

August 18, 2022

TO: Legal Counsel

News Media

Salinas Californian

El Sol

Monterey County Herald

Monterey County Weekly

KION-TV

KSBW-TV/ABC Central Coast

KSMS/Entravision-TV

The next regular meeting of the **FINANCE COMMITTEE – COMMITTEE OF THE WHOLE** of the Salinas Valley Memorial Healthcare System will be held **MONDAY, AUGUST 22, 2022, AT 12:00 P.M., IN THE DOWNING RESOURCE CENTER, ROOMS A, B, & C, AT SALINAS VALLEY MEMORIAL HOSPITAL, 450 E. ROMIE LANE, SALINAS, CALIFORNIA, OR VIA TELECONFERENCE (Visit [svmh.com/virtualboardmeeting](http://svmh.com/virtualboardmeeting) for Access Information).**

Pursuant to SVMHS Board Resolution No. 2022-11, Assembly Bill 361, and guidance from the Monterey County Health Department in response to concerns regarding COVID-19, Board Members of Salinas Valley Memorial Healthcare System, a local health care district, are permitted to participate in this duly noticed public meeting via teleconference and certain requirements of The Brown Act are suspended.



Pete Delgado  
President/Chief Executive Officer

**Committee Members: Richard Turner – Chair; Juan Cabrera – Vice Chair; Pete Delgado – President/Chief Executive Officer; Augustine Lopez – Chief Financial Officer; Clement Miller – Chief Operating Officer; Harry Wardwell – Community Member; Michael Wilson – Community Member; and Tarun Bajaj, M.D. – Medical Staff Member**

**FINANCE COMMITTEE MEETING – AUGUST 2022  
COMMITTEE OF THE WHOLE  
SALINAS VALLEY MEMORIAL HEALTHCARE SYSTEM**

**MONDAY, AUGUST 22, 2022  
12:00 P.M. – DOWNING RESOURCE CENTER, ROOMS A, B & C  
SALINAS VALLEY MEMORIAL HOSPITAL  
450 E. ROMIE LANE, SALINAS, CALIFORNIA  
OR BY PHONE OR VIDEO**

**(Visit [svmh.com/virtualboardmeeting](http://svmh.com/virtualboardmeeting) for Access Information)**

*Pursuant to SVMHS Board Resolution No. 2022-11, Assembly Bill 361, and guidance from the Monterey County Health Department in response to concerns regarding COVID-19, Board Members of Salinas Valley Memorial Healthcare System, a local health care district, are permitted to participate in this duly noticed public meeting via teleconference and certain requirements of The Brown Act are suspended.*

**AGENDA**

1. Approval of Minutes from the Finance Committee Meeting of July 25, 2022 (DELGADO)
  - a. Motion/Second
  - b. Action by Committee/Roll Call Vote
2. Consider Recommendation for Board of Directors Approval of (i) Project Budget for the SVMH CT Equipment Replacement Project, (ii) Award of Contract to Canon Medical Systems for the CT Equipment System and Service Agreement, and (iii) Award of Contract to The Imaging Connection for the CT Mobile Lease. (MILLER/STROTMAN/SULLIVAN)
  - a. Staff Report
  - b. Committee Questions to Staff
  - c. Motion/Second
  - d. Public Comment
  - e. Committee Discussion/Deliberation
  - f. Action by Committee/Roll Call Vote
3. Consider Recommendation for Board of Directors Approval of (i) Project Budget for the SVMH Nuclear Medicine Equipment Replacement, (ii) Award of Contract to GE Healthcare for the Nuclear Medicine Equipment System and Service Agreement, and (iii) Award of Contract to The Imaging Connection for the Nuclear Medicine Mobile Lease. (MILLER/STROTMAN/SULLIVAN)
  - a. Staff Report
  - b. Committee Questions to Staff
  - c. Motion/Second
  - d. Public Comment
  - e. Committee Discussion/Deliberation
  - f. Action by Committee/Roll Call Vote

4. Consider Recommendation for Board of Directors Approval of Partial Project Budget for the SVMH Bulk Oxygen Project (MILLER/STROTMAN/SULLIVAN)
  - a. Staff Report
  - b. Committee Questions to Staff
  - c. Motion/Second
  - d. Public Comment
  - e. Committee Discussion/Deliberation
  - f. Action by Committee/Roll Call Vote

5. Review Balanced Scorecard – June 2022 (LOPEZ)

6. Financial and Statistical Review (LOPEZ)

7. Public Input

This opportunity is provided for members of the public to make a brief statement, not to exceed three (3) minutes, on issues or concerns within the jurisdiction of this District Board which are not otherwise covered under an item on this agenda.

8. Adjournment

The September 2022 Finance Committee Meeting is scheduled for **Monday, September 19, 2022 at 12:00 p.m.**

This Committee meeting may be attended by Board Members who do not sit on this Committee. In the event that a quorum of the entire Board is present, this Committee shall act as a Committee of the Whole. In either case, any item acted upon by the Committee or the Committee of the Whole will require consideration and action by the full Board of Directors as a prerequisite to its legal enactment.

The Committee packet is available at the Committee Meeting, at [www.svmh.com](http://www.svmh.com), and in the Human Resources Department of the District. All items appearing on the agenda are subject to action by the Committee.

Requests for a disability related modification or accommodation, including auxiliary aids or services, in order to attend or participate in a meeting should be made to the Board Clerk during regular business hours at 831-755-0741. Notification received 48 hours before the meeting will enable the District to make reasonable accommodations.

**MINUTES OF THE JULY 2022  
FINANCE COMMITTEE MEETING  
COMMITTEE OF THE WHOLE  
SALINAS VALLEY MEMORIAL HEALTHCARE SYSTEM**

**MONDAY, JULY 25, 2022  
12:00 P.M. – CEO CONFERENCE ROOM,  
SALINAS VALLEY MEMORIAL HOSPITAL  
450 E. ROMIE LANE, SALINAS, CALIFORNIA OR VIA TELECONFERENCE**

*Pursuant to SVMHS Board Resolution No. 2022-10, Assembly Bill 361, and guidance from the Monterey County Health Department in response to concerns regarding COVID-19, Board Members of Salinas Valley Memorial Healthcare System, a local health care district, are permitted to participate in this duly noticed public meeting via teleconference and certain requirements of The Brown Act are suspended.*

Committee Members Present: In person, Pete Delgado, Augustine Lopez, Clement Miller, and Harry Wardwell, Richard Turner. Via teleconference: Juan Cabrera, Vice Chair, and Michael Wilson.

Committee Members Absent: Tarun Bajaj, MD

Other Board Members Present, Constituting Committee of the Whole: Via teleconference: Joel Hernandez Laguna and Regina Gage

A quorum was present and the meeting was called to order at 12:02 p.m. by Chair Richard Turner.

**APPROVE THE MINUTES JUNE 20, 2022**

Approve the Finance Committee minutes of June 20, 2022.

No public comment.

MOTION: Upon motion by Committee member Delgado, and second by Committee Chair Turner, the minutes of June 20, 2022 of the Finance Committee were approved.

Ayes: Committee members: Cabrera, Delgado, Lopez, Miller, Wardwell, Wilson, and Chair Turner; Noes: None; Abstentions: None; Absent: Committee member Bajaj, MD; Motion Carried.

**CONSIDER RECOMMENDATION FOR BOARD APPROVAL THE PURCHASE OF (i) THE MEDTRONIC O-ARM O2 SURGICAL IMAGING SYSTEM AND THE STEALTH STATION S8 NEUROSURGICAL NAVIGATION SURGERY SYSTEM AND (ii) THE MEDTRONIC SERVICE AGREEMENT**

Mr. Miller reported that the current O-arm and Stealth Station reached serviceable end of life in early 2021. It is necessary to upgrade the existing O-Arm and Stealth Station S7 Neurosurgery Navigation System, to the current O-Arm O2 and Stealth Station S8 system. The O-Arm and Stealth Station is a surgical imaging and neurosurgery navigational system that is utilized in greater than 120 surgeries per year. The upgraded O-Arm and Stealth Station is needed to sustain and grow multiple surgical programs at SVMHS. Background, situation and rationale were provided in the packet.

No public comment.

MOTION: Upon motion by Committee member Delgado, and second by Committee member Wardwell, the Finance Committee Recommend the Board Approve the purchase of (i) the



Medtronic O-Arm O2 Surgical Imaging System and the Stealth Station S8 Neurosurgical Navigation Surgery System at the cost of \$1,210,195.36 and (ii) the Medtronic Service Agreement at the cost of \$459,900 for a total cost of \$1,670,095.36, subject to final negotiation and legal review.

Ayes: Committee members: Cabrera, Delgado, Lopez, Miller, Wardwell, Wilson, and Chair Turner; Noes: None; Abstentions: None; Absent: Committee member Bajaj, MD; Motion Carried.

### **CONSIDER RECOMMENDATION FOR BOARD APPROVAL FOR THE LEASE OF AN INTUITIVE DA VINCI XI SURGICAL ROBOTICS SYSTEM**

Mr. Miller and Earl Strotman, Director Facilities Management & Construction reported Robotic-assisted surgery allows surgeons to perform complex minimally invasive surgical procedures with precision and accuracy. SVMHS is seeking to provide minimally invasive colorectal surgery to patients in our community, who would otherwise need to receive this level of care, outside of our community. As we seek to expand our offerings within the district, it is important to transition our service to a modern and desirable means of surgical intervention, utilizing tools that physicians have begun utilizing during their training. Background/Situation/Rationale were reviewed including recruitment of a colorectal surgeon and what was needed to support the practice to provide excellent clinical care to the patients in our community including minimally invasive surgery the system would provide. Additional background, situation and rationale were provided in the packet.

No Public Comment.

**MOTION:** Upon motion by Committee member Delgado, and second by Committee member Lopez, the Finance Committee recommends the Board of Directors approve the lease of the Intuitive Da Vinci Xi Surgical Robotics System at the total cost of \$2,634,236.20 over a 60 month term and, (ii) to approve the Capital Purchase of the Hillrom Trumpf Surgical Table at the total cost of \$ 107,462.00, bringing the total requested dollar amount to \$2,741,698.20 subject to final negotiation and legal review.

Ayes: Committee members: Cabrera, Delgado, Lopez, Miller, Wardwell, Wilson, and Chair Turner; Noes: None; Abstentions: None; Absent: Committee member Bajaj, MD; Motion Carried.

### **REVIEW BALANCED SCORECARD – MAY 2022**

Augustine Lopez, Chief Financial Officer, reviewed the Balanced Scorecard Summary for fiscal year 2022, year-to-date May 2022, which provided an overview of the metrics and performance of the SVMHS organizational goals for Service, People, Quality, Finance, Growth, and Community. This information was included in the Committee packet.

### **FINANCIAL AND STATISTICAL REVIEW**

Augustine Lopez, Chief Financial Officer, provided a financial and statistical performance review for the month ending June 2022. This information was included in the Committee packet.

Key highlights of the financial summary for June 2022 were: (1) Income from operations was \$3.2M with an operating margin of 5.2%, (2) Net income was \$4.6M with a net income margin of 7.4%; (3) Inpatient gross revenues were above budget; (4) Emergency Department gross revenues were above

budget; (5) Outpatient gross revenues were above budget; (6) Payor mix was unfavorable to the budget; (7) Total normalized net patient revenues were favorable to the budget; (8) Outpatient surgeries were below budget and inpatient surgeries were above budget; (9) Average daily census and total admissions were above budget; (10) Total acute average length of stay (ALOS) Medicare traditional ALOS CMI adjusted was favorable; (11) Operating revenues were above expenses; (12) Days cash on hand was 343; days of net accounts receivable is 50.

### **PUBLIC INPUT**

No public comment received.

### **CLOSED SESSION**

Request to add Closed Session to the agenda.

**MOTION:** Upon motion by Committee member Delgado, and second by Committee Chair Turner citing a need to take immediate consideration on a particular item that came to the attention of the Finance Committee subsequent to the Committee agenda being posted, the Finance Committee approved to add closed session to the agenda to receive a report involving Trade Secrets

Ayes: Committee members: Cabrera, Delgado, Lopez, Miller, Wardwell, Wilson, and Chair Turner; Noes: None; Abstentions: None; Absent: Committee member Bajaj, MD. Motion Carried.

Pursuant to California Government Code Section 54954.2 and 54954.5, Chair Turner announced the item to be discussed in Closed Session were *Report Involving Trade Secret – Trade secrets, strategic planning, proposed new programs and services*. The meeting recessed into Closed Session under the Closed Session protocol at 12:48 p.m.

### **RECONVENE TO OPEN SESSION / REPORT ON CLOSED SESSION**

The Committee reconvened Open Session at 1:05 p.m., Chair Turner, announced the item discussed in Closed Session: *Report Involving Trade Secret – Trade secrets, strategic planning, proposed new programs and services*. No action was taken in the Closed Session.

### **ADJOURNMENT**

There being no other business, the meeting was adjourned at 1:06 p.m. The August 2022 Finance Committee Meeting is scheduled for **Monday, August 22, 2022 at 12:00 p.m.**

Richard Turner  
Chair, Finance Committee  
/es

## Board Paper: Finance Committee

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Agenda Item: Consider Recommendation for Board of Directors Approval of (i) Project Budget for the SVMH CT Equipment Replacement Project, (ii) Award of Contract to Canon Medical Systems for the CT Equipment System and Service Agreement, and (iii) Award of Contract to The Imaging Connection for the CT Mobile Lease

Executive Sponsor: Clement Miller, Chief Operating Officer  
Earl Strotman, Director Facilities Management & Construction  
Gina Ramirez, Director Imaging Services  
Dave Sullivan, Project Manager

Date: August 1, 2022

### Executive Summary

There have been many improvements over the last 15 years to CT technology. The Aquilion One 640 slice scanner will improve weight limit capacity from 350 pounds to 694 pounds. This will ensure we can accommodate the vast majority of our patients and we will not have to transfer patients to Ryan Ranch due to weight limit. The new scanner has many new features such as Patient Positioning aids that will improve image quality while lowering radiation dose to our patients, AI technology that will improve image reconstruction and reduce artifact and fluoroscopy that will improve workflow and decrease the time for our CT biopsy patients. The new scanner will also give us the ability to provide high quality cardiac imaging for our inpatient pre-ops and other patients needing cardiac imaging and scan our stroke patients in a single rotation.

### Background/Situation/Rationale

The CT equipment replacement project calls for upgrades to structural, electrical, and mechanical components to comply with current building codes, support the CT equipment, renovate, and expand the CT suite, and add a new restroom. This project will upgrade and modernize the SVMH's CT facilities, remove barriers to accessibility, and comply with current rules and regulations enforced by all agencies having jurisdiction including HCAI.

The existing CT was installed in 2007. Its technological limitations affect the outcome and quality of patient exams. The new Aquilion One 640 slice scanner features improved capabilities such as the ability to support nearly double the weight limit to ensure that more patients can be seen onsite, patient positioning aids to improve image quality while lowering radiation dose, AI technology to improve image reconstruction and artifact reduction, fluoroscopy to improve workflow and decrease time for CT biopsy cases, and capability for high quality cardiac imaging and scans in a single rotation.

SVMH will be responsible for securing HCAI approvals necessary to execute the work. Several design and planning meetings were completed to review and analyze the various solutions from multiple vendors. The design team will continue to prepare plans for HCAI review and approval.

During construction, an interim mobile CT trailer will be installed on an existing equipment pad to offer continuity of SVMH CT services during the project.

Ancillary improvements necessary to implement the Project include fire rated barriers, structural reinforcement upgrades, and upgrades to HVAC systems.

### Strategic Plan Alignment

To provide high quality CT imaging and improved throughput while reducing radiation dose to our patients

### Pillar/Goal Alignment

✓ Service    People   ✓ Quality    Finance    Growth    Community

### Financial Implications

The essential terms of the proposed Contract with the CT equipment supplier include:

Key Contract Terms	Canon Medical Systems
1. Proposed effective date	Issuance of Notice to Proceed anticipated in August 2022
2. Term of agreement	7 years – First year warranty and 6 years on a Service Agreement with Canon
3. Renewal terms	After the end of the Initial Term, the term of the Service Agreement may be extended for successive terms (each, a "Renewal Term"). However, a party may terminate this agreement on the last day of the Initial Term or any Renewal Term (each, an "Expiration Date") by giving the other party a notice of termination at least 12 months before the Expiration Date.
4. Cost	Reference Below
5. Budgeted (indicate y/n)	Yes, FY22 Approved Budget for CT = \$250,000 (YTD Spend = \$35,926) FY23 Approved Budget for CT = \$2,250,000.00 Partial spends in Fiscal Years 2023 and 2024

Capital Expense	FY2023	FY2024	Total
Direct and Indirect Construction *	\$ 1,059,655.00	\$ 983,346.00	\$ 2,043,001.00
Canon Equipment	\$ 939,549.00		\$ 939,549.00
Rental Equipment	\$ 80,000.00	\$ 76,500.00	\$ 156,500.00
	\$ 2,079,204.00	\$ 1,059,846.00	<b>\$3,139,050.00</b>

\*Includes \$94,901 in project contingency which shall be reserved for use by SVMHS.

