



अखिल भारतीय आयुर्विज्ञान संस्थान, रायपुर (छत्तीसगढ़)  
**All India Institute of Medical Sciences, Raipur (Chhattisgarh)**  
 Tatibandh, GE Road,  
 Raipur-492 099 (CG)  
[www.aiimsraipur.edu.in](http://www.aiimsraipur.edu.in)

No: AIIMS/R/CS/ENT/1753/21/PAC

Date: 03.02.2022

**Call for Objection**

**Subject:** Inviting comments/objection, if any before declaring proprietary article for procurement of "Coblation Wands" for the Department of ENT AIIMS, Raipur.

ENT Department AIIMS, Raipur has to procure "Coblation Wands" through Proprietary Article basis.

The proposal submitted by M/s Arthrocare Corporation (USA) acquired by Smith & Nephew who is sole manufactures and M/s Vision Enterprises Raipur is the Local Agent of this item along with Proprietary Article Certificate are attached & uploaded on CPP Portal & Institute website.

The above documents are being uploaded for open information to submit objections, comments if any from any manufacturer/supplier before declaring proprietary article of the said equipment/items to be procured, within 15 days (i.e. 18.02.2022) from the date of issuance/uploading of the notification.

The objection should be raised in the technical compliance sheet as enclosed, if any Firm claiming suitability of their product with respect to specification mentioned.

The comments should be sent to the office of Central Store Office on above address at AIIMS Raipur in a sealed envelope with above reference on or before 18.02.2022 up to 05:00 PM from the date of uploading on institutional website, failing which it will be presumed that any other manufacture/vendor is having no comment to offer and case will be decided on merits.

**Senior Procurement cum Stores Officer  
 AIIMS Raipur (CG)**

Enclosure:-

1. PAC Certificate by Manufacturer.
2. PAC Certificate by Department.
3. Technical Specification.

**ANNEXURE-I****Technical specification for Coblation Wands**

Wand Name	Indications	Salient notes
<b>Evac 70 Xtra HP</b>	· Tonsillectomy	1. Volumetric tissue removal
	· Adenoidectomy	2. Ablation settings 7-9
	· Base of tongue excision	3. Do not bury the electrodes in the tissue
	· All soft tissue excision on the oral cavity	4. Malleable wand shaft
<b>Procise EZ view</b>	· Sinus surgery	1. Volumetric tissue removal
	· Excision of nasal polyps	2. Ablation settings 7-9
	· All soft tissue excision on the nasal cavity	3. Do not bury the electrodes in the tissue
		4. Malleable wand shaft
		5. Nasal wand
<b>Procise Max</b>	· Adenoidectomy	1. Volumetric tissue removal
	· Base of tongue excision	2. Ablation settings 7-9
	· Any large mass of soft tissue excision in the oral cavity	3. Do not bury the electrodes in the tissue
		4. Malleable wand shaft
		5. 20% faster than the Evac 70 Xtra HP wand
<b>Turbinator</b>	· Turbinate reduction (ablation)	1. Sub-mucosal turbinate ablation wand
		2. Ablation setting 7-9
		3. Requires additional active saline flow pump
		4. Volumetric tissue removal from inferior turbinate keeping the mucosa intact
		5. Same diameter as microdebrider
<b>Procise LW</b>	· Laryngeal lesion debulking	1. Volumetric tissue removal in the larynx
	· Arytenoidectomy	2. Ablation settings 7-9
	· Papillomatosis	3. Do not bury the electrodes in the tissue
	· Any bulky soft tissue excision needed in the larynx	4. Malleable wand shaft
		5. Longer shaft with a bend for easy access



		and visibility of operative area
<b>Procise MLW</b>	· Laryngeal lesion dissection	1. Dissection wand for larynx
	· Vocal cord lesions	2. Ablation settings 7-9
	· Any bulky soft tissue excision needed	3. Do not bury the electrodes in the tissue
	in the larynx	4. Longer shaft with a bend for easy access and visibility of operative area
		5. Extremely fine electrode and thin shaft for delicate procedures
<b>Reflex Ultra 45</b>	· Turbinate reduction (shrinkage)	1. Turbinate size reduction / channelling wand
		2. Ablation setting 4-6
		3. Markers help in determining the depth at which thermal lesions are to be made
<b>Reflex Ultra SP</b>	· Soft Palate reduction (shrinkage)	1. Size reduction / channelling wand
	· Tongue base reduction (shrinkage)	2. Ablation setting 4-6
	· Uvulopalatoplasty	3. The sheath can be retracted to increase cutting surface area
		4. In-built saline irrigation

Note: This is Rate contract for 01 years which may be increase within RC period and validity of RC may also extend up to 01 year.

