



PROPOSAL:

SUPPLY OF LABORATORY ANALYZERS

CLIENT:

MADONNA CATHOLIC HOSPITAL, UMUAHIA, ABIA STATE

Swiss Biostadt Limited
387, Agege Motor Road
Cappa, Mushin, Lagos
Lagos State,
Nigeria

Tel: +234 1 8094655555

Tel: +234 1 8033341399

info@biostadtgroup.com

www.biostadtgroup.com

June 11, 2020

The Hospital Administrator,
Madonna Catholic Hospital,
 Aba Road,
 Umuahia,
 Abia state.
 0803 775 3667
revfranokwuru@gmail.com

Attention: Rev. Fr. (Dr.) Christian Anokwuru

Dear Sir,

PROPOSAL FOR THE SUPPLY OF LABORATORY ANALYZERS

Biostadt is a science-based technology Company.

It started business in Nigeria in 1964 as **CIBA – GEIGY** and metamorphosed to **SWISS BIOSTADT LIMITED**.

It was formed out of the need to contribute to the fight against hunger, malnutrition and disease burdens in Nigeria in particular and the entire Africa Continent as the nation and continent continue to witness high mortality and morbidity coupled with negative impacts on human capital from above factors. The incidences of hunger and disease have equally been at the high end of development inhibitions. This is why we pride ourselves as a social enterprise.

In our desire to effectively meet our teeming customers' needs, The Biostadt Company has partnership with the following world class manufacturers of Medical Equipment:

1. Siemens Healthcare, Germany

Siemens Healthcare is a world class Manufacturer Direct Imaging Machines such as CT Scan, Magnetic Resonance Imaging (MRI), X-Ray Machines, Fluoroscopy Machines, Radiography, Ultrasounds and Laboratory equipment etc.

2. Richard Wolf, Germany

World leader in the manufacture of Endoscopy and Endoscopic devices.

3. Schiller Diagnostic, Switzerland

A Switzerland based company, is the world's leading manufacturer and supplier of all kind of cardiovascular equipment. Schiller has positioned itself since 1974 using cutting-edge technology in the production of its cardiovascular equipment for diagnoses and the treatment of heart related diseases. These ranges from Electrocardiographs, Long-term ECG and Blood pressure recorders, Spirometers, Medical IT Solutions, Patient Monitors and External Defibrillators.

4. BOWA-electronic GmbH & Co. KG, Germany

BOWA develops and produces high-specification medical-technology solutions, and since 1977 has continuously developed into a leading technological supplier of energy-based surgical systems. With its high levels of accuracy in production, a wide mix of technologies and engineering performance, BOWA has new approaches to tackle application-based tasks; Specialist and full-range supplier of energy-based surgical systems. A crucial part in this is played by close integration with the world's leading universities, hospitals and institutes in a shared development process.

5. Hill-Rom, USA

Hill-Rom is the leader in hospital bed manufacturing. The quality, innovation and the wide range of Hill-Rom products provides a solution for the most exigent requirements in the different hospital areas: Wards, Critical Care Units, Maternal Care, etc. Hill-Rom completes its product range with Pressure Care and Treatment Surfaces and Mattresses, Stretchers and Patient Room Furnitures.

6. Trumpf Medical System, Germany

TRUMPF is distinguished for technical innovations in all of its fields of operation and for its tradition as well. The history of TRUMPF shows that, since its foundation in 1923, new ideas, continuity and consistent internationalization have been the hallmarks of the company's development.

7. Tuttnauer, Israel

An Israeli based Company and leader in the manufacture of Autoclaves and Sterilization machines.

8. MEDEC, Belgium

Medec offers a wide variety of products, ranging from basic ventilators to the most sophisticated Anaesthesia workstations.

9. Dentsply Sirona, USA

A Dental Solutions company with the largest global infrastructure in dentistry, committed to leading education and innovation with proven solutions to improve efficiency and advance patient care. We develop, manufacture and market a complete line of dental and oral health products, including general dental supplies and devices, CAD/CAM restoration systems (CEREC and inLab), a full suite of dental restorative products, digital intra-oral, panoramic and 3D imaging systems, dental treatment centers, hand pieces, hygiene systems, and dental specialty products in orthodontics, endodontics and implants.

10. Ariane Medical Systems Limited, UK

Incorporated in 2005; since then we have worked alongside our clinical partners, to optimise the delivery of low-energy X-rays to accessible tumours. Our aim is to optimise the use of low-energy x-rays, to aid clinicians in the treatment of accessible tumours. Our Papillon+ device can facilitate treatment of Rectal, Breast and Skin Cancers offering significant benefits.