Operational Expense	FY2023	FY2024 -FY29	Total
Canon Service Agreement	Warranty	\$ 136,998.00	<b>\$821,988.00</b>

**Project Total = \$3,139,050 + \$821,988 = \$3,961,038**

Schedule: August 2022 – Commence procurement of onsite equipment, and HCAI permitting documents for interim and permanent equipment.  
February 2023 – Commission procurement of interim onsite equipment  
April 2023 – Commence construction of permanent onsite renovations

Budget: As currently programmed, the CT equipment replacement project cost estimate is \$3,961,038. The project cost estimate includes design and engineering fees, permitting, project contingency, design-assistance from GE, equipment lease, program management, and construction services required to complete the project.

Procurement: SVMHS solicited for product agreement services to qualified medical equipment suppliers. Various proposals were received by SVMHS with multiple arrangements and pricing. Each of the responses was reviewed by Radiology, Materials Management and Facilities Management to compare initial capital construction costs and product supply agreement arrangements. After evaluating all proposals, SVMHS determined that Canon Medical Systems provided the most effective solution.

### Recommendation

Consider recommendation for Board of Directors (i) to approve the total estimated project cost for the SVMH CT Equipment Replacement project in the budgeted amount of \$3,961,038, (ii) award equipment and service agreement to Canon Medical Systems for the terms and conditions in the proposed agreements in the amount of \$1,761,537, and (iii) award mobile lease contract to The Imaging Connection in the amount of \$156,500.

### Attachments

- Attachment 1: Estimated Project Budget
- Attachment 2: Quote for Canon Aquilion One Scanner
- Attachment 3: Quote for Canon Aquilion One Scanner Service Contract
- Attachment 4: ECRI Reports for Aquilion One Service and Equipment
- Attachment 5: Draft Proposal for The Imaging Connection mobile lease

Attachment 1: Estimated Project Budget

**Salinas Valley Memorial Healthcare System (10348)**

Project Cost Summary: CT Equipment Replacement, Control Room Expansion, with Restroom

Architect: HMC Architects

Budget Generated During Concept Phase/Start of Design Development

Date Printed: 8/10/2022



BUDGET SUMMARY				Cash Flow	
Line Item	Description	Original Budget	Notes	FY23 Projection	FY24 Projection
<b>1 Construction</b>					
0100	Construction Contract	\$949,009	Single Prime Delivery Method	\$474,504	\$474,504
	Phasing and Sequencing	\$94,901	Phasing and Sequencing	\$47,450	\$47,450
	Unforeseen Conditions	\$85,000	Undiscovered or Unforeseen Conditions	\$42,500	\$42,500
0102	Owner Construction Contingency	\$94,901	Owner Held Contingency	\$47,450	\$47,450
<b>2 Design</b>					
0200	Professional Fees - Fixed	\$275,000	Architectural & Consulting Engineers	\$206,250	\$68,750
<b>3 Inspections and Consultation</b>					
0300	Inspector of Record	\$50,000	Agency Required Inspections	\$25,000	\$25,000
0301	Special Inspections	\$25,000	Agency Required Inspections	\$12,500	\$12,500
0303	Testing and Monitoring(Hazardous Materials)	\$10,000	Hazardous Material Testing and Monitoring	\$5,000	\$5,000
<b>4 AHJ Fees</b>					
0400	OSHPD	\$50,000	Agency Fees	\$25,000	\$25,000
<b>5 Soft Costs</b>					
0502	Construction Management - PM/CM	\$348,000	Program Management	\$174,000	\$174,000
<b>7 FF&amp;E</b>					
0701	Medical Equipment	\$939,549	CT Equipment	\$939,549	\$0
	Medical Equipment Service Agreement	\$821,988	CT Service Agreement	\$0	\$821,988
	Medical Equipment Lease	\$156,500	CT Equipment Rental	\$80,000	\$76,500
<b>99 Contingency</b>					
9900	Contingency	\$61,191	Project Contingency	\$0	\$61,191
<b>Totals</b>		<b>\$3,961,038</b>		<b>\$2,079,204</b>	<b>\$1,881,834</b>



CANON MEDICAL SYSTEMS USA, INC.

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**QUOTATION/ORDER SUMMARY**

DATE: 7/18/2022  
SID #: 30050345  
QUOTE #: 159642-3

**PRESENTED TO:**

SALINAS VALLEY MEMORIAL HOSPITAL  
450 E ROMIE LN  
SALINAS, CA. 93901

**AQ-ONE-GENESIS-SP/3.000**  
AQUILION ONE GENESIS EDITION CT

**PROMOTION**

- **CT-ENCORE-AQG/PROMOTION**  
The Canon Customer Loyalty upgrade promotion rewards longstanding installed base customers with special upgrade price to evolve an existing CT system to current Canon technology. This upgrade will replace all the necessary components of the installed base CT scanner to align performance with current Canon CT production.  
This promotion expires on August 31, 2022.
- **AQONE-SUBTRACT-PROMOTION**  
This promotion expires August 31, 2022.

This quote contains promotional options that are described under SURESUBTRACT PROMOTION section.

- **AICE/FIRST-G/PROMOTION - ADVANCED IMAGING (AI) PACKAGE PROMOTION FOR AQUILION GENESIS-SP**  
The Advanced Imaging (AI) Package promotion allows customers purchasing a new Aquilion ONE GENESIS-SP to receive AiCE included at no additional charge, valued at \$268,000.  
This promotion expires on August 31, 2022.

**SPECIAL INFORMATION & TERMS**

- If this quotation is not accepted by August 31, 2022, Canon Medical Systems USA, Inc. reserves the right to cancel this quotation.
- This quotation includes a trade-in of your current Canon Aquilion 64 VeloCT TSX-101A/HD imaging system(s).

All information contained in this quotation is confidential and may not be disclosed to any third party without Canon Medical Systems' prior written consent.



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This quotation shall remain valid until August 31, 2022.

All prices are F.O.B. destination.

Payment terms are: Cash - 0% down payment, 80% upon shipment net 45 days, 20% net 30 days upon completion of installation and/or availability for first use, whichever is earlier.

This quotation/order will be subject to and governed by the Agreement for Computed Tomography equipment products between Vizient Supply, LLC and Canon Medical Systems USA, Inc. Reference contract no. XR0671.

Please return signed quotation to Canon Medical Systems USA, Inc. by email [OrderAdmin@us.medical.canon](mailto:OrderAdmin@us.medical.canon) or fax 714-441-9320.

ACCEPTED AGREED AND ORDERED:

\_\_\_\_\_  
PURCHASER'S SIGNATURE/TITLE

\_\_\_\_\_  
DATE

\_\_\_\_\_  
CANON MEDICAL SYSTEMS REP

\_\_\_\_\_  
DATE



CANON MEDICAL SYSTEMS USA, INC.

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EQUIPMENT SUMMARY:

AQ-ONE-GENESIS-SP/3.000

AQUILION ONE GENESIS EDITION  
CT

<u>PART NUMBER</u>	<u>QTY</u>	<u>DESCRIPTION</u>	
	1	GENESIS DESCRIPTION V10	
YES-SEISMIC- GENESIS/SP/2.100	1	YES - SITE REQUIRES GENESIS SEISMIC ANCHORING	\$1,500.00
	1	SEISMIC BRACKETS FOR CON BOX (GENESIS SP, PRISM, EXCEED LB AND CARTESION PRIME)	
	1	NAVI BOX ANCHORAGE SYSTEM (GENESIS, PRISM, AND PRIME SP10)	
	1	CBTB-032 CT PATIENT COUCH BRACKETS (SET OF 2) FOR COUCH WITHOUT LATERAL MOVEMENT	
CA-9923C.100	1	[KIT] GENESIS CONFIGURATION (16CM/640 SLICE / HIGH CAPACITY COMPACT COUCH)	\$828,787.00
	1	AQUILION ONE GENESIS EDITION SHORT HIGH CAPACITY COUCH	
	1	ACCESSORY KIT FOR HIGH CAPACITY COMPACT COUCH	
	1	DISPLAY CONSOLE KIT	
	1	AQUILION ONE DYNAMIC VOLUME CT	
	1	DICOM 3 MODALITY WORKLIST MANAGEMENT (MWM) SERVICE CLASS USER (SCU) SYSTEM	
	1	DICOM 3 QUERY/RETRIEVE SCP	
	1	DICOM 3 QUERY/RETRIEVE SCU AQ/MP	
	1	DICOM 3 STORAGE COMMITMENT SCU SOFTWARE	
	1	PRESENTATION OF GROUPED PROCEDURES (PGP) AND EXAM HARD SPLIT	
	1	PHANTOM, IMAGE QUALITY	
	2	MULTIFUNCTION TASK CHAIR WITH ARMS	
	1	CONSOLE DESK 65" X 36" X 30"	



<u>PART NUMBER</u>	<u>QTY</u>	<u>DESCRIPTION</u>	
	1	DVD-R 4.7 GB 10 PACK SLIM CASE	
	1	NON-CORROSIVE FLOOR LEVELING EPOXY KIT	
	1	REAR GANTRY PANEL KIT	
AQ/PDU/G	1	POWER DISTRIBUTION UNIT FOR GENESIS	\$70,000.00
	1	STANDARD APPLICATIONS TRAINING	
CT-ENCORE-AQG/PROMO-PR	1	ENCORE CUSTOMER LOYALTY UPGRADE	(\$50,000.00)
INJSYNC800-KIT.100	1	[KIT] ISI 800 INJECTOR SYNCHRONIZATION KIT	\$12,034.00
	1	INJECTOR SYNCHRONIZATION SOFTWARE CAN PROTOCOL (ISI800)	
	1	MEDRAD ISI800 INJECTOR SYNC INTERFACE	
	1	CT FLUOROSCOPY	
	1	19" LCD MONITOR FOR SUREFLUORO	
	1	NEEDLE HOLDER KIT FOR CT FLUOROSCOPY	
	1	FLUOROSCOPY STERILIZATION KIT FOR AQUILIONSCOPY	
	1	STERILIZATION KIT FOR AQUILION	
CTF-GENESIS.100	1	[KIT] SUREFLUORO: CT FLURO KIT GENESIS SERIES WITH FLAT-PANEL MONITOR	\$38,406.00
CEILINGMT-580/2.100	1	[KIT] CEILING SUSPENSION MOUNT FOR LCD MONITOR	\$2,254.00
	1	PORTEGRA2 EXTENSION/SPRING ARM 7-12 KG - 75/91 CM, NON-ELECTRICAL	
	1	HOLDER FOR ONE FLAT SCREEN MONITOR WITH VESA-ADAPTER	
TS2023	1	MAVIG 360 STATIONARY COLUMN - FIXED (58 CM)	\$1,223.00
	1	[KIT] SURESUBTRACT PROMOTION	
	1	SURESUBTRACTION SCANNING (RECOMMEND ADDITIONAL SURESUBTRACTION OPTIONS)	



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<u>PART NUMBER</u>	<u>QTY</u>	<u>DESCRIPTION</u>	
	1	SURESUBTRACTION BRAIN/NECK	
	1	SURESUBTRACTION ANGIO (REQUIRES VERSION 8.3 SOFTWARE OR GREATER)	
	1	SURESUBTRACTION ORTHO (RECOMMEND CHSS-001A SURESUBTRACTION SCANNING)	
	1	SURESUBTRACTION LUNG (RECOMMEND CHSS-001A SURESUBTRACTION SCANNING)	
	1	SURESUBTRACTION IODINE MAPPING (REQUIRES VERSION 8.3 SOFTWARE OR GREATER)	
	1	AICE SERVER DLR RECONSTRUCTION WITH FIRST PROMOTION	
	1	GENESIS DLR (DEEP LEARNING RECONSTRUCTION) SERVER WITH AICE (ADVANCED INTELLIGENT CLEAR IQ-ENGINE) AND FIRST ( FORWARD PROJECTED MODEL- BASED ITERATIVE RECONSTRUCTION SOLUTION)	
CARD-ONE/GENESIS/SP.100	1	[KIT] SURECARDIO WITH PHASEXACT FOR AQUILION ONE GENESIS SP	\$27,120.00
	1	ECG GATING SCANNING SYSTEM	
	1	STAND,ECG UNIT (MODEL-7800)	
	1	ECG MONITOR, R WAVE CARDIAC TRIGGER 7800T	
CT-TRAINING-301	1	ADVANCED AQUILION ONE / PREMIUM CARDIAC CT COURSE FOR TECHNOLOGISTS	\$4,000.00
CHVH-001A/2B	1	VARIABLE HELICAL PITCH (PRE V6- REQUIRES SURECARDIO ECG GATING)	\$12,482.00
TRADE-IN	1	TRADE-IN	(\$45,000.00)
FLEX-OCS-M	1	MEDRAD STELLANT FLEX MEDIUM OCS DUAL FLOW INJECTOR WITH INSTALL	\$36,577.00



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**TOTAL QUOTE PRICE**  
Applicable Sales Tax Additional

**\$939,549.00**



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**PURCHASABLE OPTIONS:**

Please initial next to the option item you would like to purchase. Selected purchasable options will increase the total quote price by the noted "ADD" dollar amount listed on the item line:

<u>PART NUMBER</u>	<u>QTY</u>	<u>DESCRIPTION</u>	<u>ADD</u>	<u>INITIALS</u>
T/ASSIST/GENESIS.100	1	[KIT] TECH ASSIST LATERAL TABLE SLIDE FOR AQUILION ONE GENESIS SERIES	\$38,500.00	_____
A640FAST.100	1	[KIT] AQUILION ONE FAST UPGRADE	\$149,977.00	_____



**FINANCE OPTIONS:**

Finance options are available through Canon Medical Finance USA, a program of Canon Medical Systems USA, Inc.

**CANON MEDICAL FINANCE USA OFFERINGS:**

- Fair Market Value, \$1.00 Buy Out (Lease to Own), and Loan structures
- Finance terms ranging from 12 months to 84 months
- Financing for 3<sup>rd</sup> party assets (including, but not limited to leasehold improvements & I.T.)

**CANON MEDICAL FINANCE USA BENEFITS:**

- No progress payments. Payments begin after delivery and installation
- Upgrades to the current technology platform can be financed.
- Flexible finance structures, such as deferred payments, tiered repayments, and bridge financing, to meet cash flow needs

Finance options are subject to credit underwriting, approval, and a fully executed contract.

For more information, please contact Trish Malone, Sr. Dir. Financial Programs at:

[tmalone@us.medical.canon](mailto:tmalone@us.medical.canon) or visit us at <https://us.medical.canon/service-and-support/financial-programs/>

## COMPONENT SUMMARY:

<u>PART NUMBER</u>	<u>QTY</u>	<u>DESCRIPTION</u>
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<b>1</b>		<b>GENESIS DESCRIPTION V10</b>
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The Aquilion ONE GENESIS Edition Genesis configuration with AIDR 3D is a 320 row multi-detector, multi-functional CT scanner that provides up to 640\*1 slices with speeds as fast as 0.35 seconds per a rotation. The systems low energy requirement (125 kVA) and PUREVision Optics that includes Canon Medical Systems' 0.5 mm PUREViSION detector with 40 % greater light output provides an improved and more homogenous X-ray spectrum and better light output for an overall more efficient imaging chain. Combined with our standard Adaptive Iterative Dose Reduction 3D Enhanced (AIDR 3D Enhanced), the Genesis configuration provides excellent image quality while maintaining a smaller foot print, leaving more room for the technologists to work. Furthermore, it provides a scalable solution that can provide in-field upgrades and grow with your clinical requirements.

The system's advanced imaging capabilities allow you to perform a wider range of procedures with greater comfort, convenience and safety while increasing efficiency and productivity every step of the way. The speed and clinical accuracy of this technology offers significant benefits to patients - especially trauma, pediatric and critically ill patients. This technology supports fast data acquisition and transfer times to aide physicians to more clearly visualize internal injuries and disease in less time.

The Aquilion ONE GENESIS Edition includes PUREVision Optics which provides a better balance between image quality and dose, thus improving dose reduction and low contrast detectability (LCD)\*2

### **Body CT**

- Up to 31% Dose reduction at equivalent LCD\*3
- Up to 18% improved LCD at equivalent dose\*3

### **Brain CT**

- Up 22% improved LCD at equivalent dose\*3

The Aquilion ONE GENESIS Edition delivers additional flexibility that can grow with your clinical needs. It supports AiCE\*4 (Advanced intelligent Clear-IQ Engine) and FIRST\*4 (Forward projected model-based Iterative Reconstruction SoluTion) reconstruction and image display. Running independent of the main reconstruction engine AiCE\*4 and FIRST\*4 are fast enough to use in a daily clinical use without impeding workflow.

\*1- Using Canon Medical Systems' Double Slice technology.

<sup>\*2-</sup> A non-prewhitening model observer study was conducted comparing ONE / GENESIS Edition to the Aquilion ONE. Dose reduction values were established by comparing low contrast detectability under baseline conditions for abdominal and brain examination

<sup>\*3-</sup> Based on the detectability index performed metric, a measure of signal to noise that takes into account the magnitude and texture of both the signal and the noise for a given LCD task.

<sup>\*4</sup> Requires optional DLR (Deep Learning Reconstruction) Server with AiCE (Advanced Intelligent Clear IQ-Engine) and First (Forward Projected Model based interactive Reconstruction Solution)

It acquires up to 16 cm volumes of the anatomy in a single rotation without table movement, ideal for brain perfusion and Cardiac studies. In addition, the Aquilion ONE GENESIS Edition provides true 640 slice conventional helical and step-and-shoot modes with a gantry opening of 78 cm and tilting capabilities up to  $\pm 30$  degrees.