Objection should be submitted in following format:

S. no.	Item Specification as given	Specification offered by firm	Deviation if any	Remark



51/100/1849/29  
031041 2022

03/10/632  
03/01/2022

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स्वामित्वप्रमाणपत्र  
Proprietary Article Certificate

फाइल संख्या औरसंदर्भ File Number and Reference		
1	सामाग्रीकाविवरण Description of article	Coblation Wands
2	पूर्वानुमानितमात्रा / वार्षिकआवश्यकता Forecast of quantity/annual requirement	NA
3	उपरोक्तमात्रा हेतुअनुमानितमूल्य Approximate estimated value for above	NA
4	निर्माताकानाम एवं पता Maker's name and address	Smith & Nephew, Feroz William Cannon Drive Austin Texas 78735
5	अधिकृतडीलर / स्टॉकिस्टकानाम Name(s) of authorised dealers/stockists	Vision Enterprise D 302 Raipur, Chhattisgarh
6	<p>मैंपी ए सी के आधारपरउपरोक्त खरीदकोस्वीकारकरताहूँऔर यह प्रमाणित करताहूँकि: नोट- (बी), (सी-1) या (सी-2) में से केवल एक कोबनाए रखने के लिए टिककरें, जोभीलागूहोऔरदूसरोकोकाटदें।कृपया (ए) टिककरपुष्टिकरेंइसकेबिनापीएसीप्रमाणपत्र अवैध होगा।</p> <p>I approve the above purchase on PAC basis and certify that:- Note- Tick to retain only one out of (b), (c-1) or (c-2) whichever is applicable and cross out others. Please do confirm (a) by ticking it - without which PAC certificate will be invalid.</p>	
6 (a)	यह एकमात्र फर्महैजोइसमदकानिर्माण / संग्रहणकररहाहै। और This is the only firm who is manufacturing /stocking this item. AND	✓
6 (b)	किरीअन्य फर्म द्वारासमरूपमदनिर्मित / विक्रय नहीं कियाजाताहै, जिसकाउपयोगइसकेबदलेकियाजासकताहै।अथवा A similar article in not manufacturing/sold by any other firm, which could be used in lieu OR	✓
6 (c-1)	कोईअन्य मेक / ब्रांडनिम्नलिखितकारणो ( जैसेओईएम / वारंटी के ) के लिए उपयुक्त नहीं होगा।अथवा No other make/brand will be suitable for following tangible reasons (like OEM/warranty spares): OR	



6 (c)	<p>कोई अन्य मेक/ब्रांड निम्नलिखित कारणों से उपयुक्त नहीं होगा (अगर पीएसपी पिछले खरीद में भी दिया गया था, तो कृपया इस के बाद से अधिक स्रोतों का पता लगाने के लिए प्रयास करें) तथा</p> <p>No other make/brand will be suitable for following intangible reasons (if PAC was also given in the last procurement cycle, please also bring out efforts made since then to locate more sources): OR</p>
	<p>प्रस्ताव के लिए वित्त शाखा की सहमति का संदर्भ (कार्रवाई भंडार और लेखा विभाग द्वारा की जायेगी)</p> <p>Reference of concurrence of finance wing to the proposal (Action will be taken by stores &amp; Account Department)</p>

पिछले तीन सालों में इस मद की पीएसपी खरीद का इतिहास नीचे दिया जा सकता है (यदि कोई हो) History of PAC purchase of this item for past three years may be given below (if any)

प्रदायक का नाम Name of the Supplier	आदेशित मात्रा Quantity Ordered	आदेश पर मूल दर ( ) Basic Rate on order (₹)	प्रतिकूल प्रदर्शन रिपोर्ट अगर कोई हो Adverse Performance Reported if any
आदेश, निविदा संदर्भ और दिनांक Order/Tender reference & Date			

