

ARTIFICIAL LIMBS MANUFACTURING CORPORATION OF INDIA

(A GOVERNMENT OF INDIA UNDERTAKING MINIRATNA COMPANY)
(UNDER MINISTRY OF SOCIAL JUSTICE & EMPOWERMENT)

(An ISO 9001: 2015 Company)

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ISO 9001:2015



CALL FOR EXPRESSION OF INTEREST

ALIMCO invites EOI (Expression of Interest) from Indian OEM (Original Equipment Manufacturer) only having well established Manufacturing Facilities at their works/factory for supply of Medical & Personal Protective Equipments/ Items like PPE kits & Auxiliary Equipments (Gloves, Coverall, Goggles, N-95 Masks with or without Expiratory Valve, Triple Layer surgical Mask, Face Shields, Hand Rub Sanitizers etc.) in the brand name of the Corporation (ALIMCO). Interested OEMs may visit our website www.alimco.in for more details about the EOI.

Proposal to be sent by post/email at the above mentioned address so as to reach us on or before 21.09.2020

Dy. General Manager(MM)



ARTIFICIAL LIMBS MANUFACTURING CORPORATION OF INDIA
(A GOVERNMENT OF INDIA UNDERTAKING)
UNDER MINISTRY OF SOCIAL JUSTICE & EMPOWERMENT
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EOI Ref. No.: DGM/MM/EOI /01/AY, Dtd. 03/09/2020

CALL FOR EXPRESSION OF INTEREST

Incorporated in the year 1972, **ALIMCO**, a Govt. of India Undertaking functioning under the aegis of Department of Empowerment Persons with Disabilities (DEPwD), is one of the largest Manufacturer & Distributor of Assistive Aids & Devices for Divyangjans and Senior Citizens in India. **The Corporation under diversification policy is planning to procure Medical & Personal Protective Equipments/ Items like PPE kits & Auxiliary Equipments (Gloves, Coverall, Goggles, N-95 Masks with or without Expiratory Valve, Triple Layer Surgical Mask , Face Shields , Hand Rub Sanitizres etc.) in the brand name of the Corporation (ALIMCO).**

Thus, ALIMCO invites EOI (Expression of Interest) from Indian OEM (Original Equipment Manufacturer) only having well established Manufacturing Facilities at their works/factory for supply of Medical & Personal Protective Equipments/ Items like PPE kits & Auxiliary Equipments (Gloves, Coverall, Goggles, N-95 Masks with or without Expiratory Valve, Triple Layer Surgical Mask , Face Shields , Hand Rub Sanitizres etc.) in the brand name of the Corporation (ALIMCO).

LEADING Indian OEMs having well established manufacturing facilities at their Works/Factory in the field, having capabilities to supply desired number of above mentioned items as and when required may send their proposal by writing to us giving complete details about their Business, Financial Capabilities , product portfolio, manufacturing facilities, Testing Facilities , packing details etc.

Proposal can be sent by post / email at the above mentioned address so as to reach us on or before 21/09/2020

Dy. General Manager (MM)
ALIMCO-Kanpur

REQUEST FOR EXPRESSION OF INTEREST

FOR

Supply of Medical & Personal Protective Equipments/ Items like PPE kits & Auxiliary Equipments (Gloves, Coverall, Goggles, N-95 Masks with or without Expiratory Valve, Triple Layer Surgical Mask , Face Shields , Hand Rub Sanitizres etc) in the brand name of the Corporation (ALIMCO).

Notes:-

1. The call for Expression of Interest (EOI) is to explore Original Equipment Manufacturers (OEM) , to identify and short-list capable OEMs only. Detailed offers with documentary evidences & applicable certificates as per Response Format (Table-1) of the Expression of Interest (EOI) is to be submitted on or before the Due date .

2. The evaluation of the offers / responses received will be evaluated by a Technical Evaluation Committee nominated by the Corporation. The Technical Evaluation Committee may call for a pre-bid meeting with the Parties who will submit their response against the EOI. The Corporation in its sole discretion has right to depute a Technical Evaluation Committee at evaluation stage of proposals against the Expression of Interest to visit the work place/Factory of the OEM to ascertain the capability/capacity , if felt necessary by the Corporation. The recommendation of the Technical Evaluation Committee regarding acceptance/non-acceptance of the offer/offers against the EOI shall be binding on the OEM / parties. No representation against the recommendation/decision of the Technical Evaluation Committee/Corporation shall be admissible/entertained.