The Aquilion ONE GENESIS Edition incorporates a host of ergonomic and automated features to streamline productivity, deliver the highest quality images and make examinations faster, safer and more clinically relevant than ever.

### **Single-Energy Metal Artifact Reduction (SEMAR)**

SEMAR utilizes a sophisticated reconstruction algorithm to reduce artifacts caused by metal while improving visualization of the implant, supporting bone and adjacent soft tissues\* for accurate imaging. SEMAR can be retrospectively applied to a routine low-dose scan, including volumetric, volumetric ECG gated and helical scans, combined with AIDR 3D Enhanced to achieve the best possible image quality without the need for additional exposure dose or a dedicated scan procedure. Canon Medical Systems includes SEMAR at no additional charge.

*\* Bone structures near the metal-tissue interface may become distorted. Metal artifacts may not be completely removed in areas near the metal material. Comparison with the original images is suggested when performing diagnosis using SEMAR images.*

### **COMPONENTS**

- 78 cm gantry with flared bore and iStation
- 694 lb. couch with custom table pad and positioning accessories
- Dual console with ergonomic operator controls
- High speed reconstruction hardware
- MegaCool™ V X-ray tube
- PUREVISION detectors and DAS
- Microsoft Windows 10 operating system
- Operator manuals and quality assurance phantoms

**Ultra-Fast Workflow with Patient Comfort**

The Aquilion ONE GENESIS Edition provides fast scan times and reconstruction times up to 80 images per second while offering comfort features that support better patient compliance such as a wide flared bore (78 cm) and couch capacity (694 lbs.) for patients of all sizes pediatric to bariatric.

**Dose-Reduction Features**

Aquilion ONE GENESIS Edition reinforces Canon Medical Systems' guiding principle of ALARA for every patient. To achieve this, the Aquilion product line has an array of adaptive and integrated dose-reduction strategies that are implemented at every stage, from patient registration to image reconstruction. In addition, patient dose reduction is integrated into the protocol software, so it activates prior to turning on the X-ray beam.

**SUREPosition**

Patient centering plays a key role in a dose reduction strategy. The Aquilion ONE GENESIS Edition allows technologists to adjust vertical positioning for patient centering from the scan console and scanogram\*. This supports improved patient iso-centering for more accurate mA modulation and may help to eliminate repeat scanograms.

*\* For lateral Table movement, the Lateral Tech Assist option is required.*

**Active Collimation**

Active collimation synchronizes the width of the X-ray beam at the ends of the scan range to the clinically useful area needed for image reconstruction. By eliminating exposure that is not used for diagnosis, patient dose is reduced.

**Adaptive Iterative Dose Reduction 3D (AIDR 3D Enhanced)**

AIDR 3D Enhanced is the fourth generation in the evolution of Canon Medical Systems' dose reduction technology. AIDR 3D Enhanced is an iterative algorithm intended to reduce pixel noise from the original data, the results analyzed, and the process repeated until the target level of noise-reduction is achieved. This iterative algorithm is excellent in reducing background noise while preserving diagnostic information compared to non-iterative approaches.

AIDR 3D Enhanced can be integrated into all acquisition modes for routine clinical use and is able to reduce pixel noise magnitude in a way that may result in dose reduction.

**SUREkV**

Auto kV can be set for protocols using SUREExposure™, and the effective kV will be automatically selected based on patient size and SUREExposure settings.



**SUREExposure 3D (x, y, z automated mA modulation software)**

Canon Medical Systems' SUREExposure 3D software automatically adjusts the mAs rapidly during the scan to adapt to and compensate for changes in attenuation level produced by the non-uniformity of the anatomy being imaged. Therefore, as the scan moves from the shoulders to the lung, the mAs goes down, and as the tube rotates around the patient, less mAs is used anterior-posterior than laterally. For the same image quality level, compared to non-modulated scanning, SUREExposure 3D can reduce the dose to patients.

**Auto Couch Height Positioning Compensation**

SUREExposure will compensate for incorrect patient positioning to ensure accurate body size calculation and exposure dose. This avoids incorrect positioning errors in patient size calculation.

**NEMA XR 25, XR 26 and XR 29**

Aquilion ONE GENESIS Edition meets the National Electrical Manufacturers Association's (NEMA) Medical Imaging & Technology Alliance (MITA) standards XR 25, XR 26 and XR 29.

- MITA XR 25 Computed Tomography Dose Check
- Includes dose alerts and allows facilities to set dose notification values.
- MITA XR 26 Access Controls for Computed Tomography: Identification, Interlocks, and Logs
- Provides access control ensuring only authorized operators can alter controls of the CT equipment.
- MITA XR 29 Standard Attributes on Computed Tomography (CT) Equipment Related to Dose Optimization and Management
- Smart Dose standard bundles four important features to ensure that equipment produces high-quality diagnostic images while supporting patient safety:
  - DICOM Structured Reporting
  - CT Dose Check
  - Automatic Exposure Controls,
  - Pediatric and adult reference protocols.

**KEY FEATURES****Routine Fast Scanning and Double Slice Technology**

The Aquilion ONE GENESIS Edition incorporates a host of ergonomic and automatic features that streamline productivity and produce high quality images at lower radiation doses.

With Canon Medical Systems' coneXact™ algorithm the Aquilion ONE GENESIS Edition is able to generate 640\*1 unique slices per rotation. All combined, patients benefit from extremely short scan times.

\*1- Using Canon Medical Systems' Double Slice technology.

### **Optimal Space Utilization**

The Aquilion ONE GENESIS Edition has four main components: gantry, couch, console and transformer. The recommended minimum CT room size is only 24.7 square meters with the compact couch.

### **SURETechnologies**

Improve workflow with real-time imaging, which provides the ability to view a scan at 12 frames per second (512x512) during the acquisition. This allows the operator to rapidly assess if additional images are needed.

The following are standard features on Aquilion ONE GENESIS Edition:

- **SUREExposure** - Dose modulation based on scanogram
- **SUREkV** - Automatically sets the effective kV based on patient size.
- **SUREStart** - Real-time contrast detection at 12 fps. With **SUREStart** there is no need to perform a timing bolus, saving up to 30 cc's of contrast.

### **Easy Operation**

Aquilion ONE GENESIS Edition is easy to operate using the 19-inch LCD monitor, mouse and ergonomic keyboard. Scan automatically by programming procedures with eXam Plan and vocal instructions through VoiceLink™.

## **EQUIPMENT COMPONENTS**

### **Gantry with iStation**

Aquilion ONE GENESIS Edition Gantry possess many workflow advantages, iStation and gantry controls are accessible from the gantry or the scan console.

### **iStation**

The iStation is a 12-inch LCD screen that uses video and voice prompts to ensure patient compliance during scanning. This is especially useful during pediatric scanning as the iStation displays a video of a small child that tells the patient when to raise their arms, when to hold their breath, and so on. These child-friendly instructions, coming from a child figure helps assure compliance. iStation also allows the user to visualize the patient's ECG waveform when acquiring ECG-gated exams.

### **Gantry**

- Hybrid slip-ring technology conserves unused electricity
- Gantry tilts  $\pm 30$  degrees
- Large aperture: 78 cm
- Wide range of scan times provides greater flexibility for optimal image quality (0.275, 0.35, 0.5s, 1s, 1.5S, 2.0s, and 3s).

- Gantry controls (touch panel) are located on the right and left anterior side of the gantry for easy access (posterior controls optional).

**Console – Acquire and Display**

- Powerful, ergonomic console computer handles display, image feed, filming and transferring multi-planar reconstructions with the same interface used for axial images.
- InstaView - Full matrix real-time image review
- Capable of true simultaneous scanning, retrieving, archiving and filming without interruption using the display console. This is a genuine multi-tasking system for multi-slice and volume data sets.
- Includes user-friendly keyboard, mouse, monitor, CPU cabinet/reconstruction enclosure.

**MegaCool X-ray Tube**

This compact, high-performance tube is designed to minimize tube-cooling delays with heavy patient loads at all scan times. It was built on the proven, anode-grounded, MegaCool tube technology used on every Aquilion multi-slice CT.

Other features include:

- Dual focal spots
- Anode capacity of 7.5 MHU
- Dissipation rate of 1,386 kHU per minute maximum

**PUREVision Detectors and DAS**

- Solid-state detector array with 0.5 mm detector elements.
- Unique Canon Medical Systems ceramic, solid-state detector array and DAS.
- Increased light output by 40%.
- Covers 16 cm per rotation without any table motion.
- <sup>SURE</sup>Connect DAS – Ultra-fast DAS to acquire large volume data of detector.

System	Detector Rows	Axial/ Vol. Slices	Coverage
GENESIS Configuration	320	640*	16 cm
<ul style="list-style-type: none"> <li>• * Using Canon Medical Systems' Double Slice technology.</li> </ul>			

**High-Power Generator**

The Aquilion ONE GENESIS Edition generator requires only 125 kVA and generates 72 kW at 600 mA, standard on all Aquilion ONE GENESIS systems (exception Aquilion ONE GENESIS with fast rotation option, 100 kW at 900 mA<sup>\*1</sup>). This provides support for the 7.5 MHU X-ray tube and allows helical scans of up to 100 seconds

Multiple kV Selections: 80, 100, 120 and 135 kV.

\*1- Requires optional Fast Scan and X-ray Power Upgrade Kit

### **IMAGE MANAGEMENT**

Aquilion ONE GENESIS Edition images can be stored on hard disk or DVD and transferred via high performance gigabit Ethernet connection using DICOM 3.0 standards.

### **NETWORKING**

#### **SUREConnect DICOM Connectivity Package**

Aquilion ONE GENESIS Edition SUREConnect package supports DICOM 3.0 communications protocol with a set of tools that improve productivity and workflow. SUREConnect allows connectivity to DICOM 3.0 compliant scanners, workstations, printers with IHE profile support and auto-send to multiple DICOM destinations

### **HELICAL SCAN & FUNCTIONALITY**

#### **MultiView**

Built into protocols for fast multi-planar reconstruction in batch mode specifically for multi-slice data sets. Coronal, sagittal and axial images are created and displayed for immediate viewing.

#### **3D Imaging on Console**

Provides excellent image quality with surface-shaded renderings and volume-rendered 3D images. Provides zooming and panning over the 3D surface and performs distance measurements.

Other features include:

- Easy 3D
- Bone removal
- Maximum intensity projection (MIP)
- Minimum intensity projection
- Intensity volume rendering

Quantitative Analysis

- Profile display of CT numbers along a selected line in the axial plane
- Distance measurement and display
- CT number display
- Histogram display

eXam Plan Protocols

- 600+ eXam plan protocols that can be adjusted while scanning

- Four preset reconstructions

#### Archiving

- Can be automated with each eXam plan
- Raw data and image data can be protected to prevent deletion

#### Filming

- Auto filming can be set as part of the eXam plan
- Images are displayed in 512x512 or 1024x1024

### **CUSTOMER CARE SERVICES**

Developed with customer input, Canon Medical Systems' innovative support programs have resulted in increased customer satisfaction. These include the following:

#### **InTouch Center®**

This centralized service facility provides applications and service support for customers 24 hours a day, seven days a week.

#### **InnerVision™ Plus**

Remote system diagnostics are available around-the-clock to help identify problems and provide potential solutions before care is interrupted or an engineer can arrive. InnerVision Plus is included at no charge and connected while any CT is under warranty, or any service agreement including Full Service, In-House Support, Partnership and/or VISN Master Service Agreement

#### **InTouch Agreements**

Based on customer needs, InTouch customer agreements can range from an a-la-carte approach to full-security agreements that provide complete system protection.

#### **Technical Assistance**

Customer support specialists are available 24/7 to help resolve technical issues in real time. Application support specialists are also available to assist staff with protocol and image-quality issues.

#### **Local Customer Teams**

A single call mobilizes a local team of Canon Medical Systems customer engineers. With an average of 10 years of Canon Medical Systems experience and 105 hours of specialized training, they can resolve almost any performance issue.

#### **Parts Support**

A complete inventory of product parts is ready for shipment when and where they are needed, any time of day or night.

YES-SEISMIC-  
GENESIS/SP/2.100**1 YES - SITE REQUIRES GENESIS SEISMIC ANCHORING**

\*\*\* OSP PENDING \*\*\*

The Aquilion ONE GENESIS (model TSX-305A/6) CT scanner system and other Canon options identified in this quote as "OSP Pending" have been awarded Seismic Qualification by an independent California Licensed Structural Engineer on the basis of completed shake table testing as required by the 2019 California Building Code, Section 1704A.13.3. While Canon Medical Systems is pursuing an OSP number through the Office of Statewide Health Planning and Development (OSHPD) we are able to support site specific OSHPD review submission until such time the pre-approval is granted.

**1 SEISMIC BRACKETS FOR CON BOX (GENESIS SP, PRISM, EXCEED LB AND CARTESION PRIME)**CON Box Anchorage Kit

This seismic anchorage kit provides a rigid seismic restraint solution for the console CON Box cabinet. The kit includes two exterior steel brackets, and attachment to each side of the CON Box cabinet, that can then be securely affix to a concrete slab at six anchor points via customer provided and installed hardware as prescribed by the customer's structural engineer of record.

Applicable Models:

- Aquilion ONE / PRISM Edition TSX-306A/3
- Aquilion ONE / GENESIS Edition TSX-305A/6
- Aquilion Exceed LB TSX-202A/3
- Aquilion Console Upgrade Kits:
  - CGS-96A/1C
  - CGS-96A/2C
  - CGS-96A/3C
- Cartesion Prime PCD-1000A/3D

**1 NAVI BOX ANCHORAGE SYSTEM (GENESIS, PRISM, AND PRIME SP10)****1 CBTB-032 CT PATIENT COUCH BRACKETS (SET OF 2) FOR COUCH WITHOUT LATERAL MOVEMENT**

CA-9923C.100

**1 [KIT] GENESIS CONFIGURATION (16CM/640 SLICE / HIGH CAPACITY COMPACT COUCH)****1 AQUILION ONE GENESIS EDITION SHORT HIGH CAPACITY COUCH**

**1 ACCESSORY KIT FOR HIGH CAPACITY COMPACT COUCH****1 DISPLAY CONSOLE KIT****1 AQUILION ONE DYNAMIC VOLUME CT****1 DICOM 3 MODALITY WORKLIST MANAGEMENT (MWM) SERVICE CLASS USER (SCU) SYSTEM**

Allows the CT system to obtain details of patients and scheduled examinations electronically from the HIS/RIS system, avoiding the potential mistakes of manual entry.

*Note: This option does not include a DICOM gateway for the HIS/RIS system.*

**1 DICOM 3 QUERY/RETRIEVE SCP**

- Allows a Storage Class User (SCU) to query the SCP device
- Enables user devices to retrieve patient, study, series and/or image information in conformance with the DICOM 3.0 standard

**1 DICOM 3 QUERY/RETRIEVE SCU AQ/MP**

Allows a device to initiate a request for patient, study, series and/or image information from the provider device in accordance with the DICOM 3.0 standard.

**1 DICOM 3 STORAGE COMMITMENT SCU SOFTWARE**

Verifies image transfer and storage.

- Allows operator to determine if data is stored correctly at the PACS server, avoiding unintentional image deletion.
- Improves efficiency of image management operations.
- Provides fail-safe method to prevent image data from being deleted unintentionally even in the event of a communication failure (during image transfer or during a storage verification response).

**1 PRESENTATION OF GROUPED PROCEDURES (PGP) AND EXAM HARD SPLIT**

PGP is an Integrated Health Enterprise (IHE) standard designed specifically with multiple examination orders (Requested Procedures) that can be performed in a single CT examination.

- Provides preset and automatic transfer solutions for multiple exams from a single CT exam.
- Facilitates clinical viewing of images and reporting of individual requested procedures.
- Use with PACS systems that are IHE PGP compliant.
- Use the study split option for PACS systems that are not yet IHE PGP compliant to physically split images into multiple examinations.



**1 PHANTOM, IMAGE QUALITY**

Measures image quality to ensure compliance to Canon Medical Systems standards for:

- High-contrast resolution
- Low-contrast resolution
- Slice thickness
- Noise
- Contrast scale

**2 MULTIFUNCTION TASK CHAIR WITH ARMS****1 CONSOLE DESK 65" X 36" X 30"**

Measures 65" x 36" x 30"

**1 DVD-R 4.7 GB 10 PACK SLIM CASE**

- 4.7 GB

**1 NON-CORROSIVE FLOOR LEVELING EPOXY KIT****1 REAR GANTRY PANEL KIT**

The Gantry Rear Panel kit supports improved work flow, easy access and quick set up by adding additional gantry controls to the rear gantry panels which include the following operations:

- Couch movement - vertical/horizontal. (Lateral table movement available with Lateral Table Movement Kit purchasable option)
- Tilt - ability to tilt the gantry
- Projector ON/OFF - turn positioning laser on and off
- 0-Clear - set "0" landmark
- Couch-top free -Manual couch movement can be activated

*NOTE: Provides left and right rear gantry controls*

*Prerequisite: Aquilion ONE Genesis, Aquilion ONE PRISM and Aquilion Precision.*

**AQ/PDU/G****1 POWER DISTRIBUTION UNIT FOR GENESIS**

The GENESIS PDU is engineered to address common power problems found in the hospital environment and to isolate the CT system components to meet IEC 60601-1 Third Edition requirements. This is important to assure optimal reliability and performance of CT systems. Customer is responsible for complying with Canon Medical Systems' site specifications for electrical power.