11. Trivitron Healthcare Africa,

As a pioneer in the field, Trivitron constantly pursues technological innovations to offer superior clinical benefits at a lower cost. At Trivitron, quality healthcare is considered as a fundamental right and the vision is to make it available for the people of all classes. Trivitron spearheads innovation in the fields of Newborn Screening, In-Vitro Diagnostics, Imaging & Radiology, Radiation Protection, Critical Care and Operating Room Solutions, thus, engraving its name as a holistic healthcare provider.

THE BIOSTADT COMPANY UNIQUE PROPOSITIONS

The Biostadt Company shall take into consideration the following factors in ensuring that it provide unequal service delivery to you through:

MEDICAL ENGINEERING SERVICE

Swiss Biostadt Limited offers After-Sales Services through our dedicate Medical Engineering personnel and Biomedical Engineers. These personnel are well trained by Siemens Healthcare, Karl Storz, Schiller, Medtronic, Covidien, Medec, Hill-Rom and Trumpf abroad to provide medical engineering services that enhance quality and longevity of products supplied.

INSTALLATION & COMMISSIONING

Swiss Biostadt Limited shall supply, install and commission the equipment and ensure that it operates to full capacity before handing over for use. It is mandatory that the Laboratory instruments should always be connected to electrical power supply through Constant Voltage Transformer (CVT). The CVT's, UPS's and external printers are the responsibilities of the buyer. They carry no warranty and not serviceable by Swiss Biostadt Limited.

PRODUCT WARRANTY

The Biostadt Company shall provide full One (1) year warranty on the equipment. Service agreement for the maintenance of the equipment shall be entered at the expiration of the warranty through a Memorandum of Understanding on maintenance.

DELIVERY

Estimated delivery time excluding Manufacturer's production lead time is 4-6 weeks.

PAYMENT TERMS

We shall supply the equipment with a down payment of 80%, 10% on arrival port and 10% after installation of equipment.

PRICE VALIDITY

The prices for this quotation shall be valid for a period of 30 days from the date of this proposal and is subject to review afterwards.

TRAINING

Training shall be provided to users of the equipment to enhance professional handling and manipulation of the equipment for optimal results

QUALITY ASSURANCE

Through our Quality Assurance and Regulatory Affairs Unit in collaboration with the Siemens Healthcare Europe Office, we ensure that the equipment undergoes thorough quality checks to meet quality standards for the equipment and other features and benefits therein.



We thank you for your cooperation and understanding.


Naturally truly yours,
Swiss Biostadt Limited




Udeme Ukpanah
Divisional Business Manager

Christopher Ukwuani
Business Development Executive
cukwuani@biostadtgroup.com
+234 805 587 8017

QUOTATION OVERVIEW

SN	EQUIPMENT DESCRIPTION	QTY	UNIT PRICE (\$)	TOTAL PRICE (\$)
1	TRIVITRON LABMATE - SEMI-AUTOMATED CLINICAL CHEMISTRY ANALYZER  <p>Most versatile analyzer having clinical chemistry, turbidimetry, and coagulation mode with Multipurpose Incubator. 3 Reading mode for flow cell, cuvette & tube. Easy to use with touch screen, mouse, keyboard and bar-code or bar code reader. 7" colour display with touch screen operations. Accurate & precise results with long life 8 IAD Filters (340nm – 670nm)</p> <ul style="list-style-type: none"> Interference Filters: 340, 405, 450, 505, 546, 578, 630 & 670 nm Silicon Photodiode Detector Photometric Range: 0 to 3 OD Resolution: 0.0001A Light Source: Halogen Lamp Triple Cuvette Analysis 18ul Quartz Flow cell 10mm Square Cuvette 6mm Round Tube with Adaptor Peltier Temperature control: 25°C, 30°C, 37°C & RT Minimum Aspiration Volume 200ul by mean of Peristaltic Pump 26 Position Multipurpose Inbuilt Incubator 37°C Endpoint with Reagent blank Two Point End Kinetic Fixed Time Turbidimetry Coagulation Absorbance 	1	2,240.44	2,240.44
2	SIEMENS RAPIDCHEM 754 ELECTROLYTE AND LITHIUM TESTING ANALYZERS  <p>Siemens RAPIDChem® analyzer is a cost-efficient solution for rapid electrolyte and lithium testing in busy laboratories and clinics. Designed to accommodate a variety of specimen types, RAPIDChem 754 analyzer generates fast patient results while reducing operator exposure to biohazards.</p> <p>It's Unique Features include:</p> <ul style="list-style-type: none"> RAPIDChem 754 System Test Menu <ul style="list-style-type: none"> Li+ Na+ K+ Intuitive yes/no prompts require minimal training Results are displayed and printed in seconds Ergonomic bench-top design requires minimal lab space Minimal maintenance requirements; only seconds per day Use whole blood, plasma, serum and/or diluted urine samples Direct analysis from syringes, micro-capillary tubes and commonly used containers without the need for special adapters Small sample size required Waste contained in a closed cartridge for safe, easy disposal 	1	9,230.31	9,230.31

