

# **Pricing Guide**

## **Medical Equipment, MOHFW, Bangladesh**

## **Pricing Guide, Medical Equipment**

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Prepared for the Ministry of Health and Family Welfare of Bangladesh

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**SIAPS** 

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## **About SIAPS**

The goal of the Systems for Improved Access to Pharmaceuticals and Services (SIAPS) Program is to ensure the availability of quality pharmaceutical products and effective pharmaceutical services to achieve desired health outcomes. Toward this end, the SIAPS result areas include improving governance, building capacity for pharmaceutical management and services, addressing information needed for decision making in the pharmaceutical sector, strengthening financing strategies and mechanisms to improve access to medicines, and increasing quality pharmaceutical services.

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Ministry of Health and Family Welfare, Bangladesh, specifications, medical equipment, value for money

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## CONTENTS

Acronyms .....	iv
Currencies and Exchange Rates .....	v
Foreword .....	vi
Acknowledgments .....	vii
Executive Summary .....	viii
Background .....	1
Assignment Objective .....	2
Methodology .....	4
Specifications .....	5
Packages .....	6
Warranty .....	8
Using the PG .....	8
Principles of Purchasing Management .....	10
Purchasing Cycle/System .....	10
Procurement Guideline that Affects Pricing .....	10
Budgets Publication in Tenders .....	12
Limitations .....	13
Key Findings .....	14
Recommendations .....	15
References .....	16
Annex A. Pricing Guide .....	17

## ACRONYMS

CIP	carriage and insurance paid, delivered to Central Medical Stores
CMSD	Central Medical Stores DEpot
DGHS	Directorate General of Health Services
EXW	ex-works delivery to Central Medical Stores Depot, Directorate General of Health Services, Dhaka, Bangladesh
HPNSDP	Health, Population and Nutrition Sector Development Program
LD	line director
MOHFW	Ministry of Health and Family Welfare
MSH	Management Sciences for Health
NHS	National Health Service
PG	Pricing Guide
SCMS	Supply Chain Management System
SIAPS	Systems for Improved Access to Pharmaceuticals and Services
TOE	table of organization and equipment
UNICEF	United Nations Children's Fund
USAID	US Agency for International Development
WHO	World Health Organization

## CURRENCIES AND EXCHANGE RATES

BDT	Bangladesh Taka	based on 1\$ = BDT 78
\$	US dollar	based on 1\$ = BDT 78
€	European Euro	based on 1€= \$1.25
£	British Pound Sterling	based on 1£ = \$1.71
¥	Japanese yen	based on 1\$ = ¥101
SGD	Singapore dollar	based on 1\$ = SGD 1.2

Note: Exchange rates were current at the time of writing this report, but currency rates change daily; the above is for indication only.

## FOREWORD

Medical equipment items are the most expensive material goods in a health care facility. As part of technical assistance from USAID-supported SIAPS (implemented by MSH) to ensure access to quality products, we have developed a standard table of organization and equipment (TOE) in collaboration with the Ministry of Health and Family Welfare (MOHFW). This TOE is a prerequisite tool of health care technology management for equipment used at 10-, 20-, 50-, 250-, and 500-bed health facilities.

This Pricing Guide (PG) provides reasonable and reliable information on medical equipment prices based on specifications mostly reflected in the TOE. The information in this PG builds on Central Medical Stores Depot (CMSD) data from past orders, local suppliers information, extracts from various websites, informed estimates based on past experiences and consultant's own database .

We hope this PG will provide the necessary information about the estimated prices that might be required during planning and evaluation of the procurement of medical equipment to help the different components of the MOHFW's procurement and supply management cycles make informed decisions when procuring medical equipment from different entities.

## ACKNOWLEDGMENTS

First of all, we would like to express our sincere gratitude to MOHFW's respective policy makers; professors, associate professors, and assistant professors of medical college hospitals and specialized hospitals; line directors (LDs) and program managers of the Directorate General of Health Services (DGHS); dedicated managers of the National Electro-Medical Equipment Maintenance Workshop and Training Center; civil surgeons and consultants of district hospitals; the director and dedicated staff of CMSD as key procuring entities of medical equipment; and upazila health and family planning officers who provided their support and participated in consensus building workshops for this assignment.

Finally, SIAPS would like to express its sincere thanks and appreciation to short-term international and local consultants for providing their perspectives on the standardization of Pricing Guide of medical equipment for this document.



## EXECUTIVE SUMMARY

The SIAPS Program—funded by USAID and implemented by MSH in collaboration with the MOHFW—has developed this medical equipment PG to help public health care facilities of Bangladesh create a realistic annual procurement plan and purchase safe, efficient, and fairly priced medical equipment.

With modern technology, no health care facility can deliver sound health services without medical equipment, clinical engineering, and technology professionals. Medical equipment planning is, therefore, the most important factor for establishing a new hospital and for continuing to provide quality hospital services. And in most developed countries, the health system typically follows standard rules, regulations, and practices of health care technology.

However, a durable investment in medical equipment comes with a major cost, so it is key to ensure the best value. When procuring medical equipment, one should also consider other aspects of the process such as selection, quantification, bidding, quality assurance, and expeditious clearance and receipt of the procured items.

This PG uses data from CMSD about past orders, local supplier information, excerpts from various websites, and informed estimates based on past experiences to provide—as accurately as possible—reasonable and reliable information on the prices of approximately 500 pieces major medical equipment and medical furniture for comparison. We have organized the equipment by category of services and type of equipment and provided the prices for a one-year warranty and a three-year warranty.

This PG can be used to:

- Determine the probable cost of pharmaceutical products
- Compare current prices paid with prices available on the international market
- Plan budgets and programs
- Assess the potential financial impact of changes to current medicines list
- Support education about rational medicine use

When developing indicative prices, it is necessary to note specifications for each of the products in the TOE and past procurements.

We recommend that the MOHFW strategically decide on medical equipment pricing and acquisition and follow the approved TOE to ensure need-based procurement planning of medical equipment. Comparative price information is important for getting the best price and avoiding unfair procurement practices, and this PG is an essential reference for anyone involved in the medical equipment procurement process.

## BACKGROUND

In a transparent procurement method, bids from competing contractors, suppliers, or vendors are invited by openly advertising the scope, specifications, and terms and conditions of the proposed contract as well as the criteria by which the bids will be evaluated. Competitive bidding aims to obtain goods and services at the lowest prices by stimulating competition and preventing favoritism. To help you make better decisions on pricing and on the quality and utility of medical equipment, this PG will indicate whether a price is too high or too low—both of which may indicate issues about reliability and fair pricing.

Medical equipment prices depend on many continually changing factors, including Specifications, list of spare parts or accessories, exchange rates, shipping costs, labor rates, installation conditions, and warranty. So the only way to obtain current accurate costs is to request a formal quotation from a manufacturer or authorized supplier, which is usually time consuming.

Each medical equipment item—particularly the highly technical—can be specified in a multitude of ways, meaning the same equipment can be operated by different means with different outputs. And this means each specification could have a different cost. One must also not ignore the impact that technological advances have on price.

This PG will:

- Help you avoid sub-standard equipment purchases
- Serve as an indicative price benchmark in the bidding process
- Increase efficiency and economy in the procurement process, thereby reducing rebidding
- Enable MOHFW's procuring entities, LDs, and health facilities to develop a realistic procurement plan with estimated unit prices for items

The MOHFW has been implementing the Health, Population, and Nutrition Sector Development Program (HPNSDP) since July 2011 to ensure quality and equitable health care for all citizens of Bangladesh. The program aims to stimulate demand and improve access to and utilization of health, population, and nutrition services. Improved access and utilization will reduce maternal, child, and infant morbidity and mortality; decrease population growth; and improve nutritional status among women, children, and the vulnerable population. Access to the right diagnostics and better equipped facilities is seen as key to improving access to care and treatment.

Under HPNSDP, electro-medical equipment and instruments are procured to support treatment and care for all levels of health facilities (i.e., primary, secondary, and tertiary and specialized hospitals). Well-functioning medical equipment is seen as essential for providing effective and efficient health services, and the procurement of medical equipment is considered a major part of the public sector health investment in Bangladesh, requiring close monitoring.

However, estimating unit prices of medical equipment is a real challenge for health facilities' user departments and LDs, keeping them from making realistic procurement plans. With the mandate for system strengthening and capacity building of the USAID/SIAPS project, the MOHFW needs technical assistance to develop an updated PG for medical equipment using a market survey. On behalf of the MOHFW, SIAPS engaged both an international and a local consultant on a short-term basis with relevant experience to develop the price guide for medical devices and equipment.

To strengthen the different components of MOHFW's procurement and supply management cycles—especially for medical equipment—an assessment of the current status of medical equipment and its management was conducted by studying a representative sample of equipment supplied under the Health and Population Sector Program from 2000 to 2005. The assessment was funded by the International Development Association and the Multi-Donor Trust Fund (managed by the World Bank), conducted by Simed International, and named the Bangladesh Medical Equipment Survey 2008. The assessment found that only 50% of equipment supplied under the program from 2000 to 2005 was effectively used at its final destination. The main reasons behind ineffectiveness of the other 50% of the equipment were noted as the lack of comprehensive equipment planning, failures in the delivery system, absence of adequate maintenance, and combinations of these. The survey provided MOHFW with recommendations, one of which was to formulate and apply a standard TOE for all levels of health service delivery. Based on that recommendation, DGHS drafted a TOE for 20-, 100-, 150-, 200-, and 250-bed hospitals in 2008.

In 2012, Simed International conducted another study of the equipment supplied from 2006 to 2011 under the Health, Nutrition and Population Sector Program (HNPS). Based on the study findings, Simed International proposed establishing a medical technology department at the MOHFW, along with updating the existing TOE (drafted by DGHS) for 10-, 20-, 31-, 50-, 100-, 250-, and 500-bed hospitals. Following this, in a meeting with Honorable Minister for MOHFW on September 22, 2013, SIAPS was asked to update the standard TOE for MOHFW. Later, this was also discussed in the development partners' meeting held in January 2014 and included in the follow-up action plan of the Bangladesh Medical Equipment Survey 2012 facilitated by the World Bank.

As MOHFW proceeded strategically toward upgrading and standardizing primary and secondary level health facilities, the primary level would include only 50-bed hospitals and the secondary level would include only 250-bed hospitals. Finally, it was decided that SIAPS would develop a TOE for 50-bed health facilities in the Upazila region (a sub-district level), 250-bed facilities at district level, and 500-bed and higher facilities for medical college hospitals. Later, the MOHFW requested SIAPS to include 10- and 20-bed facilities for rural health centers under DGHS and maternal and child welfare centers under Directorate General of Family Planning.

### **Assignment Objective**

The consultancy's objective was to produce an updated and comprehensive medical devices and equipment PG for MOHFW, its different LDs, and CMSD based on past procurement practices,

current international and local supplier price information, and accepted specifications of standard medical devices and equipment.

We developed the PG to include the following parameters:

- Equipment's final destination point (i.e., CMSD, DGHS, Dhaka, Bangladesh)
- Consideration of a one- to three-year warranty period range
- Different country of origin/variation in price/carriage and insurance paid (CIP) for international suppliers, and ex works deliver (EXW) for locals
- Brief description of each item and an indicative price (if there is no information on price from suppliers, then reliance on the Internet and past experiences should be acceptable)
- Based on pricing information, development of comparators and collate prices by range for the same/similar equipment (min/med/max/average, etc.)

## METHODOLOGY

The consultant gathered information from discussions with relevant stakeholders, information on previous medical equipment contracts issued by CMSD, reviews of past and present orders for medical equipment, and discussions with suppliers. The SIAPS country team expedited the contracts for the sources of information and arranged for the meetings. The technical sessions were held with different stakeholders and comments/suggestions were incorporated in the final PG.

The pricing exercise was based on the following:

- The TOE for 250-bed hospitals for selecting the medical equipment as it was assumed to be most inclusive of all lists. Individual items on the TOE were compared with those that were listed within the various contracts in the past three years; those similar items with identified prices were earmarked accordingly.
- MOHFW contracts for medical equipment over the past three years. Procurement desk numbers one to six at CMSD issued the contracts. Contract for medical equipment only from each desk was transformed into a suitable format and transferred onto an allocated sheet.
- Information and prices from suppliers
- Search sources from the electronic media
- Consultants private and personal database
- In the unlikely event, where gaps remained an educated guess was considered

A presentation was given to all attending—a total of 29 representatives of local and international suppliers, all of which were encouraged to submit their prices and specifications for traded medical equipment.

Nine suppliers who were commended for their compliance provided procurement information (S.S. Scientific Corporation, Tradevision limited, Bengal Scientific & Surgical Co., Stream limited, Transmed Limited, Diamed, Pantech Enterprise Pvt. Ltd., Sunny Trading Agency, and Meditel [Pvt] Ltd).

The list of equipment was sorted in alphabetical order; medical equipment only were itemized to be used as the basis for the PG. Further additional items were added that were not covered by the TOE. Prices were unified in US dollars at exchange rates that were current at the time.

Items that were duplicated, unique, or in excess of requirement of this report within the supplier information were not used, and similarly unique larger items (e.g., radiotherapy) were excluded. Prices should be reviewed and updated on periodically as rates change to remain accurate.

## SPECIFICATIONS

Specification determines the capital cost. We suggest using the following specifications as a guide:

- Specification of items as ordered (specification already issued and contracted by CMSD)
- Specifications as per supplier's input (specifications suggested by local suppliers)
- Specifications suggested as general (generic and basic specifications for general medical equipment)

All specifications are intended to serve as only a guide and should be adjusted by the technical team as necessary. Specifications for all items must be reviewed regularly, ensuring details are generic, un-biased, and transparent with clear approximate parameters. Special emphasis must be placed on the more technical equipment to safeguard quality and technological advancement.

Because grouping items into packages may impact the budget, particular knowledge of hospital departments, disciplines, installation, training, and maintenance requirements should be identified for each item before creating packages.

All past orders were based on a set of detailed technical specifications. Although these specifications may indicate the level of equipment acquired, they are actual past purchases and over time can change in price and specification due to variables such as technological advances, exchange rates, and labor rates.

The list of supplier quotations serves as a guideline for the tentative price that can be spent on the same equipment, as these are un-negotiated, list-indicative prices. For example, in 2013, a contract was issued for a monitor costing \$2,060.00, while the same supplier quoted a list-indicative price of \$4,500.00.