This device provides most of the electrical site preparation requirements of Canon Medical Systems CT systems. The PDU contains a low impedance



isolation step-down transformer with a shielding plate between primary and secondary.

#### Voltage Conversion

Wiring costs are significantly reduced since the PDU accepts a single, 480V delta input, supplying 200V to the generator and the various other parts of the system.

#### Distribution

The GENESIS PDU comes prepackaged with the distribution breakers needed for each system feed. Having all system breakers in one location also makes it easier for service personnel to remove power.

#### Installation

Installation is much faster, more predictable, and less expensive with a factory-assembled and tested system.

## 1 STANDARD APPLICATIONS TRAINING

### APPLICATION TRAINING

Each system includes a custom developed three phase education program and the industry exclusive Performance Pro approach to learning.

Performance Pro is a unique approach to education utilizing blended learning with the promise of technical proficiency and optimal productivity for both physicians and technologists. If for any reason the customer is not satisfied with any portion of the training, Canon Medical Systems will conduct that portion of the training again, at no charge.

**Pre-Installation:** Planning meeting at facility with Canon Medical Systems' CT Applications Manager to discuss objectives and timing of training, and to co-develop a custom program based on the facility's specific needs.

**Choice of two (2) Medical Imaging Consultants (MIC) self-study programs;** The CT Cross Trainer and/or The CT Registry Review Program.

The CT Cross Trainer is designed to acquaint the less-experienced technologist with important CT principles, technology and clinical exams. The program consists of 6 comprehensive Study Modules that have been accredited for 17 Category A CE credits; credits are earned by passing a post test for each Study Module.

The CT Registry Review Program is designed to help the experienced CT technologist prepare to pass the ARRT's post-primary exam in CT. The course consists of 8 comprehensive Study Modules that have been accredited for 19 Category A CE credits; credits are earned by passing a post-test for each Study Module.

**Installation:** A Clinical Evaluation will be conducted by an applications specialist, prior to turnover, to ensure the system is ready for the go-live date.

**Phase I:** Two (2) attendance vouchers for a four and a half (4.5) day technologist-focused course held at the Canon Medical Systems Institute of Advanced Imaging in Irvine, California. This course provides the fundamentals of operating Canon Medical Systems' Aquilion CT system, including a variety of CT scans performed with the latest dose reduction techniques. This course includes in-depth lectures and hands-on training. At the completion of the course, the attendee will be proficient in the following applications and operations: basic to advanced CT imaging console use, system menus, system default scan protocols, utilization of reconstruction parameters, post-processing image data, and troubleshooting image quality. This course is all inclusive of the following: tuition, airfare (booked by Canon Medical Systems), lodging, and meals. Accredited for CE credits by the ASRT Education Foundation.

**Phase II:** Two consecutive, thirty-two (32) hour weeks, of initial on-site education will be provided at the customer facility following system go-live. Unique with Performance Pro, Canon Medical Systems will send two applications specialists for the first week of on-site education. One specialist will provide training for up to four (4) imaging professionals including the two (2) that attended the Phase I training, to focus on maximizing scanning techniques and protocols. The second specialist will work with the physicians to achieve desired image quality. Training is scheduled consecutively, Monday through Friday, with Monday mornings and Friday afternoons scheduled as travel time for the applications specialist. CE credits are earned by participants that attend the Phase II training events in their entirety.

**Phase III:** An additional twenty-four (24) hours of on-site education will be provided for the same four (4) imaging professionals, which participated in Phase II training, approximately 6-8 weeks following installation to optimize staff proficiency and system productivity.

Note: Canon Medical Systems personnel are not responsible for scanning patients, patient safety, any actual patient contact, or operation of equipment during education sessions. Canon Medical Systems will only demonstrate proper equipment operation.

The training is offered to the Customer at no charge, providing that it is completed no later than one (1) year after the warranty start date.

Additional classroom and onsite training is available for purchase.

Applications support is available by phone on the toll-free ASSIST line, 1-800-521-1968

INJSYNC800-  
KIT.100

**1 ENCORE CUSTOMER LOYALTY UPGRADE**

**1 [KIT] ISI 800 INJECTOR SYNCHRONIZATION KIT**

The Injector Synchronization 800 kit includes the ISI800 interface that supports synchronization of the Aquilion CT with a contrast injector that supports CAN Protocol Level 1. This enables the CT scan to be started remotely using the injector during contrast-enhanced CT exams.

**Key Features**

- Improves contrast timing and optimizes workflow
- Synchronized start improves control of contrast enhancement
- Simplified operation enables single operator workflow

**Enhance Safety**

- One-button on either the scanner or injector starts and stops the sync protocol (provides stop message at console when stopped at injector)
- Technologist can remain at the patient's side

***Prerequisites:***

*Available on Aquilion ONE GENESIS, Aquilion ONE Prism, Aquilion Precision, Aquilion Prime SP, Aquilion PRIME-S, Aquilion Exceed LB and Aquilion Lightning (TSX-306/3; TSX-305A/3,6; TSX-304A/2; TSX-303A ; TSX-303B/1,4 TSX-036A/1 and TSX-202A/3)*

*Acist or MEDRAD Injector with Injector Synchronization. For injectors with other options, such as MEDRAD's Certegra and Stellant FLEX platform, additional DICOM options, such as Performed Procedure Step, will be required as well.*

**1 INJECTOR SYNCHRONIZATION SOFTWARE CAN PROTOCOL (ISI800)**

**1 MEDRAD ISI800 INJECTOR SYNC INTERFACE**

**1 CT FLUOROSCOPY**

**1 19" LCD MONITOR FOR SUREFLUORO**

Simultaneously displays the same images as those on the main console to assist in needle placement.

Includes:

- Flat-panel, image-display unit
- Stand

- Video cables (30 m)
- Manuals
- Resolution controller
- Multiplexer

*Prerequisite: CT Fluoroscopy*

**1 NEEDLE HOLDER KIT FOR CT FLUOROSCOPY**

Allows users to keep their hands outside the primary X-ray beam while inserting a biopsy needle under CT fluoroscopic guidance.

**1 FLUOROSCOPY STERILIZATION KIT FOR AQUILIONSCOPY  
STERILIZATION KIT FOR AQUILION**

Includes ten (10) sterile CT hyper handle drapes and ten (10) non-sterile gantry aperture drapes.

**CTF-GENESIS.100**

**1 [KIT] SUREFLURO: CT FLURO KIT GENESIS SERIES WITH FLAT-PANEL MONITOR**

<sup>SURE</sup>Fluro with Single-Energy Metal Artifact Reduction (SEMAR) and AIDR 3D permits real time image reconstruction to display 3 images obtained by combining data from the wide area detector.

AIDR 3D, applied to continuous real-time CT Fluoroscopy, coupled with <sup>SURE</sup>Start allows real-time imaging at a reduced dose. 3D Needle Positioning includes an easy to understand Angle Guide display for needle navigation during CT Fluoroscopy procedures.

SEMAR utilizes a sophisticated reconstruction algorithm to reduce artifacts caused by metal while improving visualization of an implant, supporting bone and adjacent soft tissues\* to support accurate imaging. SEMAR can be applied to a routine low-dose scan, combined with AIDR 3D to achieve the best possible image quality without the need for additional exposure dose or a dedicated scan procedure.

Furthermore, <sup>SURE</sup>Fluro employs volume ONE shot, which is CT fluoroscopy volumetric scanning with MPR oblique display. MPR and oblique image guidance ensures accurate needle positioning with complete confidence during complex biopsy procedures, saving time and improving patient safety.

Half scan can be selected for the scan mode, and the exposure angle can be specified.

*Prerequisite: Requires: TSX-305A/3 and version 7.3 or greater.*

*\* Bone structures near the metal-tissue interface may become distorted. Metal artifacts may not be completely removed in areas near the metal*

*material. Comparison with the original images is suggested when performing diagnosis using SEMAR images.*

CEILINGMT-580/2.100

**1 [KIT] CEILING SUSPENSION MOUNT FOR LCD MONITOR**

Ceiling mounted suspension system comprised of:

- Mounting plate
- Articulating arm, 165 cm long
- Holder for one flat screen monitor

**1 PORTEGRA2 EXTENSION/SPRING ARM 7-12 KG - 75/91 CM, NON-ELECTRICAL**

**1 HOLDER FOR ONE FLAT SCREEN MONITOR WITH VESA-ADAPTER**

TS2023

**1 MAVIG 360 STATIONARY COLUMN - FIXED (58 CM)**

**1 [KIT] SURESUBTRACT PROMOTION**

The Aquilion ONE <sup>SURE</sup>Subtraction Package promotion allows customers purchasing a new Aquilion ONE system to receive the following <sup>SURE</sup>Subtraction options at no additional charge, valued at \$112,194.

- <sup>SURE</sup>Subtraction Scanning
- <sup>SURE</sup>Subtraction
- <sup>SURE</sup>Subtraction Angio
- <sup>SURE</sup>Subtraction Lung
- <sup>SURE</sup>Subtraction Iodine Mapping

**1 SURESUBTRACTION SCANNING (RECOMMEND ADDITIONAL SURESUBTRACTION OPTIONS)**

<sup>SURE</sup>Subtraction Scanning, in combination with <sup>SURE</sup>Start, allows the user to acquire pre and post-contrast scans in a single scan mode to maximize workflow and help reduce scan delays.

*Note: <sup>SURE</sup>Subtraction Scanning available on Aquilion ONE, Aquilion Precision, Aquilion PRIME, Aquilion Prime SP Aquilion Exceed LB and Aquilion Lightning Family- requires V6.0 or greater.*

**1 SURESUBTRACTION BRAIN/NECK**

<sup>SURE</sup>Subtraction Orbital Synchronization is used to perform scanning with the scan orbits of several helical scans synchronized. By synchronizing the helical scan orbits the subtraction process provides improved visualization of the vertebral arteries and internal and external carotids.

**Enhanced Diagnostics**

- Supports improved subtraction volumes for free of bone images and providing extraordinary subtraction CTA studies of the brain and neck

- Easily achieves arterial and venous segmentation
- In just seconds, creates 3DVR and MIP images with 360° left-to-right and head-over-heels tumble views

**Enhanced Workflow**

<sup>SURE</sup>Subtraction Orbital Synchronization combined with <sup>SURE</sup>Subtraction Scanning helps improve workflow

- Less than 5 minutes to load, process and display images
- Subtracted dataset is still in DICOM format
- Maximize productivity with programmable features
- No special head immobilization required

*Note: Available on Aquilion ONE, Aquilion Precision. Aquilion PRIME, Aquilion Prime SP, Aquilion Exceed Large Bore and Aquilion Lightning family - Requires V4.74 or later.*

**1 SURESUBTRACTION ANGIO (REQUIRES VERSION 8.3 SOFTWARE OR GREATER)**

<sup>SURE</sup>Subtraction Angio software has been designed to help support visualization for CT studies that are acquired with and without contrast agents by automatically removing bone, calcium and stents. <sup>SURE</sup>Subtraction Angio software displays the subtracted images, where the non-contrasted anatomical structures are subtracted. This software is intended for use in whole body CTA for the visualization of blood vessels such as carotids, Aortas and run-offs.

*Prerequisite: Requires Version 8.3 software or greater.*

**1 SURESUBTRACTION ORTHO (RECOMMEND CHSS-001A SURESUBTRACTION SCANNING)**

This orthopedic CT digital subtraction angiography (CT DSA) software, with <sup>SURE</sup>Subtraction Ortho, improves workflow and enhances diagnostic accuracy through greater image clarity. This fully automated non-rigid registration algorithm digitally subtracts bone from soft tissue anatomy providing superior clinical images in a fraction of the time required for manual subtraction.

**Enhanced Diagnostics**

- <sup>SURE</sup>Subtraction Ortho- can provide visualization of the vertebral arteries, internal and external carotids
- In just seconds, creates 3DVR and MIP images with 360° left-to-right or 0° to 0° full rotation

**Enhanced Workflow**

- Fast processing and image display
- Subtracted dataset remains in DICOM format
- Maximize productivity with programmable features
- Streamline patient throughput with a simple 3-step process



**Prerequisite:**

- *Aquilion ONE – System software version 4.93 or greater.*
- *Aquilion Precision – System software version 8.6 or greater.*
- *Aquilion PRIME – System software version 6.0 or greater.*
- *Aquilion PRIME – Display console kit is mandatory for system with version 6.0 software.*
- *Aquilion Exceed Large Bore– System software version 10.6 or greater*

**Note:**

- *Recommend CHSS-001A/1B <sup>SURE</sup>Subtraction Scanning*
- *Only one CHSS-001A license required per scanner*

**1 SURESUBTRACTION LUNG (RECOMMEND CHSS-001A SURESUBTRACTION SCANNING)**

Requiring a minimum of two data sets from the same scan, <sup>SURE</sup>Subtraction Lung has been designed with an easy work flow to aid physician's visualize lung parenchyma by subtracting the non-contrast enhanced volume from a contrast enhanced volume.

The resulting data can be displayed in multiple views including color mapping and subtracted views that can be saved in the target study as a new data series for transfer and archiving.

**Prerequisite:**

***Recommend CHSS-001A/1B <sup>SURE</sup>Subtraction Scanning***

- *Aquilion ONE, Aquilion PRIME, Aquilion Prime SP, Aquilion Exceed LB and Aquilion Lightning - System software version 6.0 or greater.*
- *Aquilion Precision –System software version 8.6 or greater*

Note: Only one CHSS-001A license required per scanner.

**1 SURESUBTRACTION IODINE MAPPING (REQUIRES VERSION 8.3 SOFTWARE OR GREATER)**

<sup>SURE</sup>Subtraction Iodine Mapping software has been designed to help support iodine contrast visualization to include but not limited to lung, liver, kidneys, the pancreas and bowel that have been imaged without and with contrast.

Using non-linear matching, the software subtracts non-contrast images from contrast images to generate and display subtracted images in Iodine distribution color maps in MPR display, it provides functional information in addition to anatomical information in the CT image.

*Prerequisite: Requires Version 8.3 software of greater.*

**1 AICE SERVER DLR RECONSTRUCTION WITH FIRST PROMOTION**

- 1 GENESIS DLR (DEEP LEARNING RECONSTRUCTION) SERVER WITH AICE (ADVANCED INTELLIGENT CLEAR IQ-ENGINE) AND FIRST (FORWARD PROJECTED MODEL-BASED ITERATIVE RECONSTRUCTION SOLUTION)

CARD-  
ONE/GENESIS/SP.  
100

- 1 [KIT] SURECARDIO WITH PHASEXACT FOR AQUILION ONE GENESIS SP

SURECardio for Aquilion ONE provides the basic foundation package of hardware and software\*1 for advanced cardiac imaging. It includes a compact ECG monitor with a color screen for easy set up and monitoring.

*\*1 Highly Recommend [KIT] AQUILION ONE GENESIS-SP FAST UPGRADE KIT*

Aquilion ONE SURECardio volumetric CT with arrhythmia detection provides real time beat monitoring and the ability to acquire volumetric cardiac CTA within one heartbeat. No table movement is required. If an arrhythmia or abnormal heartbeat is detected Aquilion ONE can automatically adjust the scan and acquire the next normal heartbeat.

The axial gated acquisition provides low dose to the patient for evaluation of calcified plaque. The system acquires data utilizing an ECG gated software that provides a fast gated output for R-wave synchronization

SURECardio phaseXact eliminates the need for unnecessary multiple reconstructions by automatically selecting and reconstructing the cardiac phase with the least motion.

SURECardio Prospective™ is a unique application that dramatically lowers patient dose during coronary CTA exams. This advanced software provides enhanced workflow with automatic pitch selection and exposure window setting based on patient's heart rate and employs the use of the helical acquisition and an X-ray on/off modulation technique.

This unique application allows for rapid data collection during every heartbeat, producing short scan times with a dramatic reduction of X-ray exposure and contrast dose to the patient.

#### CARDIAC APPLICATION TRAINING

Utilizes a two phase education approach.

#### Prerequisite

**Phase I:** Is a prerequisite to on-site education: Attendance in the Advanced Cardiac Course (CT-TRAINING-301) held at the Institute for Advanced Imaging, Irvine, CA.

**Phase II:** Twenty-four (24) hours of on-site education will be provided at the customer facility for up to four (4) imaging professionals including the one



(1) that attended prerequisite Phase I training. Training is focused on maximizing cardiac scan techniques and protocols and to optimize staff proficiency and system productivity in cardiac imaging. Training is scheduled for three (3) consecutive days during standard business hours. CE credits are earned by participants that attend the Phase II training event in its entirety.

*Note: Canon Medical Systems personnel are not responsible for scanning patients, patient safety, any actual patient contact, or operation of equipment during education sessions. Canon Medical Systems will only demonstrate proper equipment operation.*

Education expires two (2) years from the later of purchase date or warranty start date.

Additional classroom and onsite training is available for purchase.

Applications support is available by phone on the toll-free ASSIST line, 1-800-521-1968.

**1 ECG GATING SCANNING SYSTEM**

**1 STAND, ECG UNIT (MODEL-7800)**

**1 ECG MONITOR, R WAVE CARDIAC TRIGGER 7800T**

Cardiac ECG Trigger Monitor Model 7800T for use with CT hardware and software to measure skin impedance to help ensure reliable scanning.

