

REGIONAL INSTITUTE OF MEDICAL SCIENCES:IMPHAL-795004
(An Autonomous Institute under the Ministry of Health & Family Welfare, Government of India.)

Reference No. RIMS/PRO/E-2014-Pt-I

Imphal, the 17th February, 2014

Subject:- Purchase of **Thunder Beat (E400 + G 400) -1 no. Olympus** for Department of Urology at RIMS, Imphal -795004 on **proprietary basis – inviting comments thereon.**

The institute is in the process of purchasing 1(one) Thunder Beat (E400 + G 400) Olympus for the Urology Department RIMS, Imphal -795004 from M/S Olympus Corporation, Japan on proprietary basis. The proposal submitted by M/s. Healthware Pvt. Ltd. Hyderabad (Authorized Indian Agent of M/s Olympus Corporation, Japan) and 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 15 days from the date of issue of notification by giving reference No. RIMS/PRO/E-2014-Pt-I (Thunder Beat (E400 + G 400) Olympus). The comments should reach RIMS Receipt Sections at Administrative Block of RIMS on or before 4th March, 2014 upto 4.30 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.

Sd/-
Director,
Regional Institute of Medical Sciences,
Imphal

Encl: Related documents enclosed.

OLYMPUS®

Your Vision, Our Future

OLYMPUS MEDICAL SYSTEMS INDIA PRIVATE LIMITED.
102-B, First Floor, Time Tower, M.G. Road,
Gurgaon 122001, Haryana, INDIA
Tel. : 0124-4999191 Fax : 0124-4999190

Date: 02nd August 2010
Ref: OMSI/025/2010

TO WHOMSOEVER IT MAY CONCERN

We Olympus Medical Systems India Private Limited, having our office at 102-B, First Floor, Time Tower, M.G. Road, Gurgaon-122001, Haryana do hereby certify that M/s Healthware Private Limited, having their registered office at Serene Towers, 4th Floor, 8-2-623/A, Road No. 10, Banjara Hills, Hyderabad -500 034, are the sole authorized representatives for the following products manufactured by us.

1. Urology Products
2. Surgical Products – Laparoscopy & Gynecology
3. ENT range of products

No other company or firm or individual other than Messrs. Healthware Private Limited are authorized to bid, negotiate and conclude the contract in regard to the above – mentioned range of products manufactured by us in the entire territory of India until unless specified by us.

Yours faithfully,
Olympus Medical Systems India Private Limited


Anurag Rastogi
National Sales Manager



OLYMPUS®

Your Vision, Our Future

OLYMPUS MEDICAL SYSTEMS CORP.

Headquarters
Shinjuku Monolith, 3-1 Nishi-Shinjuku 2-chome, Shinjuku-ku,
Tokyo 163-0914 Japan

Technology Research Institutes
2951 Ishikawa-machi, Hachioji-shi, Tokyo 192-8507 Japan
2-3 Kuboyama-cho, Hachioji-shi, Tokyo 192-8512 Japan

1st July, 2013

To whomsoever it may concern

Sub: Proprietary Article Certificate for Thunderbeat

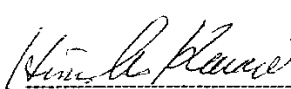
Dear Sir,


This is to certify & confirm that the Thunderbeat (Model ESG-400, USG-400 and its accessories) which delivers Ultrasonic and High Frequency energy in one single Hand piece / Probe, products are being solely manufactured by Olympus Medical Systems Corporation, Japan / Germany having its manufacturing factory in Japan and Germany are proprietary items of Olympus. No company in the world is manufacturing such items as of now.

Thanking you,

For Olympus Medical Systems India Pvt. Ltd.,

Authorized Signatory


Hironobu Kawano
General Manager,
Asia Pacific Sales Marketing Department,
Olympus Medical Systems CORP.