The following are price types employed in this PG:

EXW	Cost is based on prices from lower cost origin (China, India, Pakistan, Korea, etc.). Two estimates are provided: one-year warranty and three-year warranty.
CIP	Cost is based on prices from higher cost origin (imported goods from EU, USA, Japan, Canada, etc.). Two estimates are provided: one-year warranty and three-year warranty. However, some manufacturers relabeled equipment that originated in a different country, which may bring about a misrepresentation.
Low	Estimates of mean costs that may be at the lower end compared with the relevant origin; low prices from some countries may include some items from other areas due to, for example, manufacturer relabeling.
High	Estimates of mean costs may be at the higher end compared with the relevant origin

## Packages

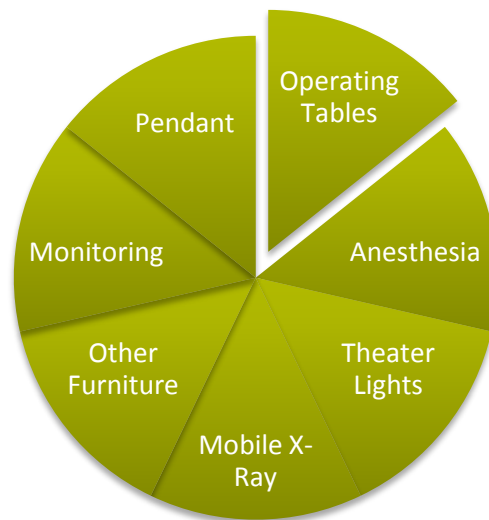
A package (or lot) is a group of similar, homogeneous equipment that a specialized supplier or manufacturer can bid on; the aim is to reduce the number of tenders in a financial year and to get competitive prices from suppliers.

In the Bangladesh Medical Equipment Survey 2012, equipment was divided into four categories (table 1).

**Table 1. Equipment categories in the Bangladesh Medical Equipment Survey 2012**

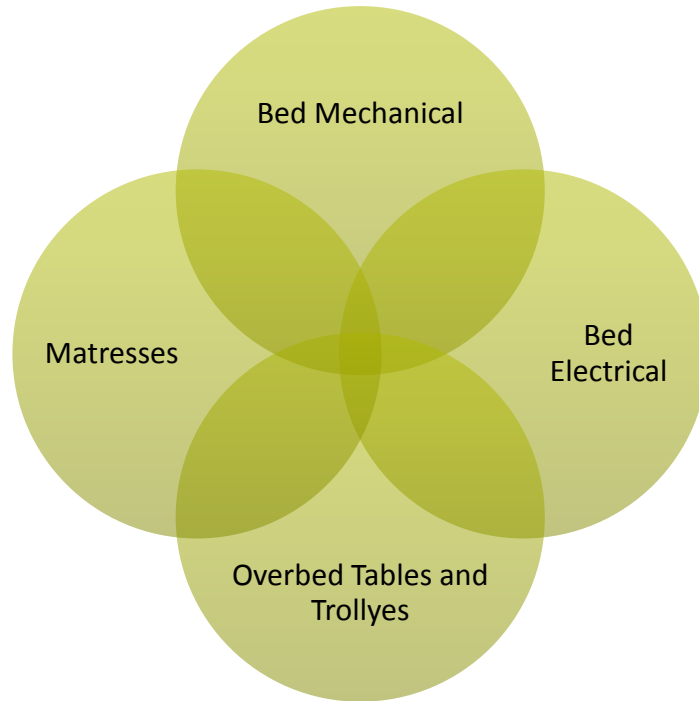
Category	Description
Category-1:	Major medical equipment, being all tangible core equipment excluding instruments and medical furniture, such as: operating tables, anaesthesia machines, electro surgery equipment, X-rays, ultrasounds, ambulances etc.
Category-2:	(Surgical) Instruments varying from instrument sets for a specific operation to separate instruments like: forceps', scalpels, scissors, drills and saws;
Category-3:	Medical furniture like beds, lockers, trolleys, wheel chairs and baby cots;
Category-4:	Minor equipment and accessories like X-ray hangers, cassettes and view boxes, laboratory glassware and clinical thermometers.

Each of the four categories can be split further into a multitude of disciplines and departments to produce many packages. As an example, figure 1 shows a suggested package split for operating theaters.



**Figure 1. Operating theatres suggested package split**

Due to the similar nature of manufacturing processes, some overlapping may occur. A manufacturer may provide furniture of different types; in this case, it may be an advantage to mix items within the same package depending on quantity (figure 2).



**Figure 2. Wards suggested package overlap**

To get the best result from tendering packages, review the following recommendations:

- Manufacturers tend to produce a multitude of equipment, which is usually of the same regulation.
- Manufacturers tend to shy away from supplying equipment from other manufacturers, so listing items of different regulatory disciplines might increase cost by introducing a middle company that will amalgamate all items from different manufacturers.
- Local reputable suppliers may represent one or more manufacturers.
- Keep in mind that a mixture of items of different disciplines within a package may reduce bidders and encourage “traders,” which tend to be more expensive.
- The package should be of a reasonable value for bidders to be interested.
- Pay attention to warranty period and definition.



- For larger packages, consider maintenance and spare parts.
- Every package should have its own standards.
- All packages must have the same tender terms and conditions, with special instructions to tenderers adjusted accordingly.

## **Warranty**

The most common warranty is a manufacturer or supplier warranting that the product is free from defects in materials and workmanship. This simply promises that the manufacturer properly constructed the product out of proper materials and implies that the product will perform for its intended purposes for a set period of time. This warranty does not include routine maintenance and does not cover wear and tear, misuse, and consumables, among other issues. The warranty conditions and details are always listed in small print and dictated by the manufacturer; in cases of extended warranty, this may vary and should be carefully considered before committing to extend the standard warranty time. In cases of high-quality equipment, extending the warranty from one year to three years would not have a great impact on the price. But on the lower end of quality, this may render the price higher because the supplier expects multiple breakdowns.

Just about all products come with a standard manufacturer's warranty, which typically covers the purchase for one year. Although the majority of minor malfunctions occur within the first year, major problems are more apt to occur much later. One may think that an extended warranty will cover anything that goes wrong with the purchase, but inevitably this is not true. Extended warranties are typically rife with exclusions and fine print. Be sure to read the terms and conditions to make sure it offers adequate protection.

The cost of extending the warranty from one year to three years could cost between 8% to 16% of the cost of the equipment, depending on the item. And extending the warranty from three years to five years could cost between 13% to 30%, depending on the item. This is mainly because most major breakdowns that arise on the more complex equipment appear later in life. We strongly recommend weighing the economics of the five-year warranty, as it may not be commercially feasible to pay extra for a warranty that is superfluous to your needs. Items with different life cycles differ in requirements.

## **Using the PG**

The PG is a continuous work in progress, and items listed will change with time; therefore, a biannual or annual official update is essential.

To extract an evaluation for an item, one should first identify the item's specification; different specifications for the same item may result in a large variance of price. For example, Mayo scissors—a type of surgical scissors—may be made from stainless steel or titanium, have a polished or brushed finish, come in standard or extra-long sizes, and be straight or curved-

bladed. Different varieties of Mayo scissors are used in all types of surgeries and come from numerous manufacturers around the world.

After selecting an item's specifications, select a similar item with similar specifications; the PG can be used to verify whether the estimated price(s) of an item(s) in the procurement plan are in line with standard or market prices.

Items heavily loaded with accessories would lean toward the high end of the price range, while basic items would lean toward the lower end.

Caution must be exercised when choosing specifications and costs as the variance is usually large between similar items from different sources. One has to consider the manufacturing, shipping, style of equipment, accessories, and currency, among other specifications.

The budgets within this PG are subject to:

- Estimates of any additional tasks required from the supplier
- Exchange rates to be adjusted
- Taxes, when applicable
- Date of when the procurement took place (If the expectation is more than six months from date of budget, an inflationary factor may be added.)
- Destination of equipment
- Changes in standards and conditions

Conversely, the price of an item fluctuates with the changes caused by the following factors:

- **Innovativeness:** Technologically updated item costs more than older models
- **Size:** The bigger the capacity the higher the price
- **Specifications:** High specification comes at a cost
- **Functions:** More functions increase the price
- **Accessories:** More accessories would increase the price
- **Brand:** Some brands cost more than others for same equipment
- **Consumables:** Startup consumables are free; anything extra will cost
- **Spare Parts:** If required, they will add to the cost
- **Warranty:** The period above the manufacturer standard is a premium
- **Origin:** Different origins of the same equipment have a different price
- **Destination:** Final destination affects cost
- **Currency:** Fluctuations are ceaseless
- **Inflation:** Time changes the price and varies from one country to another
- **Payment Method:** Banking charges and requiring financing, for example, will increase costs
- **Freight:** Method of shipping (air/sea/land) can increase cost
- **Taxes:** If applicable, they can increase cost
- **Politics:** Sanctions, for example, can increase costs

## **Principles of Purchasing Management**

- Buying material of the right quality
- In the right quantity
- From the right source
- At the right price
- With the right service
- Delivered at the right place
- At the right time
- With the right mode of transport
- With the right contract

## **Purchasing Cycle/System**

- Get requirements from user department with proper specification.
- Send the inquiry to the vendors (suppliers). (Request quotation.)
- Get the quotations from vendors.
- Make comparative statement.
- Negotiate the price and terms and conditions.
- Place the order to the right vendor.
- Follow up with the vendor.
- Get receipt and start inspection. (GRN)
- Prepare storage and record-keeping. (Batching)
- Invoice and provide payment.

## **Procurement Guideline that Affects Pricing**

Previous studies in Bangladesh referenced the findings about budgets in the Bangladesh Medical Equipment Survey 2012. Table 2 clearly shows a great variance between the value package procurement plan and the value contract.

Table 2. Value package procurement plan and value of contract

Packages w/ contracts	Package name	Value package Proc Plan	Value contract	% contract value PP
G-617	Anaesthetic Equipment	US\$ 1,003,767	US\$ 358,388	36%
G-618	Endoscopic Equipment	US\$ 104,706	US\$ 85,765	82%
G-623	Dental Equipment	US\$ 277,761	US\$ 98,612	36%
G-628	Generators	US\$ 236,504	US\$ 156,597	66%
G-631	ICU Equipment	US\$ 159,327	US\$ 160,776	101%
G-633	Medical Instruments	US\$ 655,855	US\$ 39,000	6%
G-638	Paediatric Equipment	US\$ 217,264	US\$ 277,665	128%
G-704	Radiology equipment	US\$ 3,466,559	US\$ 6,168,739	178%
G-716	Gynae Obstetric equipment	US\$ 944,167	US\$ 522,989	55%
G-717	OT Table	US\$ 2,213,850	US\$ 870,365	39%
G-718	Lithotripsy Machine w/ accessories	US\$ 332,631	US\$ 66,097	20%
G-720	Baby Incubator	US\$ 1,335,266	US\$ 831,258	62%
G-721	Medical Instrument	US\$ 208,407	US\$ 213,027	102%
G-727	Ultrasonogram Machine	US\$ 659,062	US\$ 716,000	109%
G-728	Dental Equipment	US\$ 900,730	US\$ 284,267	32%
G-731	Haemodialysis Machine & others	US\$ 537,972	US\$ 362,700	67%
G-805	Vehicle	US\$ 4,764,289	US\$ 1,948,132	41%
G-825	Oxygen cylinder	US\$ 357,367	US\$ 51,432	14%
G-834	Spray Machine	US\$ 614,027	US\$ 401,751	65%
G-835	Sucker Machine	US\$ 367,925	US\$ 88,871	24%
G-853	MRI Machine	US\$ 2,187,728	US\$ 1,262,000	58%
G-855	Angiogram machine	US\$ 4,274,821	US\$ 879,000	21%
G-856	CT Scan Machine	US\$ 1,473,070	US\$ 963,000	65%
G-859	Lab incubator	US\$ 295,234	US\$ 99,324	34%
G-866	CD4 Counter	US\$ 1,239,713	US\$ 199,560	16%
G-867	Incinerator	US\$ 218,773	US\$ 290,093	133%
G-901	Computer with accessories	US\$ 136,673	US\$ 316,752	232%
G-903	Speed Boat	US\$ 144,781	US\$ 216,448	150%
G-904	Anaesthesia equipment & acces.	US\$ 911,514	US\$ 925,681	102%
G-905	Vehicle	US\$ 470,539	US\$ 492,807	105%
G-907	Generator	US\$ 149,414	US\$ 298,792	200%
G-908	Medical Instrument	US\$ 229,368	US\$ 61,916	27%
G-909	OT Table	US\$ 476,533	US\$ 199,100	42%
G-910	Autoclave & sterilizer	US\$ 654,805	US\$ 714,000	109%
G-918	Paed, Gynae & Obs Equipment	US\$ 49,428	US\$ 58,200	118%
G-922	Microscope	US\$ 61,156	US\$ 52,545	86%
G-949	Oven & Water bath	US\$ 88,317	US\$ 52,000	59%
<b>Total</b>		<b>US\$ 32,419,303</b>	<b>US\$ 20,783,651</b>	<b>76%</b>

Inconsistencies do appear in table 2, illustrating that better future planning on obtained budgets and awards of packages could prove valuable.

Note that only six contract values out of 38 contracts came within 10% of the value package procurement plan—in other words, the budget failure rate is 85%, which is highly unacceptable.

Other administrative issues not stated may have contributed to the low success rate in achieving acceptable results; these administrative issues (which were unknown at the time of writing the report) should be ironed out to enable correct statistics.

## **Budgets Publication in Tenders**

Several methods are used to publish a budget:

### ***Confidential Budget***

Budget is unknown to tenderers in fear that this may:

- Deter bidders from bidding
- Increase price if budget is too high
- Open criticism from the committee allocating the budget

### ***Advertise Budget***

A budget is stated within the tender document, with a note to tenderers instructing to meet or come in below budget.

- This may increase retendering if budget incorrect
- It has a high rate of success in meeting the budget.
- In some countries, a budget is advertised and is awarded to the bidder that provides the biggest discount on the budget.
- There are clear savings with this budget.

### ***No Budget***

In developed and wealthy countries, in some cases a contract (for large projects) is negotiated to equip a hospital with the latest-model equipment and full accessories from renowned manufacturers as approved by the end user. The supplier is paid a percentage of the cost of supply.

### ***Internet***

One can also view web pages to find specifications and prices. It is becoming more acceptable for suppliers to list their equipment online along with prices, catalogs, and manuals; however, prices are indicative only and may be out of date.

