

**TAMILNADU MEDICAL SERVICES CORPORATION LIMITED**

**Tender no. PKG30/LCB/TNUHP/TNMSC/ENGG/2019, DT: 25.10.2019**

for supply and installation of **OCT for Retina, Glaucoma and Cornea, Spectral Microscope, Surgical Operating Microscope, Surgical Operating Microscope for Advanced Vitreo Retinal Surgery with imaging system under JICA**

**Tender inviting officer, authority, designation and address:**

The General Manager (Equipment),  
Tamil Nadu Medical Services Corporation Ltd.,  
Egmore, Chennai – 600 008.

**Date of Invitation of bids:** 05.11.2019

**1. Name of the Equipment:** OCT for Retina, Glaucoma and Cornea (*Sch.no.1*)

**2. Make:** Heidelberg Engineering GmbH., Germany

**Model:** Spectralis Multimodal Imaging

**3. Qty:** 4 nos.

**4. Delivery places:**

**Medical College Hospitals:**

(1 no. each)

1. Trichy

2. Pudukottai

3. Thanjavur

**District Headquarters Hospital:**

(1 no. each)

1. Tiruppur

**5. No. of bids received:** 2 (two) only

**6. Details of bidders participated with their quoted model:**

<b>S.No.</b>	<b>Name and address of the firm</b>	<b>Model quoted</b>
1	M/s. Appasamy Associates Private Limited 20, SBI Officer's Colony, 1 <sup>st</sup> Street, Arumbakkam, Chennai- 600 106.	<b>Make:</b> Canon Singapore PTE Ltd., Singapore  <b>Model:</b> Xephilio OCT-A1
2	M/s. Toshbro Medicals Pvt. Ltd., 5-9-93/210, Shakti Sai Complex, Chappel Road, Hyderabad -500 001.	<b>Make:</b> Heidelberg Engineering GmbH., Germany  <b>Model:</b> Spectralis Multimodal Imaging

**7.Shortlisted Bidder:** M/s. Toshbro Medicals Pvt. Ltd.,

**8. List of bidders whose bids were rejected and reasons:**

The model quoted by **M/s. Appasamy Associates Private Limited** doesn't meet these technical specification points:

- a) *High resolution Infra-red Fundus Imaging*
- b) *Multi-Color Fundus\_Imaging with simultaneous display Blue reflectance, Green reflectance and infrared reflectance maps.*
- c) *Fundus Auto Fluorescence(FAF)*
- d) *Fluorescein Angiography(FA)*
- e) *Indo Cyanine Green Angiography(ICGA)*
- f) *Simultaneous FA/ICGA*
- g) The system shall have confocal Camera head for simultaneous acquisition of IR/OCT, FA/OCT, FAF/OCT, FA/ICGA Imaging.
- h) The system shall have standard 30 x 30 Degree field of View lens and wide field 55 X 55 degree Field of view OCT imaging lenses for covering Macular region, ONH and peripheral retina.
- i) **Glaucoma Evaluation Module:**
  - i. It shall have accurate auto alignment software to align baseline and progression scans for precise evaluation of Glaucoma. It must have segmentation of all retinal layers and give thickness maps of each of these layers. In addition to RNFL thickness, it shall be possible to detect Bruch's membrane opening and fovea centralis for precise ONH Analysis. The system shall include Posterior pole Asymmetry analysis to map asymmetry in upper & lower hemisphere in each eye and between both eyes.

**j) Specifications of Angiography Module:**

- i. The System shall have confocal optics for acquisition of high resolution Auto.
- ii. Fluorescence images. It shall be possible to simultaneously acquire OCT scan along with
- iii. Fundus Auto Fluorescence image.
- iv. The system shall use 488nm wavelength of light to perform Fluorescein Angiography. It shall be possible to record the flow of dye in the movie mode.

- v. The system shall use 790nm wavelength of light to perform Indo Cyanine Green Angiography (ICGA). The system shall be capable of record and acquire initial flow of the dye also through the choroidal vessels.
- vi. The System shall be optimized to match the peak excitation of fluorescein & ICG and image both dyes simultaneously, providing a picture of both retinal and choroidal circulation at the same time.
- vii. It shall be possible to perform Composite Imaging by panning the camera head vertically or horizontally during the capture of single images. The system shall have software to automatically evaluate and align them to one another and create a large composite image.
- viii. It shall be possible to perform Iris Angiography.
- ix. It shall be possible to upgrade with OCT Angiography.

