

**TAMILNADU MEDICAL SERVICES CORPORATION LIMITED**

**Tender no. PKG31/LCB/TNUHP/TNMSC/ENGG/2019 Dt.25.10.19**

for Supply and Installation of **Optical Biometer, Phaco Machine, Pascal Pattern Laser and Posterior Vitrectomy Machine** for Medical College Hospitals and District Headquarters Hospitals at various districts Of Tamilnadu **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:** 06.11.2019

**Schedule1:**

**1. Name of the Equipment :** Optical Biometer

**2. Make/Model:** Carl Zeiss/ IOL Master 500

**3. Qty:** 1 no.

**4. Delivery places:**

**Medical College Hospital:** Thanjavur

**5. No. of bids received:** 3 (Three) only

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

<b>S. No.</b>	<b>Name and address of the firm</b>	<b>Make/ Model quoted</b>
1	M/s. Carl Zeiss India(Bangalore) Pvt. Ltd. Plot No.3, Jigani Link Road, Bommasandra Industrial Area, Bangalore - 560099	<b>Make:</b> Carl Zeiss <b>Model:</b> IOL Master 500
2	M/s. Biomedix Optotechnik And Devices Pvt. Ltd. #258, Amarjyothi Layout, Domlur, Bangalore - 560071	<b>Make:</b> HAAG Streit <b>Model:</b> Lenstar APS Essential LS-900
3	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> OA-2000

**7. Shortlisted Bidders:**

- a) M/s. Carl Zeiss India(Bangalore) Pvt. Ltd.
- b) M/s. Biomedix Optotechnik And Devices Pvt. Ltd
- c) M/s. My Healthskape Medicals Pvt. Ltd.

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

**9. Price details:**

<b>Name of the firm</b>		<b>M/s. Biomedix Optotechnik And Devices Pvt. Ltd., Bangalore</b>	<b>M/s. Carl Zeiss India(Bangalore) Pvt. Ltd., Bangalore</b>	<b>M/s. My Healthskape Medicals Pvt. Ltd., Mumbai</b>
Qty		1	1	1
Unit price w/o tax (Rs)		18,50,000.00	21,00,000.00	27,08,765.00
Total price w/o tax (Rs)		18,50,000.00	21,00,000.00	27,08,765.00
Total with 12% Tax (Rs)		20,72,000.00	23,52,000.00	30,33,816.80
CAMC (Rs.)	4th year	95,000.00	1,58,000.00	1,47,000.00
	5th year	1,00,000.00	1,58,000.00	1,47,000.00
	6th year	1,05,000.00	1,58,000.00	1,47,000.00
	7th year	1,10,000.00	1,58,000.00	1,47,000.00
	8th year	1,15,000.00	1,58,000.00	1,47,000.00
	9th year	1,20,000.00	1,58,000.00	1,47,000.00
	10th year	1,25,000.00	1,58,000.00	1,47,000.00
Evaluated Price with tax + CAMC (Rs)		25,56,114.50	30,57,185.60	36,89,907.20
Evaluated Price with tax + CAMC with GST @18% (Rs)		26,43,255.11	31,84,119.01	38,08,003.47
Position		<b>L1</b>	<b>L2</b>	<b>L3</b>

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

(i) Equipment Cost: 18,13,000.00

**ii) CAMC rate:**

<b>CAMC rates excluding GST @18% (Rs.)</b>			
4 <sup>th</sup> year	90,250.00	8 <sup>th</sup> year	1,09,250.00
5 <sup>th</sup> year	95,000.00	9 <sup>th</sup> year	1,14,000.00
6 <sup>th</sup> year	99,750.00	10 <sup>th</sup> year	1,18,750.00
7 <sup>th</sup> year	1,04,500.00		

**10. Award details:**

The Purchase order **Ref. PKG31/LCB/TNUHP/TNMSC/ENGG/2019-1 dt. 23.07.2020** was placed on responsive L1 bidder, M/s. Biomedix Optotechnik And Devices Pvt. Ltd, at a total value of **INR 20,30,560/- (incl. GST) for 1 No.**

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## **Schedule2:**

**1. Name of the Equipment :** Phaco Machine

**2. Make/Model:** Alcon Laboratories/ Legion

**3. Qty:** 14 nos.

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

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

*(1 No. each)*

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

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

*(1 No. each)*

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

**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>Make/ 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. <b>Model:</b> Galaxy Pro Orbit
2	M/s. Green Apple Medical Systems Flat. No.E310, SVSS Nivas, H.No. 7-2- 1813/5/A/1, Street No.1, Czech Colony, Sanathnagar, Hyderabad - 500018	<b>Make:</b> Alcon Laboratories <b>Model:</b> Legion

**7. Shortlisted Bidder:** M/s. Green Apple Medical Systems

**8. Bidder whose bids was rejected and reasons:** M/s. Appasamy Associates Private Limited

### **Reasons for Rejection:**

Based on the specialists remarks the following technical points did not comply during the demo:

- a) Shall have the ability to drive high performance four crystal hand piece: **42khz**, piezoelectric, slim, light weight and autoclavable.
- b) Shall have a 'visco' mode to remove visco elastic from the eye.

- c) Shall have aspiration flow rate capabilities upto 60cc/min in both linear & fixed modes throughout allphaco/ia/vitsub modes.
- d) The burst mode shall have the capability to vary the burst width from 5ms to 500ms in both linear & fixed modes.
- e) Ability to drive a guillotine electrical cutter for anterior vitrectomy upto 2000 cpm or more.
- f) Have a wireless remote control.
- g) Shall be able to support the MCCA platform (micro co-axial cataract surgery) i.e via 2.2 mm incision.