The following are examples of reliable websites:

### **UNICEF**

[https://supply.unicef.org/unicef\\_b2c/app/displayApp/\(layout=7.0-12\\_1\\_66\\_67\\_115&carearea=%24ROOT\)/.do?rf=y](https://supply.unicef.org/unicef_b2c/app/displayApp/(layout=7.0-12_1_66_67_115&carearea=%24ROOT)/.do?rf=y)

UNICEF has a comprehensive, reliable, and accessible supply catalogue, which includes specifications and indication of price.

### **WHO**

[http://www.who.int/medical\\_devices/en/](http://www.who.int/medical_devices/en/)  
[http://www.who.int/medical\\_devices/innovation/core\\_equipment/en/index1.html](http://www.who.int/medical_devices/innovation/core_equipment/en/index1.html)  
[http://www.who.int/medical\\_devices/innovation/core\\_equipment/en/](http://www.who.int/medical_devices/innovation/core_equipment/en/)

Useful tool for information on medical devices and regulations

### **MOHFW**

<http://www.mohfw.gov.bd/>

Information on local tenders and progress of various projects

### **Supply Chain Management System (SCMS)**

<http://www.scms.pfscm.org/scms/ecatalog/>

Provides information, price, and specifications

### **National Health Service (NHS)**

<http://www.supplychain.nhs.uk/capital/medical-equipment/>

Requires log-in to view current prices and specifications of all equipment

Other private websites from medical suppliers can also be found online but may only be used for informational purposes. Specifications should not be copied as they may bias the final result. However, some may have indicative prices of their goods, which may also be helpful.

### **Limitations**

The PG was limited to a list of medical equipment used in primary and secondary level hospitals (i.e., 50- and 250-bed hospitals), so it is not exhaustive. It does not include instruments, medical surgical requisites (i.e., medical surgical requisite lists), or medical equipment used in tertiary level hospitals.

## KEY FINDINGS

During the development of the PG, we observed that CMSD procurement desk officers were procuring the same medical equipment at different prices. Therefore, the process may vary even within a procuring entity.

The prices of medical equipment given by nine key suppliers of CMSD were at the upper limit. Also, the specification they provided was of a high upgraded quality that may not always be effective for CMSD.

The technical session and dissemination workshop participants noted their encouragement and requirement to include prices of medical surgical requisites and instrument items in the PG beyond medical equipment. For the next edition of the PG, users would like to see prices of medical equipment that include a five-year warranty and an estimation of the life expectancy of the equipment.

Finally, the prices in this PG are not static and depend on many factors, such as specifications, warranty, spare parts, and added features, as discussed earlier.

## RECOMMENDATIONS

- Provide training on how to use the PG.
- Specifications and other information within this report may be published separately to those who need to be informed on the subject.
- PG prices should be restricted to those who have in-depth understanding on the use of such tools.
- Specifications should be updated periodically, particularly the highly technical specifications.
- PG is a work in progress. The indicative specifications and prices should be updated periodically based on contracts placed.
- Contracts should be unified across all procurement desks so they cost the same.
- The warranty period should be unified throughout all equipment.
- Maintenance should be considered for larger technical items, in addition to the warranty.
- Beware of fluctuations in exchange rates when using the PG.
- Every tender is unique. Adjust specifications based on the actual need to suit every tender.
- Adhere to local and international standards.
- Revisit and adjust the PG to suit needs, and provide training every time the PG is updated.



## REFERENCES

Simed International. Bangladesh Medical Equipment Survey 2012. March 2013.

Tappuni W. Pricing Guide, Medical Equipment, Bangladesh. Report submitted to Systems for Improved Access to Pharmaceuticals and Services (SIAPS), Management Sciences for Health; 2014.

Roshni FS, Zahid A, Daniel G, et al. Table of Organization and Equipment for 10-, 20-, 50- , 250- and 500-Bed Hospitals in Bangladesh: Standardization of Medical Equipment; 2016.

## ANNEX A. PRICING GUIDE

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty			
	CIP		EXW		CIP		EXW	
	low	high	low	high	low	high	low	high
1 A-Scan, ophthalmic (biometer)	6,600.00	11,220.00	7,260.00	10,890.00	8,910.00	15,708.00	9,801.00	15,246.00
2 Analyzer, chemistry, semi-automatic	1,790.00	3,043.00	20,512.82	57,692.31	2,506.00	21,812.50	2,088.33	2,923.67
3 Analyzer, ESR	6,700.00	11,390.00	8,974.36	12,564.10	2,062.50	9,380.00	7,816.67	10,943.33
4 Analyzer, hematology	59,000.00	100,300.00	25,641.03	96,153.85	82,600.00	123,900.00	33,333.33	83,153.85
5 Analyzer, immunochemistry	1,790.00	35,000.00	1,969.00	2,756.60	2,506.00	3,759.00	2,088.33	2,923.67
6 Anesthesia machine	9,600.00	16,320.00	14,743.59	30,769.23	14,000.00	57,250.00	17,307.69	24,230.77
7 Anesthesia ventilator	6,730.00	11,441.00	17,307.69	20,800.00	16,000.00	48,195.00	19,871.79	27,820.51
8 Audiometer, clinical	3,000.00	5,100.00	8,000.00	10,000.00	3,750.00	11,115.00	10,400.00	10,897.44
9 Audiometer, impedance	3,000.00	5,100.00	3,300.00	4,620.00	4,050.00	6,075.00	3,375.00	4,725.00
10 Audiometer, portable	1,500.00	2,550.00	1,650.00	2,310.00	2,025.00	3,037.50	1,687.50	2,362.50
11 Auto refracto-keratometer	25,000.00	42,500.00	27,500.00	38,500.00	33,750.00	50,625.00	28,125.00	39,375.00
12 Autoclave, ≥20 liters, bench-top	1,350.00	2,295.00	1,100.00	1,540.00	1,500.00	2,250.00	1,400.00	1,960.00
13 Autoclave, steam, ≥350 liter, programmable	10,710.00	18,207.00	12,958.97	20,000.00	11,900.00	22,500.00	14,256.41	22,000.00
14 Autoclave, steam, 100 liter, horizontal	6,237.00	25,000.00	8,461.54	11,846.15	6,930.00	10,395.00	9,307.69	13,030.77
15 Autoclave, steam, 50 liter, vertical type	3,150.00	5,355.00	2,600.00	9,615.38	3,500.00	5,250.00	3,300.00	4,620.00
16 Autoclave, steam, bench top	720.00	1,224.00	792.00	1,108.80	800.00	7,953.31	666.67	933.33
17 B-scan, ocular, ultrasound	7,000.00	11,900.00	7,700.00	10,780.00	9,100.00	13,650.00	7,583.33	10,616.67
18 Balance, analytical, digital (0.1 mg-200 g)	2,131.41	3,623.40	2,243.59	2,564.10	2,770.83	4,156.25	2,309.03	3,232.64
19 Bath, plasma thawing	7,000.00	7,885.00	8,300.00	10,375.00	10,250.50	11,875.00	8,942.31	11,625.00
20 Biosafety cabinet class 2	6,264.00	10,648.80	13,500.00	19,230.77	6,960.00	9,458.00	5,800.00	8,120.00
21 Blood culture, automated, ≥50 vials	18,000.00	30,600.00	19,800.00	27,720.00	23,400.00	35,100.00	19,500.00	27,300.00
22 Blood warmer	2,340.00	3,978.00	3,076.92	3,846.15	2,600.00	5,067.00	2,166.67	3,033.33

*Pricing Guide, Medical Equipment*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty			
	CIP		EXW		CIP		EXW	
	low	high	low	high	low	high	low	high
23 Bowl stand	100.00	170.00	110.00	154.00	130.00	195.00	108.33	151.67
24 BP machine, ambulatory	68.40	116.28	72.00	100.80	88.92	133.38	74.10	103.74
25 C-arm machine	81,855.00	139,153.50	79,487.18	90,040.50	60,000.00	90,950.00	75,791.67	83,333.33
26 Cabinet, medicine	200.00	340.00	220.00	308.00	260.00	390.00	216.67	303.33
27 Centrifuge, 18 holes	819.00	1,392.30	1,923.08	4,487.18	910.00	1,820.00	8,125.00	11,700.00
28 Centrifuge, refrigerated	2,052.48	3,489.21	2,160.50	9,615.38	2,668.22	4,002.33	2,223.51	3,112.92
29 Centrifuge, refrigerated, for blood bank	8,237.45	14,003.67	8,671.00	19,230.77	10,708.69	21,750.00	8,923.90	12,493.47
30 Chair, surgeons	200.00	340.00	220.00	308.00	260.00	390.00	216.67	303.33
31 Coagulometer, auto	500.00	850.00	20,512.82	25,641.03	6,210.00	64,800.00	5,175.00	7,245.00
32 Coagulometer, semi-automatic	500.00	850.00	550.00	770.00	650.00	975.00	541.67	758.33
33 Colposcope, video	47,104.20	80,077.14	12,700.00	15,875.00	18,375.00	28,500.00	14,224.00	18,000.00
34 CPR machine, automated	11,935.90	20,291.03	12,564.10	15,705.13	12,500.00	15,516.67	14,071.79	15,705.13
35 CR (computed radiography)	18,800.00	96,250.00	45,000.00	91,000.00	20,900.00	113,750.00	80,000.00	108,500.00
36 CT scan; 64 slice	850,000.00	1,496,250.00	840,000.00	1,487,500.00	980,000.00	1,706,250.00	970,000.00	1,697,500.00
37 CTG (cardiotocography) machine	2,494.29	3,492.00	2,743.71	3,841.20	3,242.57	6,000.00	2,702.14	3,783.00
38 Defibrillator, external, automated	3,492.00	3,960.00	3,600.00	5,040.00	4,400.00	8,800.00	4,200.00	13,280.00
39 Dental unit	8,500.00	14,450.00	4,935.90	6,910.26	4,100.00	34,250.00	5,429.49	7,601.28
40 Dosimetry	2,500.00	4,250.00	2,750.00	3,850.00	3,250.00	4,875.00	2,708.33	3,791.67
41 Drill machine, micro, with tungsten bar	3,300.00	5,610.00	3,630.00	5,082.00	4,290.00	32,375.00	3,575.00	5,005.00
42 ECG machine, 12 channel	1,890.00	3,213.00	1,700.00	2,380.00	2,100.00	7,000.00	2,000.00	2,800.00
43 ECG machine, 3 channel	351.00	596.70	1,535.00	2,149.00	390.00	780.00	325.00	455.00
44 Echocardiogram with color doppler	74,250.00	126,225.00	81,675.00	114,345.00	82,500.00	149,870.00	68,750.00	96,250.00
45 Echocardiogram, 2D, color doppler	16,560.00	28,152.00	18,216.00	25,502.40	18,400.00	36,800.00	15,333.33	21,466.67
46 Echocardiogram, portable	16,560.00	28,152.00	18,216.00	25,502.40	18,400.00	36,800.00	15,333.33	21,466.67
47 Electrosurgical unit	3,780.00	6,426.00	4,158.00	5,821.20	4,200.00	8,400.00	3,500.00	4,900.00
48 Electrolyte analyzer; semi-automatic	3,857.14	6,557.14	7,692.31	16,025.64	2,481.25	4,285.71	3,571.43	5,000.00

*Annex A. Pricing Guide*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
49	ELISA system, semi-auto	2,000.00	3,400.00	1,680.00	2,352.00	1,937.50	2,600.00	2,166.67	3,033.33
50	ENT chair	8,000.00	13,600.00	8,800.00	12,320.00	10,400.00	15,600.00	8,666.67	12,133.33
51	ETT machine (treadmil)	100.00	170.00	110.00	154.00	130.00	195.00	108.33	151.67
52	Examination light	800.00	1,360.00	880.00	1,232.00	1,040.00	1,560.00	866.67	1,213.33
53	Examination light for ENT	200.00	340.00	220.00	308.00	260.00	390.00	216.67	303.33
54	Examination table	200.00	340.00	220.00	308.00	260.00	390.00	216.67	303.33
55	Fetal doppler	135.00	229.50	148.50	207.90	150.00	210.00	125.00	175.00
56	Flow meter, with accessories	540,000.00	918,000.00	594,000.00	831,600.00	702,000.00	982,800.00	665,280.00	997,920.00
57	Fluoroscopy X-ray	70,200.00	119,340.00	77,220.00	108,108.00	78,000.00	109,200.00	65,000.00	91,000.00
58	Fracture table	554.04	941.86	609.44	853.22	720.25	1,008.35	35,897.44	50,256.41
59	Freezer, plasma storage	105.00	178.50	14,743.59	20,641.03	7,900.00	11,060.00	16,153.85	22,615.38
60	Gas cylinder, medical, oxygen	105.00	178.50	115.50	161.70	136.50	204.75	113.75	159.25
61	Gas cylinder, nitrous oxide	105.00	178.50	115.50	161.70	136.50	204.75	113.75	159.25
62	Gas cylinder, oxygen	105.00	178.50	115.50	161.70	136.50	204.75	113.75	159.25
63	Glucometer	100.00	170.00	19.38	27.14	130.00	182.00	21.71	44.87
64	Gonad protector	150.00	255.00	165.00	231.00	195.00	292.50	162.50	227.50
65	Gonioscope	50.00	85.00	55.00	77.00	65.00	97.50	54.17	75.83
66	Head light with mirror	50.00	85.00	55.00	77.00	65.00	97.50	54.17	75.83
67	Head light, fiber optic	20.00	34.00	22.00	30.80	26.00	39.00	21.67	30.33
68	Height & weight measuring scale	400.00	680.00	440.00	616.00	520.00	728.00	205.13	492.80
69	Hysteroscope	14,040.00	23,868.00	20,153.85	28,215.38	15,600.00	43,625.00	21,730.77	30,423.08
70	Incubator, 50 liter	1,494.00	2,539.80	1,923.08	6,410.26	1,660.00	3,800.00	2,141.03	2,997.44
71	Infusion pump	100,000.00	170,000.00	1,456.00	2,051.28	462.00	1,700.00	1,000.00	2,243.59
72	IVUS (intravascular ultrasound)								
73	Labor table	1,301.50	33,782.86	1,067.95	1,370.00	1,691.95	2,537.93	1,409.96	1,973.94
74	Laporoscopic surgery set	30,711.69	33,782.86	33,782.86	47,296.00	39,925.19	59,887.79	33,271.00	46,579.39
75	Laryngoscope with all size blades	150.00	255.00	157.50	220.50	195.00	273.00	100.00	140.00
76	Laryngoscope, fiber optic, video	500.00	850.00	525.00	735.00	650.00	36,250.00	100.00	140.00