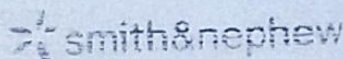
अनुमोदन करने वाले प्राधिकारी का हस्ताक्षर

*R. Arora*

दिनांक

डॉ. रिपु दामन अरोरा  
Dr. Ripu Daman Arora  
अधीक्षक (निष्काशन), आर्य समाज मेडिकल कॉलेज  
आर्य समाज मेडिकल कॉलेज, आर्य समाज, दिल्ली-110028  
Asst. Prof. in the Dept. of Medical Education, Arya Samaj Medical College, Arya Samaj, Delhi-110028





25 May 2021

**Proprietary Certificate**

To Whom It May Concern:

Coblation Technology is used in the ArthroCare's ENT Coblator-II Surgical System (Model No. EC 8001-01). The Coblator-II Surgical System is a Bipolar, Radiofrequency Electrosurgical system which is used to perform tissue ablation, tissue coagulation and hemostasis via Controlled, Precise Plasma layer formation in ENT Surgery.

Coblation is a registered Trademark of ArthroCare Corporation(U.S.A.) and such as the exclusive property of ArthroCare Corporation. ArthroCare is the only company which manufactures Coblation Devices. A similar article is not manufactured or sold by any other firm which could be used in lieu.

The ArthroCare ENT Coblator-II Surgical System is covered by US Patent.

Coblator II Surgical System- is a USFDA Approved Product with 510k Certificate No. K070374.

Coblator II has a range of wands which are device specific and are designed for a specific need of the surgical procedure. No other make or model provider is acceptable for the following reasons:

- a) Proven Quality
- b) Proprietary Patents
- c) International recognized safety and efficacy

Catalog No	Indication	Description
EIC4835-01	Sinus Turbinate Reduction Paediatric	ReFlex Ultra PTR with Integrated Cable
EIC4845-01	Sinus Turbinate Reduction	ReFlex Ultra 45with Integrated Cable
EIC4855-01	Sleep Surgeries without irrigation	ReFlex Ultra 55 with Integrated Cable
EIC4857-01	Sleep Surgeries with irrigation	ReFlex Ultra SP with Integrated Cable
EIC5874-01	Tonsillectomy Extra Capsular	EVac 70 Xtra HP with Integrated Cable
EIC 9820-01	Tonsillectomy Extra Capsular	Excise PDW with Integrated Cable
EIC6895-01	Sinus Routine Work	Turbinator Wand
EIC7070-01	Routine Laryngeal Work	PROcise LW Wand with Integrated Cable
EIC7071-01	Paediatric Laryngeal Work	PROcise MLW with Integrated Cable
EIC8898-01	Adenoidectomy	PROcise max with integrated Cable
EIC8875-01	Sinus Turbinate Reduction with Suction Irrigation	PROcise EZ View
EC8000-01		Coblator II Controller 110V

For further information, the undersigned can be contacted.

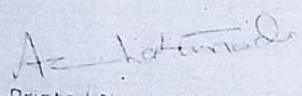
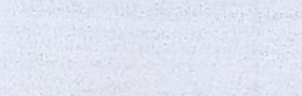
*Melissa Ago*

Melissa Ago  
Senior Regulatory Affairs Specialist



Parties

Signatures

For SELLER (Seller, you)	For SMITH + NEPHEW (S+N, we, us)
<b>Vision Enterprises</b> Block D 302 Vrindavan Garden, Daldal seoni, Raipur 492 014, India.	<b>Smith &amp; Nephew Healthcare Private Limited</b> B501-590, Dynasty Business Park, Andheri Kurla Road, Andheri East, Mumbai - 59, Maharashtra, India
 Printed Name: Anand Chaturvedi Title: Director Date Signed: 02/06/2021	 Printed Name: Nikunj Shah Title: Director Date Signed: 02/06/2021

**Addresses for Notices:** Notices under this Agreement shall be addressed as follows:

- for routine matters in the ordinary course of business:

