PURCHASE OF COBLATION SYSTEM ON PROPRIETARY BASIS

Subject: Purchase of Coblation System for ENT Head & Neck Skull Base Surgeries with Wands Manufactured by M/s Smith & Nephew Healthcare (P) Ltd. on Proprietary Basis for ENT Unit of the JNMCH, AMU, Aligarh - Inviting Comments thereon.

J.N. Medical College & Hospital, AMU, Aligarh is going to procure the aforementioned equipment on Proprietary Basis. The proposal submitted by his authorised dealer M/s BVM MEDITECH PVT. LTD., 306, 3rd Floor, Mantri Arcade LSC, Pocket B & E, Dilshad Garden, Delhi-110095.

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 10 days from the date of issue/uploading of this notification.

The comments should be sent to Medical Superintendent, J.N. Medical College & Hospital, AMU, Aligarh on or before 02.02.2019 by registered post/hand or email, failing which it will be presumed that any other vendor is nothing to offer any comment on the above and the case will be decided on merits.

Encls:

1. PAC Certificate
2. Authorisation Letter
3. Quotation
Proprietary Certificate
To Whomsoever It May Concern

Coblation® Technology is used in the ArthroCare's ENT Coblator-II System. The Coblator-II System is a Bipolar, Radiofrequency Electrosurgical system which is used to perform tissue ablation, tissue coagulation and hemostasis via Controlled, Precise Plasma layer formation in ENT Surgery.

Coblation® is a registered Trademark of ArthroCare Corporation(U.S.A.) and as such the exclusive property of ArthroCare Corporation. ArthroCare is the Only company which manufactures Coblation Devices. A similar article is not manufactured or sold by any other firm which could be used in lieu.

The ArthroCare ENT Coblator-II system is covered by US Patents.

Coblator-II is a USFDA Approved Product with 510K Certificate No_K070374.

Coblator II has a range of wands which are device specific and are designed for a specific need of the surgical procedure. No other make or model provider is acceptable for the following reasons:

a) Proven Quality
b) Proprietary Patents
c) Internationally recognized safety and efficacy

<table>
<thead>
<tr>
<th>Catalog No. and Description</th>
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<tbody>
<tr>
<td>Catalog No. EIC4835-01 ReFlex Ultra PTR with Integrated Cable</td>
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<tr>
<td>Catalog No. EIC4845-01 ReFlex Ultra 45 with Integrated Cable</td>
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<tr>
<td>Catalog No. EIC4855-01 ReFlex Ultra 55 with Integrated Cable</td>
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<td>Catalog No. EIC4857-01 ReFlex Ultra SP with Integrated Cable</td>
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<td>Catalog No. EIC5874-01 EVac 70 Xtra HP with Integrated Cable</td>
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<td>Catalog No. EIC6895-01 Turbinator™ Wand</td>
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<td>Catalog No. EIC7070-01 PROcision™ LW Wand with Integrated Cable</td>
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<td>Catalog No. EIC7071-01 PROcision® MLW with Integrated Cable</td>
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<td>Catalog No. EIC8870-01 PROcision EZ Wand with Integrated Cable</td>
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<td>Catalog No. EIC4835-01 ReFlex Ultra PTR with Integrated Cable</td>
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For further information to undersigned can be contacted.

Kulsum Master
Sr. Mgr. Global Regulatory Services
Smith&Nephew
Manufacturer’s Authorisation Form

Date: 16-January-2019

To,
The Medical Superintendent,
J.N. Medical College & Hospital
A.M.U., Aligarh (Uttar Pradesh)

Respected Sir,

We, M/s Smith & Nephew Healthcare Pvt. Ltd., are part of the Smith & Nephew group of companies, who are proven and reputable manufacturers of our Proprietary Patented Coblation System having factories at Texas, USA hereby Authorise Messrs BVM Meditech Pvt Ltd, Address 306, 3rd Floor, Mantri Arcade, L.S.C Complex, Dilshad Garden, Delhi-110095 to submit a quotation, process the same further and enter into a contract with you against your requirement as contained in the above referred goods manufactured by us.

We further confirm that no supplier or firm or individual other than Messrs BVM Meditech Pvt Ltd, Address 306, 3rd Floor, Mantri Arcade, L.S.C Complex, Dilshad Garden, Delhi-110095 is authorised to submit a tender, process the same further and enter into a contract with you against your requirement as contained in the above goods manufactured by us.