*Pricing Guide, Medical Equipment*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
77	Laryngoscope, with curved blades, all size	150.00	255.00	157.50	220.50	195.00	273.00	100.00	140.00
78	Laryngoscope, with straight blades, all size	50,000.00	85,000.00	55,000.00	77,000.00	65,000.00	91,000.00	100.00	140.00
79	Laser, YAG	25,820.51	27,500.00	27,179.49	33,974.36	29,000.00	33,566.67	30,441.03	35,897.44
80	Lead apron	60.75	103.28	66.83	93.56	78.98	118.46	65.81	92.14
81	Light cure machine	500.00	850.00	525.00	735.00	650.00	975.00	541.67	758.33
82	Micro debrider								
83	Micro-motor machine (microtome)	10,961.54	18,634.62	11,538.46	12,820.51	14,250.00	21,375.00	11,875.00	16,625.00
84	Micropipette, digital, 10-100 µl	790.00	1,343.00	64.10	320.51	430.77	853.00	710.83	995.17
85	Micropipette, digital, 5-50 µl	163.76	278.39	172.38	215.47	212.88	350.00	177.40	248.37
86	Microscope, binocular	212.40	3,125.00	2,750.00	3,437.50	236.00	448.40	196.67	275.33
87	Microscope, operating, ENT	28,600.00	62,500.00	45,512.82	87,179.49	31,400.00	62,500.00	50,128.21	87,179.49
88	Microscope, operating, ophthalmic	125,000.00	131,538.46	138,461.54	173,076.92	125,000.00	171,000.00	155,076.92	173,076.92
89	Microsurgery set, ENT	12,875.00	45,400.00	14,162.50	19,827.50	14,875.00	48,740.00	12,395.83	17,354.17
90	Monitor, ambulatory blood pressure	6,700.00	11,390.00	7,370.00	10,318.00	7,350.00	10,290.00	6,125.00	8,575.00
91	Monitor, blood collection	3,130.00	4,250.00	4,000.00	6,410.26	4,069.00	5,250.00	4,480.00	5,000.00
92	Monitor, Holter, with 2 recorder	3,500.00	5,950.00	3,200.00	4,480.00	2,890.00	4,000.00	3,800.00	5,320.00
93	Monitor, patient (ECG, NIBP, SPO2)	3,000.00	7,175.00	2,900.00	7,000.00	3,600.00	7,525.00	3,500.00	7,350.00
94	MRI (magnetic resonance imaging), permanent magnet, 0.3-0.4T	1,250,000.00	2,292,500.00	1,230,000.00	2,275,000.00	1,420,000.00	2,467,500.00	1,400,000.00	2,450,000.00
95	Navigation system, ENT	-	-	-	-	-	-	-	-
96	Nebulizer; pneumatic; with masks	21.85	37.15	23.00	72.00	28.41	39.77	51.28	107.50
97	Nerve stimulator	350.00	595.00	490.00	686.00	455.00	682.50	379.17	530.83

*Annex A. Pricing Guide*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
98	Ophthalmic unit (chair)	2,000.00	3,400.00	16.00	22.40	2,600.00	3,900.00	2,166.67	3,033.33
99	Ophthalmoscope, direct	500.00	850.00	4.00	5.60	650.00	975.00	541.67	758.33
100	Ophthalmoscope, indirect	500.00	850.00	4.00	5.60	650.00	975.00	541.67	758.33
101	OT light, ceiling	15,666.67	23,500.00	125.33	175.47	20,366.67	28,212.50	16,972.22	23,761.11
102	OT light, LED, ceiling, double dome	8,800.00	13,750.00	12,602.56	21,153.85	9,450.00	13,750.00	13,858.97	21,153.85
103	OT light, single arm, mobile	1,140.00	1,938.00	1,200.00	1,680.00	1,482.00	2,223.00	1,235.00	1,729.00
104	OT light, single arm, mobile, battery back-up	1,069.36	1,817.91	1,176.29	1,646.81	1,390.17	2,085.25	1,158.47	1,621.86
105	OT light, single rm, mobile	1,500.00	2,550.00	1,650.00	2,310.00	1,950.00	2,925.00	1,625.00	2,275.00
106	OT light, with satellite, LED, ceiling	16,800.00	23,437.50	21,833.33	22,500.00	18,500.00	24,062.50	23,125.00	23,974.36
107	OT table, electrohydraulic	15,600.00	43,750.00	25,000.00	58,974.36	16,543.00	43,750.00	27,500.00	58,974.36
108	OT table, hydraulic	12,000.00	19,375.00	16,538.46	18,750.00	12,000.00	20,625.00	16,538.46	20,000.00
109	OT table, hydraulic, with orthopedic attachment	16,000.00	35,625.00	21,794.87	35,000.00	16,000.00	38,125.00	21,794.87	37,500.00
110	Otoscope	1,200.00	2,040.00	1,320.00	1,848.00	1,560.00	2,340.00	1,300.00	1,820.00
111	Oven, hot air	940.00	1,598.00	1,217.95	7,692.31	625.00	1,100.00	1,333.33	1,866.67
112	Oven, hot air, 50 liter	540.00	918.00	5,128.21	8,333.33	600.00	625.00	500.00	700.00
113	Patient monitor	2,200.00	3,740.00	3,141.03	4,711.54	2,400.00	3,360.00	3,461.54	4,846.15
114	Phaco-emulsifier w/ reusable cassette	-	-	-	-	-	-	-	-
115	Pharyngoscope	8,000.00	13,600.00	8,800.00	12,320.00	10,400.00	15,600.00	8,666.67	12,133.33
116	Plaster cutting saw, electric	1,100.00	1,870.00	1,210.00	1,694.00	1,430.00	2,145.00	1,191.67	1,668.33
117	Pulse oxymeter	800.00	1,360.00	961.54	1,442.31	800.00	1,120.00	769.23	961.54
118	Radiant warmer	3,500.00	5,950.00	3,850.00	5,390.00	4,375.00	7,875.00	5,600.00	7,840.00
119	Refrigerator, blood bank	2,200.00	3,740.00	4,871.79	7,307.69	2,450.00	3,430.00	5,358.97	7,502.56
120	Resuscitation kit	500.00	850.00	550.00	770.00	500.00	850.00	160.00	224.00
121	Resuscitation kit, infant	500.00	850.00	550.00	770.00	500.00	850.00	160.00	224.00
122	Resuscitation unit	500.00	850.00	550.00	770.00	80.00	112.00	140.00	196.00

*Pricing Guide, Medical Equipment*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
(ambu)									
123 Retinoscope	800.00	1,360.00	880.00	1,232.00	1,040.00	1,560.00	866.67	1,213.33	
124 Rotablator	-	-	-	-	-	-	-	-	
125 Saw, plaster cutting, electric	1,100.00	1,870.00	1,210.00	1,694.00	1,430.00	2,145.00	1,191.67	1,668.33	
126 Saw, plaster cutting, manual	200.00	340.00	220.00	308.00	260.00	390.00	216.67	303.33	
127 Scale, weighing, baby	500.00	850.00	550.00	770.00	650.00	975.00	541.67	758.33	
128 Sinus surgery set, endoscopic, with telescope	-	-	-	-	-	-	-	-	
129 Slit lamp, motorized stand	12,569.23	21,996.15	13,230.77	16,538.46	15,711.54	27,495.19	14,818.46	16,538.46	
130 Sphygmomanometer	100.00	170.00	110.00	154.00	130.00	195.00	108.33	151.67	
131 Sphygmomanometer, aneroid	100.00	170.00	110.00	154.00	130.00	195.00	108.33	151.67	
132 Sterilizer	2,000.00	3,400.00	2,200.00	3,080.00	2,500.00	3,500.00	294.83	412.77	
133 Sterilizer, hot air, medical	1,636.36	1,800.00	1,800.00	2,520.00	2,045.45	2,761.36	2,016.00	2,822.40	
134 Stethoscope	50.00	85.00	55.00	77.00	7.00	9.80	5.83	8.17	
135 Suction machine	1,400.00	2,380.00	1,820.51	5,800.00	1,550.00	2,170.00	2,000.00	2,800.00	
136 Suction machine, electric	850.00	1,445.00	1,153.85	1,730.77	899.00	1,258.60	1,282.05	1,794.87	
137 Suction machine, surgical	1,000.00	1,700.00	1,100.00	1,540.00	380.00	532.00	316.67	443.33	
138 Suction pump, surgical, potable	1,000.00	1,700.00	1,100.00	1,540.00	380.00	532.00	316.67	443.33	
139 Syringe pump	345.60	1,386.14	1,641.03	2,051.28	384.00	1,386.14	1,837.95	2,243.59	
140 Temporary pacing equipment	5,000.00	8,500.00	5,500.00	7,700.00	6,500.00	9,750.00	5,416.67	7,583.33	
141 Thermometer, clinical	1.00	1.70	1.10	1.54	1.30	1.95	1.08	1.52	
142 Thermometer, room	1.00	1.70	1.10	1.54	1.30	1.95	1.08	1.52	
143 Thyroid protector	-	-	-	-	-	-	-	-	
144 Tonometer, GAT	200.00	340.00	220.00	308.00	260.00	390.00	216.67	303.33	
145 Tonometer, Schidtz	200.00	340.00	220.00	308.00	260.00	390.00	216.67	303.33	
146 Torch light, halogen	5.00	8.50	5.50	7.70	6.50	9.75	5.42	7.58	
147 Torch, pencil	5.00	8.50	5.50	7.70	6.50	9.75	5.42	7.58	
148 Trail box with trail frame	-	-	-	-	-	-	-	-	
149 Treadmill (ETT)	2,000.00	3,400.00	2,200.00	3,080.00	2,600.00	3,900.00	2,166.67	3,033.33	

*Annex A. Pricing Guide*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
150	Trolley for gas cylinder	50.00	85.00	55.00	77.00	65.00	97.50	54.17	75.83
151	Trolley, instrument	250.00	425.00	275.00	385.00	325.00	487.50	270.83	379.17
152	Trolley, medicine	250.00	425.00	275.00	385.00	325.00	487.50	270.83	379.17
153	Trolley, patient	1,500.00	2,550.00	1,650.00	2,310.00	1,950.00	2,925.00	1,625.00	2,275.00
154	Trolley, platform	-	-	-	-	-	-	-	-
155	Tube sealer	5,035.00	6,875.00	5,300.00	6,625.00	6,293.75	8,125.00	5,936.00	7,875.00
156	Tympanometer	5,066.67	6,840.00	5,333.33	6,666.67	6,333.33	7,695.00	5,973.33	7,435.90
157	Ultrasonic scaler	3,000.00	5,100.00	3,300.00	4,620.00	3,750.00	5,250.00	3,696.00	6,652.80
158	Ultrasonogram; convex, linear & transvaginal	17,500.00	29,750.00	19,250.00	28,875.00	43,600.00	61,040.00	7,694.00	10,771.60
159	Ultrasound, 4D	57,500.00	168,500.00	56,410.26	84,615.38	50,000.00	179,850.00	61,538.46	86,153.85
160	Ultrasound, convex, linear & TVS probe	38,000.00	85,600.00	46,153.85	69,230.77	42,000.00	102,550.00	51,282.05	71,794.87
161	Ultrasound, Doppler	22,000.00	29,400.00	26,923.08	40,384.62	24,000.00	38,280.00	29,487.18	41,282.05
162	Urodynamic machine	35,661.54	48,143.08	37,538.46	46,923.08	44,576.92	60,178.85	42,043.08	49,871.79
163	Ventilator, transport	18,025.64	18,900.00	18,974.36	23,717.95	20,790.00	22,532.05	21,251.28	26,089.74
164	View box for X-rays	200.00	340.00	220.00	308.00	250.00	442.00	246.40	344.96
165	Water bath, digital	1,589.00	2,701.30	769.23	779.10	1,645.00	2,303.00	861.54	897.44
166	Water bath, digital, 20 liters	850.00	1,445.00	861.88	1,105.13	950.00	1,330.00	1,217.95	1,705.13
167	Wheel chair	500.00	850.00	550.00	770.00	625.00	875.00	616.00	862.40
168	X-ray 300 mA analog; portable	19,500.00	27,500.00	25,641.03	32,051.28	27,600.00	28,750.00	13,100.00	33,333.33
169	X-ray 500 mA analog	42,150.00	113,750.00	42,000.00	44,871.79	35,000.00	52,360.00	48,717.95	59,435.90
170	X-ray 500 mA digital	130,000.00	187,500.00	205,128.21	256,410.26	148,000.00	200,000.00	229,743.59	275,641.03
171	Air way tube - adult set of 10	10.00	17.00	10.00	17.00	12.50	17.50	300.00	420.00
172	Air way tube - pediatric set of 4	10.00	17.00	10.00	17.00	12.50	17.50	64.00	89.60
173	Allis tissue forceps (large)	2.33	3.95	2.45	3.67	3.02	4.54	2.52	3.53
174	Allis tissue forceps (medium), ..	2.33	3.95	2.45	3.67	3.02	4.54	2.52	3.53
175	Allis tissue forceps (small), ..	1.77	3.00	1.86	2.79	2.30	3.44	1.91	2.68
176	Ambu bag / resuscitation set	45.00	76.50	54.00	81.00	54.00	81.00	64.80	90.72
177	Anesthesia facemask for adult set of 4	103.70	176.30	133.33	200.00	124.44	186.67	160.00	224.00



