

**TAMILNADU MEDICAL SERVICES CORPORATION LIMITED**

**Tender no. PKG33/LCB/TNUHP/TNMSC/ENGG/2019, DT: 25.10.2019**

for supply and installation of **Arthroscope Entire 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:** 06.11.2019

**1. Name of the Equipment:** *Arthroscope Entire System (Sch.no.1)*

**2. Make:** Stryker

**Model:**

1. Arthroscope: Ideal Eyes HD
2. Integrated Arthroscopy Resection System: Crossfire Console Kit  
(Integrated system: RF & Shaver system)
3. Foot Switch: Crossfire Foot Switch International
4. LED Light Source: L10 Precision LED light source
5. Light Cable: Fiberoptic light 5mm x 10 ft
6. Endoscopic Camera: 1488 HD Camera system
7. LED Flat Panel Monitor: Stryker
8. Arthro Pump: Make: SHREK, China
9. Endoscopy Trolley: KARE IOS
10. ACL & PCL SYSTEM Complete Set: KARE IOS

**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 Hospital:**

- (1 no. each)
1. Erode
  2. Tiruppur
  3. Krishnagiri
  4. Periyakulam
  5. Cuddalore
  6. Dindigul

**5. No. of bids received:** 4 (four) only

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

S.No.	Name and address of the firm	Model quoted
1	M/s. Indian Orthocare Surgicals, Old No.4, New No.7, 91 <sup>st</sup> street, Ashok Nagar, Chennai – 600 083.	<p><b>a) Make:</b> Stryker, USA  <b>Model:</b>            1. <u>Arthroscope</u>: Ideal Eyes HD            2. <u>Integrated/ Separate Arthroscopy Resection System</u>: Crossfire II Console            (<u>Integrated system: RF &amp; Shaver system</u>)            3. <u>Foot Switch</u>: Crossfire Foot Switch International            4. <u>LED Light Source</u>: L10 Precision LED light source            5. <u>Light Cable</u>: Fiberoptic light 5mm x 10 ft            6. <u>Endoscopic Camera</u>: 1488 HD Camera system            7. <u>LED Flat Panel Monitor</u>: Stryker            8. <u>Arthro Pump</u>:  <u>Option1:</u>            Make: Stryker, USA            9. <u>Endoscopy Trolley</u>: Kare IOS            10. <u>ACL &amp; PCL SYSTEM Complete Set</u>:            Make: Stryker</p> <hr/> <p><b>b) Make:</b> Stryker, USA  <b>Model:</b>            1. <u>Arthroscope</u>: Ideal Eyes HD            2. <u>Integrated/ Separate Arthroscopy Resection System</u>: Crossfire II Console            (<u>Integrated system: RF &amp; Shaver system</u>)            3. <u>Foot Switch</u>: Crossfire Foot Switch International            4. <u>LED Light Source</u>: L10 Precision LED light source            5. <u>Light Cable</u>: Fiberoptic light 5mm x 10 ft            6. <u>Endoscopic Camera</u>: 1488 HD Camera system            7. <u>LED Flat Panel Monitor</u>: Stryker            8. <u>Arthro Pump</u>:  <u>Option2:</u>            Make: Shrek, China            9. <u>Endoscopy Trolley</u>: Kare IOS</p>

S.No.	Name and address of the firm	Model quoted
		<p>10.ACL &amp; PCL SYSTEM Complete Set: <i>Make: Stryker</i></p> <hr/> <p><b>c) Make:</b> Stryker, USA <b>Model:</b>  1. <u>Arthroscope</u>: Ideal Eyes HD  2. <u>Integrated/ Separate Arthroscopy Resection System</u>:  (<u>Separate system: RF &amp; Shaver system</u>)  3. <u>Foot Switch</u>: Crossfire Foot Switch International  4. <u>LED Light Source</u>: L10 Precision LED light source  5. <u>Light Cable</u>: Fiberoptic light 5mm x 10 ft  6. <u>Endoscopic Camera</u>: 1488 HD Camera system  7. <u>LED Flat Panel Monitor</u>: Stryker  8.<u>Arthro Pump</u>:  <u>Option1</u>:  Make: Stryker, USA  9.<u>Endoscopy Trolley</u>:  Kare IOS  10.ACL &amp; PCL SYSTEM Complete Set: <i>Make: Stryker</i></p> <hr/> <p><b>d) Make:</b> Stryker, USA <b>Model:</b>  1. <u>Arthroscope</u>: Ideal Eyes HD  2. <u>Integrated/ Separate Arthroscopy Resection System</u>:  (<u>Separate system: RF &amp; Shaver system</u>)  3. <u>Foot Switch</u>: Crossfire Foot Switch International  4. <u>LED Light Source</u>: L10 Precision LED light source  5. <u>Light Cable</u>: Fiberoptic light 5mm x 10 ft  6. <u>Endoscopic Camera</u>: 1488 HD Camera system  7. <u>LED Flat Panel Monitor</u>: Stryker  8.<u>Arthro Pump</u>:  <u>Option2</u>:  Make: Shrek, China  9.<u>Endoscopy Trolley</u>:  Kare IOS  10.ACL &amp; PCL SYSTEM Complete Set: <i>Make: Stryker</i></p>