**9. Price details:**

<b>Name of the firm</b>		<b>M/s. Green Apple Medical Systems, Hyderabad</b>
Unit price w/o tax (Rs)		29,85,040.00
Total price w/o tax (Rs)		4,17,90,560.00
Total with 12% Tax (Rs)		4,68,05,427.20
CAMC (Rs.)	4th year	1,38,915.00
	5th year	1,45,861.00
	6th year	1,53,154.00
	7th year	1,60,811.00
	8th year	1,68,852.00
	9th year	1,77,295.00
	10th year	1,86,159.00
Evaluated Price with tax + CAMC (Rs)		5,67,51,399.85
Evaluated Price with tax + CAMC with GST @18% (Rs)		5,85,41,674.92
Position		<b>L1</b>

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

- (i) Equipment Cost: No discount offered
- (ii) CAMC rate: No discount offered

**10. Award details:**

The Purchase order **Ref. PKG31/LCB/TNUHP/TNMSC/ENGG/2019-3 dt. 30.11.2020** was placed on responsive L1 bidder, M/s. Green Apple Medical Systems, at a total value of **INR 4,68,05,427.20 (incl. GST) for 14 Nos.**

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### **Schedule 3:**

**1. Name of the Equipment:** *Pattern Scanning Laser*

**2. Make/Model:** Appasamy Associates Pvt. Ltd./ Jericho

**3. Qty:** 4 nos.

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

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

*(1 No. each)*

1. Salem
2. Thanjavur
3. Trichy
4. Tirunelveli

**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>Make/ 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. <b>Model:</b> Jericho
2	M/s. Biomedix Optotechnik And Devices Pvt. Ltd. #258, Amarjyothi Layout, Domlur, Bangalore - 560071	<b>Make:</b> Iridex Corporation <b>Model:</b> IQ532

**7. Shortlisted Bidder:** M/s. Appasamy Associates Private Limited

#### **8. Bidder whose bids was rejected and reasons:**

M/s. Biomedix Optotechnik and Devices Pvt. Ltd.

Reason for Rejection: Demo not shown to specialist

#### **9. Price details:**

<b>Name of the firm</b>		<b>M/s. Appasamy Associates Private Limited, Chennai</b>
		<b>Price as quoted</b>
Unit price w/o tax (Rs)		19,50,000.00
Total price w/o tax (Rs)		78,00,000.00
Total with 12% Tax (Rs)		87,36,000.00
	4th year	75,000.00
	5th year	75,000.00
	6th year	75,000.00

CAMC (Rs.)	7th year	75,000.00
	8th year	75,000.00
	9th year	75,000.00
	10th year	75,000.00
Evaluated Price with tax + CAMC with GST @18% (Rs)		1,03,15,972.80
Position		<b>L1</b>

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

- (i) Equipment Cost: Rs. 19,40,000.00
- (ii) CAMC rate: No discount offered

**10. Award details:**

The Purchase order **Ref. PKG31/LCB/TNUHP/TNMSC/ENGG/2019-2 dt. 23.07.2020** was placed on responsive L1 bidder, M/s. Appasamy Associates Private Limited, at a total value of **INR 86,91,200/- (incl. GST) for 4 Nos.**

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**Schedule 4:**

**1. Name of the Equipment:** *Posterior Vitrectomy Machine*

**2. Make/Model:** Alcon Laboratories/ Constellation Vision System (CVS LXT)

**3. Qty:** 3 nos.

**4. Delivery places:**

**Medical College Hospitals:**

*(1 No. each)*

- 1. Salem
- 2. Thanjavur
- 3. Tirunelveli

**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	Make/ 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. <b>Model:</b> Galaxy Robot

2	M/s. Green Apple Medical Systems Flat. No.E310, SVSS Nivas, H.No. 7-2-1813/5/A/1, Street No.1, Czech Colony, Sanathnagar, Hyderabad - 500018	<b>Make:</b> Alcon Laboratories <b>Model:</b> Constellation Vision System (CVS LXT)
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**7. Shortlisted Bidder:** M/s. Green Apple Medical Systems

**8. Bidder whose bids was rejected and reasons:**

M/s. Appasamy Associates Private Limited

**Reasons for Rejection:**

Based on the specialists remarks the following technical points did not comply during the demo:

- Illumination: The system shall have dual port Xenon Illumination.
- The Green Laser shall have dual port option.
- Shall be a diode pumped frequency doubled solid state laser.
- Shall have power source for LIO on the Console itself
- The System shall have Auto Gas Fill (C3F8 and SF6) option.
- Shall have facility for setting up the machine with video help and wizard help.
- Shall have European CE Marked or US FDA

**9. Price details:**

<b>Name of the firm</b>		<b>M/s. Green Apple Medical Systems, Hyderabad (Make: Alcon Laboratories Model: Constellation Vision System (CVS LXT))</b>
Qty		3
Unit price w/o tax (Rs)		1,03,00,000.00
Total price w/o tax (Rs)		3,09,00,000.00
Total with 12% Tax (Rs)		3,46,08,000.00
CAMC (Rs.)	4th year	3,08,710.00
	5th year	3,30,320.00
	6th year	3,53,433.00
	7th year	3,78,184.00
	8th year	4,04,656.00
	9th year	4,32,982.00
	10th year	4,63,291.00
Evaluated Price with tax + CAMC with GST @18% (Rs)		4,05,13,978.25
Position		<b>L1</b>

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

- (i) Equipment Cost: No discount offered
- (ii) CAMC rate: No discount offered

**10. Award details:**

The Purchase order **Ref. PKG31/LCB/TNUHP/TNMSC/ENGG/2019-3 dt. 30.11.2020** was placed on responsive L1 bidder, M/s. Green Apple Medical Systems, at a total value of **INR 3,46,08,000.00 (incl. GST) for 3 Nos.**

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