We also hereby extend our full warranty, AMC/CMC as applicable as per meeting & negotiation of the General Conditions of Contract, read with modification, if any, in the Special Conditions of Contract for the goods and services offered for supply by the above firm against the purchase enquiry.

For Smith & Nephew Healthcare Pvt. Ltd

Mr. Ghosh TP
Business Unit Manager, ENT India
BVM/AMU /2018-2019

To,
The Medical Superintendent,
J.N. Medical College & Hospital
A.M.U., Aligarh (Uttar Pradesh)

Sub : Rate quotation for the Supply and Installation of Smith & Nephew's ArthroCare make Coblator II System
Ref : Department of ENT

Respected Sir,

We are authorized distributor for M/s Smith & Nephew, USA (ArthroCare). Who is the established and
Reputable manufacturer of Coblator II System and its Accessories & Consumables, Further as per your desire,
please find below the best possible rates for your esteemed institution

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<tr>
<th>S NO</th>
<th>CODE NO</th>
<th>PRODUCT NOMENCLATURE/DESCRIPTION</th>
<th>A/U</th>
<th>RATE/UNIT</th>
<th>TOTAL</th>
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<tbody>
<tr>
<td>01</td>
<td>EIC8000-1</td>
<td>Smith &amp; Nephew's ArthroCare make Coblator II System with Wands &amp; complete set of standard accessories Including :&lt;br&gt;1. Coblator-II Controller 1 No&lt;br&gt;2. Foot Controller 1 No&lt;br&gt;3. Power Cable 1 No&lt;br&gt;4. Flow Controller 1 No&lt;br&gt;5. Flow Control Cable 1 No&lt;br&gt;6. User Manual 1 No&lt;br&gt;7. Wand Starter Kit</td>
<td>Eqpt</td>
<td>7,22,000.00</td>
<td>7,22,000.00</td>
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Coblation System is capable of performing tissue ablation, tissue coagulation and hemostasis via
Controlled, Precise Plasma Layer

No need for the secondary patient grounding pad

- The Coblation settings is controlled by regulation on the generator as well as foot paddle from setting 1-9
- The Coagulation settings is controlled by regulation on the generator
- The Coblation Surgery System have facility to use a foot control footswitch for convenience and ease of use.
- The footswitch have the facility to control the Ablation settings from sterile (Surgeon's) field only.
- There is facility of separate switches at the foot control for Coblation and coagulation.
- The Coblation Surgery System is able to take more than 10 different types of wands for open and minimally invasive ENT procedures
- There are malleable wands which are sufficient enough for Ablation, Coagulation, and Hemostasis together with Suction & Irrigation.
- There is provision for sub-mucosal tissue ablation and shrinkage with good Hemostasis together with Suction & Irrigation.
- Subglottic reach with wands diameter 2.8mm – 3.8mm, length 19cm – 16.5cm is available respectively for dissection & removal of diseased tissue during MLS
- There isn't any separate power requirements for the Saline Flow Controller rather, it derive power and run in synchronization with Coblation Surgery System.
- The Flow controller have dual operational mode, i.e. Auto & Manual Mode.
- The quoted model/make have numerous installations in Govt. Institutes/ Hospitals of India
- It is US FDA & European CE Approved

Sub Total ₹ 7,22,000.00
IGST 12% ₹ 86,640.00
G.Total ₹ 8,08,640.00

TERMS & CONDITIONS:
- The above mentioned price is valid for 60 days from the date of quotation.
- Payment within 15-30 days after the date of installation.
- Stores will be supplied within 4-6 weeks from the receipt of confirmed order from you.
- Three years warranty of Coblator II System from the date of installation against any manufacturing defect.

TERMS OF AMC:
- AMC for 05 years. The rate of AMC will be up to maximum 8% of the value in the first year on expiry of warranty with a maximum escalation of 10% per subsequent year.
- GST 18% Will be charged extra
- Routine visits for up keeping of the equipment.
- Emergency visits, if any.
- Spare parts for repair will be charged extra.
- AMC payment term is an annual basis.
- Terms valid for one year after the warranty period are over.

Thanking You
For BVM Meditech Pvt Ltd

Vivek Vashistha
Director

Date.............
22/11/684

10 Years