		<ul style="list-style-type: none"> Self-cleaning sample probe helps maintain sample integrity and enhance user safety Onboard QC program calculates and stores monthly QC statistics for easy recall Out-of-range patient results are flagged for fast and easy operator reference RS-232 port for seamless integration with your LIS/HIS Long-life sensors help to maximize analyzer uptime Snap-in replacement of self-contained reagent module Modular design provides easy access for valve and sensor replacement 			
3	SIEMENS ADVIA 360 HAEMATOLOGY 3 – PART SYSTEM 	<p>The ADVIA® 360 Hematology System offers low-volume and small-scale testing environments a fast and reliable hematology solution that fits within their budget. Whether used as a stand-alone system in a satellite laboratory or a backup for a primary hematology analyzer, the easy-to-use ADVIA 360 system's convenient features help labs optimize and manage workflow.</p> <p>It's Unique Features include:</p> <ul style="list-style-type: none"> Runs up to 60 samples per hour Processes aspiration volumes as low as 100 µL Measures 22 parameters, including a 3-part white blood cell differential* Allows manual sampling of both open and closed tubes Conserves valuable countertop space with small footprint Cap-piercing function for accurate sampling and reduced biohazard risk Automatic anticlogging and cleaning procedures are employed after every 15th sample Easy-to-operate color touchscreen with intuitive, icon-based software Choice of manual or automatic calibration Handheld bar-code reader for easy entry of patient ID and control information Integrated ticket printer streamlines result reporting without delaying tests in progress Maximum storage capacity of 10,000 results Multilingual operating menu enables usability among diverse staff Bidirectional LIS communication facilitates easy patient data transfer between laboratories and minimizes paper-based worklists Flexible and efficient interface enables uploading of reference data via USB and QR codes Customizable printing options include tabular reports 	1	9,350.00	9,350.00

		<ul style="list-style-type: none"> Built-in diagnostic flagging system automatically alerts operator to abnormal results 			
4	HAEMATOCRIT CENTRIFUGE TC 4815 D 	<ul style="list-style-type: none"> Control - Microprocessor Max. Speed - 16000 RPM Max. RCF - 17500 x g Choice of Tube Size - 0.2 ml to 5 ml Max. Capacity - 48 ml Motor - Universal Motor Display - Digital LCD with Set & Working Parameters Program Memory - Last Used Program Memory Acceleration - 30 - 300 Secs Timer - 1 - 99 Min Safety - Sturdy Cabinet, Lid Lock & Imbalance Protection Choice of Rotor Heads (Angle) - 10 Power Supply - 230V, 50 Hz 	1	1,120.22	1,120.22
5	CLINICAL CENTRIFUGE 12 BUCKET 	<p>A range of centrifuges for general purpose use In Pathology Labs. Small Hospitals. Schools and Colleges. The centrifuge with 5 step speed regulator is provided with Fixed Angle Rotor Head.</p> <ul style="list-style-type: none"> Controls: Digital Maximum Speed: 6000 rpm Temperature Control: Standard Voltage: 120 V, 230 V 12 x 15 ml: Z206-1820 18 x 1.5/2.0 ml) Timer: up to 99 hr., 59 min. Permanent indication of set and actual values Pre-selection of rotor code for proper g-force conversion Quiet operation, less than 60 dB 	1	609.00	609.00
6	WL420-10 WATER DISTILLER, MERIT, W4000, 4.0LITERS CAPACITY 	<ul style="list-style-type: none"> Output 4 liters/hour single distilled Long Life metal sheathed heater Safety thermostat protects still in the event of water supply failure Pyrex glass boiler and double coil condenser Plumbing connections via screw thread connectors can be descaled without dismantling Bench or wall mounting Water consumption 60 liters/hour PH: 5.0-6.5 Conductivity: 3.0 - 4.0µScm-1 Resistivity: 0.25 - 0.3mOhm-cm Temperature: 25 - 35°C Pyrogen content: pyrogen free Water Supply: 1 liter/min, 3 - 100psi (20 - 700kpa) Electrical supply: 240V, 50-60Hz, single phase Dimensions: 500mm x 150mm x 450mm 	1	3,525.00	3,525.00
7	5KVA UPS		1	5,250.00	5,250.00
	TOTAL				31,324.97

AMOUNT IN WORDS: THIRTY-ONE THOUSAND, THREE HUNDRED AND TWENTY-FOUR DOLLARS AND NINETY-SEVEN CENTS ONLY.