3. In the second stage, Request for Proposal (RFP) will be issued to the short-listed OEM's only. The RFP will be under two-bid system i.e., Technical Bid (TC-Bid) and Price-Bid(P-Bid).

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Introduction to ALIMCO

ALIMCO set up in 1972 by Government of India for manufacture and distribution of aids & Appliances for persons with disabilities has emerged as one of the largest manufacturers of artificial limbs and rehab aids in South Asia today. Headquartered in Kanpur, it is working under the aegis of the ministry of Social Justice & Empowerment, Govt. of India.

ALIMCO produces 26 categories of products with about 264 variants under the following heads:

- Orthotic and prosthetic appliances
- Mobility Aids
- Aids for hearing Impaired
- Aids for visually handicapped
- Aids for mentally challenged
- Fitment Tools and Equipment
- Assistive Devices for Leprosy affected Persons

ALIMCO has a wide reach and rich experience of working with various stakeholders in the Disability space in India.

- The company has provided for more than 4.50 million beneficiaries, covering geographical area of 3.28 million Sq. Kms. encompassing approx. 600 districts & 5500 blocks within 37 States/Union territories in India.
- Main manufacturing unit is in Kanpur, Uttar Pradesh along with auxiliary production and regional marketing centres spread across 10 cities.
- Works in the servicing space and conducts camps in association with various state governments, district authorities for fitting and distribution of aids and appliances.
- ALIMCO has registered impressive growth in its top line and bottom line over the past few years with FY 2018-19 sales of INR Rs.341.87 Crores (Y-o-Y growth 50% from Rs. 228.50 Crores to Rs. 341.87 Crores).

The key strengths of ALIMCO include:

- **PAN India presence and Deep access to Indian market**
 - Strong distribution and dealer network, complemented by experience of working with various government sponsored programs, bodies and policies.

- **Understanding of the local context**

- ALIMCO has In-depth understanding of the Indian disability space as well requirement of age related infirmity of senior citizens including the unique requirements for localization of product features to ensure adoption.

- **Goodwill & Social mandate**

- ALIMCO has a social mandate to provide quality disability aids for the poor. Over time it has built considerable goodwill and reputation in the disability space.

Background to the request for EoI

The need of EOI has emerged from the management decision with the approval of BoD to diversify the existing business of the Corporation in the field of Medical & Personal Protective Equipments. The requirement can be met with outsourcing the new requirement to the Indian Original Equipment Manufacturer (under make in India initiative), having good exposure in this field. The supplier shall supply the equipments as “White Labelled” with ALIMCO brand name & other specification.

Objective of the EoI

ALIMCO invites EoI (Expression of Interest) from reputed Indian OEM (Original Equipment Manufacturer) having well established manufacturing facility for supply of white labelled (ALIMCO Name & Logo) PERSONAL PROTECTIVE EQUIPMANTS – COVERALL (GARMENT), GOGGLES, N-95 MASK, NITRILE GLOVES, FACE SHIELF ,TRIPLE LAYERED SURGICAL MASK, HAND RUB SANITIZES, ETC.

Specification

1. Coverall (Garments) - Medium and large size, along with Shoe cover

- Impermeable to blood and body fluids
- Single use Avoid culturally unacceptable colors e.g. black.
- Light colors are preferable to better detect possible contamination
- Thumb/finger loops to anchor sleeves in place
- Quality compliant with following standards
 - a. Meets or exceeds ISO 16603 class 3 exposure pressure, or equivalent
 - b. Garments must be tested for Synthetic Blood Pressure Penetration Test conducted by SITRA Coimbatore for fabric, Garment, complete knitted suit and feet/Shoe cover. The test report must be submitted along with this bid.

Note: Bidders shall quote for the complete knitted coverall (for head to toe) or Complete knitted coverall up to ankle with separate price for feet/shoe cover.

