

**All-India Institute of Medical Sciences**  
**Ansari Nagar, New Delhi-29**  
(RESEARCH SECTION)

Ref. No. 06/Prop/Cardiac Anesthesia/SH/18-19/RS

Dated: 13.05.2019

**Subject: Procurement of ROTEM Platelet reagents and consumables**  
**on proprietary basis -Inviting Comments thereon.**

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The request has been received from **Dr.Suruchi Hasija, Associate Professor, Deptt. of Cardiac Anesthesia, AIIMS** to purchase the subject item from **M/s.VIJYOTI Management and Communications Learning Institute Pvt. Ltd.(Mgf. M/s.Instrumentation Laboratory)** on proprietary basis. The proposal submitted by **M/s.VIJYOTI Management and Communications Learning Institute Pvt. Ltd.(Mgf. M/s.Instrumentation Laboratory)** and Performa Invoice and Departmental PAC certifications are attached.

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 issue of 15 days giving reference **No. 06/Prop/Cardiac Anesthesia/SH/18-19/RS**. The comments should be received by office of Stores Officer (RS), Research Section at AIIMS on or before **28/05/18 upto 12:00 p.m.**, failing which it will be presumed that any other vendor is having no comment to offer and case will be decided on merits.

**STORES OFFICER (RS)**

**Encl: Related documents enclosed.**

- 1. PAC Certificate enclosed.**
- 2. Performa Invoice**

ALL INDIA INSTITUTE OF MEDICAL SCIENCES  
ANSARI NAGAR, NEW DELHI-110029

RESEARCH SECTION

PROPRIETARY/SPECIFIC BRAND GOODS CERTIFICATE

- Item/Type/Model No. required along with specification. *Reagents & consumables for ROTEM coagulation monitor*
- Is the item a spare parts attachment or accessory for an existing equipment. *Reagents & consumables*
- Name of the manufacturer/supplier of the item proposed by the Indentor. *VISYOTI management and communications learning institute Pvt. Ltd.*
- Are they sole manufacturers/sole distributors of the item. *Yes*
- Is there any other item with similar/equivalent specification available in the market to meet the job requirement envisaged. If the answer is yes, why the same can't be procured. Demanding officer should bring out comparative functional advantages/cost effectiveness of the recommended item from these offered by other. *No*
- What were the efforts made to locate alternative source of supply or use other substitutes. *Yes, but it is a proprietary item*
- Why open/limited tender can't be resorted to, for locating alternative source. *- NA -*
- Are the proprietary items certifying that the rates are reasonable or not. *Yes, rates are reasonable*
- Any other justification for procuring item from single source. *Research purpose*

Signature of Indentor  
(Demanding Officer) *25.5.19*  
SURUCHI HASIJA  
Associate Professor

COUNTERSIGNATURE  
Head of Research, Professor & Head  
of the Department of Cardiac Anaesthesia  
All India Institute of Medical Sciences  
ANSARI NAGAR, NEW DELHI-110029  
*[Signature]*  
Head of the Department

I certify that the item at SN No. 1 above is required to be procured on single tender basis as the source of supply is definitely known, the specified brand proposed was advantages in meeting our functional requirements and limited tender system could be dispensed with as they would serve no useful purpose in this particular case.

(Strike out whichever is not applicable)

8<sup>th</sup> May, 2019

The Accounts Officer (Research)  
All India Institute of Medical Sciences  
Ansari Nagar  
New Delhi-110029

SUB: Justification for requirement of Proprietary item

Sir

IRG project A-662 entitled 'Bivalirudin anticoagulation in neonates and infants undergoing cardiac surgery' will be conducted to study the safety and efficacy of the anticoagulant-bivalirudin in neonates and infants under cardiac surgery. The majority of such patients are cyanotic who are at risk of postoperative bleeding and cardiopulmonary bypass adds to this insult. Rotational thromboelastometry (ROTEM) is a viscoelastic coagulation test that can accurately pinpoint the cause of bleeding in such patients. Therefore, this test will be of paramount importance in judiciously managing the patients enrolled in the study.

