



Dated: 27.02.24

**Subject: Proposal for Purchase of Flexible chip on tip Rhino-laryngo-videoscopes & Accessories for the Department of Otorhinolaryngology, AIIMS Rajkot on proprietary basis inviting comments/objection thereon.**

The Institute is in the process for the purchase of above cited equipment from **Olympus Corporation Japan** on proprietary basis (PAC). The proprietary certificate submitted is attached & uploaded on website.

The above documents are being uploaded for open information to all principle manufacturers or their authorized distributors with the intention to invite objection/comments, if any with regard to proprietary nature of the above-said system and accessories.

The comments/objections if any, should be received in the office of Stores, AIIMS Rajkot Khanderi, Para Pipaliya, Rajkot, Gujarat, INDIA, 360006, within 15 days from the date of notification, failing which it will be presumed that no other bidder/ manufacturer/ vendor is having any comments/objection against the proposition and the case shall be decided purely on merit.

  
Deputy Director (Admin.)

उप निदेशक (प्रशासन)  
DEPUTY DIRECTOR (ADMINISTRATION)  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट - 360006  
All India Institute of Medical Sciences, Rajkot - 360110

Enclosure: Related documents enclosed.



अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट, गुजरात  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT, GUJARAT  
DEPARTMENT OF OTORHINOLARYNGOLOGY

Technical Specifications: Flexible chip-on-tip Rhino-laryngo-videoscopes & accessories

1) Full HD Compact Video Image Processor with Powerful Integrated LED Light Source  
(Equivalent to 300W Xenon):

- Should have Integrated LED Light Source with Video processor to make system a compact single box system
- System should be full high definition with resolution of 1920x1080pixels and have 16:9 aspect ratio
- Should have real time observation of capillary vessels and fine patterns in the superficial layer of mucosa for early detection of suspicious lesions.
- Should have 5 or more Default User Preset for different surgical conditions
- Should have touch panel for easy access of system functions & settings
- Should have provision for saving 20 or more user settings and patient data up to 50 patients or more
- Should have built-in-fibre mode for Flexible Scopes
- Should accept all 1/3CMOS/CCD full HD Camera heads for FESS and Rigid Laryngoscopy
- Should also accept Rigid Videoscopes, Flexi-Tip Videoscopes, Flexible videoscopes and Fibre optic & Video Laryngoscopes.
- Should have automatic shutter and microprocessor controlled automatic gain control
- Should have modes for maintaining uniform brightness and auto brightening of dark areas in endoscopic image
- Should have cross compatibility with existing camera heads & scopes already installed in the department.
- System should have both structure & edge enhancement with 3 or more selectable levels
- System should be compatible with IR (Infra-Red) visualization modes of imaging & should have both modes false color overlay image & fluorescence black and white image for visualization
- Should have selectable output option of 1080P/WUXGA

Garima  
23/01/24

डॉ. गरिमा उप्रेती / Dr. Garima Upreti  
सहायक अध्यापक / Assistant Professor  
कान, नाक, गला विभाग / Department of Otorhinolaryngology  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT

Jyoti Ranjan Das  
01.02.24

डॉ. ज्योति रंजन दास / DR. JYOTI RANJAN DAS  
सहायक अध्यापक / ASSISTANT PROFESSOR  
कान, नाक, गला विभाग  
OTORHINOLARYNGOLOGY DEPARTMENT  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT



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- Should have following outputs DVI-D-1, HD-SDI-2, Y/C-1, COMP-1
- System should have integrated 4 Color Powerful LED (equivalent to 300W Xenon) Light source to keep endoscopy field brightened by providing adequate white light intensity
- Should automatically adjust light intensity to achieve ideal illumination.
- LED lamp should have 10,000hrs of working life or better.