*Pricing Guide, Medical Equipment*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
178	Anesthesia facemask for pediatric set of 4	103.70	176.30	133.33	200.00	124.44	186.67	160.00	224.00
179	Anesthesia gas inhalation equipment, adult	57.04	96.96	73.33	110.00	68.44	102.67	88.00	123.20
180	Anesthesia machine	9,600.00	16,320.00	10,560.00	15,840.00	12,480.00	18,720.00	10,400.00	14,560.00
181	Anesthesia machine with accessories	23,275.00	31,187.50	24,500.00	30,625.00	29,093.75	32,125.00	27,440.00	31,562.50
182	Artery forceps, curved, large, ..	2.80	4.76	2.95	4.42	3.64	5.46	3.03	4.25
183	Artery forceps, curved, medium, ..	1.69	2.88	1.78	2.67	2.20	3.30	1.83	2.57
184	Artery forceps, curved, small, ..	1.56	2.65	1.64	2.46	2.03	3.04	1.69	2.36
185	Artery forceps, straight (large), ..	2.05	3.48	2.15	3.23	2.66	3.99	2.22	3.10
186	Artery forceps, straight (medium), ..	1.69	2.88	1.78	2.67	2.20	3.30	1.83	2.57
187	Artery forceps, straight (small), ..	1.41	2.40	1.49	2.23	1.84	2.76	1.53	2.14
188	Autoclave (electric) standard size	-	-	-	-	-	-	-	-
189	Autopsy saw, ..	365.38	621.15	384.62	576.92	475.00	712.50	395.83	554.17
190	Autopsy table	2,897.50	4,925.75	3,050.00	4,575.00	3,766.75	5,650.13	3,138.96	4,394.54
191	Bab cock forceps, ..	2.40	4.08	2.53	3.79	3.12	4.68	2.60	3.64
192	Baby incubator	2,880.00	18,125.00	14,300.00	17,875.00	3,200.00	19,625.00	16,016.00	19,375.00
193	Baby resuscitator set	50.00	85.00	55.00	77.00	50.00	70.00	41.67	58.33
194	Baby warmer	2,340.00	12,376.24	14,769.23	18,461.54	2,600.00	13,564.36	16,541.54	20,256.41
195	Bain breathing circuit	57.00	96.90	62.70	87.78	57.00	71.25	70.22	98.31
196	Bandage cutting scissors, ..	2.27	3.85	2.38	3.58	2.95	4.42	2.45	3.44
197	Bio-chemical semi-auto analyzer	1,857.14	2,600.00	2,042.86	3,064.29	2,414.29	3,621.43	2,011.90	2,816.67
198	Bipolar diathermy machine (electrical surgical unit).	5,700.00	10,000.00	7,800.00	9,750.00	5,986.00	11,875.00	11,625.00	16,275.00
199	Blood gas analyzer	11,692.31	17,538.46	12,307.69	15,384.62	14,615.38	21,923.08	13,784.62	19,298.46
200	Blood warning device	4,053.60	6,891.12	4,458.96	6,242.54	5,067.00	7,205.27	4,994.04	6,991.65
201	Bone marrow aspiration needle/ India	1.58	2.69	1.67	2.50	1.98	2.77	1.87	51.28
202	Breathing unit adult	224.00	380.80	246.40	344.96	280.00	392.00	208.00	291.20

*Annex A. Pricing Guide*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty			
	CIP		EXW		CIP		EXW	
	low	high	low	high	low	high	low	high
<b>203</b> Breathing unit pediatric set of 3	1,292.31	2,196.92	1,421.54	1,990.15	1,615.38	2,261.54	1,200.00	1,680.00
<b>204</b> Cardiac monitor with capnography	2,340.00	3,978.00	2,574.00	3,861.00	2,600.00	3,640.00	2,166.67	3,033.33
<b>205</b> Cardiac monitor with internal & external pad	3,076.67	5,230.33	2,197.62	3,076.67	2,953.60	3,692.00	2,461.33	3,445.87
<b>206</b> Cardiac OT table	9,900.00	16,830.00	10,890.00	16,335.00	11,000.00	15,400.00	9,166.67	12,833.33
<b>207</b> Central cardiac monitor with 8 bed side monitor	31,833.00	43,750.00	36,400.00	45,500.00	35,370.00	48,125.00	40,768.00	46,375.00
<b>208</b> Colorimeter (bio-chemical analyzer)	950.00	1,615.00	512.82	641.03	1,026.00	1,436.40	574.36	717.95
<b>209</b> D & C set	33.92	57.66	35.71	53.56	44.10	66.14	36.75	51.45
<b>210</b> Diathermy machine	5,812.50	15,625.00	12,300.00	15,375.00	7,075.00	17,125.00	13,776.00	16,875.00
<b>211</b> Diathermy machine automatic (electrocautery)	12,312.50	15,625.00	12,300.00	15,375.00	15,750.00	17,125.00	13,776.00	16,875.00
<b>212</b> Digital color video processor (xenon light source)	14,910.26	25,347.44	16,401.28	22,961.79	18,637.82	19,383.33	18,369.44	25,717.21
<b>213</b> Dissecting forceps, plain 6", ..	0.99	1.68	1.04	1.56	1.28	1.92	1.07	1.50
<b>214</b> Dissecting forceps, toothed 6", ..	1.06	1.80	1.12	1.67	1.38	2.07	1.15	1.61
<b>215</b> Doyen's abdominal retractor	8.40	14.29	8.85	13.27	10.93	16.39	9.10	12.75
<b>216</b> Dressing trolley with SS wheel	134.21	228.15	147.63	221.44	134.21	228.15	147.63	221.44
<b>217</b> Drum sterilizing, cylindrical (10"x12")	9.56	16.25	10.52	16.82	11.30	19.21	12.43	16.82
<b>218</b> Drum sterilizing, cylindrical (9"x9")	5.38	9.14	5.91	9.46	6.35	10.80	6.99	9.46
<b>219</b> ECG machine (6 channel)	639.00	4,000.00	702.90	1,054.35	710.00	5,125.00	591.67	828.33
<b>220</b> Electric sucker (double bottle)	854.00	1,451.80	6,153.85	7,692.31	690.00	966.00	575.00	805.00
<b>221</b> Electro cautery machine	3,780.00	6,426.00	4,158.00	6,237.00	4,200.00	5,880.00	3,500.00	4,900.00
<b>222</b> Endoscopic sinus surgery set (FESS)	14,230.77	24,192.31	15,653.85	21,915.38	17,788.46	18,500.00	17,532.31	24,545.23

*Pricing Guide, Medical Equipment*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty			
	CIP		EXW		CIP		EXW	
	low	high	low	high	low	high	low	high
<b>223</b> Endoscopy machine with biopsy facilities	29,629.49	50,370.13	32,592.44	45,629.41	37,036.86	38,518.33	36,503.53	51,104.94
<b>224</b> Endotracheal tube set of 10	10.00	17.00	11.00	15.40	12.50	17.50	20.00	28.00
<b>225</b> Endotracheal tubes, cuffed	27.69	47.08	30.46	42.65	34.62	36.00	34.12	47.76
<b>226</b> Endotracheal tubes, non-cuffed	26.15	44.46	28.77	40.28	32.69	34.00	32.22	45.11
<b>227</b> Enhanced external counter pulsation (EECP) therapy system	24,042.50	40,872.25	26,446.75	39,670.13	26,750.00	135,000.00	22,291.67	31,208.33
<b>228</b> Face mask size 1-5	10.00	17.00	11.00	15.40	12.50	19.00	12.32	17.25
<b>229</b> Flexible bronchoscope	20,500.00	34,850.00	31,923.08	47,884.62	22,500.00	30,941.67	35,128.21	49,179.49
<b>230</b> Fetal heart detector	135.00	229.50	148.50	222.75	150.00	210.00	125.00	175.00
<b>231</b> Gas sterilization (plasma sterilizer)	171,235.00	291,099.50	188,358.50	282,537.75	183,076.00	256,306.40	152,563.33	213,588.67
<b>232</b> Gastro-jejunostomy clamp-curved (pair)	35.32	60.04	37.18	55.77	45.92	68.88	38.26	53.57
<b>233</b> Gastro-jejunostomy clamp-straight (pair)	35.32	60.04	37.18	55.77	45.92	68.88	38.26	53.57
<b>234</b> General patient bed	517.63	879.97	544.87	817.31	672.92	1,009.38	560.76	785.07
<b>235</b> Glucometer (blood sugar estimating machine)/portable blood sugar monitor	70.00	119.00	84.00	130.90	91.00	136.50	75.83	106.17
<b>236</b> Gynae OT.table universal, hydraulic, head mobile	900.00	1,530.00	990.00	1,485.00	1,000.00	1,400.00	833.33	1,166.67
<b>237</b> Hystero salphingography set	5,215.31	7,301.43	5,736.84	8,605.26	6,779.90	10,169.85	5,649.91	7,909.88
<b>238</b> ICU bed	5,445.00	9,256.50	5,989.50	8,984.25	6,050.00	8,470.00	5,041.67	7,058.33
<b>239</b> Instruments for pediatric laparoscopy with accessories	22,857.14	32,000.00	25,142.86	37,714.29	28,571.43	36,875.00	28,160.00	39,424.00
<b>240</b> Integrated computerized ECG monitoring stress ECG and Holter monitoring system	3,500.00	5,950.00	3,200.00	4,800.00	4,000.00	19,500.00	3,800.00	5,320.00

*Annex A. Pricing Guide*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
241	Intestinal clamp, curved (pair), ..	19.78	33.63	20.82	31.23	25.71	38.57	21.43	30.00
242	Intestinal clamp, straight (pair), ..	19.78	33.63	20.82	31.23	25.71	38.57	21.43	30.00
243	Intra operative imaging system	321,153.85	545,961.54	353,269.23	494,576.92	401,442.31	417,500.00	395,661.54	553,926.15
244	Invasive cardiac monitor for ICU	3,861.00	6,563.70	4,247.10	6,370.65	4,290.00	6,006.00	3,575.00	5,005.00
245	Invasive cardiac monitor w/ slave for OT	4,275.00	7,267.50	4,702.50	7,053.75	4,750.00	6,650.00	3,958.33	5,541.67
246	Kidney tray – large, ..	3.53	6.00	3.72	5.58	4.59	6.89	3.83	5.36
247	Kidney tray, medium, ..	1.96	3.33	2.06	3.10	2.55	3.82	2.12	2.97
248	Lap trainer box with cc camera facilities/ laparoscopic endo-trainer w/ accessories	3,083.52	4,008.57	3,391.87	5,087.80	4,008.57	6,012.86	3,340.48	4,676.67
249	Laryngoscope	48.46	82.38	53.31	79.96	60.58	63.00	59.70	83.59
250	Lead numbers (0-9) set	4.72	8.02	5.19	7.79	6.14	9.20	5.11	7.16
251	Lead letters (A-Z) set	4.72	8.02	5.19	7.79	6.14	9.20	5.11	7.16
252	Lifter, ..	4.94	8.41	5.21	7.81	6.43	9.64	5.36	7.50
253	Long plain forceps.	1.77	3.00	1.86	2.79	2.30	3.44	1.91	2.68
254	Long toothed forceps	1.84	3.13	1.94	2.90	2.39	3.59	1.99	2.79
255	Lumbar puncture needle, ./India.	8.53	14.49	8.97	13.46	11.08	16.63	9.24	12.93
256	Microcentrifuge machine (refrigerated)	5,357.00	9,106.90	5,892.70	8,249.78	6,696.25	6,964.10	4,974.36	6,964.10
257	Microscope binocular routine microscope	4,045.36	6,877.12	4,449.90	6,229.86	5,056.71	5,258.97	3,756.41	5,258.97
258	Motorized blood donation chair	2,650.00	4,505.00	4,487.18	6,410.26	3,445.00	5,167.50	2,870.83	4,019.17
259	Needle holder, ..	1.77	3.00	1.86	2.79	2.30	3.44	1.91	2.68
260	Neonatal cystoscope	3,435.71	14,100.00	20,064.10	30,096.15	15,500.00	17,625.00	21,538.46	22,471.79
261	Non-invasive cardiac monitor for ICU	2,011.50	3,419.55	2,212.65	3,318.98	2,235.00	3,129.00	1,862.50	2,607.50
262	Obstetric delivery table	9,480.00	10,800.00	1,370.00	1,945.40	13,560.00	15,250.00	11,300.00	15,820.00
263	OCT high resolution 3-d OCT for posterior segment along with	177,691.41	302,075.40	126,922.44	195,460.55	230,998.83	346,498.25	192,499.03	269,498.64

*Pricing Guide, Medical Equipment*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty					
	CIP		EXW		CIP		EXW			
	low	high	low	high	low	high	low	high	high	
cornea module										
<b>264</b> Orthopedic bed	1,071.00	1,820.70	1,178.10	1,767.15	1,190.00	1,666.00	991.67	1,388.33		
<b>265</b> Oxygen cylinder, ward type	105.00	178.50	115.50	173.25	136.50	204.75	113.75	159.25		
<b>266</b> Oxygen cylinder, ward type	146.15	248.46	153.85	230.77	190.00	285.00	158.33	221.67		
<b>267</b> Oxygen cylinder, ward type	158.33	269.17	166.67	250.00	205.83	308.75	171.53	240.14		
<b>268</b> Oxygen flow meter	85.00	144.50	93.50	140.25	110.50	165.75	92.08	128.92		
<b>269</b> Oxygen flow meter	84.04	142.87	88.46	132.69	109.25	163.88	91.04	127.46		
<b>270</b> Oxygen trolley	14.62	24.85	15.38	23.08	19.00	28.50	15.83	22.17		
<b>271</b> Paediatric anaesthetic circuits	10.00	17.00	11.00	15.40	12.50	81.00	12.32	17.25		
<b>272</b> Pediatric operating cystoscope urethroscope, 8 Fr. accessories	30,384.62	39,500.00	33,423.08	46,792.31	37,980.77	45,500.00	37,433.85	52,407.38		
<b>273</b> Pediatric operating cystoscope urethroscope, 9.5 Fr. accessories	4,294.51	5,582.86	4,723.96	6,613.54	5,582.86	8,374.29	4,652.38	6,513.33		
<b>274</b> Pediatric optical urethratome with accessories	2,973.63	3,865.71	3,270.99	4,579.38	3,865.71	5,798.57	3,221.43	4,510.00		
<b>275</b> Pediatric resectoscope w/ accessories	2,863.74	3,722.86	3,150.11	4,410.15	3,722.86	5,584.29	3,102.38	4,343.33		
<b>276</b> Paediatric video bronchoscope	22,217.95	28,883.33	24,439.74	34,215.64	27,772.44	34,660.00	27,372.51	38,321.52		
<b>277</b> Paediatric video colonoscope system and all accessories	52,519.23	68,275.00	57,771.15	80,879.62	65,649.04	71,750.00	64,703.69	90,585.17		
<b>278</b> Patient transferring cardiac monitor	1,320.51	1,716.67	1,452.56	2,033.59	1,650.64	2,060.00	1,626.87	2,277.62		
<b>279</b> Patient warmer	1,961.54	2,550.00	2,157.69	3,020.77	2,451.92	3,060.00	2,416.62	3,383.26		
<b>280</b> Pediatric cystoscope and accessories	7,884.62	10,250.00	8,673.08	12,142.31	9,855.77	11,875.00	9,713.85	13,599.38		
<b>281</b> Pediatric video upper GI scope and all accessories	25,456.20	33,093.06	28,001.82	39,202.54	31,820.25	39,711.67	31,362.03	43,906.85		
<b>282</b> Phototherapy machine	418.50	711.45	460.35	644.49	465.00	651.00	515.59	769.23		