**k) Configuration of the System:** Ultra-wide field Lens 102 degree lens for Angiography.

**9. Price details:**

<b>Name of the firm</b>		<b>M/s. Toshbro Medicals Pvt. Ltd, Hyderabad</b>
<b>Equipment Details</b>		<b>Make:</b> Heidelberg Engineering GmbH., Germany <b>Model:</b> Spectralis Multimodal Imaging
<b>Qty</b>		4
<b>Unit price w/o tax (Rs)</b>		1,49,32,000
<b>Unit price with tax (Rs)</b>		1,67,23,840
<b>Total price w/o tax (Rs)</b>		5,97,28,000
<b>Total with Tax (INR)</b>		6,68,95,360
<b>CAMC (INR) (excl. GST)</b>	<b>4th year</b>	5,00,000
	<b>5th year</b>	5,50,000
	<b>6th year</b>	6,05,000
	<b>7th year</b>	6,65,500
	<b>8th year</b>	7,32,050
	<b>9th year</b>	8,05,255
	<b>10th year</b>	8,85,780

<b>Evaluated price with CAMC at NPV rate of 8% per annum for 4 nos. (INR)</b>	7,14,77,311.71
<b>Position</b>	L1

**a) Final offer provided by the responsive L1 bidder after negotiations:**

- (i) Equipment Cost: INR 1,47,01,562.50 (excl. GST)
- (ii) **CAMC rate per unit for 7 Years after 3 years warranty (excl. GST):**  
No discount offered

**10. Award details:**

The Purchase order **Ref. 003/PKG30/LCB/TNUHP/TNMSC/ENGG/2019 dt. 25.09.2020** was placed on responsive L1 bidder, M/s. Toshbro Medicals Pvt. Ltd., at a total value of **INR 6,58,63,000/- (incl. GST) for 4 Nos.**

\*\*\*\*\*

**1. Name of the Equipment:** Spectral Microscope (*Sch.no.2*)

**2. Make:** Tomey Corporation, Japan

**Model:** EM-4000

**3. Qty:** 2 nos.

**4. Delivery places:**

**Medical College Hospitals:** (1 no. each)

1. Tirunelveli

2. Thanjavur

**5. No. of bids received:** 1 (one) only

**6. Details of bidders participated with their quoted model:**

<b>S.No.</b>	<b>Name and address of the firm</b>	<b>Model quoted</b>
1	M/s. My Healthskape Medicals Pvt. Ltd., 4/425 A, Sharma Industrial Estate, Walldhat Road, Gurgaon(East), Mumbai - 400063	<b>Make:</b> Tomey Corporation, Japan  <b>Model:</b> EM-4000

**7. Shortlisted Bidder:** M/s. My Healthskape Medicals Pvt. Ltd.,

**8. List of bidders whose bids were rejected and reasons:** Not Applicable

**9. Price details:**

<b>Name of the firm</b>	<b>M/s. My Healthskape Medicals Pvt. Ltd., Mumbai</b>
<b>Qty</b>	2
<b>Unit price w/o tax (INR)</b>	10,00,000.00
<b>Total price w/o tax (INR)</b>	20,00,000.00
<b>Total with Tax (INR)</b>	22,40,000.00
<b>CAMC (INR)</b>	<i>excl. GST</i>
<b>4th year</b>	90,000
<b>5th year</b>	90,000
<b>6th year</b>	90,000
<b>7th year</b>	90,000
<b>8th year</b>	90,000
<b>9th year</b>	90,000
<b>10th year</b>	90,000
<b>Evaluated price with CAMC at NPV rate of 8% per annum for 2 nos. (INR)</b>	28,03,376.00
<b>Position</b>	L1

**a) Final offer provided by the responsive L1 bidder after negotiations:**

- (i) Equipment Cost: No discount offered
- (ii) **CAMC rate per unit for 7 Years after 3 years warranty (excl. GST):**  
No discount offered

