

Your Hospital Tender Package No.: YHT-002
Tender Analysis for Respiratory/Anesthesia Equipment

ITEM	Vendor A	Vendor B
0764453 Anesthesia Machine		
Model #	Aestiva /5-7900	Fabius GS 417110
Base Price \$	\$70,193.24	\$60,175.00
Total (x5)	\$403,611.13	\$300,875.00
Form B Discount	10% already applied	none
Specification		
Dimensions WxDxH (inches)	29.5 x 32.7 x 53.4	35.2 x 32.2 x 51.1
Weight	300 lb	232 lb
Battery life (vent and monitor)	30 min	90 min
PEEP range	4 - 30 cm H2O	0 - 20 cmH2O
Flowmeter type	Mechanical	Electronic
Vaporizer configuration	2 vaporizers	2 vaporizers
Tidal volume range	20 - 1500 ml	20 1400 ml
Minute volume range	0 - 99.9 L/min	data not provided
Inspired pressure range	5 - 60 cm H2O	5 - 60 cm H2O
Pressure limit range	12 - 100 cm H2O	15 - 70 cm H2O
Waveform sweep speeds	3, 5, 15 sec	data not provided
Inspiratory/Expiratory ratio	2:1 to 1:8	4:1 to 1:4
Pressure range at inlet	240 kPa - 700 kPa	data not provided
Peak gas flow	120 L/min + fresh gas flow	data not provided
Flow valve range	1 - 120 L/min	data not provided
Flow compensation range	200 ml/min - 15 L/min	data not provided
Hypoxic guard guarantees minimum O2 at any gas mixture	Yes	Yes
Data communication	RS232	RS232
Terms and Conditions		
Delivery to Final Room Location	Yes	Yes
Delivery by August 30, 2004	6 - 8 weeks delivery	8 - 10 weeks delivery
Equipment Specifications	Yes	Yes
Installation Instructions / Wiring Diagrams	Yes	Yes
Installation by Vendor	Yes	Yes
Medical Licensure Number Required	#296	#33786
Service Manual	Yes	Yes
Operator's Manual	Yes	Yes
Recommended Spare Parts List and Fixed One	Yes	Yes
Accessories & Consumables Catalogues	Yes	Yes
Preassembled	Yes	Yes
Latest Software Upgrade	Yes	Yes
References Required	Yes	Yes
Vendor Service & Support Contract Options (all)	Basic, standard, comprehensive	Basic, standard, comprehensive
Operator / Clinical Training	Yes	Yes
Tech. Service Training Options Maint /Biomed	Included for 2 techs, tuition & expenses (\$8,300x2)	Included for 1 tech, tuition only (\$3,500)
Minimum One Year Parts & Labour Warranty	Yes	Yes
Extended Warranty Options	One year, \$2476 per machine (Comprehensive agreement)	3 years, \$7364.76 per machine
Recommendations		
Purchase		
Notes	Compatible with existing Anaesthesia machines	Lowest unit price
Notes	Free upgrade for 9 existing machines	Best warranty
Notes	Better technical training package	