2) Therapeutic Flexible Rhino-Laryngo- Videoscope with 4way angulation

- Should have 4-way angulation.
- Should have CCD at tip of scope and should be plug & play
- Should have real time observation of capillary vessels and fine patterns in the superficial layer of mucosa for early detection of suspicious lesions.
- Should have angulation of up /down: upto 130 degrees at least
- Should have angulation of left /right: upto 70 degrees at least
- Should have 90-degree field of view
- Should have depth of field: 2-50mm or better
- Should have distal end diameter: 4.8mm or less
- Should have Insertion tube diameter: 4.9 mm or less
- Should have channel diameter: 2mm or more
- Working length should be 300 mm or more
- Total length 645 mm or more
- Should be compatible with LASER
- Should be supplied with compatible grasping forceps & biopsy forceps - 6 no's each.
- Should be supplied along with the carrying case.
- Should have cross compatibility with existing camera system installed in the department

3) Diagnostic HD Flexible chip on the tip Rhino-Laryngoscope Videoscope: Adult

- Video Laryngoscope should have HD Chip on tip for HDTV image quality
- It should have Pistol Grip control section for Secure, stable and comfortable Grip

Garie  
23/01/24

डॉ. गरिमा उप्रोती / Dr. Garima Upreti  
सहायक आचार्य / Assistant Professor  
कान, नाक, गला विभाग / Department of Otorhinolaryngology  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT

Jyoti Ranjan Das  
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डॉ. ज्योति रंजन दास / DR. JYOTI RANJAN DAS  
सहायक आचार्य / ASSISTANT PROFESSOR  
कान, नाक, गला विभाग  
OTORHINOLARYNGOLOGY DEPARTMENT  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT



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- Should have real time observation of capillary vessels and fine patterns in the superficial layer of mucosa for early detection of suspicious lesions.
- It should be 0 Degree Forward Viewing scope with width of view of 110 degree or more
- It should have Depth of Field 5-50mm range
- It should have distal end diameter of 3.9mm and insertion tube diameter of 3.6mm
- It should have angulation range of Up-130 deg & down -130 deg
- It should have working length of 300mm or more
- It should have special Lens arrangement for unprecedented light illumination
- It should have pre-freeze function for clearest still image selection.
- Should have cross compatibility with existing camera system installed in Dept
- Should be supplied along with Leakage Tester and carrying case

4) Diagnostic Flexible chip on the tip Rhino-Laryngoscope Videoscope: Pediatrics

- Should have Pistol grip design, an ergonomic control section specially designed for otolaryngological examination
- Should have real time observation of capillary vessels and fine patterns in the superficial layer of mucosa for early detection of suspicious lesions.
- Field of view should be 90° or more
- Direction of view 0° (Forward viewing)
- Depth of field should be 3.5 – 50 mm range
- Distal end outer diameter should be: 2.6 mm or less
- Insertion tube outer diameter should be 2.9 mm or less
- Working length should be 300 mm or more
- Bending section angulation range up 130° / down 130° or more
- Should have cross compatibility with existing camera system installed in Dept
- Total length 500 mm or more
- Should be supplied along with the carrying case.

Garima  
23/01/24

डॉ. गरिमा उप्रेती / Dr. Garima Upreti  
सहायक आचार्य / Assistant Professor  
कान, नाक, गला विभाग / Department of Otorhinolaryngology  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT

Jyoti Ranjan Das  
01.02.24

डॉ. ज्योति रंजन दास / DR. JYOTI RANJAN DAS  
सहायक आचार्य / ASSISTANT PROFESSOR  
कान, नाक, गला विभाग  
OTORHINOLARYNGOLOGY DEPARTMENT  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT



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5) High Definition 3 Chip CMOS Digital Camera:

- Should be 3 chip CMOS Full High-definition camera head
- should be compatible with white light imaging.
- It should be compatible with Aspect ratio of 16:9
- Should have 3 buttons for features like zoom, white balance, for special imaging mode
- Integrated Gain/Shutter/Enhancement with automatic brightness control
- The system should automatically optimize all settings. The system should be ready- to- use as soon as it is connected to the camera control unit.
- Should have integrated optical zoom ranging from 0.9x to 1.8x and can be varied seamlessly.
- Should have 3 programmable buttons which can be configured through the processor.
- The camera head should have focus range between 15-33mm and should have provision to focus Image from Coarse to fine patterns.
- Camera Head should be compatible for observation of capillary vessels and fine patterns in the superficial layer of mucosa for early detection of lesions.
- Ergonomic camera head buttons for toggling between various mode and standard white light
- The system should automatically optimize all settings. The system should be ready- to- use as soon as it is connected to the camera control unit.
- Should have integrated optical zoom ranging from 0.9x to 1.8x and can be varied seamlessly.
- The camera head should have focus range between 15-33mm and should have provision to focus Image from Coarse to fine patterns.
- Camera Head & coupler should be one piece and should not weigh more than 250gms.
- Camera head should be compatible with ETO/Sterrad,V-Pro means of Sterilization