Dated:4th Oct 2013

Ref: OMSI/13-14/497

Manufacturer's Authorization Letter

Dear Sir,

We, **M/s. Olympus Medical Systems India Pvt. Ltd.**, having our registered office at 102-B, First Floor, Time Towers, M.G. Road, Gurgaon – 122001, Haryana, is 100% fully-owned subsidiary of Olympus Corporation of Asia Pacific Limited. M/s. Olympus Medical System Corporation, Japan is an established and reputed Manufacturer of "Medical Equipments like PCNL Set, Bipolar Turp Set, Flexible Cysto Nephro Fibroscope, Paediatric cystoscope, Resectoscope, Urethroscipe set, U.R.S. Set, Laproscopy Urology Set, Adult Cystoscope and Resectoscope, Hand Instruments, Endoscopic Equipments etc.," having their manufacturing office at Shinjuku Monolith, 3-1 Nishi-Shinjuku 2-Chome, Shinjuku-ku, Tokyo 163-0914, Japan. We do hereby authorize **M/s. Healthware Private Limited, Serene Towers, 8-2-623/A, Road No.10, Banjara Hills, Hyderabad – 500034**, to submit a bid, and subsequently negotiate and sign the contract with you

No company or firm or individual other than **M/s. Healthware Private Limited**, are authorized to represent us in regard to this business

For Olympus Medical Systems India Pvt.Ltd.

Authorized Signatory



Serene Towers, 4th Floor, 8-2-623/A
Road No.10, Banjara Hills
Hyderabad-500 034
INDIA

**HEALTH
WARE**
PRIVATE LIMITED

E-mail: info@healthwareindia.com
Website: www.healthwareindia.com

Tel: +91 (40) 23318224
Fax: +91 (40) 23318227

Date: 12th September 2013

To,
The Director,
Regional Institute of Medical Sciences,
Imphal.

Sub- Introduction and Quotation for all in one Energy System - Thunderbeat.

Respected Sir,

We take this opportunity to introduce the latest offering from M/s Olympus Medical in the field of energy – Thunderbeat through this letter in your reputed hospital.

This latest energy platform from Olympus is an "all in one" Surgical Tissue Management System.

This platform offers 5 energies – all monopolar including neuro modes, bipolar (with underwater saline resection- TURP+TCRE), advanced bipolar, ultrasonic and simultaneously – ultrasonic with advanced bipolar (Thunder beat).

This is world's first and till date only fully integrated Bipolar and Ultrasonic technology. It guarantees Rapid Cutting and Reliable 7 mm Vessel Sealing from a Single Surgical Instrument (available for both Lap and Open surgery). The shears come in different sizes to suite the surgical requirement (10, 20, 35 and 45 cm). There are provisions for both hand and foot activation in Thunderbeat. This platform offers all the monopolar and bipolar modes available with any electrosurgical platform available in the market.

Thunderbeat (ultrasonic with advanced bipolar) provides the following advantages :

1. Dual energy helps to cut and seal faster thereby reduces operating time.
2. Thunderbeat shear has wiper jaws which provides secure grasping through the entire length of the 'jaw' including the 'tip' of the jaw, thus allowing superior handling of tissue during surgery.
3. The 16 mm jaw length (longer than most in the market) helps to grip more tissue at a time and hence facilitates faster cutting.
4. The jaw opening of 16 mm (widest in the market) helps to create larger window while dissecting.
5. Ergonomic handpiece does not create fatigue during long surgeries.
6. The Thunderbeat shear works as a true multifunctional instrument – as a grasper, dissector, scissor (dual energy – Seal & Cut mode) and vessel sealant (adv bipolar – Seal mode). Thereby it reduces the need for several instrument exchange during surgery. In the long run this adds up to saving operating time.

Surgeons using Thunderbeat had opined that they are able do more number of surgeries as they felt this dual technology was around 25% faster than any other technology in the market. As Thunderbeat provides dual energy from the same shears, it reduces cost, since the hospital does not have to buy a separate Ultrasonic and a separate Vessel Sealing shear.

STMS platform offers you superior technology at an economic and affordable price.

In the STMS platform the surgeon has the luxury of using only ultrasonic energy (Sonic beat –USG400), only mono/bipolar energy or under water cutting (ESG400) and Thunderbeat (ESG400 + USG400)

Please find attached our quotation and product literature of STMS platform (ESG400 + USG400).

