

ANNEXURE - I

Queries of the Prospective Bidders during the Pre- Bid Meeting held on 12.10.2009 at 02:00 PM at Safdarjang Hospital, New Delhi and its reply are given below:

Technical Specifications

Sr. No.	Query of the Prospective Bidders	Reply to Query
1	<p>Modular Operation Theater (MOT) and Medical Gas Manifold System (MGMS) are two different entities in terms of technology as well engineering and have absolutely nothing in common and both are independent systems. MGMS is handled by specialized team of engineers having specialization and knowledge of biotech. This includes lot of critical and sensitive equipments such as Medical Air Compressor Plant, Medical Vacuum Pump Plant and AGSS System, where each equipment plays a very vital role in the total integrated system. Under the circumstances we request you to either split the tender in two parts one for MGMS and other MOT or in case you want to club both in single tender then the criteria for qualification should be that bidder should have experience of Rs.4 crores either in MOT or MGMS failing which specialized and experienced vendors will not be able to participate which ultimately will tell upon the quality and performance of the project being executed by the vendors. Modular Operation Theater is structural based engineering and it consists of stainless steel pre fabricated structures air ceiling, sliding doors, seamless flooring etc.</p> <p>That the tender for the Modular OTs and Medical Gases Manifold System may kindly be separated and made independent of each other for following reasons These are two different specialties for which many highly specialized companies are functioning worldwide in their individual respective fields. By combining the two system together in one tender, only a couple of Local Indian Companies (may be only one company) will remain in the tendering process and inspite of the budgets being available you will be depriving yourself from use of the best of technologies available worldwide in each respective field.</p>	<p style="text-align: center;">No change accepted in the tender on this issue.</p>

As there is no technological link between Medical Gas Management Systems (MGMS) and Modular Operation Theatre (MOT) and there are separate internationally renowned specialized manufacturers & suppliers for each of these systems, it is not clear to us why both systems have been clubbed to a single tender and offers have been asked to provide by a single bidder. Restricted clause by clubbing both MOT & MGMS with specific intention to get rid of major suppliers of MGMS including BOC India Ltd.

Clubbing two different products i.e. Modular Operation theatre and Medical Gas Manifold System particularly based on the handful and mostly wrong examples (without any credible history of its operations) is a clear eyewash with totally ill and bad intentions and for getting personal benefits and favours. Technically speaking within hospital, all products and services needs some basic integration and so is the need in this case, this means pipeline outside the OT needs to be brazed to the Nearby main line through a simple brazing / welding (this is just one of the hundreds of joints done throughout the Hospital in its various areas). Similarly the alarms installed in the OT areas are part of the many other alarms installed everywhere in the hospital and so on. On the other hand even the logic and reasoning of integrating two different type of products is to be believed then why not do it for civil structures and moreover for HVAC which infact is the backbone of clean room i.e. O.T.s. Hence it is very clear the only purpose of integrating the two products is to restrict the entry of most of the existing players from both the industries i.e. Modular Operation Theatres and Medical Gas Manifold Systems. Thereby killing the competition to the large extent.

We, nsp hospitech India Pvt. Ltd., New Delhi is reputed Indian Company engaged in the field of design, fabrication, installation and commissioning of Medical Gas Pipeline System see the above mentioned IFB which is tendered by clubbing dissimilar product line as a prohibitive and as promotion of sufficient competitive IFB

The following requirements should be individually tendered:

Medical Gas pipeline System

Operation Theatre Light

OR Integration System

Modular OT

Hence, we request you to divide the subject IFB into 4 (four) different IFB to allow more inclusive participation of various vendors.