Thanking you

Yours truly

*[Signature]*  
Dr. Suruchi Hasija  
Associate Professor  
Department of Cardiac Anaesthesia  
CN Centre, AIIMS  
New Delhi



VIJYOTI MANAGEMENT AND COMMUNICATIONS LEARNING INSTITUTE PVT. LTD.

224, SECOND FLOOR, VISHWAN SUWIDE PLAZA, VASUNDHARA ENCLAVE, NEW DELHI - 110096 INDIA

TEL: 91 11 2262 5762 MOB: 91 911 201 7780 INFO@VIJYOTI.COM | WWW.VIJYOTI.COM

Date- May-06-2019

Quotation number- 2019-03-65

M/s All India Institute of Medical Sciences, Ansari Nagar, New Delhi- 110029

**Sub- Quotation for the R & D Project**

Dear Sir / Madam,

Please find below our offer for the proprietary ROTEM Delta Instrument (Rotational Thrombo elastometry) & ROTEM Platelet Reagents and Consumables prices for the Research & Development purpose only.

Liqud Reagents	S No.	Reference	Reagent	Number of Vials	Number of Tests per Vial	Price of each Vial in INR*
	1	503-02	Intem	1	10	5,150.00
2	503-27	T aptem	1	5	3,526.00	
3	503-05	R Extem	1	10	5,412.00	
4	503-06	Fibtem	1	5	4,250.00	
5	503-09	Heptem	1	7	5,950.00	
6	503-10	Startem	1	20	3,034.00	
7	600-11	ADP tem	1	1	1,258.00	
8	600-12	Ara tem	1	1	1,258.00	
9	600-13	Trap tem	1	1	1,258.00	

Dr. SURUCHI HASUA  
Associate Professor  
Dept. of Cardiac Anesthesi...



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Consumable	S No	Reference	Item	Pack	Price in INR*
1	200011	Cups & Pin Pro	20	6,000.00	
2	400041	Tip tray	96	714.00	
3	200188	Cuvettes	10	10,600.00	

\*GST as Applicable

As per project for 50 patients the total reagents & consumables will be as follows-

S No	Reagents/Consumables	Price per Vial	GST %	Price Per Vial Incl of GST	No of Tests per Vial	Total Vials for Project	Total Project cost for 50 Patients Incl of GST
1	R Extem	5,412.00	12%	6,061.44	10	9	54,552.96
2	Intem	5,150.00	12%	5,768.00	10	5	28,840.00
3	Startem	3,034.00	12%	3,398.08	20	4	13,592.32
4	Fibtem	4,250.00	12%	4,760.00	5	9	42,840.00
5	Adptem	1,258.00	12%	1,408.96	1	25	35,224.00
6	Cups & Pin Pro	6,000.00	18%	7,080.00	20	6	42,480.00
7	Cuvettes	10,600.00	18%	12,508.00	10	2	25,016.00
8	Tips Tray	714.00	18%	842.52	96	7	5,897.64
<b>Total Project Cost</b>							<b>248,442.92</b>

Dr. SURUCHI HASUA  
Associate Professor  
Dept. of Cardiac Anesthesi...



VIJYOTI MANAGEMENT AND COMMUNICATIONS LEARNING INSTITUTE PVT. LTD.

CORPORATE OFFICE & MAILING ADDRESS: 224, SECOND FLOOR, VISHWAN SUWIDE PLAZA, VASUNDHARA ENCLAVE, NEW DELHI - 110096 INDIA

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**To whomsoever it may concern**

With reference to the AIIMS Quotation no 2019-03-65 for Rotem Delta and Platelet Aggregometry dated 07<sup>th</sup> March 2019. We hereby confirm that reagents and consumables prices are lowest especially for R & D purpose. This is our lowest rate and we have not given this price to any Private and Govt. hospitals.

Dr. SURUCHI HASUA  
Associate Professor  
Dept. of Cardiac Anesthesi...

For Vijoti Management & Communications Learning Institute Pvt. Ltd.