Currently this is a proprietary offering from M/s Olympus and leading institutions like AIIMS new delhi has purchased it on proprietary basis. Other leading hospitals like Apollo Chennai, Fortis and all other leading lap surgeons are using it.

All the dept like Gyn, Urology, Surgery can use it.....along with the monopolar uses for all other surgical fraternities.

With the addition of the Bipolar Resection set the urologists and Gyn people and use the bipolar underwater work and also can add the transducer and footswitch shears only ultrasonic as well.



Serene Towers, 4th Floor, 8-2-623/A
Road No.10, Banjara Hills
Hyderabad-500 034
INDIA

**HEALTH
WARE**
PRIVATE LIMITED

E-mail: info@healthwareindia.com
Website: www.healthwareindia.com

Tel: +91 (40) 23318224
Fax: +91 (40) 23318227

Quotation:

Code	Description	Qty	Rate (Rs)
ESG400	Electro surgical unit (with foot switch)	1	Inclusive
USG400	Ultrasonic generator	1	Inclusive
MAJ1876	Docking fixture	1	Inclusive
MAJ1871	Communication cable (short)	1	Inclusive
	Energy cart	1	Inclusive
TDTB400	Transducer for Thunderbeat	1	Inclusive
MAJ1870	Foot switch for Thunderbeat	1	Inclusive
TB 0535PC	Thunderbeat shear 5mm,35cm. (Box of 5)	1	Inclusive
TB0520IC	Thunderbeat Shear for Open surgery, box of 5pcs	1	Inclusive
Total Price including Taxes @ CST 5%.			Rs 25,34,507.00

Rupees Twenty five lakhs thirty four thousand five hundred seven only.

TERMS AND CONDITIONS:

PRICES

Price Quoted is firm in Indian Rupees on F.O.R Hospital Site.

The above-mentioned prices do not include Octroi, or any tax levied by the State and/ or Central Government and/ or municipality.

Road permit to be provided by the buyer.

VALIDITY

Our offer would be valid ~~for 60 days from the date of this offer.~~

upto 31st March 2014.

R. J. S.

ORDERING PROCEDURE

Your order should be placed on us at the following address:

Healthware Private Limited

**4th Floor Serene Towers,
8-2-623/A, Road No. 10, Banjara Hills,
Hyderabad - 500034**

Manufacturer's Name: Olympus Medical Systems

PAYMENT TERMS

100% advance by Demand Draft drawn in favour of us, HEALTHWARE PRIVATE LIMITED

DELIVERY

6-8 weeks from the date of receipt of confirmed order along with the payment.

WARRANTY

Equipment with the exception of consumables, is warranted against defective workmanship and material for period of 60 months from the date of supply. This warranty does not cover defects arising from damage by incompetent use, failure to provide and maintain suitable operating environment, normal wear and tear and failure to follow explicitly the instructions specified. Equipment proving defective within the warranty period will be repaired.. The decision to replace or repair the equipment rests solely with the company.

FORCE MAJEURE

We shall not be liable for loss or damage due to delay in manufacture, delivery or installation resulting from any cause beyond our reasonable control including but not limited to compliance with any regulation's orders or instructions of any central, state or municipal Government or any department or agency thereof, acts of God, acts or omissions of the

NEWDELHI ● KOLKATA ● MUMBAI ● CHENNAI ● BANGALORE ● THIRUVANANTHAPURAM



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Purchaser, including but not limited to failure to comply with recommended operating parameters and norms, acts of civil or military authority, fires, strikes, or factory shutdown, or altercations, embargos, war, riots, terrorism, delays in transportation or inability due to causes beyond our reasonable control to obtain necessary manufacturing facilities or materials from our as usual sources, and any delays resulting from any such cause shall extend delivery dates correspondingly.

For Healthware Private Limited

Indroneil Mukherjee
Branch Manager.
Cell. 09874600594

Attached-

- Aims order copy
- Proprietary certificate.
- Aims tender.
- Catalogue.

NEWDELHI ● KOLKATA ● MUMBAI ● CHENNAI ● BANGALORE ● THIRUVANANTHAPURAM