S.No.	Name and address of the firm	Model quoted
2	M/s. Medi Biotek (India) Pvt. Ltd., No.4/29, Letangs Road, Vepery, Chennai – 600 007.	<p><b>Make:</b> Conmed, USA  <b>Model:</b>  1. <u>Arthroscope</u>: 4K Ultra HD  2. <u>Integrated/ Separate Arthroscopy Resection System</u>:  (<u>Separate systems</u>)  (i) <u>RF system</u>: Edge Bipolar Arthroscopic RF System (ii)<u>Shaver system</u>: E9000  3. <u>Foot Switch</u>: AES-FC Arthroscopic Energy Foot Control  4. <u>LED Light Source</u>: LS8000 Direct LED light source  5. <u>Light Cable</u>: LG1050  6. <u>Endoscopic Camera</u>: IM8000 Camera  7. <u>LED Flat Panel Monitor</u>: Conmed HD1080p LED  8. <u>Arthro Pump</u>: 24K  9. <u>Endoscopy Trolley</u>: VP8500 Video Cart  10. <u>ACL &amp; PCL SYSTEM Complete Set</u>:  <b>Make: Conmed</b></p>
3	M/s. Avana Medical Devices Pvt. Ltd., No.91, Sundar Nagar, 4 <sup>th</sup> Avenue, Nandambakkam, Chennai – 600 032.	<p><b>Make:</b> Arthrex, Germany  <b>Model:</b>  1. <u>Arthroscope</u>: Synergy UHD 4K  2. <u>Integrated/ Separate Arthroscopy Resection System</u>:  (<u>Separate systems</u>)  (i) <u>RF system</u>: Synergy RF Console  (ii) <u>Shaver system</u>: Synergy Resection  3. <u>Foot Switch</u>: Synergy RF Foot Switch  4. <u>LED Light Source</u>: High Output LED Light Source with 100W  5. <u>Light Cable</u>: Wolf style  6. <u>Endoscopic Camera</u>: 4K Camera System  7. <u>LED Flat Panel Monitor</u>: 27" 4K HD LED Monitor  8. <u>Arthro Pump</u>: Synergy Continuous Wave (CW)4 pump  9. <u>Endoscopy Trolley</u>: Indigenous Trolley  10. <u>ACL &amp; PCL SYSTEM Complete Set</u>:  <b>Make: Arthrex</b></p>

S.No.	Name and address of the firm	Model quoted
4	M/s. Smith & Nephew Healthcare Pvt. Ltd., B-501-509 Dynasty Business Park, Andheri-Kurla Road, Andheri (E), Mumbai – 400 059.	<b>Make:</b> Inmed, India <b>Model:</b> 1. <u>Arthroscope</u> : Dyonics HD Scope 2. <u>Integrated/ Separate Arthroscopy Resection System</u> : <u>(Separate systems)</u> (i)RF system: Quantum II (ii)Shaver system: Dyonics II (hand & foot control) 3. <u>Foot Switch</u> : Quantum II 4. <u>LED Light Source</u> : LED Light source LED 3000 5. <u>Light Cable</u> : Lens HD 6. <u>Endoscopic Camera</u> : 560 Series HD Camera System 7. <u>LED Flat Panel Monitor</u> : Lens HD 8. <u>Arthro Pump</u> : Go Flow 9. <u>Endoscopy Trolley</u> : Indian Make 10. <u>ACL &amp; PCL SYSTEM Complete Set</u> : Make: Accufex

**7. Shortlisted Bidders:**

- M/s. Indian Orthocare Surgicals
- M/s. Medi Biotek (India) Pvt. Ltd.,
- M/s. Avana Medical Devices Pvt. Ltd.,
- M/s. Smith & Nephew Healthcare Pvt. Ltd.,

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

**9. Price details:**

**Sch. No. 1a – Arthroscope Entire System with integrated Arthroscopy Resection System (Shaver & RF Ablation System)**

Sl. No	Name of the bidders Quoted, Model & Make	Unit price w/o tax (Rs)	CAMC price per yr/unit after 3 yrs warranty for 7yrs(Rs)	Evaluated price with CAMC at NPV rate of 8% per annum for 14 nos. (INR)	Position
1.	M/s. Indian Orthocare Surgicals Make : Stryker, USA	30,02,767	85,000.00 - 4 <sup>th</sup> yr to 10 yr (GST extra as applicable)	5,23,94,594.56	L1