Note:

- i. The total price is exclusive of any other optional items such as reagents; additional options shall be based on specific request.
- ii. The total price is exclusive of V.A.T or any form of With-holding Tax applicable at client locality.
- iii. Refer to price validity
- iv. Please validate prices before payment due to fast changing exchange rates
- v. Due to extremely high demand of medical items, we have seen a slight disruption in logistics processes, in such odd cases we request you to kindly bear with us & expect potential delays.

LIST OF TEST: TRIVITRON LABMATE - SEMI-AUTOMATED CLINICAL CHEMISTRY ANALYZER

ALBUMIN	UREA
ALP 20X1 ml	URIC ACID
BILURUBIN DIRECT	a-Amylase
BILURUBIN Total	HDL-CHOLESTEROL ASSAY KIT
CHOLESTEROL	LDL -CHOLESTEROL ASSAY KIT
CREATININE	LDH
CALCIUM	URINE PROTEIN
PHOSPHOROUS	Gamma GT
SGOT	CLINREACT LIPASE
SGPT	GLUCOSE
TOTAL PROTEIN	CLINICAL CHEMISTRY CONTROL NORMAL
TRIGLYCERIDE	CLINICAL CHEMISTRY CONTROL ABNORMAL
Na, K, Cl	

LIST OF TEST: RAPIDCHEM 754 ELECTROLYTE AND LITHIUM TESTING ANALYZERS

Li
Na
K

LIST OF TEST: HAEMATOCRIT CENTRIFUGE

Packed Cell Volume Test

ADVIA 360 HEMATOLOGY COST PER TEST

SN	SMN NO	DESCRIPTION	SIZE	AMOUNT (USD)
1	11170845	ADVIA 360 Dil 20L	385	82.56
2	11170848	ADVIA 360 Lyse 3P Diff 1LLyse solution with key for 900 measurement runs	900	123.87
3	11170849	ADVIA 360 Cleaner 1L	1L	64.42
4	11170851	ADVIA 360 Hypoclean 100ml Shut-down/hard cleaning solution	100ml	82.56
5	11170852	ADVIA 360 Calibrator CBC-Cal Plus Hematology Calibrator 3.0 mL	2x 3.0mL	71.86
6	11170853	ADVIA 360 Control Set CBC-3D Hematology Control 2 Norm QC, 2 Hi QC, 2 Lo QC	55	128.82

COST PER TEST

LAB TEST	PER MONTH	COST/MONTH	PER 6 MONTHS	COST/ 6 MONTHS	STORAGE REQUIREMENT/ SHELF LIFE
PACK CELL VOLUME (PCV) HEMATOCRIT	100	30	600	1800	2 – 8 deg/ 2 yrs
ELECTROLYTES, SODIUM, POTASSIUM, CHLORIDE, CO2, MAGNESIUM	25	60	150	360	2 – 8 deg/ 2 yrs
UREA	25	3.5	150	21	2- 8 deg/ 2 yrs
CREATININE	25	2	150	12	2 – 8 deg/ 2 yrs
LIPID PROFILE, INCLUDING CHOLESTEROL, TRIGLYCERIDES, HDL, LDL, VLDL	8	25.68	48	154.08	2 – 8 deg/ 2 yrs
LIVER FUNCTION TESTS, INCLUDING TOTAL BILI, DIRECT BILI, ALK PHOS, ALT, AST	10	8.3	60	49.8	2 – 8 deg/ 2 yrs
URIC ACID	1	0.17	30	5.1	2-8 deg/ 2 yrs
PROGESTERONE	1	2.27	24	54.45	2 – 8 deg/ 2 yrs
TESTOSTERONE	1	2.26	24	54.35	2-8 deg/ 2 yrs
TSH	1	1.54	24	36.89	2 – 8 deg/ 2 yrs
FSH	1	2.03	24	48.70	2-8 deg 2 yrs
LH	1	3.39	24	81.43	2 – 8 deg/ 2 yrs
PROLACTIN	1	1.56	24	37.47	2-8 deg/ 2 yrs
PSA (TUMOR MARKER)	1	1.60	36	57.73	2 – 8 deg/ 2 yrs
CPA 73 AND 74	1	2.27	12	27.23	2-8 deg/ 2 yrs
ALBUMIN	1	0.03	30	0.90	2 – 8 deg/ 2 yrs
TOTAL PROTEIN	1	0.02	60	1.20	2-8 deg/ 2 yrs
GLOBULIN	1	0.05	30	1.50	2 – 8 deg/ 2 yrs
PHOSPHORUS	1	0.29	30	8.70	2-8 deg/ 2 yrs
GLUCOSE (SOME OF THESE TESTS DONE ON HANDHELD GLUCOMETERS)	1	0.03	600	18.00	2 – 8 deg/ 2 yrs