- Compact ECG monitor with fast gated trigger output for R-wave synchronization applications
- High & Low Heart Rate Limits
- 6.5" Color LCD Display (TFT Active Matrix)
- Integrated ECG simulator to test the integrity of the patient cables, lead wires, and electronic circuitry.

**CT-TRAINING-301**

**1 ADVANCED AQUILION ONE / PREMIUM CARDIAC CT COURSE FOR TECHNOLOGISTS**

One (1) attendance voucher for a three day technologist-focused course held at the Canon Medical Systems Institute of Advanced Imaging in Irvine, California. This course provides a foundation of cardiac anatomy and physiology with ECG and cardiac gating, including CT scans performed with the latest dose reduction techniques. This course includes in-depth lectures and hands-on training on the CT scanner and Vitrea post-processing systems. At the completion of this course, you will be proficient in the following operations: cardiac anatomy and physiology, CTA scanning, ECG monitoring, image quality assessment and image processing. Vitrea post-processing training includes coronary artery calcium scoring and cardiac

functional analysis. This course is all inclusive of the following: tuition, airfare (booked by Canon Medical Systems), lodging and meals. Accredited for CE credits by the ASRT Education Foundation.

***Prerequisite: Currently operating an Aquilion ONE system***

Education expires two (2) years from the later of purchase date or warranty start date.

Additional classroom and onsite training is available for purchase.

Applications support is available by phone on the toll-free ASSIST line, 1-800-521-1968.

CHVH-001A/2B

**1 VARIABLE HELICAL PITCH (PRE V6-REQUIRES SURECARDIO ECG GATING)**

vHP3 (Variable Helical Pitch) improves workflow by enabling a clinically relevant change of helical pitch and scan parameters during a single planned acquisition. Up to three <sup>1</sup> distinct helical pitch and scan factor settings can be set on a single scan range as well as an ECG gated scan if needed. As a result, CT procedure times can be reduced and image quality improved.

*<sup>1</sup> Three phase Variable Helical Pitch (vHP3) requires Version 8.3 software or greater.*

***Prerequisite:***

- *Cartesion Prime PET-CT*
- *Aquilion ONE (TSX-301A and TSX-301B) – System software version 4.4 or greater*
- *Aquilion ViSION, Aquilion PRIME and Aquilion Prime SP - System software version 6.0 or greater.*
- *Aquilion Lightning – System software version 7.0 or greater.*
- *Aquilion Precision –System software version 8.6 or greater*

**1 TRADE-IN**

FLEX-OCS-M

**1 MEDRAD STELLANT FLEX MEDIUM OCS DUAL FLOW INJECTOR WITH INSTALL**

Ceiling mounted (850 mm column) Stellant Flex DualFlow CT injector includes MedRad Certegra Workstation Display informatics-ready platform.

***Note: This configuration does not include injector synchronization.***

**OPTIONS****T/ASSIST/GENESIS.100****[KIT] TECH ASSIST LATERAL TABLE SLIDE FOR AQUILION ONE GENESIS SERIES**

Canon Medical Systems' exclusive Tech Assist Lateral Table Slide, improves technologist safety by automating the adjustment of patients on the table. In addition, it improves access for interventional procedures and accommodates off-center imaging. It provides the ability to move the table in a variable 8.4 cm (4.2 cm on each side). This exclusive lateral movement of 8.4 cm improves image quality, reduces patient dose and provides better access for interventions and emergency patients while improving patient compliance for high quality exams.

**Note:**

- *Available on Aquilion High-Capacity Couch Only.*
- *Post Point of Purchase: Additional charges may apply for construction, labor and rigging, which must be paid for by the Customer. Please consult with your local sales and service team for more information about these charges.*

**A640FAST.100****[KIT] AQUILION ONE FAST UPGRADE**

The Aquilion ONE Fast Upgrade kit, with Double Slice technology and 16cm of coverage, elevates the Aquilion ONE by increasing the rotation speed to 0.275 sec. per rotation with higher power output capability (maximum 900 mA).

**Benefits of upgrading the Aquilion ONE CT Scanner:**

The speed of this technology offers significant benefits to patients – especially trauma, pediatric, cardiac and critically ill patients and aides physicians to more clearly visualize internal injuries and disease in less time.

**Ultra-Fast Workflow with Patient Comfort**

The Aquilion ONE Fast Upgrade kit upgrade kit boosts productivity with fast scan times while offering comfort features for patients of all sizes. Faster scan times translates to shorter breath-holds, improved temporal resolution and supports patient compliance.

*Prerequisites: Available on Aquilion ONE Prism Edition and Aquilion ONE GENESIS Edition Configurations (TSX-306A , TSX-305A/3, TSX-305A/6)*

**NOTE:** *Pricing available when purchased concurrently with the system order. Post Point of Purchase: Additional charges may apply for construction, labor and rigging, which must be paid for by the Customer. Please consult with your local sales and service team for more information about these charges.*

**PRODUCT WARRANTY AND SERVICE COVERAGE****SYSTEM WARRANTY TERMS**

Canon Medical Systems warrants that the Equipment will be free from defects in material and workmanship, for the duration and subject to the terms and conditions stated below. Any part furnished to Customer during the warranty period (stated in the table below) to correct a warranty failure will be warranted to the extent of the unexpired term of the warranty applicable to the Equipment.

The warranty period will commence on the date the installation of the product is complete. Notwithstanding the foregoing, in the event that the installation of the product is delayed for a total of thirty (30) days or more from the date of delivery for any reason or reasons for which Canon Medical Systems is not responsible, the warranty period for such product may, at Canon Medical Systems' option, commence on the thirtieth (30th) day from the date such product is delivered to Customer.

**WARRANTY EXCLUSIONS**

Warranty coverage does not include any defect which results, in whole or in part, from (1) negligent storage or handling of the product by Customer, its employees, agents, or contractors, (2) failure of Customer to prepare the site or provide power requirements or operating environmental conditions in compliance with any applicable instructions or recommendations of Canon Medical Systems, (3) absence of any product, component, or accessory recommended by Canon Medical Systems but omitted at Customer's direction, (4) any design, specification or instruction furnished by Customer, its employees, agents, or contractors, (5) any alteration of the product by persons other than Canon Medical Systems, (6) combining Canon Medical Systems' product with any product furnished by others that is not approved by Canon Medical Systems, (7) combining incompatible products of Canon Medical Systems, without Canon Medical Systems' prior approval, (8) improper use of the product, improper maintenance of the product by a party other than Canon Medical Systems, or failure to comply with any applicable instructions or recommendations of Canon Medical Systems, or (9) acts of God, fires, floods, strikes or other labor disturbances, or other causes beyond the reasonable control of Canon Medical Systems.

Canon Medical Systems does not warrant any products not manufactured by Canon Medical Systems such as, without limitation, monitors, cameras, computer equipment, injectors, and lasers. Such items will be furnished subject only to the manufacturer's warranty, if any, and without any warranty whatsoever by Canon Medical Systems.

Warranty coverage also excludes consumables, including but not limited to batteries, storage media, positioning pads, table pads, power units, and radioactive sources.

**X-RAY TUBE WARRANTY**

CT X-ray tubes are covered under a separate warranty. The CT X-ray tube included with the purchase of a new system is governed by the glassware warranty, described below, not the system warranty.

CT X-ray tubes carry a prorated warranty based on the number of rotations shown below or 12 months, whichever occurs first.

<b>Tube Type</b>	<b>Prorated Warranty</b>
CXB-750/D/4A: AQ/RXL, AQ/LB-SERIES, ASSUREPLUS-V, AQ64, AQ16, CELESTEION/PETCT	200,000 rotations*
CXB-750/E/2A: AQ/ONE/ASSURE	150,000 rotations*
CXB-750/F/2A: AQUILION-ONE-SERIES-V/4, ONE-VISION-640-SERIES-S, AQUILION GENESIS SERIES	100,000 rotations*
CXB-750G/2A: PRIME-SERIES-S, PRIME-S-CHOICE	200,000 rotations*
CXB-500B/1A: AQ/LIGHTNING	100,000 rotations*

\* A rotation is any 360-degree or single rotation of the gantry with X-rays on.

**CT X-RAY TUBE PRORATION CALCULATION:**

Credits for CT X-ray tubes that fails during the warranty periods stated above will be calculated as follows:

***Tubes with Prorated Rotation Warranty:***

$$\text{Credit} = 1 - \frac{\text{Number of Rotations Used}}{\text{Number of Rotations Warranted}}$$

Complete glassware coverage during warranty period may be purchased from Canon Medical Systems at an additional charge.

**REMEDIES**

If Canon Medical Systems determines that any product fails to meet the above-mentioned warranty during the applicable warranty period, Canon Medical Systems will correct any such failure by either, at its option, repairing, adjusting, or replacing without charge to Customer any defective or nonconforming parts of the product. Canon Medical Systems will have the option to furnish either new or remanufactured replacement parts or assemblies. However, remanufactured parts will meet the manufacturer's specifications for new components as of the date of completion of installation. All defective parts replaced by Canon Medical Systems will become the property of Canon Medical Systems.

**SOFTWARE UPDATES**



Canon Medical Systems will furnish to Customer, free of charge for the life of the Equipment, all Canon Medical Systems software or hardware upgrades to the Equipment purchased by Customer, which are intended to correct a safety risk. Software updates offering enhancements to previously purchased software features will be provided during the term of the warranty, if they do not require hardware modifications or additions. Software upgrades providing new features or capabilities not originally purchased, will be made available for purchase by Customer upon request when compatible with the originally purchased hardware. Canon Medical Systems retains the sole right to determine whether a software release is considered an update or an upgrade for which Customer will be charged. The above items will be performed only during the Covered Hours stated in the warranty. Service required outside these hours will be billed at Canon Medical Systems' differential rates in effect at the time such items are provided to Customer.

**WARRANTY SERVICE**

Warranty service during the applicable warranty period will be performed without charge to Customer during Canon Medical Systems' normal business hours, Monday through Friday, excluding Canon Medical Systems holidays. Subject to the availability of personnel, after-hours service is available upon request at an additional charge.

Customer must promptly notify Canon Medical Systems within the applicable warranty period of any defect that is covered by the warranty, and make the Equipment promptly available for repair and maintenance.

**DISCLAIMERS AND LIMITATIONS ON LIABILITY**

Canon Medical Systems' obligations stated above will be Customer's sole and exclusive remedy for a breach of the warranty set forth above. SUCH WARRANTY WILL BE IN LIEU OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING WITHOUT LIMITATION, THE WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

Canon Medical Systems does not warrant that the operation of the Equipment will be uninterrupted.

ITEM TYPE	COMPUTERIZED TOMOGRAPHY
EQUIPMENT	12 Months
ACCESSORY OPTIONS	6 Months
REPLACEMENT & OPTIONAL PARTS*	90 Days
UPGRADE COMPONENTS	90 Days

\* The above 90-day period applies only to parts that are not furnished pursuant to a warranty repair for the Equipment. Any part furnished to Customer during the warranty period to correct a warranty failure will be warranted to the extent of the unexpired term of the warranty applicable to the System.

**TERMS AND CONDITIONS OF SALE**

1. **TITLE AND RISK OF LOSS.** Title and risk of loss to the Equipment purchased under this Agreement will pass to Customer: (a) if Canon Medical Systems is to provide installation, upon Canon Medical Systems' completion of installation, or (b) if Canon Medical Systems will not provide installation, upon delivery by Canon Medical Systems to Customer.
2. **TERMS OF PAYMENT.** Prices stated are F.O.B. Customer's facility. All taxes which are payable by Canon Medical Systems in connection with the sale, use, or possession of the Equipment (excluding income taxes), will be paid by Customer in addition to the quoted price. Terms of payment will be as stated in the first page of this Quotation. All invoices paid after due date will be assessed a late payment charge of the lesser of 1 1/2% per month or the maximum rate permitted by law.
3. **DELAYS.** If Customer changes the scheduled delivery date during the period of 120 days preceding the delivery date, Customer will nevertheless pay the installment of the purchase price which would have been payable upon delivery, on the Scheduled Delivery Date as if delivery had been made on such date. In addition, Customer will pay all extra costs incurred by Canon Medical Systems as a result of such delay, including, without limitation, storage and transportation. Storage fees will be charged at commercially comparable rates for storage on Canon Medical Systems' site. If delivery is delayed by 12 months or more from the Scheduled Delivery Date, except through the fault of Canon Medical Systems, the price set forth in this Agreement may be increased by Canon Medical Systems to a level equal to the prevailing price in effect at the time of the revised delivery date.
4. **EQUIPMENT INSTALLATION.** Canon Medical Systems will provide, at no additional cost, standard labor and rigging services to unload the Product from the transport vehicle and move to the final position. The shoring of floors, the widening of doorways, and other nonstandard rigging requirements will be negotiated between the Canon Medical Systems and Customer separately if it is determined they are required. Canon Medical Systems will install all Equipment purchased under this Agreement and connect them to existing power and/or plumbing lines at no additional charge to Customer. Customer will be responsible for electrical wiring, plumbing, carpentry, plastering, painting, or all other site preparation required prior to installation and connection of the Equipment by Canon Medical Systems. Customer will provide space at the installation site for the safe storage of Canon Medical Systems' tools, test equipment and other materials used for installation at no charge to Canon Medical Systems. Customer shall, at its cost, obtain all permits and licenses required by governmental authorities in connection with the installation and operation of the Equipment. Customer acknowledges that the System and Software are designed to operate within certain power, temperature, airborne contamination, and humidity ranges. Customer will be responsible for, without limitation: (i) preparing and maintaining the Customer facility in conformance with the Site Preparation Guide; (ii) maintaining its network infrastructure; (iii) providing Canon Medical Systems, access to a network connection in or near the area of the System being serviced by the equipment service staff; and (iv) supplying computer grade AC power. The Equipment relies upon a stable grounded connection to the main power grid in order to function effectively. Customer acknowledges that AC power supply quality may be a problem in old facilities or in those facilities receiving poor quality utility service and that power conditioning may be necessary in such cases.
5. **EQUIPMENT OPERATION.** Customer agrees that all Equipment purchased under this Agreement will be operated exclusively by duly qualified technicians and/or medical doctors in a safe and reasonable manner in accordance with Canon Medical Systems' written instructions, applicable laws and regulations, and for the purposes for which such Equipment was intended.
6. **LIMITED WARRANTY AND REMEDY.** A. For the warranty period described below by product, Canon Medical Systems, as its only obligation, will replace or repair, without charge to Customer during Canon Medical Systems' normal working hours (if Customer requests warranty service outside such hours, Customer will pay overtime premium for labor), any component of the Equipment that is defective in materials or workmanship, provided such defect is reported to Canon Medical Systems within the warranty period. Canon Medical Systems' warranty period is as follows: (a) Systems and Major Components - one year from date of completion of installation; (b) Accessories/Options (except glassware) - six months from date of completion of installation. Components not manufactured by Canon Medical Systems will be furnished subject only to the manufacturer's warranty, if any, and without any warranty whatsoever by Canon Medical Systems. During the warranty period, Canon Medical Systems will furnish free of charge any parts, including software required to correct any defect in the Equipment or as required under applicable laws.  
  
B. Canon Medical Systems does not warrant that the operation of the Equipment of the System will be uninterrupted. All defective parts replaced by Canon Medical Systems will become the property of Canon Medical Systems. Replacement parts may be re-manufactured. However, such parts will meet the manufacturer's specifications for new components as of the date of completion of installation. CANON MEDICAL SYSTEMS' OBLIGATION TO REPAIR OR REPLACE DEFECTIVE PARTS OR SOFTWARE WILL BE CUSTOMER'S SOLE AND EXCLUSIVE REMEDY FOR A BREACH OF THE WARRANTY SET FORTH IN THIS AGREEMENT. SUCH WARRANTY WILL BE IN LIEU OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING WITHOUT LIMITATION, THE WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. The warranty set forth in this Agreement will not apply to, and Canon Medical Systems will not be liable for any defects resulting from misuse, repairs performed by unauthorized third parties, accidents, acts of God, or neglect of anyone other than Canon Medical Systems.



7. **LATEST HARDWARE AND SOFTWARE AT TIME OF DELIVERY.** Canon Medical Systems agrees that the Equipment ordered by Customer will, at the time of delivery to Customer, contain, at no additional charge to Customer, the latest hardware and software manufactured by Canon Medical Systems for such Equipment that are commercially available in the United States and which are provided as part of Canon Medical Systems' standard configuration for such Equipment at the time of delivery. This commitment applies only to components and not an upgrade to the entire system. Furthermore, it is limited to hardware and software that (a) have been ordered by Customer, and not any optional or other items that were not ordered by Customer, and (b) are cleared by the FDA as of the date of delivery of the Equipment. This clause does not apply to Assure, Demonstration or Used Equipment.

8. **LIMITATION OF LIABILITY.** A. NEITHER CANON MEDICAL SYSTEMS NOR CUSTOMER WILL UNDER ANY CIRCUMSTANCES BE LIABLE FOR CONSEQUENTIAL, SPECIAL, INCIDENTAL, OR EXEMPLARY DAMAGES OR ECONOMIC LOSS ARISING OUT OF OR RELATED TO THE TRANSACTIONS CONTEMPLATED IN THIS AGREEMENT, EVEN IF EITHER PARTY IS APPRISED OF THE LIKELIHOOD OF SUCH DAMAGES OCCURRING.