**10. Award details:**

The Purchase order **Ref. 001/PKG30/LCB/TNUHP/TNMSC/ENGG/2019 dt. 06.08.2020** was placed on responsive L1 bidder, M/s. My Healthskape Medicals Pvt. Ltd., at a total value of **INR 22,40,000/- (incl. GST) for 2 Nos.**

\*\*\*\*\*

**1. Name of the Equipment:** Surgical Operating Microscope (*Sch.no.3*)

**2. Make:** Carl Zeiss, Germany **Model:** Opmi Lumera 300

**3. Qty:** 14 nos.

#### **4. Delivery places:**

##### **Medical College Hospitals:**

(1 no. each)

1. Nagercoil
2. Salem
3. Thanjavur
4. Trichy
5. Vellore
6. Tirunelveli
7. Thoothukudi
8. Pudukottai

##### **District Headquarters Hospitals:**

(1 no. each)

1. Erode
2. Tiruppur
3. Krishnagiri
4. Cuddalore
5. Dindigul
6. Periyakulam

**5. No. of bids received:** 2 (two) only

##### **6. Details of bidders participated with their quoted model:**

<b>S.No.</b>	<b>Name and address of the firm</b>	<b>Model quoted</b>
1	M/s. Appasamy Associates Private Limited 20, SBI Officer's Colony, 1 <sup>st</sup> Street, Arumbakkam, Chennai- 600106	<b>Make:</b> Appasamy Associates Pvt. Ltd., India <b>Model:</b> Advent FS-9
2	M/s. Carl Zeiss India(Bangalore) Pvt. Ltd., Plot No.3, Jigani Link Road, Bommasandra Industrial Area, Bangalore - 560099	<b>Make:</b> Carl Zeiss, Germany <b>Model:</b> Opmi Lumera 300
3	M/s Ascon Medical Instruments Pvt. Ltd., No.50/139, Seven Hills Avenue, Poonammalle Road, Ekkatuthangal, Chennai - 600 032.	<b>Make:</b> Takagi, Japan <b>Model:</b> OM-9

**7. Shortlisted Bidder:** M/s. Carl Zeiss India (Bangalore) Pvt. Ltd.,

##### **8. List of bidders whose bids were rejected and reasons:**

a) The model quoted by **M/s. Appasamy Associates Private Limited**, doesn't meet the following technical specifications:

- i. Apochromatic optics
- ii. Integrated assistant interface Illumination
- iii. Bright Flex illumination LED light source Filters Color enhancement, HaMode, blue-blocking Operation
- iv. Integrated HD camera (1080p)

**b)** The model quoted by **M/s Ascon Medical Instruments Pvt. Ltd.**, doesn't meet the following technical specifications:

- i. Binocular tube 45° inclined tube f = 170 mm
- ii. Integrated assistant interface Illumination
- iii. Integrated HD camera (1080p)

**9. Price details:**

<b>Name of the firm</b>	<b>M/s. Carl Zeiss India(Bangalore) Pvt. Ltd, Bangalore Medicals Pvt. Ltd., Mumbai</b>
<b>Equipment Details</b>	<b>Make:</b> Carl Zeiss, Germany <b>Model:</b> Opmi Lumera 300
<b>Qty.</b>	14
<b>Unit price w/o tax (INR)</b>	27,75,000
<b>Total price w/o tax (INR)</b>	3,88,50,000
<b>Total with Tax (INR)</b>	4,58,43,000
<b>CAMC (INR)</b>	<i>excl. GST</i>
<b>4th year</b>	97,000
<b>5th year</b>	1,01,850
<b>6th year</b>	1,06,942
<b>7th year</b>	1,12,290
<b>8th year</b>	1,17,904
<b>9th year</b>	1,23,799
<b>10th year</b>	1,29,989
<b>Evaluated price with CAMC at NPV rate of 8% per annum for 14 nos. (INR)</b>	4,57,94,955.10
<b>Position</b>	L1

**a) Final offer provided by the responsive L1 bidder after negotiations:**

- (i) Equipment Cost: INR 27,61,125/-
- (ii) **CAMC rate per unit for 7 Years after 3 years warranty (excl. GST):**  
No discount offered