6) Strobe Camera Head:

- Camera head should be CCD based having High-Definition resolution.
- Should be extremely light weight and should not weigh more than 100gms
- Should have real time observation of capillary vessels and fine patterns in the superficial layer of mucosa for early detection of suspicious lesions

*Garima*  
23/01/24

डॉ. गरिमा उप्रेती / Dr. Garima Upreti  
सहायक आचार्य / Assistant Professor  
कान, नाक, गला विभाग / Department of Otorhinolaryngology  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT

*Jyoti Ranjan Das*  
07.02.24

डॉ. ज्योति रंजन दास / DR. JYOTI RANJAN DAS  
सहायक आचार्य / ASSISTANT PROFESSOR  
कान, नाक, गला विभाग  
OTORHINOLARYNGOLOGY DEPARTMENT  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT



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- Should be compatible with ETO/Sterrad, V-Pro means of sterilization
- Should have cross compatibility with existing camera system installed in Dept.
- Should be supplied with Light guide cable -2 Numbers

7) **Strobe Light Source:**

- Should be Long Life LED base light source to minimize lamp replacement, while reducing energy and noise.
- Should have good stroboscopy algorithm, no flickering in video & no blackouts
- Should have good illumination in permanent & stroboscopy mode and are easy to toggle via foot switch and from light source
- Should have adjustable duty cycle where changes between more brightness and resolution can be made depending on the intended usage.
- Should be noise free, no side tone distraction during examination.
- Should have good Frequencies pick up within milliseconds which turn into optimal illumination and sharp image or slow-motion playback of the vibrating vocal folds.
- Should have fast and reliable frequency recognition which should enable the examination even of voices that are difficult to detect
- Should be supplied with foot switch and microphone.
- Should have cross compatibility with existing camera system installed in Dept

8) **High Definition Rigid Laryngoscopes 10mm 90 Deg :**

- High-Definition Rigid Laryngoscopes should be 10mm in diameter having 90 degree Direction of View respectively and working length of 165mm or more
- It should have HD compatible Optics for better contrast & color reproduction
- It should be completely distortion free
- It should have Quick lock for attachment of video adaptors
- It should have High depth of field
- It should be of Autoclavable type
- Should be provided with fiberoptic light cable compatible with the system

*Garne*  
23/01/24  
डॉ. गरिमा उप्रेती / Dr. Garima Uptrali  
सहायक आचार्य / Assistant Professor  
कान, नाक, गला विभाग / Department of Otorhinolaryngology  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT

*Jyoti Ranjan Das*  
01.02.24  
डॉ. ज्योति रंजन दास / DR. JYOTIRANJAN DAS  
सहायक आचार्य / ASSISTANT PROFESSOR  
कान, नाक, गला विभाग  
OTORHINOLARYNGOLOGY DEPARTMENT  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT



अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट, गुजरात  
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9) High Definition Rigid Laryngoscopes 10mm 70 Deg :

- High Definition Rigid Laryngoscopes should be 10mm in diameter having 70 degree Direction of View respectively and working length of 165mm or more
- It should have HD compatible Optics for better contrast & color reproduction
- It should be completely distortion free
- It should have Quick lock for attachment of video adaptors
- It should have High depth of field
- It should be of Autoclavable type
- Should be provided with fiberoptic light cable compatible with the system

10) 32" Medical Grade Monitor :

- 32-Inch with LED Backlit medical grade monitor with 4K resolution.
- The quoted monitor should be either from the same make (OEM) or a reputed make having Global tie up with the company of scope.
- It should have Advanced Image Multiple Enhancer technology to produce sharp, vivid images by enhancing both structure and color for more detailed observation
- Should have multiple display modes such as Picture-in-Picture (PIP) and Picture-out-Picture (POP) display modes
- Should have a Clone Out function to duplicate the HD video signals as displayed on the screen, including PIP/POP to a second monitor, or recording device
- Clone Out / AUX IN 12G-SDI x1/ Any port
- Intuitively operable control panel with LED lighting navigation
- Should be US FDA & European CE approved/ approved by equivalent Indian standards
- Should have all compatible O/P for Video Processor

11) Recording & Documentation system:

- High-Definition Software which integrates Collage Player for Strobe scope.

