Price bid.

Each bid to be submitted in separate sealed envelopes super-scribed as "Technical Bid" and "Price Bid" respectively. All these 2 envelopes should be put in another envelope marked as "**Tender for FULLY LOADED DIFFICULT AIRWAY CART for AIIMS, Bhubaneswar**" sealed with sealing wax.

#### **TECHNICAL BID:**

The firm should submit the technical bid in a sealed cover separately super-scribing "**Technical Bid for FULLY LOADED DIFFICULT AIRWAY CART**" along with Name and address of the Bidder.

Technical bid should contain:

- a. The name of items with specification and makes/brands of the items, indigenous or imported with name of manufacturer & address must be enclosed.
- b. Literature and catalogues in support of items quoted must be enclosed.
- c. Whether the items quoted is as per specification, if not the statement of deviation (Parameter wise) from the tender technical specification must be enclosed.
- d. Details about the
  - i. Past experience (in years).
  - ii. Spares & services after the sale of the equipment.
- e. Undertaking for providing CMC for 5 years after 5 years Warranty

- f. Undertaking by manufacturer of equipment for servicing the equipment & supply of spare parts whenever required at least for 5 years after completion of warranty/Guaranty.
- g. Name, Address, Phone & Fax No. of Service Centre at Bhubaneswar or nearby.

The Committee constituted by the Director will technically evaluate the items on the basis of specification as per Annexure I, make/brand quoted; literature enclosed, sample submitted wherever asked, the authority from manufacturer for the item etc. The items accepted technically will only be considered for price evaluation (price bid). Price should not be quoted with technical bid, otherwise the tender will be rejected without any correspondence.

**PRICE BID:**

Should be submitted in a separate sealed envelope super-scribing the word **“Price Bid for FULLY LOADED DIFFICULT AIRWAY CART”** along with Name and address of the Bidder.

The price should indicate all inclusive lump sum price including cost of the item, freight, insurance, transit insurance, packing, forwarding, sales tax, excise duty, VAT, Octroi etc. and charges for installation and commissioning. No other charges in addition will be payable on any account over and above the lump sum price quoted. Offers with price variation clause will not be accepted. The rates quoted in ambiguous terms such as “Freight on actual basis” or “Taxes as applicable extra” or “Packing forwarding extra” will render the bid liable for rejection irrespective of its gradation in respect of lump sum prices quoted.

Bidders shall indicate the actual rate of octroi, excise duty, sales tax, VAT, etc. which will be payable.

Price quoted should be in Indian currency (INR).

**17. Applicable Law:**

- The contract shall be governed by the laws and procedures established by Govt. of India, within the framework of applicable legislation and enactment made from time to time concerning such Commercial dealings / processing.
- Any disputes are subject to exclusive jurisdiction of Competent Court and Forum in Bhubaneswar, Odisha, India only.
- The Arbitration shall be held in accordance with the provisions of the Arbitration and Conciliation Act, 1996 and the venue of arbitration shall be at Bhubaneswar. The decision of the Arbitrator shall be final and binding on both the parties.
- Force Majeure: Any delay due to Force Majeure will not be attributable to the supplier.

## Annexure - I

### SPECIFICATIONS FOR FULLY LOADED DIFFICULT AIRWAY CART

#### **Difficult Airway Management Cart**

##### 1. A portable high quality resuscitation cart:

- Cart should be made up of steel with epoxy paint (30 micron thickness) which can withstand fumigation.
- 4 big antistatic castors with brakes for easy mobility with a diameter of not less than 120mm.
- Should have provisions to hang flexible fibrescope.
- Open shelf for light source of bronchoscope.
- All drawers should be lockable.
- Number of drawers should be not less than four
- Size of drawer should be big enough to accommodate airway equipment in height , weight & depth
- Size of the cart should not be less than 1400 x 460 x 670 mm.
- Should have rail –mounted mains electrical 4- way adapter.
- Should be US FDA & ISO approved.

##### 2. Cart should be fully loaded with the following:

Intubating laryngeal mask airway

classic lma

Combitube

I-gel

Oral and nasopharyngeal airway

Intubating gum elastic bougie

Ventilating gum elastic bougie

Classic laryngeal mask airway

Proseal laryngeal mask airway –reusable

Laryngoscope

Fibreoptic laryngoscope

Lighted intubation stylets

Endotracheal tube stylet

Anatomical facemask

Endotracheal tubes –each size

Tracheostomy tubes

Cricothyroidotomy set

Fiberoptic bronchoscope

## **1. INTUBATING LARYNGEAL MASK AIRWAY:**

Intubating laryngeal mask airway is one of the gold standard airway devices. It Provides continuous ventilation and intubation and reduces the chance for fall in oxygen saturation which will be detrimental to patients.

The following will be the specifications:

- a. Intubating laryngeal mask airway device reusable (made up of silicone)  
size: 1,3, 4, 5
- b. Reinforced endotracheal tubes sizes 6, 6.5, 7, 7.5, 8
- c. stabilizer rods for each size

The requirement will be 1(ONE) in number for each size.