*Annex A. Pricing Guide*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty			
	CIP		EXW		CIP		EXW	
	low	high	low	high	low	high	low	high
<b>283</b> Pinpoint endoscopic fluorescence imaging system-near infrared (NIR) imaging technology (spy scope intraoperating imaging system)	337,419.64	573,613.39	371,161.61	519,626.25	421,774.55	472,387.50	415,701.00	581,981.40
<b>284</b> Pressure sterilizer, electric	-	-	-	-	-	-	-	-
<b>285</b> Real time PCR machine	24,358.97	41,410.26	25,641.03	44,871.79	31,666.67	47,500.00	26,388.89	36,944.44
<b>286</b> Refrigerator medical/ pharmaceutical (+2°-+14 °C )	1,550.00	2,635.00	3,179.49	4,769.23	1,700.00	2,380.00	3,487.18	4,882.05
<b>287</b> Refrigerator- 280 liter	595.80	1,012.86	655.38	917.53	662.00	926.80	551.67	772.33
<b>288</b> Renal guard machine	31,250.00	53,125.00	43,269.23	64,903.85	35,000.00	39,062.50	48,397.44	48,461.54
<b>289</b> Scissors (straight), large, ..	2.05	3.48	2.15	3.23	2.66	3.99	2.22	3.10
<b>290</b> Scissors (straight), medium, ..	1.77	3.00	1.86	2.79	2.30	3.44	1.91	2.68
<b>291</b> Scissors (straight), small, ..	1.56	2.65	1.64	2.46	2.03	3.04	1.69	2.36
<b>292</b> Scissors, curved, large, ..	2.05	3.48	2.15	3.23	2.66	3.99	2.22	3.10
<b>293</b> Scissors, curved, medium (6"), ..	1.56	2.65	1.64	2.46	2.03	3.04	1.69	2.36
<b>294</b> Scissors, curved, small (5"), ..	1.41	2.40	1.49	2.23	1.84	2.76	1.53	2.14
<b>295</b> Sequencer	-	-	-	-	-	-	-	-
<b>296</b> Sinus forceps, ..	1.77	3.00	1.86	2.79	2.30	3.44	1.91	2.68
<b>297</b> Spectrophotometer (UV/vis ratio beam spectrophotometer)	14,615.38	24,846.15	15,384.62	19,230.77	18,269.23	25,576.92	8,589.74	12,025.64
<b>298</b> Sponge holding forceps, ..	2.83	4.80	2.97	4.46	3.67	5.51	3.06	4.29
<b>299</b> SS dressing jar with cover, ..	4.87	8.28	5.13	7.69	6.33	9.50	5.28	7.39
<b>300</b> SS tray with cover, ..	6.09	10.35	6.41	9.62	7.92	11.88	6.60	9.24
<b>301</b> Stepedectomy set	2,142.86	3,642.86	2,357.14	3,300.00	2,678.57	3,000.00	2,640.00	3,696.00
<b>302</b> Sterilizer, fuel heated 24 litres	20.00	34.00	22.00	30.80	25.00	35.00	42.31	59.23

*Pricing Guide, Medical Equipment*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty			
	CIP		EXW		CIP		EXW	
	low	high	low	high	low	high	low	high
303 Surgical drum (large)	9.74	16.56	10.26	15.38	12.67	19.00	10.56	14.78
304 Surgical drum (medium)	4.87	8.28	5.13	7.69	6.33	9.50	5.28	7.39
305 Thermal cycler	-	-	-	-	-	-	-	-
306 Tongue depressor, ..	3.17	5.38	3.33	5.00	4.12	6.18	3.43	4.80
307 Towel clip, ..	1.56	2.65	1.64	2.46	2.03	3.04	1.69	2.36
308 Tray, instrument with cover 225 x125 x 50 mm	200.00	340.00	220.00	308.00	250.00	350.00	5.13	7.18
309 Tympanoplasty set	2,142.86	3,642.86	2,357.14	3,300.00	2,678.57	3,000.00	2,640.00	3,696.00
310 Ultraclean operating system (guided air flow system)	127,800.00	217,260.00	140,580.00	196,812.00	142,000.00	198,800.00	118,333.33	165,666.67
311 Ultra low medical refrigerator	-	-	-	-	-	-	-	-
312 Ultrasonic cutting and coagulating surgical device with accessories	4,260.00	7,100.00	4,686.00	6,560.40	5,325.00	8,200.00	5,248.32	7,347.65
313 Urethral dilator set..	10.60	18.01	11.15	16.73	13.78	20.66	11.48	16.07
314 Vacuum extractor, origin : ..	243.59	414.10	256.41	384.62	316.67	475.00	263.89	369.44
315 Variant II beta thalassemia HPLC	91,046.15	154,778.46	100,150.77	140,211.08	113,807.69	159,330.77	82,769.23	115,876.92
316 Ventilator	12,800.00	21,760.00	16,884.62	20,800.00	14,000.00	19,600.00	18,564.10	25,989.74
317 Ventilator ICU (artificial lung ventilator)	12,000.00	44,625.00	3,141.03	11,500.00	13,500.00	48,195.00	2,400.00	13,000.00
318 Vidio stroboscope set	42,000.00	71,400.00	46,200.00	64,680.00	35,000.00	52,500.00	51,744.00	72,441.60
319 Water jacket CO2 incubator	4,500.00	7,650.00	5,846.15	8,769.23	5,000.00	7,000.00	6,423.08	8,992.31
320 X-ray film processor, automatic	2,227.50	3,786.75	2,450.25	3,430.35	2,895.75	4,343.63	2,413.13	3,378.38
321 X-ray dark room safe light	24.30	41.31	26.73	37.42	31.59	47.39	26.33	36.86
322 X-ray dryer cabinet	540.00	918.00	594.00	831.60	702.00	1,053.00	585.00	819.00
323 X-ray film cassette 10"x12"	43.40	73.78	47.74	66.84	56.42	84.63	47.02	65.82
324 X-ray film cassette 15"x12"	64.83	110.21	71.31	99.84	84.28	126.42	70.23	98.33
325 X-ray film cassette 8"x10"	31.51	53.57	34.66	48.53	40.96	61.44	34.14	47.79

*Annex A. Pricing Guide*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
326	X-ray fixing tank 10 L	39.15	66.56	43.07	60.29	48.94	68.51	48.23	20,320.51
327	X-ray hanger (12"-10")	4.72	8.02	5.19	7.27	5.90	8.26	5.82	64,051.28
328	X-ray hanger (10"-8")	4.32	7.34	4.75	6.65	5.40	7.56	5.32	127,820.51
329	X-ray hanger (15"-12")	5.40	9.18	5.94	8.32	6.75	9.45	6.65	7,641.03
330	X-ray machine 1000 mA	116,533.80	187,500.00	205,128.21	256,410.26	129,482.00	200,000.00	229,743.59	275,641.03
331	X-ray view box, single	54.00	91.80	59.40	83.16	67.50	94.50	66.53	28,173.08
332	Flow cytometer system (2 laser)	190,384.62	247,500.00	209,423.08	293,192.31	237,980.77	284,625.00	234,553.85	328,375.38
333	Distilled water plant (glass made)	7,692.31	13,076.92	5,128.21	6,410.26	3,500.00	9,615.38	5,743.59	8,041.03
334	PH meter	860.00	1,462.00	1,435.90	1,794.87	929.00	1,400.00	774.17	1,083.83
335	Vortex mixture	890.00	1,513.00	448.72	673.08	630.00	952.00	793.33	1,110.67
336	Water deionizer with consumables	2,692.31	4,576.92	1,794.87	2,243.59	2,850.00	3,365.38	2,010.26	2,814.36
337	Pipette stand (6 holes)	150.00	255.00	150.00	255.00	150.00	255.00	125.00	175.00
338	Trinocular microscope	12,193.55	20,729.03	9,237.54	10,161.29	15,851.61	23,777.42	13,209.68	18,493.55
339	Automated hematology cell counter	208,500.00	354,450.00	157,954.55	173,750.00	271,050.00	406,575.00	225,875.00	316,225.00
340	Refrigerator (lab freezer/medical refrigerator) capacity 276 L	3,979.26	6,764.74	3,014.59	3,316.05	5,173.04	7,759.56	4,310.87	6,035.21
341	Gel electrophoresis machine	1,826.92	43,750.00	1,923.08	64,102.56	2,283.65	48,330.00	2,153.85	3,015.38
342	Aphaeresis machine for platelet collection with consumables	43,076.92	73,230.77	32,634.03	35,897.44	56,000.00	84,000.00	46,666.67	65,333.33
343	Sterile tube welder	16,440.00	27,948.00	12,454.55	13,700.00	21,372.00	32,058.00	17,810.00	24,934.00
344	Donor tube stripper	144.00	244.80	109.09	120.00	187.20	280.80	156.00	218.40
345	Manual plasma expressor	2,307.69	3,923.08	1,748.25	1,923.08	3,000.00	4,500.00	2,500.00	3,500.00
346	TSCD wafers( sterile)	1,800.00	3,060.00	1,363.64	1,500.00	2,340.00	3,510.00	1,950.00	2,730.00
347	Aggregometer with accessories and consumables	21,000.00	35,700.00	15,909.09	17,500.00	27,300.00	40,950.00	22,750.00	31,850.00
348	PFI-100 machine: for	29,250.00	49,725.00	22,159.09	24,375.00	38,025.00	57,037.50	31,687.50	44,362.50



*Pricing Guide, Medical Equipment*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
349	platelet function test Patient monitor with central station	5,500.00	71,750.00	6,794.87	70,000.00	6,000.00	75,250.00	7,307.69	73,500.00
350	Temperature and humidity sensor	39.60	67.32	30.00	33.00	51.48	77.22	42.90	60.06
351	Digital stop clock	18.00	30.60	19.80	27.72	20.00	28.00	16.67	23.33
352	Digital weighing scales	14.40	24.48	15.84	22.18	16.00	22.40	13.33	18.67
353	Plasma expresser semi automatic	173,675.00	295,247.50	191,042.50	267,459.50	217,093.75	260,512.50	213,967.60	299,554.64
354	Platelet incubator and agitator	10,961.54	18,634.62	11,538.46	17,307.69	13,701.92	70,412.50	12,923.08	18,092.31
355	Measuring cylinder	6.12	10.40	12.49	15.61	7.65	10.71	5.56	7.79
356	Beakers, glass (set of 5 assured)	-	-	-	-	-	-	-	-
357	Blood plasma separating machine	-	-	-	-	-	-	-	-
358	Centrifuge, hematocrit electric,	2,000.00	3,400.00	2,200.00	3,080.00	2,500.00	3,500.00	2,464.00	1,076.92
359	Coplin jar	6.58	11.19	7.24	10.14	8.23	9.87	8.85	11.06
360	Cover glass for hemocytometer cell 20x26 mm	1.03	1.74	1.13	1.58	1.28	1.54	1.38	1.72
361	Dropper bottle, amber glass (50ml)	1.37	2.32	1.50	2.11	1.71	2.05	1.84	2.30
362	ESR tube	0.51	0.87	0.56	0.79	0.64	0.77	0.69	0.86
363	Evaporating dish, porcelain, 70 ml	0.96	1.63	1.05	1.47	1.20	1.44	1.29	1.61
364	Glass slide (box)	0.68	1.16	0.75	1.05	0.85	1.03	0.92	1.15
365	Haemoglobinometer,	854.70	1,452.99	940.17	1,316.24	1,068.38	1,282.05	1,148.72	1,435.90
366	Magnifying glass	1.11	1.89	1.22	1.71	1.39	1.67	1.49	1.87
367	Microscope, dual viewing attachment	9,213.68	15,663.25	10,135.04	14,189.06	11,517.09	13,820.51	12,383.18	15,478.97
368	Platelet separation machine	29,914.53	50,854.70	32,905.98	46,068.38	37,393.16	44,871.79	40,205.13	50,256.41
369	Shaking machine, rotator variable, electric, VDRL tests.	2,740.38	4,658.65	2,884.62	4,326.92	1,256.41	3,425.48	1,125.74	1,407.18
370	Slide rack(10-20 slide capacity)	1.44	2.44	1.58	2.21	1.79	2.15	1.93	2.41
371	Specific gravity	3.59	6.10	3.95	5.53	4.49	5.38	4.82	6.03

*Annex A. Pricing Guide*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
372	urinometer with test glass	0.12	0.20	0.13	0.18	0.15	0.18	0.16	0.20
373	Specimen container, sputum, 60ml	0.10	0.16	0.11	0.15	0.12	0.14	0.13	0.16
374	Specimen container, universal, 30 ml	0.78	1.32	0.86	1.20	0.97	1.17	1.05	1.31
375	Sprit lamp	0.24	0.41	0.26	0.37	0.30	0.36	0.32	0.40
376	Staining tissue holder	5.98	10.17	6.58	9.21	7.48	8.97	8.04	10.05
377	Table light	0.15	0.26	0.17	0.24	0.19	0.23	0.21	0.26
378	Test tube 4 in.-6 in.	6.84	11.62	7.52	10.53	8.55	10.26	9.19	11.49
379	Thermometer, room temp monitor, wall mounted.	0.03	0.05	0.03	0.05	0.04	0.04	0.04	0.05
380	Tibe, capil, hematocrit, 75 mm, heparinized	1,705.13	2,898.72	1,794.87	2,243.59	1,525.64	2,131.41	1,366.97	1,708.72
381	Tissue flotation bath	0.03	0.05	0.03	0.05	0.04	0.04	0.04	0.05
382	Tube, capil, hematocrit, 75 mm, non heparinized	1.20	2.03	1.32	1.84	1.50	1.79	1.61	2.01
383	Tube, glass, centrifuge, graduated, 15 ml	0.72	1.22	0.79	1.11	0.90	1.08	0.96	1.21
384	Widal test slide	487.18	828.21	512.82	769.23	633.33	950.00	527.78	738.89
385	CS sets	608.97	1,035.26	641.03	961.54	791.67	1,187.50	659.72	923.61
386	Delivery sets	120,600.00	205,020.00	132,660.00	185,724.00	134,000.00	187,600.00	111,666.67	156,333.33
387	Gas sterilization (plasma sterilizer)	7,600.00	12,920.00	8,360.00	11,704.00	5,936.00	8,310.40	4,946.67	6,925.33
388	ICU bed	42.31	71.92	46.54	65.15	52.88	74.04	38.46	52.12
389	Bathroom scale/baby scale	42.31	71.92	46.54	65.15	52.88	74.04	38.46	52.12
390	Ambo bag (paediatrcs)	12.69	21.58	13.96	19.55	15.87	22.21	11.54	15.64
391	Aspiration needle (bone marrow)	141.03	239.74	155.13	217.18	176.28	246.79	128.21	173.74
392	Bed side screen	12.69	21.58	13.96	19.55	15.87	22.21	11.54	15.64
393	BP apparatus	4,230.77	7,192.31	4,653.85	6,515.38	5,288.46	7,403.85	3,846.15	5,212.31
394	Cardiac monitor	5,600.00	10,520.00	5,538.46	6,923.08	6,000.00	12,450.00	6,203.08	7,307.69
395	Defibrillator	92.30	156.91	101.53	142.14	92.30	156.91	101.53	142.14
395	Drip stands/saline stand								