Garima  
23/01/24

डॉ. गरिमा उप्रेती / Dr. Garima Upreti  
सहायक आचार्य / Assistant Professor  
कान, नाक, गला विभाग / Department of Otorhinolaryngology  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT

Jyoti Ranjan Das  
01.02.24

डॉ. ज्योति रंजन दास / DR. JYOTI RANJAN DAS  
सहायक आचार्य / ASSISTANT PROFESSOR  
कान, नाक, गला विभाग  
OTORHINOLARYNGOLOGY DEPARTMENT  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT



अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट, गुजरात  
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- Should enable a dedicated player control to the users for reviewing the procedure video frames in collage mode with side-by-side view and frame by frame option
- Easy to load video clips.
- Flexible slider control option to move the video forward and backward.
- Pause/resume control buttons to set right position.
- Pre-defined multiple collage layout options for the users.
- Crop particular area and apply collage to see the frame movements very closely.
- Capture sharper and excellent images in detail from the collage view.
- Automatic transfer of the captured images to compatible software for reporting purpose.
- Desktop Computer i-7 or better with better configurations.
- Should be provided with Ink tank /LASER color printer with good resolution & clarity for printing images.

12) OEM Trolley:

- Trolley should be compact & large enough to house Imaging system.
- It should have 3 or more shelves with 4 antistatic castor wheels with locking brakes
- It should have provision for cable management through channels in the columns and cable ties on rear of shelf
- It should have built in separation transformer of 220-240V placed under the base of trolley for equipment loading
- Trolley should be offered with swivel monitor arm to allow optimized procedure image viewing position
- It should have dimensions of 1110x675x534mm
- Should be European CE mark /FDA approved/ approved by equivalent Indian standards

13) Additional accessories

- Storage cabinets with hangers for flexible videoscopes: 2 no
- Cidex trays for sterilization of flexible scopes: 3 no

Garre  
23/01/24

डॉ. गरिमा उप्रेती / Dr. Garima Upreti  
सहायक आचार्य / Assistant Professor  
कान, नाक, गला विभाग / Department of Otorhinolaryngology  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT

J.R. Das  
07/02/24  
डॉ. जयंत राम दास / DR. JYANT RAM DAS  
सहायक आचार्य / ASSISTANT PROFESSOR  
कान, नाक, गला विभाग  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT





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- Cidex trays for sterilization of rigid scopes: 4 no
- Trays for storage of rigid telescopes: 4 no
- Should provide 2KVA online UPS with the system to avoid power fluctuation and ensure smooth functioning.

14) Other Terms & Conditions:

- All the offered equipment should be certified by US FDA/European CE/ equivalent Indian standards
- All equipment should be from the same manufacturer except accessories.
- The principal company should have their own Service Centre in India
- Equipment should be provided with Comprehensive Warranty of at least 5 years.

Garima  
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सहायक आचार्य / Assistant Professor  
कान, नाक, गला विभाग / Department of Otorhinolaryngology  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT

Jyoti Ranjan Das  
07.02.24

डॉ. ज्योति रंजन दास / DR. JYOTI RANJAN DAS  
सहायक आचार्य / ASSISTANT PROFESSOR  
कान, नाक, गला विभाग  
OTORHINOLARYNGOLOGY DEPARTMENT  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT

# OLYMPUS

Date: 19<sup>th</sup> January 2024

Ref No: OMSI/23-24/TR-002747

To,  
The Executive Director,  
All India Institute of Medical Sciences  
Rajkot, Gujarat, INDIA, 360006

Sub: Proprietary Article Certificate for Olympus Therapeutic Flexible Video Laryngoscope Model ENF-VT3 with 4-way angulation and Diagnostics Flexible Video Laryngoscope model ENF-VH2 & ENF-V4 having chip on the tip technology with Pistol grip design and real time Narrow Band Imaging (NBI)