## **2. COMBITUBE**

Combitube will be useful in emergency situation to restore airway. It is one of the airway device accepted by WHO guidelines for resuscitation.

Specifications will be:

- A. Disposable size 37fr as outer diameter - 1 in number  
length,internal diameter standard for size
- B. Diposable size 41 fr as outer diameter - 1 in number  
length, internal diameter standard for size

**3. ORAL AIRWAY:** Guedels oral airway will be useful to maintain airway patency in operating rooms, post anaesthesia care unit, and in post operative wards.

The following sizes are needed each 1(one) in number.

Size 0,1,2,3,4,5.

It should be non metallic,color coded

## **4. NASOPHARYNGEAL AIRWAY -disposable**

Nasopharyngeal airway is a useful device to maintain airway in surgeries involving oral cavity.

It is available in various sizes 20 ,22,24,26,28,30,32,34,36 fr

Flange should be adjustable.,soft,moveable

## **5. INTUBATING GUM ELASTIC BOUGIE -CORED: ONE NUMBER NEEDED**

This airway device is useful in difficult intubation cases.

The specifications will be:

- a. usual length 60 cm
- b. distal tip should have bend of 38 degree

## **6. PROSEAL LARYNGEAL MASK AIRWAY –REUSABLE**

Proseal LMA is a airway device useful in resuscitating patients with full stomach. It is also useful for providing anesthesia to laproscopic surgeries, patients with full stomach

Specifications are:

It should be reusable, cuff should made up of silicone.

Sizes needed will be : 2, 3, 4, 5 each size one in number

## **7. Laryngoscope set: THREE in number**

Specifications will be;

Matt finish adult laryngoscope

Macintosh blade ,matt finish sizes 0,1,2,3,4,5

McCoy blade sizes 2,3,4

## **8. LIGHTED INTUBATION STYLETS**

This device will be useful for patients with difficult airway. The lighted malleable stylet assists in the visualization required for the proper placement of the tracheal tube during intubation and effectively illuminates the soft tissue of the neck.

Specifications will be

It should be soft, malleable fiber optic styled with lighted tip.

It requires 2AA batteries

Required size will be adult – one in number

Paediatric – one in number

## **9. ENDOTRACHEAL TUBE STYLET**

## SPECIFICATIONS;

a. It should be smooth, malleable covered with PVC

b. Tip should be soft, flexible

c. available in 3 sizes, all are required

small – admits endotracheal tube of size 2.5 to 4.5 mm

medium – admits endotracheal tube of size 5 to 7.5 mm

large – admits endotracheal tube of size 7.5 to 10 mm

For each size one number is required

## **10. ANATOMICAL FACEMASK**

Transparent disposable facemask

Sizes required 0,1,2,3,4,5,6

## **11. ENDOTRACHEAL TUBES –EACH SIZE -1 NUMBER**

Specifications:

1. Red rubber reusable tubes

Cuffed tubes

Sizes required:5.5,6,6.5,7,7.5,8,8.5,9

2. Red rubber reusable

Uncuffed tubes

Sizes required:2.5,3,3.5,4,5,5

## **12. VENTILATING GUM ELASTIC BOUGIE - 1 NUMBER**

Ventilating bougie is one the difficult airway kit, which should be kept in the difficult airway trolley. specifications will be:

Intubation catheter of size 19 fr

Length should be 56 cm

Internal diameter :4.7 mm

For placement of endotracheal tubes size > 6.5 mm

## **13. TRACHEOSTOMY TUBES; each size 1 number**

Specifications:

1.should be made of PVC, with adjustable flange

- 2.cuffed tubes
- 3.should have blue radio opaque line
- 4.sizes required 6, 7, 7.5, 8, 9, 10

#### **14. CRICOTHYROIDOTOMY SET: 1 IN NUMBER**

- Specifications: 1.catheter of size 9 fr Length 6 cm, needle size 18 gauge
- 2.dilator should soft, smooth

#### **15. EQUIPMENT SPECIFICATIONS FOR FIBEROPTIC BRONCHOSCOPE ADULT**

- 1.1 The flexible fiberoptic bronchoscope is a gold standard for difficult intubation. It is also used for diagnostic and therapeutic procedures in critically ill patients.
- 2.1 The flexible Fiberoptic Bronchoscope should be supplied complete with light source and trolley.
- 2.2 Demonstration of the system is essential.
- 3.1 Light weight, high resolution bronchoscope with light cable
- 3.2 Field of view 120 degrees or more
- 3.3 Depth of field 3mm to 50 mm or better.
- 3.4 Distal end diameter 5 mm approx. (Should allow 6.5mm endotracheal tube to be mounted easily)
- 3.5 Bending range UP 180 degree or DOWN 130 degree.
- 3.6 Working length 600 mm or more.
- 3.7 Total length 900 mm or more.
- 3.8 Channel dia 3.5 mm or more.
- 3.9 Autoclavable suction valve to avoid risk of cross contamination.
- 3.10 Telescopic eyepiece for direct compatibility to CCTV system
- 3.11 Bending mechanism knob without lock.
- 3.12 Fully immiscible in disinfectant solution.
- 3.13 Leak testing facility with automatic & pressure regulated air feeding (nonpressure gauge system preferable)
- 3.14 Halogen Light Source - LED light source
1. It should be compact and light weight around 5-6 kg or less for easier

transportability.