	<p>The provision of Medical Gases is a specialist job requiring adherence to many standards and requires validation , whereas Modular OT is hardware job not technologically linked with Medical Gases Installation apart from connecting five gases to the Ceiling Pendant and that through rubber hoses which come as standard on Pendant (no welding or testing required).</p>	
2.	<p>Media Bridge is old technology and pendant is better.</p>	<p>Tender specifications laid down remain unchanged in this regard.</p>
3.	<p>Imported Air Ceiling management System.</p> <p>All items of air ceiling system like Imported Media Bridge, Imported Twin Dome LED light, Imported Peripheral lights and Imported Clean-room peripheral light and Imported RCB luminaries should be from one single make, single origin and single standard and will only be accepted (Page 76 tender) The OT light manufacturers, not necessarily manufacture the Media Bridge, RCB luminaries or peripheral lighting. They should have compatibility with each other. We request you to allow multiple makes for wider competition and better quality.</p>	<p>All items of imported air ceiling system like imported Media Bridge, imported Twin Dome LED Light, imported Peripheral lights and imported Clean-room peripheral light/luminaries and imported RGB luminaries can be from multiple sourced provided they fully meets tender specifications and are compatible with various systems to be installed but from one single international standard will also be accepted.</p>
4	<p>Since AC ducting inside OT & is the integral part of the Modular Operation Theatres & the differ users are the integral part of the Laminar flow hence it should must be in the scope of Modular Operation Theatre contractor, as per our past experience if the two or more contractors work in the same area the difference of opinions arises & responsibilities are shifted from one contractor to the another. A lot of problems are faced by the hospital as & when any defect occurs in A/C or diffusers no contractor then owns the responsibility & hospital suffers. Hence, the A/C ducting inside OT & Diffusers being the integral part of the O.T we suggest it should be in the scope of OT contractor. Moreover at the time IIIrd party inspection if the impurities of Air supply are found then no contractor will take the responsibility. Saying that the bacteria are generated from the system install by our co-contractor.</p>	<p>The work of AC ducting inside all the OT (OT-1,OT-2, OT-3, Pre Opeartaive & Post Operative) and supply, installation of pressure and humidity sensors with controller being an integral part of OT contract, this work should also form part of the scope of the present and combined work of MOT+ MGMS. However AHU, connection to AHU and all other works outside the OT-1,OT-2, OT-3, Pre Opeartaive & Post Operative) will be in scope of HVAC contractor.</p>
5	<p>Gas Outlets Points should also be Plastic/ ABS</p>	<p>This has been accepted.</p>
6	<p>Surgeon Control panel should be Indigenous instead of Imported.</p>	<p>The indigenous surgeon control panel is also acceptable.</p>
7	<p>Technical Specifications biased towards HTM 2022, HTM 02-01 and C11 and CE marked. Instead of mentioning in depth specifications of only one standard we propose you to invite and accept other globally accepted standards with their respective quality markings for this tender i.e. NFPA 99C of</p>	<p>Products meeting any of the following standards are approved and accepted.</p> <p>Bidders can quote any one-</p> <p>Imported British Standards HTM 02-01 (2006 version),</p>

	<p>USA.</p> <p>he whole system has been asked to quote conforming to HTM 2022 Std. where as NFPA-99C-2005 Std. of USA is the most advanced standard and the equipments conforming to NFPA-99 are installed in major hospital in INDIA and WORLDWIDE. The names of few hospitals in India are Safdurjung – New Delhi (the same institute for which this tender has been floated by the HSCC) AIIMS – New Delhi, Jaiprakash Trauma Centre – New Delhi, Deen Dayal Upadhyaya – New Delhi, Chacha Nehru Bal Chittsalya – New Delhi, Maulana Azad Institute of Dental Sciences – New Delhi, Ram Manohar Lohia Hospital – New Delhi, PGI Rohtak, Maharishi Balmiki Hospital- New Delhi and many more. Hence we request the authorities instead of a single std. the most advanced NFPA-99 STD should included for a healthy competition.</p> <p>The provision of Medical Gases Manifold system with suitable supply and distributions conforming to any one international standard i.e. HTM-2022 (of UK) or NFPA-99 latest edition-2005 (of USA).</p>	<p>C11 standards complies med gas products</p> <p>OR</p> <p>Imported American standards NFPA-99C (2005 version) complies med gas products.</p> <p>OR</p> <p>Imported German Standard DIN- EN 737 (Latest 2007 Standard) complies med gas products</p>
8	<p>Tender requires CE marked system. We propose hospital to approve UL listed system too as products from USA / CANADA will have UL listing as per their respective country guidelines.</p>	<p>Bidders who are quoting imported British Standards HTM 02-01 (2006 version), C11 standards complies med gas products must be CE marked with CE no. specified (copy of CE certificate must be submitted for each and every quoted products)</p> <p>OR</p> <p>Bidders who are quoting Imported American standards NFPA-99C (2005 version) complies all med gas products must be UL listed with certificate no. (copy of UL certificate with UL no. must be submitted for each on every quoted product)</p> <p>OR</p> <p>Bidders who are quoting imported German Standards DIN EN 737 (2007 version), complies med gas products must be CE marked with CE no. specified (copy of CE certificate must be submitted for each and every quoted products)</p>
9	<p>Copper pipes as per EN 13348 or as per ASTM requirements available in India. Thus we suggest to accept and approve the copper tubes of Indian origin.</p>	<p>Copper tubes of Indian origin also acceptable,However copper pipes/tubes must be medical grade and fully complies and meets with latest BS EN 13348:2001 or Latest NFPA-99C ASTM standards. Copy of the letter of authority from mfr with relavent test certificate must be submitted.</p>