B. IN NO EVENT WILL CANON MEDICAL SYSTEMS' LIABILITY TO THE CUSTOMER (WHETHER BASED ON AN ACTION OR CLAIM IN CONTRACT, TORT, INCLUDING NEGLIGENCE, STRICT LIABILITY, OR OTHERWISE) ARISING OUT OF OR RELATING TO THE TRANSACTIONS CONTEMPLATED IN THIS AGREEMENT EXCEED THE AGGREGATE AMOUNT ACTUALLY PAID BY CUSTOMER TO CANON MEDICAL SYSTEMS UNDER THIS AGREEMENT. THE LIMITATION OF LIABILITY SET FORTH ABOVE WILL NOT APPLY TO CLAIMS FOR PERSONAL INJURY OR PROPERTY DAMAGE CAUSED BY EQUIPMENT DEFECTS.

9. **SECURITY INTEREST.** Canon Medical Systems hereby reserves and Customer grants to Canon Medical Systems a security interest pursuant to the Uniform Commercial Code, in and to the Equipment (and all products and proceeds of it) until full payment of the purchase price is received. In the event that Customer finances its acquisition of the Equipment through a lease, conditional sale contract, secured loan agreement or other financing agreement (collectively, "Lease") with Canon Medical Systems, then the security interest in the Equipment (and all products and proceeds thereof) shall secure all obligations of Customer due and to become due under the Lease.

10. **REMOVAL OF EQUIPMENT.** Until Canon Medical Systems has received full payment of the purchase price, Customer will not remove all or any part of the Equipment from Customer's premises, nor will Customer sell, lease, transfer or otherwise part with the possession of, or permit any lien or encumbrance to be placed on all or any part of the Equipment.

11. **TRADE-IN.** If this quotation includes the trade-in of Customer's existing equipment and the removal date of the trade-in equipment is delayed due to no fault of Canon Medical Systems or if the trade-in equipment is damaged or its condition deteriorates from the date of this quotation through the date of removal, Canon Medical Systems reserves the right to increase the pricing of the new equipment in an amount equal to the reduction in the resale price of the trade-in equipment. Customer must convey free and clear title to the trade-in equipment. If there are any liens or encumbrances on the trade-in equipment, Canon Medical Systems cannot accept the trade-in.

12. **REMEDIES OF CANON MEDICAL SYSTEMS.** If Customer fails to make any payment when due under this Agreement, or becomes insolvent or makes an assignment for the benefit of creditors, or if a petition in Bankruptcy is filed by or against Customer, or if the financial responsibility of Customer becomes impaired, or if Customer otherwise breaches any of the terms and conditions of this Agreement, then Canon Medical Systems may, without prior notice or demand, defer shipments, cancel the balance of the order, suspend performance of any obligation (including without limitation, all obligations set forth under Limited Warranty And Remedy above), and/or take immediate possession of the Equipment delivered, until the full purchase price of the Equipment is paid by Customer or, at Canon Medical Systems' discretion, until security satisfactory to Canon Medical Systems is given by Customer. Any costs incurred by Canon Medical Systems as a result of suspending performance or repossession or collection will be payable by Customer. Canon Medical Systems may sell repossessed Equipment with proceeds to be applied to unpaid balance and expenses incurred in sale, repossession and collection. Customer will pay any remaining deficiency. Canon Medical Systems may exercise any other rights available to it by law.

13. **EXCUSED PERFORMANCES.** Except for Customer's payment obligations hereunder, neither party will be liable to the other for non-performance or delay in performance resulting directly or indirectly from any occurrences beyond such party's control, including without limitation, strikes or other labor troubles, acts of God, war, accidents, fires, floods, other catastrophes, inclement weather, transportation, delays caused by suppliers, or laws, regulations, or acts of any governmental agency.

14. **SOFTWARE.** All rights and interest in any software that may be furnished under this Agreement, and any updates and enhancements to it, will remain the property of Canon Medical Systems. Such software is being furnished to Customer under a non-exclusive license. Customer will not, or allow others to decompile, modify, copy, reproduce, or transcribe the software nor allow third parties to use the same without Canon Medical Systems' prior written consent. In the event a third party's software is furnished to Customer, Customer may be required to execute a software license agreement as requested by such third party as a condition to delivery and/or purchase of the third party's product. Canon Medical Systems will furnish Customer with a copy of such license agreement for its review and execution. In the event Customer sells the Equipment to a third party, the purchaser thereof will have the same rights and obligations with respect to any Canon Medical Systems software as Customer. Customer will need to make its own determination whether it needs to obtain any consent from a third party for non-Canon Medical Systems software. Any Canon Medical Informatics, Inc products quoted herein are conditioned on and subject to the Software License Agreement located at: <https://us.medical.canon/download/CMI-Capital-License-Agreement> which is incorporated herein by reference.

15. **CANCELLATION.** Customer may not cancel the order subject to this Agreement except with Canon Medical Systems' prior written consent. In the event of cancellation without Canon Medical Systems' written consent, Canon Medical Systems will be entitled to recover liquidated damages in an amount equal to twenty percent (20%) of the purchase price of the Equipment

16. **ASSIGNMENT.** Neither party may assign any of its obligations under this Agreement without the prior written consent of the other party. However, some of the obligations stated in this Agreement, such as the ones relating to installation of items not manufactured by Canon Medical Systems and the warranty thereof may be performed by Canon Medical Systems' contractors or suppliers.

17. **EXPORT REGULATIONS.** This Agreement involves products, and/or technical data that may be controlled under the U.S. Export Administration Regulations and may be subject to the approval of the U.S. Department of Commerce prior to export. Any export or re-export by Customer, directly or indirectly, in contravention of such Regulations is prohibited.

18. **ATTORNEY'S FEES AND COSTS.** In the event of any legal proceeding involving any party to this Agreement against the other relating to the subject matter of this Agreement, the prevailing party in such proceeding will be entitled to recover reasonable attorney's fees, expert fees, and court costs against the non-prevailing party.

19. **ACCEPTANCE BY CANON MEDICAL SYSTEMS.** This Quotation/Order will not be binding on Canon Medical Systems even if signed by a Canon Medical Systems' employee, until Customer's order for the Equipment is booked by Canon Medical Systems' Headquarter office.

20. **END USER CERTIFICATION.** Purchaser represents, warrants and covenants that it is acquiring the Products for its own end use and not for reselling, leasing or transferring to a third party (except for leaseback financing).

21. **ENTIRE AGREEMENT.** This quotation contains the entire agreement between the parties and supersedes all prior and contemporaneous agreements between the parties, whether oral or written, relating to its subject matter, including, without limitation, all different or additional terms and conditions which may be contained in Customer's bid documents, purchase order or any other documents furnished by Customer. The provisions of this Agreement may not be modified unless in writing and executed by both parties.





CANON MEDICAL SYSTEMS USA, INC.

Made For life

SERVICE AGREEMENT

DATE: 7/20/2022 SVC QT#:/SLS QT#: 590389-1/159642-3
AQ-ONE-GENESIS-SP/3.000-CT
SID #: 30050345 SYSTEM:
BILLING ADDRESS:

CUSTOMER LOCATION: (COMPLETE LEGAL NAME)

SALINAS VALLEY MEMORIAL HOSPITAL
450 E ROMIE LN
SALINAS, CA 93901

Type: INTOUCH FULL SERVICE - XR0671 CT 2021 - VIZIENT

Length Of Contract: 72 Months Start Date: TBD End Date: TBD

Payments are made 30 days in advance as follows (Please choose one):

Monthly \$11,416.50 Annually \$136,998.00

Total Service Agreement Price: \$821,988.00

Canon Medical Systems will provide the following services for the equipment listed in Attachment "A", for the duration of this Agreement. All services will be provided in accordance with the attached Terms and Conditions of Service. Any changes to system configuration or services coverage noted in this agreement will require a revised quotation.

Coverage Hours: MONDAY THROUGH FRIDAY, 8:00 AM - 5:00 PM, EXCLUDING FEDERAL HOLIDAYS

Preventive Maintenance: MONDAY THROUGH FRIDAY, 8:00 AM - 5:00 PM, EXCLUDING FEDERAL HOLIDAYS

Response Time: STANDARD 30 MINUTE PHONE RESPONSE
STANDARD 4 HOUR ON-SITE RESPONSE

Uptime Guarantee: 98%

Labor and Travel Charges: PREFERRED RATES FOR LABOR AND TRAVEL OUTSIDE OF COVERAGE HOURS.

Parts Replacement: PARTS WILL BE REPLACED WHEN DEEMED NECESSARY BY CANON MEDICAL SYSTEMS, EXCLUDING DISPOSABLES, ACCESSORIES, OPTIONS OR UPGRADES NOT LISTED IN THE TERMS AND CONDITIONS OF THIS AGREEMENT.

Cybersecurity/Gateway Program: GATEWAY GOLD CYBERSECURITY PROTECTION IS INCLUDED WITH A SERVICE AGREEMENT. GATEWAY PLATINUM, IS A SEPARATE PURCHASABLE OPTION (SEE ADDITIONAL COMMENTS FOR DETAILS).

Glassware: GLASSWARE COVERAGE IS BASED ON ESTIMATED ANNUAL ROTATION COUNT LISTED BELOW. USAGE FEE APPLIES TO ALL ROTATIONS OVER ESTIMATE.

ROTATION COUNT: UP TO 250,000 USAGE FEE: \$1.25

This service agreement quotation is valid if it is signed by Canon Medical Systems and Customer on or before 60 days from the date of Quotation.

Please return signed quotation to: Canon Medical Systems USA, Inc., 2441 Michelle Drive, Tustin, CA 92780.

Additional terms and conditions appear at the end of this quotation.

CUSTOMER ACCEPTANCE:

CANON MEDICAL SYSTEMS ACCEPTANCE:

PRINT NAME / TITLE

PRINT NAME / TITLE

PURCHASER'S SIGNATURE

DATE

SERVICE MANAGER

DATE



CANON MEDICAL SYSTEMS USA, INC.

*Made For life*

# SERVICE AGREEMENT

DATE: 7/20/2022 SVC QT#:/SLS QT#: 590389-1/159642-3  
 AQ-ONE-GENESIS-  
 SID #: 30050345 SYSTEM: SP/3.000-CT  
 CUSTOMER LOCATION: (COMPLETE LEGAL NAME) BILLING ADDRESS:

SALINAS VALLEY MEMORIAL HOSPITAL  
 450 E ROMIE LN  
 SALINAS, CA 93901

### Attachment A, Equipment List

This agreement includes coverage for the following items. All other options, including but not limited to lasers, injectors, sources, power conditioners (PCDUs, VRDUs, UPSs, etc.) and other non-Canon Medical Systems options, are not covered by this agreement. For additional options not listed, please contact your local Service Manager.

#### SYSTEM

AQ-ONE-GENESIS-SP/3.000 (AQUILION ONE GENESIS EDITION CT)

#### GLASSWARE

CTTUBE.E.250K.010 (ROTATION COUNT: UP TO 250,000 USAGE FEE: \$1.25) QTY 1

#### INCLUDED OPTIONS

CCRS-FIRST.010 (FIRST FORWARD RECONSTRUCTION SOLUTION (REQ W/BASE SYSTEM COVERAGE))  
 CGS-59A/1B.010 (320-SERIES-V TO 640-SERIES-V DETECTOR UPGRADE (REQ W/BASE SYSTEM COVERAGE))  
 CHEG-GATING.010 (ECG GATED SCANNING ACQUISITION)  
 TSXF-FLUORO.010 (CT FLUOROSCOPY)

#### EXCLUDED OPTIONS

AQ/PDU/G (POWER DISTRIBUTION UNIT FOR GENESIS)

#### POINT OF PURCHASE INCENTIVE

FY22: CUSTOMER WILL RECEIVE THE ANNUAL PRICE LISTED ON PAGE 1 OF THIS AGREEMENT, PROVIDED THE EQUIPMENT ORDER IS BOOKED BY 9/30/22 AND THIS SERVICE AGREEMENT IS SIGNED AND RETURNED TO CANON WITHIN 90 DAYS OF THE EQUIPMENT BOOKING DATE. IF THE TERMS OF THIS INCENTIVE ARE NOT MET THEN STANDARD OR GPO PRICING APPLIES

#### MANDATORY PURCHASABLE SALES OPTIONS

Should Customer elect to purchase the below listed item(s), as part of the Equipment configuration, the coverage and fees will automatically be included, within the Service Agreement, at the pricing identified below.

___ CGS-56A/1B.010	FAST SCAN AND X-RAY POWER UPGRADE KIT (REQ W/BASE SYSTEM COVERAGE)	Add \$6,246.77 to Annual Price
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#### ADDITIONAL COMMENTS

##### Gateway Program Cybersecurity Protection:

Gateway Gold cybersecurity connectivity will be included, at no charge to the Customer, during the post-warranty contract term listed on page 1 of this Agreement. For Point of Purchase agreements, coverage during the Warranty term is also included at no additional charge to the customer.



CANON MEDICAL SYSTEMS USA, INC.

*Made For life*

## SERVICE AGREEMENT

DATE:	7/20/2022	SVC QT#:/SLS QT#:	590389-1/159642-3
SID #:	30050345	SYSTEM:	AQ-ONE-GENESIS-SP/3.000-CT
CUSTOMER LOCATION: (COMPLETE LEGAL NAME)	BILLING ADDRESS:		

SALINAS VALLEY MEMORIAL HOSPITAL  
 450 E ROMIE LN  
 SALINAS, CA 93901

Gateway Gold cybersecurity protection, with remote system diagnostics, shields Canon imaging devices from malicious factors; the remote system diagnostics provided, via InnerVision® Plus, facilitates remote applications support, including a message alert system which allows for early detection and prevention of system problems. In addition, the Gateway Program includes cybersecurity incident response 24X7, 360° Connect Online access, HIPAA compliant authentication, VPN tunnel and FMI updates.

Gateway Platinum cybersecurity connectivity, listed above under Purchasable Options (if applicable), includes Gateway Gold entitlements plus integrated NextGen firewall technology for comprehensive cybersecurity protection. Gateway Platinum also includes Intrusion Prevention System, FIPS 140-2 validated standard of encryption, on-demand reporting, e-Watch™ for environmental monitoring and more. Should Customer elect to purchase Gateway Platinum, then coverage during the 12-month warranty term will be included, at no additional charge to the customer. See the Gateway Program Features sheet for details. Installation of Gateway Gold or Gateway Platinum connectivity will depend upon availability.

**Upon acceptance, please forward the signed Agreement to:**

CANON MEDICAL SYSTEMS USA, INC.  
 SERVICE CONTRACTS ADMINISTRATION  
 Attn: Audrey Weidemann  
 2441 Michelle Drive  
 Tustin, CA 92780

E-mail: ServiceWestPacificZone@us.medical.canon  
 Voice: 714-669-2423 Fax: 714-832-5893

A countersigned copy will be returned to you for your reference.

**IN-TOUCH SERVICES AGREEMENT  
TERMS AND CONDITIONS**

**1. GENERAL TERMS.** Unless otherwise specified on the face of this document, this Agreement will remain valid only if accepted by Customer no later than 60 days from date of submission to Customer.

**2. COVERAGE.** The following items are included in this Agreement.

**a. Planned Maintenance Service,** as specified by Canon. Customer will provide Canon service personnel with full access at the agreed upon time. Otherwise, any makeup service will be separately billed by Canon to Customer at Canon's applicable hourly rate then in effect, including round trip travel.

**b. Routine System Calibration Tests,** as specified by Canon. Customer will perform normal operator adjustments specified in the Equipment Operation Manual.

**c. Remedial Maintenance Labor** required to maintain the system at manufacturer's specifications during Covered Hours specified on the face of this document. Labor requested outside of the Covered Hours will be billed at Canon's applicable hourly rate then in effect.

**d. Quality Assurance Evaluations,** as specified by Canon. Canon will routinely perform quality assurance evaluations in order to assure optimum performance. Customer will provide Canon service personnel full access for such purposes at times mutually agreed to in advance. If applicable, Customer will run simplified Quality Assurance tests utilizing the Canon Gateway Program remote diagnostics.

**e. Replacement of Parts,** at Canon's cost, which fail during the term of this Agreement with the exception of the parts specified on the face of this document. Parts that are cosmetic in nature or expendable will be replaced at Customer's cost, including items such as patient pads, head cushions, and acrylic parts. Replaced parts will become the property of Canon. Parts replaced may be refurbished.

**f. Customer may elect to upgrade / downgrade Variable Glass Tier level once a year,** effective on the next contract anniversary date. This contract modification 1) will be effective on a go forward basis only, 2) may not be applied to the contract retroactively, 3) will reflect Canon's current pricing, and 4) must be via a written request from the Customer, presented at least 30 days prior to the contract anniversary date.

**g. Travel and Living Expenses Incurred by Canon's Customer Engineers** during Covered Hours.

**h. Uptime Guarantee** as specified on the face of this document. Uptime guarantees are measured based on covered hours, excluding Federal recognized holidays. Uptime will be calculated using the following formula: Uptime = (Base Time – Downtime) / Base Time

**Definitions. Base Time:** Total covered hours. **Downtime:** Time when the specified imaging equipment is unavailable for scanning or diagnosing images due to Equipment malfunction, and is immediately available for service repairs. Downtime will be calculated during the Covered Hours and commence when the Customer's call is logged into the InTouch™ Center. Downtime concludes once repairs are completed and the imaging system is available for clinical use. Downtime does not include time spent for preventive maintenance, routine part replacements or repair of any malfunction caused by operator error, accidents or other elements outside the control of Canon, such as accidents, fires, floods, and Acts of God. The Uptime Guarantee will be voided if Canon is not given access to the Equipment for preventive maintenance or other types of service required during the term of this Agreement.