**10. Award details:**

The Purchase order **Ref. 004/PKG30/LCB/TNUHP/TNMSC/ENGG/2019 dt. 25.09.2020** was placed on responsive L1 bidder, M/s. Carl Zeiss India (Bangalore) Pvt. Ltd., at a total value of **INR 4,56,13,785/- (incl. GST) for 14 Nos.**

\*\*\*\*\*

**1. Name of the Equipment:** Surgical Operating Microscope for Advanced Vitreo Retinal Surgery (*Sch.no.4*)

**2. Make:** Carl Zeiss, Germany **Model:** Opmi Lumera 700 with Resight 700

**3. Qty:** 3 nos.

**4. Delivery places:**

**Medical College Hospitals:** (1 no. each)

1. Tirunelveli
2. Salem
3. Thanjavur

**5. No. of bids received:** 2 (two) only

**6. Details of bidders participated with their quoted model:**

S.No.	Name and address of the firm	Model quoted
1	M/s. Appasamy Associates Private Limited 20, SBI Officer's Colony, 1 <sup>st</sup> Street, Arumbakkam, Chennai- 600106	<b>Make:</b> Appasamy Associates Pvt. Ltd., India <b>Model:</b> Truglow FS-1
2	M/s. Carl Zeiss India(Bangalore) Pvt. Ltd., Plot No.3, Jigani Link Road, Bommasandra Industrial Area, Bangalore - 560099	<b>Make:</b> Carl Zeiss, Germany <b>Model:</b> Opmi Lumera 700 with Resight 700

**7. Shortlisted Bidder:** M/s. Carl Zeiss India (Bangalore) Pvt. Ltd.,

**8. List of bidders whose bids were rejected and reasons:**

The model quoted by **M/s. Appasamy Associates Private Limited**, doesn't meet the following technical specifications:

1. Focusing: electric / motorized, focus range: 70 mm
2. Objective lens: f = 200 mm (optionally also f = 175 mm or f = 225 mm with support ring)
3. Binocular tube: Inverter tube E (optionally also Inverter tube, 180° swivel tube, f = 170 mm, inclined tube, f = 170 mm)
4. SCI: Coaxial and full-field illumination or equivalent.
5. Backup lamp in lamp housing, can be slid into position manually.
6. 25 % gray filter Blue blocking filter Fluorescence filter.
7. Slit widths: 0.2 mm, 2 mm, 3 mm, and 4 mm.
8. Slit height: 12 mm.



9. Mechanical data Focusing range with LH200 aspheric lens holder: 38 mm (position of intermediate image) Rotation angle, aspheric lens turret and holder: 0° – 360° existing aspheric lenses 60 D, 128 D Weight: 0.50 kg Safety range Minimum 110 mm.

**9. Price details:**

<b>Name of the firm</b>	<b>M/s. Carl Zeiss India(Bangalore) Pvt. Ltd, Bangalore</b>
<b>Equipment Details</b>	<b>Make:</b> Carl Zeiss, Germany <b>Model:</b> Opmi Lumera 700 with Resight 700
<b>Qty.</b>	3
<b>Unit price w/o tax (INR)</b>	1,29,00,000
<b>Total price w/o tax (INR)</b>	3,87,00,000
<b>Total with Tax (INR)</b>	4,56,66,000
<b>CAMC (INR)</b>	<i>excl. GST</i>
<b>4th year</b>	3,47,000
<b>5th year</b>	3,64,350
<b>6th year</b>	3,82,568
<b>7th year</b>	4,01,696
<b>8th year</b>	4,21,781
<b>9th year</b>	4,42,870
<b>10th year</b>	4,63,013
<b>Evaluated price with CAMC at NPV rate of 8% per annum for 3 nos. (INR)</b>	4,40,20,789.61
<b>Position</b>	L1

**a) Final offer provided by the responsive L1 bidder after negotiations:**

- (i) Equipment Cost: INR 1,28,67,750/-
- (ii) **CAMC rate per unit for 7 Years after 3 years warranty (excl. GST):**  
No discount offered

**10. Award details:**

The Purchase order **Ref. 002/PKG30/LCB/TNUHP/TNMSC/ENGG/2019 dt. 06.08.2020** was placed on responsive L1 bidder, M/s. Carl Zeiss India (Bangalore) Pvt. Ltd., at a total value of **INR 4,55,51,835/- (incl. GST) for 3 Nos.**