Dear Sir,

We, M/s Olympus Medical Systems India Pvt. Ltd. having our registered office at Ground Floor, Tower- C, SAS Tower, The Medicity Complex, Sector-38, Gurugram - 122001, Haryana, are subsidiary of Olympus Corporation of Asia Pacific Ltd. of M/s Olympus Corporation, Japan who are established and reputable manufacturers of the above said equipment having their office at 2951, Ishikawa- Cho, Hachioji-shi, Tokyo 192-8507, Japan and Olympus Winter & Ibe GmbH, P.O. Box - 701709, 22017 Keuhnstrabe 61122045 Hamburg Germany respectively.

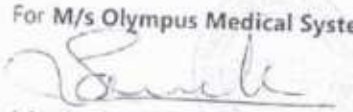
- 1) We do hereby certify that Therapeutic Flexible Video Laryngoscope model ENF-VT3 having chip on the tip technology with 4-way Angulation and real time Narrow Band Technology is a proprietary of M/s Olympus Corporation Japan. ENF-VT3 Videoscope is being manufacturer by M/s Olympus Corporation Japan.
- 2) We are also hereby certify that Diagnostics Flexible Video Laryngoscope model ENF-VH2 & ENF-V4 having chip on the tip technology with Pistol grip design with thin diameter and real time Narrow Band Technology is a proprietary of M/s Olympus Corporation Japan.

Whereas NBI is real time special filter for real time observation of capillary vessels and fine patterns in the superficial layer of mucosa for early detection lesions in real time.

These above products with proprietary features being manufacturer by M/s Olympus Corporation Japan, are the proprietary of M/s Olympus Corporation Japan.

Thanking you,

For M/s Olympus Medical Systems India Pvt Ltd

  
( Authorised Signatory )

**OLYMPUS MEDICAL SYSTEMS INDIA PRIVATE LIMITED.**

Ground Floor, Tower-C, SAS Tower, The Medicity Complex, Sector - 38, Gurugram- 122001, Haryana, INDIA  
Tel.: 0124-4999191, Fax: 0124-4999190 | Website: www.olympusmedical.co.in | CIN: U33110HR2009FTC039611

# OLYMPUS

Date: 19<sup>th</sup> January 2024

Ref No: OMSI/23-24/TR-002747.1

## AUTHORISATION LETTER

To,  
The Executive Director,  
All India Institute of Medical Sciences  
Rajkot, Gujarat, INDIA, 360006

**Sub:** Procurement of "Olympus Therapeutic Flexible Video Laryngoscope Model ENF-VT3 with 4-way angulation and Diagnostics Flexible Video Laryngoscope model ENF-VH2 & ENF-V4 having chip on the tip technology with Pistol grip design and real time Narrow Band Imaging (NBI)"

Dear Sir,

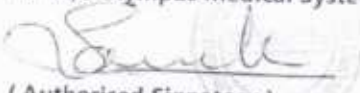
We, M/s Olympus Medical Systems India Pvt. Ltd. having our registered office at Ground Floor, Tower- C, SAS Tower, The Medicity Complex, Sector-38, Gurugram - 122001, Haryana, are subsidiary of Olympus Corporation of Asia Pacific Ltd. of M/s Olympus Corporation, Japan who are established and reputable manufacturers of the above said equipments having their office at 2951, Ishikawa- Cho, Hachioji-shi, Tokyo 192-8507, Japan.

1. We do hereby authorize M/s BNS HEALTH AIDS, 3363 2nd Floor Mahindra Park, Rani Bagh Delhi - 110034 to bid, negotiate and conclude the tender formalities with you against above mentioned subject enquiry.
2. No company or firm or individual other than M/s BNS HEALTH AIDS is authorized to bid, negotiate, and conclude the contract in regard the business against the specific enquiry.
3. The after Sales Services including Warranty, CMC would be handled directly by Olympus Medical Systems India Pvt Ltd. The subsequent performance Bank Guarantee would be submitted by Olympus Medical Systems India Pvt. Ltd.

The authorization is valid up to above referred enquiry only.