*Pricing Guide, Medical Equipment*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
396	Emergency light	1,198.72	2,037.82	1,318.59	1,846.03	1,498.40	2,097.76	1,089.74	1,476.82
397	Heavy duty rubber gloves/ utility gloves	8.46	14.38	9.31	13.03	10.58	14.81	7.69	10.42
398	i) Gloves surgeon latex rubber, sterile, size 6.5, disposable	0.28	0.48	0.31	0.43	0.35	0.49	0.26	0.35
399	ii) Gloves surgeon latex rubber, sterile size 7 disposable	0.28	0.48	0.31	0.43	0.35	0.49	0.26	0.35
400	iii) Gloves surgeon latex rubber, sterile size 7.5 disposable	0.28	0.48	0.31	0.43	0.35	0.49	0.26	0.35
401	iv) Gloves surgeon latex rubber, sterile size 8 disposable	0.28	0.48	0.31	0.43	0.35	0.49	0.26	0.35
402	Infant meter/ steadiometer/weight machine	35.26	59.94	38.78	54.29	44.07	61.70	32.05	43.44
403	Intravenous canula, intravenous drip set micro burette, blood transfusion set different size, umbilical vein catheter, feeding tubes different size	7.05	11.99	7.76	10.86	8.81	12.34	6.41	8.69
404	Liver biopsy set	21.15	35.96	23.27	32.58	26.44	37.02	19.23	26.06
405	Lp needle	12.69	21.58	13.96	19.55	15.87	22.21	11.54	15.64
406	Medicine trolley	169.23	287.69	186.15	260.62	211.54	296.15	153.85	208.49
407	Mouth gag	21.15	35.96	23.27	32.58	26.44	37.02	19.23	26.06
408	OPD instruments set	141.03	239.74	155.13	217.18	176.28	246.79	128.21	173.74
409	Ophthalmoscope	126.92	215.77	139.62	195.46	158.65	222.12	115.38	156.37
410	Patient examination table	197.44	335.64	217.18	304.05	246.79	345.51	179.49	243.24
411	Plain rubber catheter	1.41	2.40	1.55	2.17	1.76	2.47	1.28	1.74
412	Plural biopsy set	21.15	35.96	23.27	32.58	26.44	37.02	19.23	26.06
413	Portable ECG	2,115.38	3,596.15	2,326.92	3,257.69	2,644.23	3,701.92	1,923.08	2,606.15
414	Resuscitation tray (ET tube, ambo bag, suction catheter)	56.41	95.90	62.05	86.87	70.51	98.72	51.28	69.50
415	Rubber hammer	3.53	5.99	3.88	5.43	4.41	6.17	3.21	4.34

*Annex A. Pricing Guide*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty			
	CIP		EXW		CIP		EXW	
	low	high	low	high	low	high	low	high
<b>416</b> Stand, solution, with 2X350mm SS bowls	70.51	119.87	77.56	108.59	88.14	123.40	64.10	86.87
<b>417</b> Stethoscope	11.28	19.18	12.41	17.37	14.10	19.74	10.26	13.90
<b>418</b> Sucker machine	394.87	671.28	434.36	608.10	493.59	691.03	358.97	486.48
<b>419</b> Test tube holder	1.41	2.40	1.55	2.17	1.76	2.47	1.28	1.74
<b>420</b> Thermometer	1.41	2.40	1.55	2.17	1.76	2.47	1.28	1.74
<b>421</b> Thermometer, room temperature, wall mounted	5.64	9.59	6.21	8.69	7.05	9.87	5.13	6.95
<b>422</b> Tongue depressor (disposable)	0.07	0.12	0.08	0.11	0.09	0.12	0.06	0.09
<b>423</b> Tongue depressor metallic	1.41	2.40	1.55	2.17	1.76	2.47	1.28	1.74
<b>424</b> Torch light	5.64	9.59	6.21	8.69	7.05	9.87	5.13	6.95
<b>425</b> Trolley	197.44	335.64	217.18	304.05	246.79	345.51	179.49	243.24
<b>426</b> View box	39.49	67.13	43.44	60.81	49.36	69.10	35.90	48.65
<b>427</b> Water seal drainage	21.15	35.96	23.27	32.58	26.44	37.02	19.23	26.06
<b>428</b> Auroscope (infant size)	15.51	26.37	17.06	23.89	19.39	27.15	14.10	19.11
<b>429</b> Irradiator for blood product	538,461.54	915,384.62	345,167.65	448,717.95	390,000.00	673,076.92	386,587.77	541,222.88
<b>430</b> LN2 cryogenic storage (freezer) presser- vation full system with accessories & consumables	6,200.00	10,540.00	12,717.95	23,076.92	6,800.00	220,590.00	13,987.18	19,582.05
<b>431</b> Blood bag cryo-cassette: for stem cell cryo preservation	47.35	80.50	47.35	80.50	52.62	68.40	52.62	73.66
<b>432</b> Moduler 12.1" ICU monitor for measurement of ECG, SPO2, NIBP, temerature, IBP and ETCO2 with other required accessories	6,600.00	11,220.00	8,141.03	12,211.54	7,000.00	9,800.00	8,653.85	12,115.38
<b>433</b> Moduler 12.1" ICU monitor for measurement of ECG, SPO2, NIBP, temperature with other required	4,500.00	7,650.00	5,512.82	8,269.23	4,700.00	6,580.00	5,769.23	8,076.92

*Pricing Guide, Medical Equipment*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
accessories									
<b>434</b> 10.4" patient monitor for measurement of ECG, SPO2, NIBP, temperature, IBP and ETCO2 with other required accessories	4,200.00	7,140.00	5,128.21	7,692.31	4,400.00	6,160.00	5,448.72	7,628.21	
<b>435</b> 10.4" patient monitor for measurement of ECG, SPO2, NIBP, temperature w/other required accessories	2,500.00	4,250.00	3,076.92	4,615.38	2,700.00	3,780.00	3,333.33	4,666.67	
<b>436</b> Basic operating microscope for general surgery	23,384.62	184,500.00	24,615.38	30,769.23	22,500.00	29,230.77	21,978.02	30,769.23	
<b>437</b> Combined HRA+FA+OCT+ICG + multi-color w/ accessories	218,750.00	229,948.72	242,051.28	302,564.10	237,500.00	287,435.90	234,432.23	328,205.13	
<b>438</b> HRA & FA with multicolor with accessories	118,750.00	124,717.95	131,282.05	164,102.56	125,000.00	155,897.44	123,626.37	173,076.92	
<b>439</b> OCT with multicolor with corneal module and accessories	112,500.00	118,871.79	125,128.21	156,410.26	118,750.00	148,589.74	117,216.12	164,102.56	
<b>440</b> Vitrectomy machine, cut-8000/min, complete accessories set	62,500.00	66,256.41	69,743.59	87,179.49	68,750.00	82,820.51	68,681.32	96,153.85	
<b>441</b> Vitrectomy machine, cut-2500/min, complete accessories set	50,000.00	53,589.74	56,410.26	70,512.82	52,500.00	66,987.18	53,113.55	74,358.97	
<b>442</b> Combined SLT and YAG laser, wavelength: 532 nm, laser type: Q-switched, frequency-double Nd:YAG, energy: 0.3 to 2.6 mJ, single pulse, continuously, repetition rate: 1.0 Hz and magnification: 10X, 16X, 28X,	62,358.97	66,500.00	65,641.03	82,051.28	70,000.00	77,948.72	61,355.31	85,897.44	

*Annex A. Pricing Guide*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
system locking keys– 2 pcs; mobile table– 1 pc; Latina SLT laser lens– 1 pc w/ all required accessories									
<b>443</b> Endo laser with three delivery system, IOL, slit lamp & endo probe, wavelength: 532 nm, double frequency Nd:YAG laser photocoagula- tion system with all required accessories	46,769.23	50,000.00	49,230.77	61,538.46	52,000.00	58,461.54	45,787.55	64,102.56	
<b>444</b> Silt lamp with G.AT tonometer, 10X, 16X & 25X magnification, digital applanation tonometer, motorize table with all required accessories	14,615.38	16,100.00	15,384.62	19,230.77	16,100.00	18,269.23	13,736.26	19,230.77	
<b>445</b> Silt lamp with G.AT tonometer, 5 step magnification, digital applanation tonometer, motorize table with all required accessories	14,545.45	16,807.69	17,692.31	22,115.38	18,400.00	21,009.62	15,796.70	22,115.38	
<b>446</b> Perimeter with full field projection perim- eter 90°, eyesuite perimetry software, motorize table w/ all required accessories	33,615.38	35,200.00	35,384.62	44,230.77	39,100.00	42,019.23	32,509.16	45,512.82	
<b>447</b> Perimeter with full field projection perimeter 60°, eyesuite perimetry software, motorize table with all required accessories	23,871.79	24,200.00	25,128.21	31,410.26	27,600.00	29,839.74	23,717.95	33,205.13	

*Pricing Guide, Medical Equipment*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty			
	CIP		EXW		CIP		EXW	
	low	high	low	high	low	high	low	high
<b>448</b> Portable dental X-ray, tube current: 8 MA, small focal spot: 0.8 mm X 0.8 mm w/ required accessories	3,897.44	3,750.00	4,102.56	5,128.21	4,375.00	4,871.79	4,212.45	5,897.44
<b>449</b> OPG panoramic dental X-ray with cephalometry, tube current: 10 MA, small focal spot: 0.8 mm X 0.8mm with required accessories	23,579.49	22,500.00	24,820.51	31,025.64	24,375.00	29,474.36	24,084.25	33,717.95
<b>450</b> OPG digital panoramic dental X-ray w/ cephalometry with CCD sensor, tube current: 10 MA, small focal spot: 0.8 mm X 0.8 mm with required accessories	43,066.67	43,750.00	45,333.33	56,666.67	48,125.00	53,833.33	47,619.05	66,666.67
<b>451</b> Haemodialysis machine, venous pressure: -700 to +750 mmHg, variable-step alarm bar display, dialysate pressure: 400 to +300mmHg, variable -step alarm bar display, UF volume -0.00 to 10L, total conductivity -8.0 to 22.0 mS/cm, sodium concentration -130 to 160 mmol/L, disinfection method - chemical and heat disinfection with required accessories	12,875.00	13,251.28	13,948.72	17,435.90	14,375.00	16,564.10	14,194.14	19,871.79
<b>452</b> OT light, LED, ceiling, double dome, main light intensity 160,000	15,000.00	17,538.46	18,461.54	23,076.92	16,250.00	21,923.08	17,857.14	25,000.00

*Annex A. Pricing Guide*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
Lux with settelight intensity 160,000 Lux with 1 hr battery backup									
<b>453</b> LED operation thetre light, Double dome, main light intensity 160,000 Lux with Settelight intensity 160,000 Lux with 1hr battery backup with video recording system includes 19" monitor w/ third arm	22,500.00	26,307.69	27,692.31	34,615.38	22,500.00	32,884.62	24,725.27	34,615.38	
<b>454</b> Fully electric 5 section OT table with all required movement with 8hr battery back-up with all required accessories and attachment for neurosurgery	43,750.00	44,820.51	47,179.49	58,974.36	43,750.00	56,025.64	42,124.54	58,974.36	
<b>455</b> ICT (intraoperative computed tomotherapy) scanner with complete (crinal & spinal) navigation systems	1,071,794.87	1,100,000.00	1,128,205.13	1,410,256.41	1,150,000.00	1,339,743.59	1,053,113.55	1,474,358.97	
<b>456</b> Waste treatment plant 300 L	139,423.08	181,250.00	153,365.38	214,711.54	174,278.85	192,825.00	145,232.37	203,325.32	
<b>457</b> Steam autoclave, 700 L	47,000.00	79,900.00	51,700.00	72,380.00	52,143.00	73,000.20	43,452.50	60,833.50	
<b>458</b> Dental amalgamator	4,519.23	5,875.00	4,971.15	6,959.62	5,649.04	7,250.00	4,707.53	6,590.54	
<b>459</b> Mini tooth scalar	5,480.77	7,125.00	6,028.85	8,440.38	6,850.96	7,750.00	5,709.13	7,992.79	
<b>460</b> Video gastro scope	52,884.62	68,750.00	58,173.08	81,442.31	66,105.77	73,012.50	55,088.14	77,123.40	
<b>461</b> Video deudonoscope	50,384.62	65,500.00	55,423.08	77,592.31	62,980.77	69,500.00	52,483.97	73,477.56	
<b>462</b> Video colonoscope	52,519.23	68,275.00	57,771.15	80,879.62	65,649.04	71,750.00	54,707.53	76,590.54	
<b>463</b> Fluorescence microscopes with monitor and camera	18,846.15	24,500.00	20,730.77	29,023.08	23,557.69	26,215.00	19,631.41	27,483.97	
<b>464</b> Shaker	2,500.00	4,250.00	1,923.08	2,884.62	2,675.00	3,745.00	2,229.17	3,120.83	