2. Should have 150 Watts halogen lamp with standby lamp option. Additional 4 nos bulbs to be included.

3. Should be compatible with flexible endoscope.

### 3.15 Video Processing System (OPTIONAL)

1. Fully immiscible camera head and cable assembly

2. Video processing camera.

3. 1/4 inches CCD(Closed circuit display) with 10 bit digital signal processing.

4. In built filter for compatibility with fiberoptic endoscopies.

5. Resolution: 470 horizontal lines approx.

6. Signal to Noise Ratio > 50 dB.

7. Rotatable and detachable coupler (adaptor) with focussing facility.

8. Video output Y/C and composite.

### 3.16 Software and hardware for recording Live and Still images (optional)

4.1 Flexible Fiberoptic Bronchoscope- 01

4.2 Light Source, Halogen -01

4.3 Mobile Plastic Operating cart- 01

4.4 Spare Halogen Bulbs- 04

4.5 Reusable and auto clavable biopsy forceps- 2 Nos.

4.6 Cleaning/maintenance kit including container for disinfectant solution- 1set

4.7 Brush Biopsy (Protected)- 50 pieces.

4.8 Foreign body forceps basket type- 2 nos.

5.1 The unit shall be capable of operating continuously in ambient temperature of 10 -40deg C and relative humidity of 15-90%

5.2 The unit shall be capable of being stored continuously in ambient temperature of - 20 - 50deg C and relative humidity of 15-90%.

5.3 Shall meet IEC-60601-1-2 :2001(Or Equivalent BIS) General Requirements of Safety for Electromagnetic Compatibility.

6.1 Power input to be 220-240VAC, 50Hz

6.2 Type of Protection Against

Electric Shock Class I (3-core cord)to be supplied for the Light Source

7.1 Product should be FDA/CE or ISI approved.

7.2 Manufacturer should be ISO certified for quality standards.

7.3 Electrical safety conforms to standards for electrical safety IEC-60601-1  
General

Requirements.

7.4 Should have local service facility .The service provider should have the  
necessary

equipments recommended by the manufacturer to carry out preventive  
maintenance test as per guidelines provided in the service/maintenance manual.

7.5 Degree of Protection Against

Electric Shock Type BF -Should incorporate insulated patient attachment for  
light source.

7.6 Certification to meeting Biocompatibility as per ISO 10993-1, “Biological  
evaluation of medical devices-Part 1: Guidance on selection of tests”

7.7 Certified to meet the current leakage requirement of IEC 60601-2-18 or  
equivalent standard for Medical Equipment particular requirement for safety of  
endoscopy equipments.

8.1 User Manual in English.

8.2 Maintenance Manual in English.

8.3 Certificate of Calibration and inspection from the factory.

8.4 List of important spares and accessories with their part number and costing.

8.5 Log book with instructions for daily, weekly, monthly and quarterly  
maintenance

checklist. The job description of the hospital technician and company service  
engineer should be clearly spelt out.

8.6 List of Equipments available for providing calibration and routine maintenance  
support as per manufacturer documentation in service / technical manual.

8.7 User list to be provided with performance certificate.

8.8 Compliance Report to be submitted in a tabulated and point wise manner clearly  
mentioning the page/para number of original catalogue/data sheet. Any point, if  
not substantiated with authenticated catalogue/manual, will not be considered.

## Annexure-II

### Inviting of sealed quotations for supply and installation of FULLY LOADED DIFFICULT AIRWAY CART at AIIMS, Bhubaneswar

#### TECHNICAL BID

Name of Firm/Contractor/Supplier	
Complete Address & Telephone No.	
Name of Proprietor/Partner/Managing Director/Director.	
Phone & Mobile No.	
Name and address of service centre near by Bhubaneswar.	
Whether the firm is a registered firm Yes/No (attached copy of certificate)	
PAN No. (enclose the attested copy of PAN Card)	
Sales/Service Tax No. (enclose the attested copy of Service Tax Certificate)	
VAT No. (enclose the attested copy of VAT Certificate)	
Whether the firm has enclosed the Bank Draft/Pay Order/Banker's cheque of Rs. 1,50,000/- as Earnest Money Deposit. Rs 1,000/- as Tender Fees	
Whether the Firm/Agency has signed each and every page of Tender/NIT	
Please provide full list of consumables.	
Any other information, if necessary	

Authorized signatory of the bidder with seal.

### **Annexure-III**

#### **Financial Bid**

**(To be submitted on the letterhead of the company / firm)**

<b>Sl. No</b>	<b>Name of Item</b>	<b>Quantity</b>	<b>Rate</b>	<b>Vat/Taxes etc</b>	<b>Amount</b>
1.	FULLY LOADED DIFFICULT AIRWAY CART	2			

1. I/We have gone through the terms & conditions as stipulated in the tender enquiry document and confirm to accept and abide the same.
2. No other charges would be payable by the Institute.

Authorized signatory of the bidder with seal.