Thanking you,

For M/s Olympus Medical Systems India Pvt Ltd

  
( Authorised Signatory )

### OLYMPUS MEDICAL SYSTEMS INDIA PRIVATE LIMITED.

Ground Floor, Tower-C, SAS Tower, The Medicity Complex, Sector - 38, Gurugram- 122001, Haryana, INDIA  
Tel.: 0124-4999191, Fax: 0124-4999190 | Website: www.olympusmedical.co.in | CIN: U33110HR2009FTC039611



अखिल भारतीय आयुर्विज्ञान संस्थान राजकोट, गुजरात 360110

All India Institute of Medical Sciences, Rajkot, Gujarat 360110

A Central Autonomous Body under PMSSY, MoH&FW

Government of India [www.aiimsrajkot.edu.in](http://www.aiimsrajkot.edu.in)



Date: 14.02.24

## PROPRIETARY ARTICLE CERTIFICATE

GFR Rules 2017 – Rule 166(i) and 166(iii)

This is certified that

- (i) The indented goods are manufactured by M/s Olympus Corporation Japan
- (ii) No other make or model is acceptable for the following reasons:
  - a) Proprietary nature of the desired specifications:

The desired technical features for the flexible rhino-laryngo-videoscopes proposed to be procured include diagnostic adult and pediatric flexible rhino-laryngo-videoscopes with chip-on-tip technology, real-time narrow band imaging, and ergonomic pistol grip controls for enhanced operability; and therapeutic flexible rhino-laryngo-videoscope with 4-way angulation.

It is in the knowledge of the user department that the flexible rhino-laryngo-videoscopes with above specifications are proprietary of M/s Olympus Corporation Japan (as per the PAC certificate provided by the OEM – Annexure 4)

- b) Cross-compatibility with the existing endoscopy system available in the Department:

Furthermore, it is noted that cross-compatibility of the equipment proposed to be procured with the existing endoscopy system within the department would be advantageous. This compatibility not only ensures cost-effectiveness but also enables comprehensive endoscopic evaluation of the larynx in the outpatient department, thereby significantly enhancing patient care.

- (i) Concurrence of finance wing to the proposal vide: .....

- (ii) Approval of the competent authority vide: AIIMS/RAJKOT/ENT/2024/02/37

J.R. Das  
14.02.24

Garima  
14/02/24

डॉ. ज्योति रंजन दास / DR. JYOTI RANJAN DAS  
सहायक आचार्य / ASSISTANT PROFESSOR  
कान, नाक, गला विभाग  
OTORHINOLARYNGOLOGY DEPARTMENT  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT

डॉ. गरिमा उप्रेती / Dr. Garima Upreti  
Assistant Professor  
Department of Otorhinolaryngology  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT

Central Campus: Village Khandheri, Tehsil- Paddhari, District Rajkot  
[dda.aiimsrajkot@gmail.com](mailto:dda.aiimsrajkot@gmail.com)

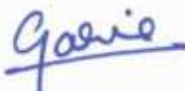


Dated: 14.02.24


**Proprietary/Specification Brand Good Certificate**

1. Description of Goods (Item/Type/Model No. required along with specifications) : **Flexible chip-on-tip Rhino-laryngo-videoscopes & Accessories.**
2. The indented goods are manufactured by M/s: : **Olympus Corporation Japan**
3. Is the item a spare parts attachment or accessory for an existing equipment : **No**
4. Are they sole manufactures/sole distributors of the item. : **Yes**
5. What were the efforts made to locate alternative source of supply or use other substitutes. : **Open comments/objection circular may be uploaded on institute website for open information and to ensure availability of any alternative item as applicable.**
6. Why open/limited tender can't be resorted to, for locating alternative source. : **Proprietary nature of item specifications. The desired specifications are not available with other manufacturers.**
7. No other make or model is acceptable for the following reasons: : **Proprietary nature of item specifications. The desired specifications are not available with other manufacturers. Cross compatibility with existing endoscopy system in the department.**
8. Concurrence of finance wing to the proposal vide: :
9. Approval of the competent authority vide: : **AIIMS / RAJKOT / ENT / 2024 / 02 / 37**