*Pricing Guide, Medical Equipment*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
465	Hot plate magnetic stirrer	870.00	1,479.00	957.00	1,339.80	940.00	1,316.00	783.33	1,096.67
466	5 part fully automated cell analyzer	2,131.41	46,250.00	102,564.10	128,205.13	2,664.26	49,950.00	2,220.22	3,108.31
467	Sipometer	6,030.77	7,840.00	6,633.85	9,287.38	7,538.46	8,467.00	6,282.05	8,794.87
468	Laser therapy machine	27,562.50	35,831.25	30,318.75	42,446.25	34,453.13	40,562.50	28,710.94	40,195.31
469	Shortwave therapy unit	6,138.61	23,161.25	9,615.38	14,423.08	6,633.66	31,825.00	10,576.92	14,807.69
470	Shockwave therapy Unit	2,131.41	51,922.50	2,344.55	3,282.37	2,664.26	56,500.00	2,220.22	3,108.31
471	Wax bath	7,973.08	10,365.00	8,770.38	12,278.54	9,966.35	11,187.50	8,305.29	11,627.40
472	Wax purification unit	4,405.77	5,727.50	4,846.35	6,784.88	5,507.21	5,981.25	4,589.34	6,425.08
473	Ice cuber (cold therapy)	7,288.46	9,475.00	8,017.31	11,224.23	9,110.58	11,925.00	7,592.15	10,629.01
474	Traction table	18,788.46	24,425.00	20,667.31	28,934.23	23,485.58	26,412.50	19,571.31	27,399.84
475	Low temperature plasma sterilizer, 142 L	171,235.00	291,099.50	188,358.50	263,701.90	183,076.00	256,306.40	152,563.33	213,588.67
476	ICU ventilator	2,131.41	24,375.00	19,000.00	23,750.00	2,664.26	28,125.00	19,642.86	27,500.00
477	Digital mammography w/ tomosynthesis	42,600.00	437,500.00	345,000.00	431,250.00	52,337.50	468,750.00	80,000.00	462,500.00
478	Fusion DCR	95,760.00	131,250.00	100,800.00	126,000.00	119,700.00	148,750.00	102,500.00	143,500.00
479	CBCT	325,850.00	437,500.00	343,000.00	428,750.00	407,312.50	481,250.00	337,500.00	472,500.00
480	X-ray, dental, with RVG, OPG	58,900.00	81,250.00	62,000.00	77,500.00	73,625.00	87,500.00	59,821.43	83,750.00
481	Intraoral dental X-ray, digital sensor	26,600.00	38,500.00	28,000.00	35,000.00	33,250.00	43,750.00	28,750.00	40,250.00
482	Hazardous hospital waste treatment unit	2,892,750.00	3,850,000.00	3,045,000.00	3,806,250.00	3,615,937.50	4,200,000.00	2,968,750.00	4,156,250.00
483	Gamma camera	370,500.00	500,000.00	390,000.00	487,500.00	463,125.00	562,500.00	392,857.14	550,000.00
484	Automatic instrument washer & disinfectant, equipment with built in electrical heaters, double door (pass-through system) automatic, vertical sliding, number of wash levels for instruments: 5,	43,846.15	57,000.00	48,230.77	67,523.08	54,807.69	68,250.00	54,018.46	75,625.85

*Annex A. Pricing Guide*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
capacity, instruments: 800 pcs. per cycle, cycle time, standard: 30-40 mm									
<b>485</b> Autoclave, 25 L, portable ultrasonic cleaner	3,413.46	4,437.50	3,754.81	5,256.73	4,266.83	5,250.00	4,205.38	5,887.54	
<b>486</b> Autoclave steam, 550-600 L, steam sterilizer	86,057.69	111,875.00	94,663.46	132,528.85	107,572.12	136,250.00	106,023.08	148,432.31	
<b>487</b> 203 L steam sterilizer (autoclave), with built-in formaldehyde, internal chamber dimension (W x S x D) 450 x 450 x 1000 mm, chamber volume 203 L	60,288.46	78,375.00	66,317.31	92,844.23	75,360.58	97,750.00	74,275.38	103,985.54	
<b>488</b> Autoclave, steam, 75 L, vertical type; general high speed flash sterilizer with a temperature range of 105 °C (221 °F) to 137 °C (279 °F)	7,980.77	10,375.00	8,778.85	12,290.38	9,975.96	12,500.00	9,832.31	13,765.23	
<b>489</b> LED double dome ceiling OT light with TV camera; rotatable arms in all direction 360 deg rotation; average life of LED lamp 40,000 hours in operation	24,884.62	32,350.00	27,373.08	38,322.31	31,105.77	40,500.00	30,657.85	42,920.98	
<b>490</b> Thrombelastograph® hemostasis analyzer system	58,461.54	81,846.15	61,538.46	76,923.08	76,000.00	114,000.00	63,333.33	88,666.67	
<b>491</b> Automated blood grouping machine	77,948.72	109,128.21	82,051.28	102,564.10	101,333.33	152,000.00	84,444.44	118,222.22	
<b>492</b> Autologous blood recovery system	77,948.72	109,128.21	82,051.28	102,564.10	101,333.33	152,000.00	84,444.44	118,222.22	
<b>493</b> Blood bag centrifuge	29,230.77	40,923.08	30,769.23	38,461.54	38,000.00	57,000.00	31,666.67	44,333.33	

*Pricing Guide, Medical Equipment*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
494	Freezer - 20 C	8,769.23	12,276.92	9,230.77	11,538.46	11,400.00	17,100.00	9,500.00	13,300.00
495	Freezer -40 C	4,600.00	7,820.00	9,435.90	15,384.62	5,100.00	7,140.00	10,371.79	14,520.51
496	Freezer - 86 C	5,800.00	9,860.00	11,897.44	23,076.92	6,300.00	8,820.00	13,076.92	18,307.69
497	Freezer 2-8 C	5,846.15	8,184.62	6,153.85	7,692.31	7,600.00	11,400.00	6,333.33	8,866.67
498	Lab rotator	1,522.44	2,131.41	1,602.56	2,403.85	1,979.17	2,968.75	1,649.31	2,309.03
499	PCR cooler	487.18	682.05	512.82	641.03	633.33	950.00	527.78	738.89
500	PCR mixer	2,923.08	4,092.31	3,076.92	3,846.15	3,800.00	5,700.00	3,166.67	4,433.33
501	Cyto centrifuge	8,769.23	12,276.92	9,230.77	11,538.46	11,400.00	17,100.00	9,500.00	13,300.00
502	Automated tissue processor	24,358.97	34,102.56	25,641.03	32,051.28	31,666.67	47,500.00	26,388.89	36,944.44
503	Automated tissue processor	29,230.77	40,923.08	30,769.23	38,461.54	38,000.00	57,000.00	31,666.67	44,333.33
504	Rapid multifunctional microwave tissue processor	24,358.97	34,102.56	25,641.03	32,051.28	31,666.67	47,500.00	26,388.89	36,944.44
505	Frozen section machine (cryostat)	24,358.97	34,102.56	25,641.03	32,051.28	31,666.67	47,500.00	26,388.89	36,944.44
506	Tissue embedding system (hot & cold)	14,615.38	20,461.54	15,384.62	19,230.77	19,000.00	28,500.00	15,833.33	22,166.67
507	Tissue embedding system (hot & cold)	11,692.31	16,369.23	12,307.69	15,384.62	15,200.00	22,800.00	12,666.67	17,733.33
508	Gross pathology work station	29,230.77	40,923.08	30,769.23	38,461.54	38,000.00	57,000.00	31,666.67	44,333.33
509	Auto stainer (immuno histochemistry)	58,461.54	81,846.15	61,538.46	76,923.08	76,000.00	114,000.00	63,333.33	88,666.67
510	Uroflowmeter	3,875.00	6,500.00	4,410.26	5,512.82	4,250.00	7,500.00	4,395.60	6,153.85
511	Video upper GI endoscope	21,100.00	35,870.00	21,794.87	32,692.31	23,200.00	32,480.00	35,897.44	50,256.41
512	Video colonoscope	21,500.00	36,550.00	33,076.92	49,615.38	23,600.00	33,040.00	36,410.26	50,974.36
513	Microwave therapy 100 watt pulsed & continuous	5,643.56	6,723.08	7,076.92	8,846.15	6,138.61	8,403.85	6,959.71	9,743.59
514	Ultrasound therapy	2,772.28	3,312.82	3,487.18	4,358.97	3,049.50	4,141.03	3,763.74	5,269.23
515	General instrument set	3,800.00	6,460.00	5,000.00	6,750.00	4,200.00	6,300.00	5,512.82	8,269.23
516	Gynecology basic set for major gynae operation	4,100.00	6,970.00	5,769.23	7,788.46	4,500.00	6,750.00	5,769.23	8,653.85
517	Vaginal suture set	310.00	527.00	384.62	519.23	310.00	465.00	384.62	576.92
518	Myomectomy instruments set	13,200.00	22,440.00	20,256.41	27,346.15	14,500.00	21,750.00	22,307.69	33,461.54

*Annex A. Pricing Guide*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
519	D & C set	360.00	612.00	512.82	692.31	390.00	585.00	564.10	846.15
520	Delivery set	450.00	765.00	641.03	865.38	490.00	735.00	705.13	1,057.69
521	CS sets	390.00	663.00	576.92	778.85	420.00	630.00	641.03	961.54
522	Myringotomy set	7,800.00	13,260.00	10,897.44	14,711.54	8,500.00	12,750.00	11,923.08	17,884.62
523	Rhinoplasty set	4,300.00	7,310.00	7,051.28	9,519.23	5,100.00	7,650.00	7,756.41	11,634.62
524	Septoplasty set	7,400.00	12,580.00	11,025.64	14,884.62	8,800.00	13,200.00	12,051.28	18,076.92
525	Tonsillectomy and adenoidectomy set	7,600.00	12,920.00	11,282.05	15,230.77	8,300.00	12,450.00	12,307.69	18,461.54
526	Tracheostomy set	7,100.00	12,070.00	10,128.21	13,673.08	7,800.00	11,700.00	11,153.85	16,730.77
527	Stapedectomy set	6,300.00	10,710.00	9,615.38	12,980.77	6,800.00	10,200.00	10,512.82	15,769.23
528	Tympano mastoidectomy	7,700.00	13,090.00	10,769.23	14,538.46	8,500.00	12,750.00	11,794.87	17,692.31
529	Interior commnsnar with video operating micro-laryngeal surgery set	25,800.00	43,860.00	38,717.95	52,269.23	28,300.00	42,450.00	42,628.21	63,942.31
530	FESS set (functional endoscopic sinus surgery)	75,300.00	128,010.00	103,846.15	140,192.31	82,800.00	124,200.00	113,974.36	170,961.54
531	Adult oesophagoscopy set	9,400.00	15,980.00	14,743.59	19,903.85	10,300.00	15,450.00	16,153.85	24,230.77
532	Pediatric oesophagoscopy set	9,400.00	15,980.00	14,743.59	19,903.85	10,300.00	15,450.00	16,153.85	24,230.77
533	Ear micro surgery set	10,200.00	17,340.00	16,025.64	21,634.62	11,300.00	16,950.00	17,564.10	26,346.15
534	Operating hysteroscope set	22,500.00	38,250.00	32,307.69	43,615.38	24,700.00	37,050.00	35,512.82	53,269.23
535	Diagnostic hysteroscope set	17,300.00	29,410.00	27,307.69	36,865.38	19,000.00	28,500.00	30,000.00	45,000.00
536	Video FOL machine with TV monitor	17,600.00	29,920.00	27,564.10	37,211.54	19,300.00	28,950.00	30,256.41	45,384.62
537	Radio frequency ablation system :	36,600.00	62,220.00	57,692.31	77,884.62	40,200.00	60,300.00	63,461.54	95,192.31
538	Hystero salpingograph machine	4,250.00	7,225.00	5,769.23	7,788.46	4,687.50	7,031.25	6,346.15	9,519.23
539	Operating laparoscopic set	30,375.00	51,637.50	37,179.49	50,192.31	33,250.00	49,875.00	40,897.44	61,346.15
540	Diagnostic laparoscopic set	25,625.00	43,562.50	32,307.69	43,615.38	28,375.00	42,562.50	35,384.62	53,076.92
541	Cystoscope set	11,625.00	19,762.50	16,025.64	21,634.62	12,750.00	19,125.00	17,628.21	26,442.31
542	Resectoscope set	16,625.00	28,262.50	20,512.82	27,692.31	18,250.00	27,375.00	22,435.90	33,653.85
543	Urethrotome set	11,750.00	19,975.00	15,641.03	21,115.38	12,875.00	19,312.50	17,179.49	25,769.23

*Pricing Guide, Medical Equipment*

Item Name as on TOE	Price indication including 1yr warranty				Price indication including 3yr warranty				
	CIP		EXW		CIP		EXW		
	low	high	low	high	low	high	low	high	
544	Percutaneous nephro	80,875.00	137,487.50	102,564.10	138,461.54	88,875.00	133,312.50	112,820.51	169,230.77
545	Instruments & equip- ment for laproscopic cholecystectomy, appendectomy, & hernia repair	30,208.33	36,250.00	25,677.08	34,664.06	44,620.31	59,493.75	41,750.00	62,625.00
546	X-ray 1000mA double tube full digital X-ray system with remote & local controlled type R/F table	117,000.00	180,000.00	85,000.00	170,000.00	126,000.00	210,000.00	130,000.00	200,000.00
547	X-ray 800 mA remote & local control type double tube digital R/F X-ray system	110,500.00	170,000.00	80,000.00	160,000.00	120,000.00	200,000.00	126,750.00	195,000.00
548	X-ray 1000 mA radiography X-ray system	65,000.00	100,000.00	47,500.00	95,000.00	63,000.00	105,000.00	650,000.00	1,000,000.00
549	X-ray 250 mA X-ray, dual-motor driven type mobile X-ray machine	29,250.00	45,000.00	21,500.00	43,000.00	31,200.00	52,000.00	35,750.00	55,000.00
550	Bone density BMD machine	43,550.00	67,000.00	35,000.00	70,000.00	45,000.00	75,000.00	52,000.00	80,000.00
551	MRI system (0.3 Tesla)	390,000.00	600,000.00		590,000.00	378,000.00	630,000.00	403,000.00	620,000.00
		16,147,145.21	25,191,121.81	16,974,352.93	24,435,553.08	18,661,580.42	27,095,237.42	18,361,371.42	27,370,130.46
	Factor diffirence between high/low		1.56		1.44		1.45		1.49
	Factor between 3 yr/ 1 yr warranty					1.16	1.08	1.08	1.12
	Factor between high CIP 3 yr/high EXW 3 yr						0.99		