<b>By Hand or Mail</b>	<b>Vision Enterprises</b> Block D 302 Vrindavan Garden, Daldal seoni, Raipur 492 014, India.  Attention: Anand Chaturvedi Fax number	<b>Smith &amp; Nephew Healthcare Private Limited</b> B501-590, Dynasty Business Park, Andheri Kurla Road, Andheri East, Mumbai - 59, Maharashtra, India  Attention: Nikunj Shah
<b>By Fax</b>	Attention: Anand Chaturvedi vientp@hotmail.com	Attention: Nikunj Shah
<b>By e-mail</b>		nikunj.shah@smith-nephew.com

- for other matters, same as above, plus copy to:

<b>By Hand or Mail</b>	<b>Vision Enterprises</b> Block D 302 Vrindavan Garden, Daldal seoni, Raipur 492 014, India.  Attention: Anand Chaturvedi	<b>Smith &amp; Nephew plc</b> Building 5, Croxley Park Hatters Lane Watford Hertfordshire WD18 8YE England Attention: Company Secretary +44 (0)20 7930 3353
<b>By Fax</b>	Attention: Anand Chaturvedi vientp@hotmail.com	Attention: Company Secretary Company.Secretary@smith- nephew.com
<b>By Email</b>		





(4)

## Territory Sales Agreement

### Form of Guaranty by Seller Principals

The undersigned hereby unconditionally and irrevocably guarantee (jointly and severally, if more than one guarantor) to Smith + Nephew the full performance by party named below (**Seller**) of all of its obligations under the Territory Sales Agreement between Smith + Nephew and the Seller, as such Agreement may be amended from time to time. Furthermore, the undersigned agree to comply with the covenants in such Agreement applicable to Affiliates of the Seller, as if the undersigned were an Affiliate of the Seller.

The enforceability of this guaranty shall not be affected by any failure of the undersigned to consent to an amendment or waiver of the Territory Sales Agreement, any insolvency of the Seller or any other circumstance whatsoever.

#### IF THE GUARANTOR IS AN INDIVIDUAL

Signature: A. Chatunadi

Print name: A. Chatunadi

Date: 02/06/2021

Signing personally and individually and not  
on behalf of the Seller

#### IF THE GUARANTOR IS A LEGAL ENTITY

Signature of representative of the Guarantor (and stamp where applicable):

Print name of the representative: \_\_\_\_\_

Title of the representative: \_\_\_\_\_

Date: \_\_\_\_\_

#### Notes:

1. This document should be signed by the legal or beneficial owner of the Seller entity. This document should not be signed by the Seller itself.
2. Where the legal or beneficial owner of the Seller is an individual signing in his/her personal capacity, please sign the first signature block. Please do not affix any company seal or make any other reference to the name of the Seller entity.
3. Where the legal or beneficial owner is a corporate entity, please sign the second signature block, ensuring that the company seal of the legal or beneficial owner entity is affixed alongside the signature. The company seal of the Seller should not be affixed.

A. Chatunadi

AK



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The enforceability of this guaranty shall not be affected by any failure of the undersigned to consent to an amendment or waiver of the Territory Sales Agreement, any insolvency of the Seller or any other circumstance whatsoever.

#### IF THE GUARANTOR IS AN INDIVIDUAL:

Signature: A. Chaturvedi

Print name: Anand Chaturvedi

Date: 02/06/2021

Signing personally and individually and not  
on behalf of the Seller

#### IF THE GUARANTOR IS A LEGAL ENTITY

Signature of representative of the Guarantor (and stamp where applicable):

Print name of the representative: \_\_\_\_\_

Title of the representative: \_\_\_\_\_

Date: \_\_\_\_\_

#### Notes:

1. This document should be signed by the legal or beneficial owner of the Seller entity. This document should not be signed by the Seller itself.
2. Where the legal or beneficial owner of the Seller is an **individual** signing in his/her personal capacity, please sign the first signature block. Please do not affix any company seal or make any other reference to the name of the Seller entity.
3. Where the legal or beneficial owner is a **corporate entity**, please sign the second signature block, ensuring that the company seal of the legal or beneficial owner entity is affixed alongside the signature. The company seal of the Seller should not be affixed.