Sl. No	Name of the bidders Quoted, Model & Make	Unit price w/o tax (Rs)	CAMC price per yr/unit after 3 yrs warranty for 7yrs(Rs)	Evaluated price with CAMC at NPV rate of 8% per annum for 14 nos. (INR)	Position
	SHREK Arthroscopy Pump				
2	M/s. Indian Orthocare Surgicals Make : Stryker, USA Stryker Arthroscopy Pump	35,56,574	1,04,000.00 - 4 <sup>th</sup> yr to 10 yr (GST extra as applicable)	6,22,65,499.52	L2
3	M/s. Smith & Nephew Healthcare Pvt. Ltd.	34,40,500	4 <sup>th</sup> yr - 2,75,240.00 5 <sup>th</sup> yr to 10 <sup>th</sup> yr - 3,14,640.00 (GST extra as applicable, present GST @18%)	7,31,69,397.39	L3

**Sch. No. 1b - Arthroscope Entire System with separate Arthroscopy Resection System (Shaver & RF Ablation System)**

Sl. No	Name of the bidders Quoted, Model & Make	Unit price w/o tax (Rs)	CAMC price per yr/unit after 3 yrs warranty for 7yrs(Rs)	Evaluated price with CAMC at NPV rate of 8% per annum for 14 nos. (INR)	Position
1.	M/s. Indian Orthocare Surgicals Make : Stryker, USA SHREK Arthroscopy Pump	33,43,433	1,00,000.00 - 4 <sup>th</sup> yr to 10 yr (GST extra as applicable)	5,86,73,509.44	L1
2	M/s. Indian Orthocare Surgicals Make : Stryker, USA	38,97,240	1,17,8000.00 - 4 <sup>th</sup> yr to 10 yr (GST extra as applicable)	6,84,69,432.64	L2

Sl. No	Name of the bidders Quoted, Model & Make	Unit price w/o tax (Rs)	CAMC price per yr/unit after 3 yrs warranty for 7yrs(Rs)	Evaluated price with CAMC at NPV rate of 8% per annum for 14 nos. (INR)	Position
	Stryker Arthroscopy Pump				
3	M/s. Avana Medical Devices Pvt. Ltd. Model / Make : Germany & USA	40,19,404	4 <sup>th</sup> yr – 2,70,000.00 5 <sup>th</sup> yr – 2,83,500.00 6 <sup>th</sup> yr – 2,97,675.00 7 <sup>th</sup> yr – 3,12,559.00 8 <sup>th</sup> yr – 3,28,187.00 9 <sup>th</sup> yr – 3,44,596.00 10 <sup>th</sup> yr – 3,61,826.00 (GST extra as applicable, present GST @18%)	8,09,01,214. 57	L3
4	M/s. Medi Biotek (India) Pvt. Ltd. Model / Make : USA	57,49,985	4 <sup>th</sup> yr – 2,87,450.00 5 <sup>th</sup> yr – 3,01,822.00 6 <sup>th</sup> yr – 3,16,913.00 7 <sup>th</sup> yr – 3,32,758.00 8 <sup>th</sup> yr – 3,49,395.00 9 <sup>th</sup> yr – 3,66,865.00 10 <sup>th</sup> yr – 3,82,208.00 (GST extra as applicable)	10,91,89,367 .56	L4

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

Sl. No	Name of the Equipment & Bidder	Unit price without GST (Rs)	
		Quoted price	After Negotiation
1 (a)	<b>Option (b) Arthroscope Entire System with integrated Arthroscopy Resection System (Shaver &amp; RF Ablation System)</b>  M/s. Indian Orthocare Surgicals Make : Stryker, USA SHREK Arthroscopy Pump	30,02,767.00	30,00,000.00
1(b)	<b>Option (b) Arthroscope Entire System with separate Arthroscopy Resection System (Shaver &amp; RF Ablation System)</b>  M/s. Indian Orthocare Surgicals Make : Stryker, USA SHREK Arthroscopy Pump	33,43,433.00	33,40,000.00

**(ii) CAMC rate per unit for 7 Years after 3 years warranty (excl. GST):**

No discount offered

The requirement was for integrated model from JICA and if in case, integrated model not available, JICA opted for standalone model.

**10. Award details:**

The Purchase order **Ref. PKG33/LCB/TNUHP/TNMSC/ENGG/2019 dt. 23.04.2020** was placed on responsive L1 bidder, M/s. Indian Orthocare Surgicals, at a total value of **INR 4,70,40,000/- (incl. GST) for 14 Nos.**