2. Goggles

- With transparent glasses, Zero power, well fitting, covered from all sides with elastic band/or adjustable holder.
- Good seal with the skin of the face.
- Flexible frame to easily fit all face contours without too much pressure.
- Covers the eyes and surrounding areas and accommodates for prescription glasses
- Fog and scratch resistant.
- Adjustable band to secure firmly so as not to become loose during clinical activity.
- Indirect venting to reduce fogging.
- May be re-usable (provided appropriate arrangements for decontamination are in place) or disposable.
- Quality compliant with the below standards, or equivalent
 - a. EU standard directive 86/686/EEC, EN 166/2002
 - b. ANSI/SEA Z87.1-2010

3. N-95 Masks with and without Expiratory Valves.

- Shape that will not collapse easily
- High filtration efficiency
- Good breathability, with/without expiratory valve
- Quality compliant with standards for surgical N95 respirator:
 - a. NIOSH N95, EN 149 FFP2, or equivalent
- Fluid resistance: minimum 80 mmhg pressure based on ASTM F1862, ISO 22609, or equivalent
- Quality Compliant with standards for particulate respirator that can be worn with full face shield.

4. Face Shield

- Made of clear plastic and provides good visibility to both the wearer and the patient
- Adjustable band to attach firmly around the head and fit snugly against the forehead
- Fog resistant (preferable)
- Completely covers the sides and length of the face
- May be re-usable (made of material which can be cleaned and disinfected) or disposable
- Quality compliant with the below standards, or equivalent:
 - a. EU standard directive 86/686/EEC, EN 166/2002
 - b. ANSI/SEA Z87.1-2010

5. Triple Layer Surgical mask

- Three layered surgical mask of non-woven material with nose piece, having filter efficiency of 99% for 3 micron particle size.
 - a. ISI Specification or equivalent

6. Gloves (Size 6.5, 7 & 7.5)

- Nitrile
- Non-sterile
- Powder free

- Outer gloves preferably reach mid-forearm (minimum 280mm total length)
- Different sizes (6.5, 7 & 7.5)
- Quality compliant with the below standards, or equivalent:
 - a. EU standard directive 93/42/EEC Class I, EN 455
 - b. EU standard directive 89/686/EEC category III, EN 374
 - c. ANSI/SEA 105-2011 ASTM D6319-10

7. Hand Rub Sanitizers (Size 50ml, 100ml, 500 ml)

- Min 70% Ethyl Alcohol V/V .
- Dries quickly without leaving any residue.
- Usable any where without water and towel.
- Possesses remarkable residual and persistent effect.
- Leaves hand soft with refreshing fragrance.
- Min 2 Years Shelf life.
- With Valid Drug License
- Quality compliant with the required standards

All items to be supplied need to be accompanied with certificate of analysis from national/international organizations/labs indicating conformity to standard.

Response format (Table -1)

Expression of interest is solicited from interested firms, providing information in the following format:

S.No.	Criteria	Description
1	Organizational Profile	Overview of the organization
	Experience	A short description of firm's experience in the field of manufacturing of the product intend to participate along with desired number of qualified human resource along with profiles of key personnel.
3	Manufacturing Facilities	1.Details of the Manufacturing Facilities available at the Works/Factory of the OEM for the product intend to participate . (Separate sheet containing details of manufacturing facilities for every product to be attached). 2.A undertaking regarding self declaration of OEM for the product to be attached separately.
4	Testig Facilities	Details of the Testing Facilities available at the Works/Factory of the OEM or outsourced testing details.
5	Financial track record	Financial parameters demonstrating firms sustainability over 5 years preceding the date of submitting the EoI. Also Submit Firm's Last Three Year Turnover.
6	Capacity of Production	The capacity of the OEM to produce the Products monthly.
7	Relevant quality certification / accreditation	List of quality certification/ accreditations in the relevant field required mandatorily for the product intend to participate.
8	Past experience with such Supply Orders	Any Supply Order executed in the past with brief overview of the party involved and scope of supply for similer type of Products.
9	Outsourced Services	Details of any outsourced service taken the participant OEM relavent to the production of the product .
10	Proposed/suggested	May include a separate sheet stating the complete / additional required details .

Important dates and contact details

- Interested parties are requested to submit in their response to this request for **EOI by 21/09/2020 in electronic format.**
- Queries to the request for EOI may be submitted in writing or over email, latest by 17/09/2020 on email address given below:

e-mail: dgm_mm@alimco.in
manager1_mm@alimco.in

- **For any clarifications, interested parties may contact or visit ALIMCO on any working day on or before 17/09/2020**

Contact Persons:

Name: Sri A.K Singh
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Name: Sri Ravi Ranjan
Designation: Deputy Manager
Department: Materials Management Deptt.
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