Auth Signatory

Date: 08/03/2019



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TEL: 91 11 2262 5762 MOB: 91 911 201 7780 INFO@VIJYOTI.COM | WWW.VIJYOTI.COM

Payments terms for Reagents & Consumables will be 30 days from the date of delivery.

All payments have to be made in the name of "Vijoti Management & Communications Learning Institute Private Ltd." only.

One point contact person - Mr. Vishal Bhatia- Mobile no- 9810423056/ 8700492828

Please do not hesitate to contact us for clarifications and assistance, if required by you at any time.

Best Regards,

Nitesh Kumar  
Sr Executive- Finance

Encl:

- i. Proprietary Certificate
- ii. Bank Details

Dr. SURUCHI HASUA  
Associate Professor  
Dept. of Cardiac Anesthesi...

To whomsoever it may concern

With reference to the AIMS Quotation no 2019-03-65 for Rotem Delta and Platelet Aggregometry dated 07<sup>th</sup> March 2019. We hereby confirm that reagents and consumables prices are lowest especially for R & D purpose. This is our lowest rate and we have not given this price to any Private and Govt. hospitals.

*Suruchi*  
**Dr. SURUCHI HASIA**  
Associate Professor

For Vijoti Management & Communications Learning Institute Pvt. Ltd.

*Suruchi*  
Authorized Signatory

Auth Signatory

Date: 08/03/2019

**Instrumentation Laboratory**  
A Werfen Company

To whom it may concern

**PROPRIETARY CERTIFICATE**

2018-04-10

This is to certify that all reagents, consumables & essential accessories like Pipette tips and spare parts etc. for ROTEM Thromboelastometry are the proprietary items of Tem Innovations GmbH, with manufacturing plant in Munich, Germany.

These reagents, consumables & essential accessories like Pipette tips and spare parts etc. along with equipment as per the current information available with us, are not available with any other manufacturer.

Sincerely yours,

*Suruchi*  
**Dr. Suruchi Hasia**  
Director of Quality Assurance and RA, P&M

**Instrumentation Laboratory**  
Tem Innovations GmbH  
Martin-Luther-Strasse 13-15  
81539 Munich  
Germany  
Phone: +49 (0) 89 41 42 95-0  
Fax: +49 (0) 89 45 42 95-22

**Tem Innovations GmbH**  
Instrumentation Laboratory

**Dr. Suruchi Hasia**  
Associate Professor

**Our Passion**  
Your Results.

Instrumentation Laboratory  
A Werfen Company

For information contact:  
Marketing Department  
Phone: +49 (0) 89 41 42 95-10  
Fax: +49 (0) 89 45 42 95-22  
E-Mail: info@instrumentation.com

**Werfen**  
Instrumentation Laboratory SpA  
A Werfen Company

**TO WHOMSOEVER IT MAY CONCERN**

Milano, April, 13 2018

We, Instrumentation Laboratory, SpA, a Werfen Company, having offices at Viale Monni, 33K, 20128 Milano, Italy, declares that Tem International GmbH having manufacturing plant at Martin-Luther-Strasse 13, 81539 Munich, Germany, proven and reputable manufacturers of Thrombo Elastogram, ROTEM has been acquired by Instrumentation Laboratory, a Werfen Company.

We declare that prior to the aforesaid acquisition, Vijoti Management & Communications Learning Institute Pvt. (Vijoti), D-8, Sector-27, Noida, 201301, Uttar Pradesh was the authorized Distributor of TEM International.

We further declare that post the acquisition, we authorized our affiliate Instrumentation Laboratory India Pvt. Ltd. (IL India) 1471-1476, Aggarwal Millennium Tower - II, Plot No. E-4, Sector-35/36, Preeti Park, New Delhi - 110034 to be our sole authorized supplier in India and to appoint such distributors in the territory of India.

Sincerely,  
*Suruchi*  
**Dr. SURUCHI HASIA**  
Associate Professor

**Suruchi**  
EEMEAI Director  
Instrumentation Laboratory, SpA  
A Werfen Company

**EEMEAI - International Division**