Signature of Indenter

  
14.02.24

डॉ. गरिमा उप्रेती / Dr. Garima Upreti  
सहायक आचार्य / Assistant Professor  
कान, नाक, गला विभाग / Department of Otorhinolaryngology  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT

  
14.02.2024

डॉ. ज्योति रंजन दास / DR. JYOTI RANJAN DAS  
सहायक आचार्य / ASSISTANT PROFESSOR  
कान, नाक, गला विभाग  
OTORHINOLARYNGOLOGY DEPARTMENT  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT

## All India Institute of Medical Sciences

Rajkot

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Ref No.-

Dated: - 14.02.24

Subject: Procurement of Flexible chip on tip Rhino-laryngoscope &amp; Accessories.

Description	Encls No
1. It is proposed to procure Flexible chip-on-tip Rhino-laryngo-videoscopes Accessories. for Department of Otorhinolaryngology, AIIMS Rajkot.	
2. The technical specifications of the equipment are enclosed.	Annexure 1
3. Technical compliance chart	Annexure 2
4. Budgetary Chart	Annexure 3
5. The equipment is to be procured on PAC basis as it is manufactured by only one firm Olympus Corporation Japan. The proprietary certificate submitted by OEM is enclosed.	Annexure 4
6. Quality verification certificate	Annexure 5
7. Dealer authorization certificate	Annexure 6
8. Purchase orders	Annexure 7
9. External verification of technical specifications by subject experts	Annexure 8
10. Product brochures	Annexure 9
11. The equipment is also purchased by other AIIMS on PAC basis	
12. Draft notice required to be published on the institute website inviting comments/objections thereon from any manufacturer regarding proprietary nature of the item is enclosed.	
13. Approval may please be accorded to publish the notice and thereafter proceed.	

I.No 1658 Date 14/2 Sign. Name  
O.No Date Sign.

DD (Admin.)

Gare  
14.02.24

डॉ. गरिमा उप्रेती / Dr. Garima Upreti  
सहायक आचार्य / Assistant Professor  
कान, नाक, गला विभाग / Department of Otorhinolaryngology  
अखिल भारतीय आयुर्विज्ञान संस्थान, राजकोट  
ALL INDIA INSTITUTE OF MEDICAL SCIENCES, RAJKOT

Administrative Officer

- As per Ref N.S-01
- Indent received from ENT department on PAC Basis.
- P.U for approval.

14/02/24

N.S.02

AO(Acc): (i) As per ref. N.S. - 01

(ii) Indent received from ENT Dept. to procure medical equipments which is/are 'proprietary' in nature as certificates attached opposite

(iii) Budgetary quotation and Purchase Orders from other Institutes doesn't match, so it is requested to obtain item wise - price to compare it with previous P.O. ↓  
quotation

(iv) Items may be procured through GEM under GFR-2017 Rule No:- 166

(v) Expenditure shall be met from GIA - Capital.

(vi) Per up bar necessary in-principle approval.

S. S. S. S. S.  
16/02/2024

1. Ref N.S-01 & notes are.  
2. For consideration for procurement through PAC made through GEM as per applicable GFR rules for ENT Dept as proposed.

[Signature]  
16/02/24

ENT

Consider for (iii)

1

ENT Dept

Price justification with ref POs already submitted to Finance officer on 17/02/24. The same are being resubmitted for reference please

[Signature]  
22/02/24

Mo i) ASPC) Ref N.S-02

ii) Price Justification with reference p.o  
is attached by ENT Departments.

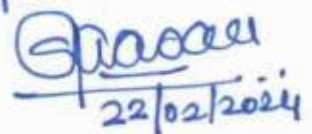
iii) P.O for approval.

  
22/02/24

Mo (Acc): (i) As per Ref. N.S.-03

(ii) Item-wise quotation and justification received and  
attached herewith; which is sufficient for  
order placement

(iii) Order may be placed; put up for approval.

  
22/02/2024

DD(A):

1. Ref N.S-03 are.

2. Item wise quotation & justification  
as directed by ED have been placed  
on file with by ENT Dept. & external rating  
has also been undertaken.

3. We may now proceed ahead with  
DAC procurement as proposed for above  
medical equipment.

  
22/02/24

DD:

  
22/2/24