10	<p>We would request you to add the following for betterment of the project. Endoscopic equipment in the integrated operation theatre should also be added in scope of supply:</p> <p>Full HDTV 3 – chip Camera System : The camera should have resolution of 1920 x 1080 Progressive scan, image acquisition and transmission in 16 : 9 format from the camera head. The Camera head buttons should be able to control documentation system for directly capturing and recording surgical videos and stills. The camera should have following video outputs : S-Video, DVI and SDI.</p> <p>Xenon Light Source : A high intensity 300 watt Xenon Light source with spare Xenon Lamp with Colour temperature of 6000 K or more should be supplied A suitable fibre optic light cable of length 250 cm and diameter of 4.8 cm should also be supplied.</p> <p>High Speed Arthroscopy Shaver System : Should have rotation speed varying from 1000 rpm up to 12000 rpm and Oscillation speed varying from 200 rpm upto 2500 rpm with automatic blade detection. Should have pre-programmed user defined memories for selection of rotation speeds and can be changed from foot switch. The hand pieces should be auto-clavable and blades should be reusable.</p> <p>Arthroscopic pump (Irrigation system)</p> <p>All the above mentioned Endoscopic equipment viz Full HDTV Camera system, Xenon Light Source, high speed Arthroscopy shaver system & Arthroscopic pump should be compatible with Integration system for remote controlled operation via the touch screen located within the sterile field and simultaneously from mouse and keyboard of Nurse works station (NWS) positioned outside the sterile field.</p>	<p>The amendment in this regard is enclosed as annexure 'I-A'. This annexure I-A should be read in conjunction with the specifications issued with this tender. However in case of conflict with specifications, the amended specifications given in annexure I-A shall prevail.</p>
11	<p>Tender has been called for Sports Injury Centre at Safdarjung Hospital with a view that the SIC shall be made available for Common Wealth Games to be held in October 2010. With all the imported items kept in the tender it will not be possible complete the job with tendering process of Government of India by October 2010.</p> <p>We have done 3 Modular Operation Theatres for Cardiac Surgery at 4th floor A wing in OPD Phase complete with Medical Gas Pipe Line i/e a CCU of 18 beds in a cost of 1.04 crore with pendants, bed</p>	<p>No changes are acceptable with respect to point 11 to 23.</p>

	<p>head panels etc. with indigenous items. Hence the cost of 3 operation theatres with Medical Gas Pipe Line in SIC for a cost of 10 crores is very much high. With all the indigenous items i/e OT lights & Gas Manifolds we can supply & install all the operation theatres in a period of 4 months as stated in your tender documents with a much lower cost of approximately 200 lacs.</p>	
12	<p>We are a renowned manufacturer of High-End, True Modular, Pre-fabricated operating Rooms (Ors), ICUs & High Safety Laboratories. We fully & truly comply with International standards requirements for Modular Ors, infact our system exceeds the requirements of world's most stringent standards for hygiene, cleanliness & safety. With thousands of State of Art installations worldwide, we would like to take part in the above mentioned tender published by HSCC (India) Ltd. but special, unnecessary conditions mentioned in the tender are stopping us to take part in the tender. Infact special clauses mentioned in Section IX – Mandatory Qualification Criteria clearly indicates that tender is prepared to favour one company only. We don't expect such a tender document, that too from Ministry of Health & family Welfare, where such biased requirements are published.</p>	
13	<p>“Distributorship since last three to five years” should be deleted which has been mentioned to support only one or two companies. It should be changed as follows :</p> <p>Bidder should submit the letter of authority of original Foreign Principal / Manufacturer confirming exclusive distributorship of the bidder in India. The same Foreign Principal / Manufacturer company should have installed base in India for similar products at least for last three to five years. The Principal company should also confirm that in case of change of existing distributorship in India, they will take responsibility of warranty & availability of spare parts of their products.</p>	
14	<p>Requested to scrap the whole tender and re-draft the requirements under the new technical team for flexible and open to all specifications.</p>	
15	<p>Why should you not have the best technology in Modular OTs available worldwide as mentioned in the enclosed criteria when it is possible to afford the same?</p>	
16	<p>Why should the system not be conforming to certain</p>	

	specified International Standards when there are a number of companies offering such standards worldwide each within the same budget?	
17	Inclusion of compatibility of light source & Arthoscopy / endoscopy systems for integration of OT.	
18	If we are protecting the metallic surface by antibacterial / Antifungal paint then why we are increasing the cost 3-4 times by opting for SS 304. We propose hospital to go for EGP sheets (1.6mm thick) which is widely accepted in India / internationally and also fast to procure and install which is key to get the work completed in 4 month's time	
19	Same way we propose to go for Indigenous laminar flow system with aluminum frame and with SS 304 or specially designed cloth type diffuser and HEPA Filters with 99.97% efficiency. This will ensure fastest delivery and installation at site without compromising any quality issues.	
20	Flow meter body should be made of brass with chromium plating for better wear resistance and good appearance with harder surface.	
21	Instead of air-cooled Rotary Screw Compressors, imported Scroll Compressors can be used for less noise and smooth operation.	
22	Delivery flow of the imported control panel should be over 2000 LPM instead of 1500 LPM.	
23	Different sets of technical specifications were submitted by various firms to be included in the tender specifications.	

The tender document is amended to the extent indicated above and all other terms and conditions remain unchanged.