Uptime statistics will be measured over a 12-month period. If the Equipment fails to achieve the specified uptime percentage, the following year's services contract will be reduced by the uptime discount specified under the specific Services Agreement plan, up to a maximum of 15%.

**Software Updates / Upgrades.** Canon will furnish to Customer, free of charge for the life of the Equipment, all Canon software or hardware upgrades to the Equipment purchased by Customer, which are intended to correct a safety risk. Software updates offering enhancements to previously purchased software features are covered under this service agreement, if they do not require hardware modifications or additions. Software upgrades providing new features or capabilities not originally purchased, will be made available for purchase by Customer upon request when compatible with the originally purchased hardware. Canon retains the sole right to determine whether a software release is considered an update or an upgrade for which the Customer will be charged.

The above items will be performed only during the Covered Hours stated on the face of this document. Service required outside these hours will be billed at Canon's differential rates in effect at the time such items are provided to Customer.

**3. ITEMS EXCLUDED.** The following items are excluded from this Agreement unless otherwise indicated on the face of this document.

- a. Customer operation instructions.
- b. Adding or removing accessories, attachments, or other devices, and remedial services necessary to repair accessories.
- c. Services connected with Equipment movement or relocation.
- d. Problems caused by external sources, including the incoming power supply.
- e. Increase in service time resulting from operator neglect or failure to follow operation instructions.
- f. Repair or damage from accident or any cause other than ordinary use.
- g. Rigging and handling, removal, modification or reconstruction of a wall, partition, ceiling or any other portion of the facility arising from repair, replacement or substitution of Equipment or parts of it.
- h. Chiller maintenance or repair, except when specifically included in Agreement.
- i. Expendable materials or accessories (for example, straps, foam cushions, and other similar items).
- j. Problems caused by modifications, maintenance or repairs of the equipment or software not performed by Canon.
- k. Storage facilities for spare parts, tools and supplies.

Performance of services, not included in this Agreement, will be charged in accordance with Canon's prices in effect at the time such services are provided to Customer.

**4. CUSTOMER RESPONSIBILITIES.** During the term of this Agreement, Customer agrees to maintain the site and environment (including temperature and humidity control, incoming power quality, and fire protection system) in a condition suitable for operation of the Equipment; ensure the Equipment is used at all times in accordance with the requirements of the Equipment Operation Manual by properly qualified and appropriately licensed personnel; and make normal operator adjustments to the Equipment as specified in the Equipment Operation Manual. In addition, Customer agrees to allow and maintain VPN connectivity to Canon's Control Center per one of VPN connectivity options supported by Canon Medical Systems USA, Inc. and allow access to Canon's VPN for Canon's use for the Canon Gateway Program, if applicable. Failure to provide an appropriate VPN connection may result in a reduction in the uptime guarantee commitment and an increase in service charges for the Equipment.

**5. GLASSBEAM.** Customer agrees to allow customer data to be sent to Glassbeam, a third-party provider, for service and utilization analytics. Canon agrees that customer data that is provided to Glassbeam will never contain Protected Health Information (PHI). Canon also agrees that customer data will never be shared with other customers.

**6. REMOTE DIAGNOSTICS/ CYBERSECURITY (GATEWAY PROGRAM).** During the term of this Agreement, Customer will support the Canon Gateway Program connectivity, if eligible, including InnerVision® Plus, and will allow Canon to install and maintain Canon 360° Connect™ (collectively "Gateway Program", i.e.: Gateway Gold or Gateway Platinum), to facilitate the performance of remote diagnostics on the Equipment. The Gateway Program also allows Canon to pull utilization data for the Equipment (number of scans, time of scan, etc.) in order to provide reporting to the customer. Canon retains rights and title to Gateway Program and InnerVision®. Customer will not remove, modify, or use or allow third parties to use the Gateway Program without Canon's prior written consent. Customer will be responsible and will promptly pay for any loss or damage to the Gateway Program unless caused by Canon's sole negligence. Canon will remove the Gateway Program connectivity at the point it is no longer providing service on the Equipment. InnerVision® Plus is applicable for all modalities, whereas, the Gateway Program is only applicable to CT, MR, VL and RF.

**7. GEOGRAPHICAL EQUIPMENT OR COVERAGE.** Canon must be notified in writing at least ninety (90) days prior to relocation of Equipment to a site that is fifty (50) miles or greater from the unit's base site specified on the face of this document so that Canon may adequately address manpower needs to maintain the site.

**8. ACCEPTANCE BY CANON.** This Agreement will not be binding on Canon unless and until it is accepted by Canon as evidenced by the signature of an authorized representative of Canon on the face of this document. Canon's

acceptance is expressly made conditional upon Customer's assent to the terms and conditions in this document. All different or additional terms and conditions which may be contained in Customer's bid document, purchase order or any other documents furnished by Customer are hereby objected to and deemed material unless accepted in writing by an authorized representative of Canon. Canon will give Customer a fully executed copy of this Agreement upon acceptance by Canon. Canon's service of Equipment under this Agreement is available only if the effective date of this Agreement follows within 15 calendar days of (a) the expiration of an applicable warranty period covering such Equipment, or (b) the expiration of an applicable Canon Services Maintenance Agreement. If the effective date is outside such 15-day period, Canon must be given the right to inspect the Equipment and repair and restore the Equipment to proper working order in accordance with Canon's specifications before this Agreement may become effective. All service labor and parts furnished for such repair and restoration will be charged to Customer at Canon's prevailing rates.

**9. TERMINATION.** This Agreement will terminate upon the expiration date specified on the face of this document. Customer may not terminate this Agreement before its expiration unless (a) Customer sells, discards or otherwise completely discontinues using the Equipment, or (b) Customer exchanges the Equipment for another new Canon Equipment, or (c) Canon substantially fails to perform any of its material obligations specified in this Agreement. In the case of termination for the reasons stated in (a) or (b) above, the termination will be effective 90 days from the date of Customer's written notice to Canon of termination. If Customer elects to terminate for the reasons stated in (c) above, before such termination, customer must notify Canon in writing of the breach and of its intent to terminate this Agreement if such breach is not corrected within thirty (30) days from Canon's receipt of the notice of breach. If Customer elects to terminate this Agreement before its expiration for any reason other than the reasons set forth in (a) through (c) above, or if Canon terminates this Agreement due to Customer's default pursuant to Section 16, Customer must pay Canon, as liquidated damages, an amount equal to 25% of the total service amounts payable under this Agreement for the term remaining as of the date of termination.

**10. ACCESS TO EQUIPMENT.** Customer will afford unrestricted and safe access to the Equipment for Canon's representatives and will cooperate with Canon's representatives in their performance of the services under this Agreement. If Customer fails to provide such access and cooperation, Canon will be relieved of its obligations under this Agreement, including, without limitation, the Uptime Guarantee.

**11. CONSUMABLE ITEMS.** Customer will provide necessary consumable items and processing facilities required by Canon in performance of the services under this Agreement at no charge to Canon.

**12. END OF MAINTENANCE SUPPORT ANNOUNCEMENT.** In the event that Canon makes a future general commercial announcement that services contracts will no longer be offered for an item of Equipment or Equipment component covered by this Agreement, then upon no less than 12 months prior written notice to the Customer, Canon may, at their option, remove any such item(s) of Equipment or Equipment component(s) from service coverage under this Agreement, with an appropriate adjustment of charges hereunder, without otherwise affecting this Agreement.

**13. COMPENSATION AND TAXES.** For the services and materials provided under the Agreement, Customer will pay Canon the total amounts specified on the face of this document for each system covered. For fixed contracts, this sum will be paid in advance, based on the chosen installments specified on the face of this document. For variable contracts, Canon representatives will be given access to usage information and the Equipment for the purpose of measuring variable use. Each month Canon will invoice Customer and Customer will pay the higher of the minimal or actual usage for the preceding period based upon the data from the site. The amounts specified on the face of this document do not include sales, use or other similar taxes. Customer will pay any such taxes, unless a tax exemption certificate acceptable to the applicable taxing authorities is provided to Canon. All invoices paid after due date will be assessed a late payment charge of the lesser of 1 ½% per month or the maximum rate permitted by law.

**14. CPI ADJUSTMENT.** ~~The service fees payable under this Agreement may be increased up to three percent annually, at Canon's sole discretion. The increase is effective on the anniversary date of the Agreement starting with the first anniversary. The customer will be notified by Canon at least 60 days prior to any adjustment. The increase will then be automatically added to the first payment following the anniversary date.~~

**15. ASSIGNMENT.** Neither Customer nor Canon may assign this Agreement without the prior written consent of the other.

**16. SOFTWARE.** All rights and interest in any software that may be furnished under this Agreement, and any updates and enhancements to it, will remain the property of Canon. Such software is being furnished to Customer under a non-exclusive license. Customer will not decompile, modify, copy, reproduce, or transcribe the software, nor allow third parties to use the same without Canon's prior written consent. Upon Canon's request, Customer will execute a software license contract, in a form designated by Canon.

**17. DEFAULT.** Upon default by Customer, any affiliate or parent of Customer, any partner of Customer, or any principal of Customer in payment or performance of any obligation under this Agreement or any other agreement with Canon, whether entered into before or after the date of this Agreement (including, without limitation, any agreement for sale of equipment to Customer) will, at the sole option of Canon, if default is not cured within ten (10) days after written notice of the default, constitute a default of this Agreement. In such event, Canon may at its option (a) suspend performance under this Agreement until all such defaults have been cured, (b) terminate this Agreement in which case Customer shall pay Canon all amounts that are due for the period prior to the termination date (or the suspension date if the Agreement was suspended prior to termination), as well as liquidated damages equal to 25% of the total service amounts payable under this Agreement for the term remaining as of the termination date (or suspension date if the Agreement was suspended prior to termination), and/or (c) exercise any other remedies allowed by law. If this Agreement is suspended, Customer will be required to pay the following as a condition to Canon resuming service: (i) all past due amounts for the period prior to the suspension, and (ii) the liquidated damages amount set forth in Section 8 above for the period of the suspension.

**18. ATTORNEY'S FEES AND COSTS.** In the event of any legal proceeding involving any party to this Agreement against the other relating to the subject matter of this Agreement, the prevailing party in such proceeding will be entitled to recover attorney's fees, expert fees, collection agency fees and court costs against the non-prevailing party.

**19. CIRCUMSTANCES BEYOND CONTROL.** Canon will not be liable for non-performance or delay in performance resulting directly or indirectly from any occurrences beyond Canon's control, including without limitation, strikes or other labor actions, Acts of God, war, accidents, fires, floods, other catastrophes, inclement weather, transportation, delays caused by Canon's suppliers, inability to obtain replacement parts, or laws, regulations, or acts of any governmental agency. The foregoing provision will apply even though such cause may occur after performance of the obligations of Canon under this Agreement has been delayed for other causes.

**20. DISCLAIMER OF WARRANTIES. CANON MAKES NO WARRANTIES, EXPRESS OR IMPLIED, INCLUDING WITHOUT LIMITATION, ANY WARRANTY OF MERCHANTABILITY, OR WARRANTY OF FITNESS FOR PARTICULAR PURPOSE WITH RESPECT TO ANY OF THE SERVICES AND PARTS FURNISHED UNDER THIS AGREEMENT.**

**21. LIMITATION OF LIABILITY AND OF REMEDY.** CANON WILL NOT UNDER ANY CIRCUMSTANCES BE LIABLE FOR CONSEQUENTIAL, SPECIAL, INCIDENTAL, OR EXEMPLARY DAMAGES OR ECONOMIC LOSS ARISING OUT OF OR RELATED TO THIS AGREEMENT, EVEN IF CANON IS APPRISED OF THE LIKELIHOOD OF SUCH DAMAGES OCCURRING. THIS LIMITATION WILL NOT APPLY TO CLAIMS FOR PERSONAL INJURY OR DEATH CAUSED BY CANON.

**22. EXPORT RESTRICTIONS.** This Agreement involves products, and/or technical data that may be controlled under the U.S. Export Administration Regulations and may be subject to the approval of the U.S. Department of Commerce prior to export. Any export or re-export by Customer, directly or indirectly, in contravention of such Regulations is prohibited.

**23. FACSIMILE SIGNATURES.** This agreement may be executed in one or more counterparts, each of which shall constitute an original and all of which taken together shall constitute one and the same Agreement. Facsimile signatures (signed copies transmitted via fax or electronic file) shall be of equal effect and validity as signatures on original copies, so long as the electronically transmitted copy includes the printed name and title of the signatory of the Agreement.

**24. ENTIRE AGREEMENT.** This Agreement contains the entire agreement between the parties and supersedes all prior or concurrent agreements between the parties, whether oral or written, relating to its subject matter. The provisions of this Agreement may not be modified unless in writing and executed by both parties.



CANON MEDICAL SYSTEMS USA, INC.

Gateway Program Features	Gateway Gold	Gateway Platinum
Cybersecurity Protection with Remote System Diagnosis	●	✓
InnerVision® Plus is Canon Medical’s “Remote Support and Diagnostics” suite, provided through a secured VPN tunnel	●	✓
Standard Firewall protection from malicious actors using port & IP filtering of network segmentation	●	✓
High-security site-to-site VPN tunnel with direct connection to Canon Medical Control Center	●	✓
Remote quantitative/qualitative analysis and inspection of image quality	●	✓
Remote application support, includes remote viewing scan technique and protocol/sequence parameters	●	✓
Message alert system notifies CE for prevention and early detection of system problems and fast issue resolution	●	✓
Protected Health Information (PHI)	●	✓
360° Connect a self-service portal that provides account visibility and management of assets, service contracts and service cases	●	✓
Integrated, NextGen Firewall technology provides comprehensive cybersecurity protection		✓
Firewalling, Intrusion Prevention System (IPS) and Enhanced threat protection		✓
FIPS 140-2 validated standard of encryption		✓
Continuous network traffic data to Customer’s Security Information and Event Management		✓
Direct on-demand reporting of network traffic and health to customer		✓
Dynamic alert notification system of network activity to customer		✓
e-Watch™ remote environmental monitoring of specific system components (temperature/humidity level and power)		✓

## Capital Guide

# Proposal Analysis

## Potential Savings

**\$37,085.00**

## Configuration

Vendor

**Canon Medical Systems USA Inc**

Device

**Scanning Systems, Computed Tomography**

Model

**Aquilion ONE GENESIS SP**

## Prepared For

**Salinas Valley Memorial Healthcare System**

Tim Eckert

Salinas - CA

Phone: 831 771-3865

Email: teckert@svmh.com

## Prepared By

**Alyssa Jenet**

Phone: (800) 998-3274 ext 5196

Email: ajenet@ecri.org

Tuesday, July 19, 2022

If you have any questions or require additional information, please do not hesitate to call the analyst.

**Work Order: 1182159**



**ECRI**

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## The Bottom Line

Recommendations	
<b>Pricing</b>	Negotiating for the highest pre trade discount of 54.6% could save your facility \$37,085.00 on this purchase.
<b>Service Contract</b>	The pricing your facility has been offered is consistent with pricing we have seen in our records for recent purchases of similar service contracts covering this equipment.
<b>Hazards &amp; Recalls</b>	According to our Health Devices Hazards & Recalls Database, no recent hazards, recalls, or issues have been reported with this equipment.

## Price Analysis

Proposal Number: 159642-3			
<b>Total Quantity</b>	1	<b>Discount Reasons</b>	GPO, Promotional, Trade in
<b>Total List Price</b>	\$1,923,564.00		
<b>Total Quoted Price</b>	\$910,383.00	<b>Trade-in Amount</b>	\$45,000.00
<b>Total Quoted Discount</b>	52.7%	<b>Discount After Trade-in</b>	55.0%
<b>Excluded Costs</b>	Trade-in (\$45,000) and non-discountable items (\$74,000)		

In quotation 159642-3, your facility has been offered a 52.7% promotional discount on the purchase of an Aquilion ONE GENESIS SP from Canon Medical Systems. According to our PricePaid database, similar purchases of this equipment have been discounted at rates between 38.6% and 54.6%. Negotiating for the highest pre trade discount of 54.6% could save your facility \$37,085.00 on this purchase.



# Historical Purchases - Aquilion ONE GENESIS SP

<b>Total Records: 3 Total Units:3</b>					<b>Potential Savings:</b>	
<b>Pricing Type : Pre Trade-in Pricing</b>					<b>\$37,085.00</b>	
	Average	High	Low	Std Dev	Quoted	Recommended
Discount:	44.4%	54.6%	38.6%	8.8%	52.7%	54.6%
Quoted Price:	\$1,063,612.00	\$1,152,210.00	\$887,289.00	\$152,700.82	\$910,383.00	\$873,298.00
List Price:	\$1,917,976.67	\$1,952,686.00	\$1,877,683.00	\$37,812.05	—	—



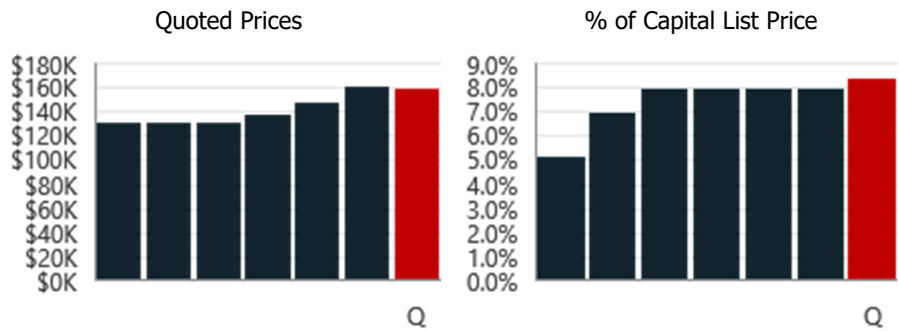
\* The records we have selected for the historical data set were chosen from the most recent records in our PricePaid Database. The equipment in these records matches your hospital's configuration as closely as possible and any significant differences have been noted below the individual records. The summary reflects the total price of each record.

# Historical Service Contracts - Aquilion ONE GENESIS SP

**Total Records: 6 Total Units: 6**

**Pricing Type : Model Pricing per Year**

	Average	High	Low	Std Dev	Quoted	
Discount:	0.0%	0.0%	0.0%	0.0%	—	
Quoted Price:	\$139,515.00	\$159,960.00	\$130,950.00	\$11,948.18	\$159,000.00	
% of Capital Price:	7.3%	7.9%	5.1%	1.1%	8.3%	



\* The records we have selected for the historical data set were chosen from the most recent records in our PricePaid Database. The equipment in these records matches your hospital's configuration as closely as possible and any significant differences have been noted below the individual records.

# Service Price Analysis – INTOUCH FULL SERVICE

Proposal Number: 159642-3			
<b>Total Quantity</b>	1	<b>Discount Reasons</b>	
<b>Total List Price</b>			
<b>Total Quoted Price</b>	\$954,000.00	<b>Service Company</b>	Canon Medical Systems USA Inc
<b>Total Quoted Discount</b>			
<b>List Price/Year</b>		<b>Level of Service</b>	
<b>Quoted Price/Year</b>	\$159,000.00	<b>Capital List</b>	\$1,923,564.00
<b>List Price/Unit/Year</b>		<b>Capital List Source</b>	Manufacturer (On the Proposal)
<b>Quoted Price/Unit/Year</b>	\$159,000.00	<b>% of Capital List/Year</b>	8.3%
<b>Point-Of-Sale</b>	Yes	<b>Term Length</b>	6 Years

**Quoted Cost:** \$159,000.00 annually

**Typical Range:** \$130,950.00 - \$159,960.00 annually

The pricing your facility has been offered is consistent with pricing we have seen in our records for recent purchases of similar service contracts covering this equipment. Service costs can depend upon the configuration of the system and/or the level of coverage being offered for equipment. It is in your best interest to negotiate a service contract at purchase time, when your leverage is maximized. Additional discounts may be available for multiple year service contracts. We recommend that the terms of the service contract contain response time, parts availability and delivery times, as well as a cancellation clause that enables you to terminate the agreement at any time, without penalties, in the event of nonperformance or if the equipment is removed from service.



# Line Item Analysis

Configuration			Proposed Pricing					Historical Pricing					
Catalog Number	Item Name	Qty	List Price	List Price Per Unit	Quoted Price	Quoted Price Per Unit	Quoted Discount %	Quote Amount		Savings	Discount %		Savings
								Avg.	Low	@ Low	Avg.	High	@ High
AQ-ONE-GENESIS-SP/3.000	Aquilion ONE GENESIS SP	1								\$0.00			\$0.00
YES-SEISMIC-GENESIS/SP/2.100	YES - SITE REQUIRES GENESIS SEISMIC ANCHORING	1	\$3,005.00	\$3,005.00	\$1,500.00	\$1,500.00	50.1%			\$0.00			\$0.00
CA-9923C.100	[KIT] GENESIS CONFIGURATION	1	\$1,659,989.00	\$1,659,989.00	\$828,787.00	\$828,787.00	50.1%			\$0.00			\$0.00
AQ/PDU/G	TOSHIBA POWER DISTRIBUTION UNIT FOR GENESIS	1	\$70,000.00	\$70,000.00	\$70,000.00	\$70,000.00	0.0%			\$0.00			\$0.00
CT-ENCORE-AQG/PROMO-PR	ENCORE CUSTOMER LOYALTY UPGRADE	1	\$0.00	\$0.00	\$0.00	\$0.00				\$0.00			\$0.00
INJSYNC800-KIT.100	ISI 800 INJECTOR SYNCHRONIZATION KIT	1	\$24,103.00	\$24,103.00	\$12,034.00	\$12,034.00	50.1%			\$0.00			\$0.00
CTF-GENESIS.100	SUREFLUORO: CT FLUORO KIT GENESIS SERIES	1	\$76,924.00	\$76,924.00	\$38,406.00	\$38,406.00	50.1%			\$0.00			\$0.00
CEILINGMT-580/2.100	CEILING SUSPENSION MOUNT FOR LCD MONITOR	1	\$4,514.00	\$4,514.00	\$2,254.00	\$2,254.00	50.1%			\$0.00			\$0.00
TS2023	Mavig 360 Column - Fixed	1	\$2,450.00	\$2,450.00	\$1,223.00	\$1,223.00	50.1%			\$0.00			\$0.00
CARD-ONE/GENESIS/SP.100	SURECARDIO WITH PHASEXACT FOR AQUILION ONE GENESIS SP	1	\$54,319.00	\$54,319.00	\$27,120.00	\$27,120.00	50.1%			\$0.00			\$0.00
CT-	Advanced	1	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	0.0%			\$0.00			\$0.00



TRAINING-301	Aquilion One/Premium Cardiac CT Course for Technologists									
CHVH-001A/2B	Varialbe Helical Pitch	1	\$25,000.00	\$25,000.00	\$12,482.00	\$12,482.00	50.1%		\$0.00	\$0.00
FLEX-OCS-M	MEDRAD STELLANT FLEX MEDIUM OCS DUAL FLOW INJECTOR WITH INSTALL	1	\$73,260.00	\$73,260.00	\$36,577.00	\$36,577.00	50.1%		\$0.00	\$0.00
<b>Total</b>										

The above table compares each of the line items in your quoted configuration to similar occurrences of that line item. Negotiating for an overall discount is not the only option. Using the data above provides a different approach to finding savings by identifying the best pricing for each line item in your quotation. All historical pricing is based upon the records included within this report.

The savings @low represents the extended potential savings for the quoted quantity of each item based upon the lowest unit list price. The savings @high represents the extended potential savings for the quoted quantity of each item based upon the highest line item discount. These figures do not always match because manufacturers increase their list prices from time to time.



# Configuration Analysis

Configuration		▼	Detail					
Catalog Number	Item Name	Typical Config						
The Proposed Configuration			List/Unit	Quote/Unit	Discount	Config List	Config Quote	Config Discount
AQ-ONE-GENESIS-SP/3.000	Aquilion ONE GENESIS SP	- 10 -				\$1,923,564.00	\$960,383.00	50.1%
YES-SEISMIC-GENESIS/SP/2.100	YES - SITE REQUIRES GENESIS SEISMIC ANCHORING	2/10	\$3,005.00	\$1,500.00	50.1%			
CA-9923C.100	[KIT] GENESIS CONFIGURATION	0/10	\$1,659,989.00	\$828,787.00	50.1%			
AQ/PDU/G	TOSHIBA POWER DISTRIBUTION UNIT FOR GENESIS	9/10	\$70,000.00	\$70,000.00	0.0%			
CT-ENCORE-AQG/PROMO-PR	ENCORE CUSTOMER LOYALTY UPGRADE	0/10	\$0.00	\$0.00				
INJSYNC800-KIT.100	ISI 800 INJECTOR SYNCHRONIZATION KIT	2/10	\$24,103.00	\$12,034.00	50.1%			
CTF-GENESIS.100	SUREFLUORO: CT FLUORO KIT GENESIS SERIES	1/10	\$76,924.00	\$38,406.00	50.1%			
CEILINGMT-580/2.100	CEILING SUSPENSION MOUNT FOR LCD MONITOR	0/10	\$4,514.00	\$2,254.00	50.1%			
TS2023	Mavig 360 Column - Fixed	0/10	\$2,450.00	\$1,223.00	50.1%			
CARD-ONE/GENESIS/SP.100	SURECARDIO WITH PHASEXACT FOR AQUILION ONE GENESIS SP	4/10	\$54,319.00	\$27,120.00	50.1%			
CT-TRAINING-301	Advanced Aquilion One/Premium Cardiac CT Course for Technologists	6/10	\$4,000.00	\$4,000.00	0.0%			
CHVH-001A/2B	Varialbe Helical Pitch	6/10	\$25,000.00	\$12,482.00	50.1%			
FLEX-OCS-M	MEDRAD STELLANT FLEX MEDIUM OCS DUAL FLOW INJECTOR WITH INSTALL	1/10	\$73,260.00	\$36,577.00	50.1%			
Additional Items Purchased by Other Facilities			Quote Amount			Discount %		
			High	Low	Avg.	High	Low	Avg.
CSNP-002A/2B	* 4-D Neuro Perfusion Package with SureSubtraction for Console	10/10	\$28,048.00	\$28,048.00	\$28,048.00	55.0%	55.0%	55.0%
T/ASSIST/GENESIS.100	* TECH ASSIST LATERAL TABLE SLIDE FOR AQUILION ONE GENESIS	7/10						
CA-9823E.100	* [KIT] AQUILION ONE GENESIS	6/10	\$746,995.00	\$746,995.00	\$746,995.00	55.0%	55.0%	55.0%



	EDITION SP 640 CT SCANNER WITH AIDR 3D AND HIGH CAPACITY EXTENDED COUCH (/6-V10) **OSP PENDING**								
UPS-GENESIS-CONSOLE-U10K.100	* CONSOLE UPS FOR AQUILION ONE GENESIS	6/10	\$23,500.00	\$23,500.00	\$23,500.00	0.0%	0.0%	0.0%	
CGAP-001A/1B	* AREA FINDER KIT FOR AQUILION ONE GENESIS SERIES	4/10							
CA-9825E.100	* [KIT] AQUILION ONE GENESIS EDITION SP 640 FAST CT SCANNER WITH 0.275 ROTATION AND AIDR 3D AND HIGH CAPACITY EXTENDED COUCH (/6-V10)	4/10							
2036/305A6SPEC.000	* TSX-305A/6 SPECTRAL UPGRADE KIT	3/10	\$338,153.00	\$338,153.00	\$338,153.00	55.0%	55.0%	55.0%	
APPS-ONSITE-16	* Additional On-Site Applications Training - 16 Hours	3/10	\$4,000.00	\$4,000.00	\$4,000.00	0.0%	0.0%	0.0%	
INJSYNC900-KIT.100	* ISI 900 MEDRAD SYNCHRONIZATION KIT	3/10	\$24,505.00	\$24,505.00	\$24,505.00	55.0%	55.0%	55.0%	
TRAINING-ADD-IR-T	* ADDITIONAL CLINICAL APPLICATIONS - IRVINE, CA (TUITION ONLY)	2/10							
CAFS-007A/2B	* REAR FOOTSWITCHES	1/10							
CARD-ONE/GENESIS.100	* SURECARDIO WITH PHASEXACT	1/10							
APPS-ONSITE-32	* Additional On-Site Applications Training - 32 Hours	1/10							
DIGITAL-SERVICES-PR.100	* [KIT] DIGITAL SERVICES PROMOTION	1/10							
AQ/PDU	* Toshiba Power Distribution Unit	1/10							
TRAINING-ADD-IR	* Additional Clinical Applications - Irvine, CA	1/10							
AMPCS235TPOS	* Patient Observation System w color camera and LCD monitor	1/10							
AQ-SYNC/INJECT/RXL.100	* TOSHIBAS INJECTOR SYNCHRONIZATION SOFTWARE FOR RXL, PRIME & ONE-VISION	1/10							
	* AI ADVANCED IMAGING (AI) PACKAGE PROMOTION	1/10							
FLEX--OCS--S	* MEDRAD STELLANT FLEX SHORT OCS DUAL FLOW INJECTOR WITH INSTALL	1/10							
CSCS-001A/2B	* SURECARDIO SCORING ON	1/10							



	CONSOLE	
YES-SEISMIC1-GENESIS/SP/2.100	* YES - SITE REQUIRES GENESIS SEISMIC ANCHORING	1/10
SURECARDONES/2.100	* SureCardio with PhaseExact for Aquilion One	1/10
UPS-GENESIS-CONSOLE1-U10K.100	* [KIT] CONSOLE UPS FOR AQUILION ONE GENESIS (NOT AVAILABLE IN OSHPD CA)	1/10
TRAINING-ONE-IR	* Additional Aquilion One Applications Training	1/10
APPS-VIT-ONSITE-16	* ADDITIONAL ON-SITE APPLICATIONS TRAINING FOR VITREA - 16 HOURS	1/10
TRNG-PREFPRO-PREFERRED UPGRADE	* PERFORMANCE PRO - PREFERRED	1/10
CT-ENCORE-AQG/PROMO1-PR	* ENCORE CUSTOMER LOYALTY UPGRADE	1/10
21600104	* REMOTE CONTROL PANEL RMC-2010 FOR WESEMANN UPS U10K	1/10
TRADE-IN	* Trade-in	1/10
VLO-4DBPEF/LU	* VITREA 4-D CT BRAIN PERFUSION OPTION	1/10
590441	* Rollstand for model -7800	1/10
CSMC-001A/1B	* Adaptive Motion Correction (Aquilion One)	1/10

The above table shows your quoted configuration as compared to the configurations previously purchased by other members. The "Typical Config" column is a ratio of how many times the component was purchased with this model compared to how many purchases of the model are on record. For example, "2/8" indicates that 2 out of the 8 most recent purchases of this model include this component. The line items with a "\*" are not currently included in your purchase but occurred in previous purchases.





# Appendix

## Historical Purchases - Aquilion ONE GENESIS SP

Record ID# 1147494

Date: Q4 2021	List Price: \$1,877,683.00	Quoted Price: \$1,152,210.00			Discount: 38.6%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	Aquilion ONE GENESIS SP and Components	1	\$1,152,210.00	\$1,152,210.00	38.6%
AQ-ONE-GENESIS-SP/3.000	Aquilion ONE GENESIS SP	1			
CA-9823E.100	[KIT] AQUILION ONE GENESIS EDITION SP 640 CT SCANNER WITH AIDR 3D AND HIGH CAPACITY EXTENDED COUCH (/6-V10) **OSP PENDING**	1			
UPS-GENESIS-CONSOLE-U10K.100	CONSOLE UPS FOR AQUILION ONE GENESIS	1			
AQ/PDU	Toshiba Power Distribution Unit	1			
21600104	REMOTE CONTROL PANEL RMC-2010 FOR WESEMANN UPS U10K	1			
CSNP-002A/2B	4-D Neuro Perfusion Package with SureSubtraction for Console	1			
CGAP-001A/1B	AREA FINDER KIT FOR AQUILION ONE GENESIS SERIES	1			
CHVH-001A/2B	Varialbe Helical Pitch	1			
T/ASSIST/GENESIS.100	TECH ASSIST LATERAL TABLE SLIDE FOR AQUILION ONE GENESIS	1			
CAFS-007A/2B	REAR FOOTSWITCHES	1			
APPS-ONSITE-32	Additional On-Site Applications Training - 32 Hours	1			
TRAINING-ONE-IR	Additional Aquilion One Applications Training	4			
VLO-4DBPEF/LU	VITREA 4-D CT BRAIN PERFUSION OPTION	1			



APPS-VIT-ONSITE-16	ADDITIONAL ON-SITE APPLICATIONS TRAINING FOR VITREA - 16 HOURS	1			
Total	All Models and Components	---		\$1,152,210.00	38.6%
	None Indicated	---		---	
Grand Total	All Models and Components After Discounts	1		\$1,152,210.00	38.6%
Notes:	(1) Aquilion ONE GENESIS SP No itemized pricing N/D \$94,900 excluded				
Vendor:	Canon Medical Systems USA Inc				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				None Indicated	---	---

### Record ID# 1153654

Date:	List Price:	Quoted Price:			Discount:
Q4 2021	\$1,923,561.00	\$1,151,337.00			40.1%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	Aquilion ONE GENESIS SP and Components	1	\$1,151,337.00	\$1,151,337.00	40.1%
AQ-ONE-GENESIS-SP/3.000	Aquilion ONE GENESIS SP	1			
CA-9823E.100	[KIT] AQUILION ONE GENESIS EDITION SP 640 CT SCANNER WITH AIDR 3D AND HIGH CAPACITY EXTENDED COUCH (/6-V10) **OSP PENDING**	1			
AQ/PDU/G	TOSHIBA POWER DISTRIBUTION UNIT FOR GENESIS	1			
CSNP-002A/2B	4-D Neuro Perfusion Package with SureSubtraction for Console	1			
T/ASSIST/GENESIS.100	TECH ASSIST LATERAL TABLE SLIDE FOR AQUILION ONE GENESIS	1			
CTF-GENESIS.100	SUREFLUORO: CT FLUORO KIT GENESIS SERIES	1			
CARD-ONE/GENESIS.100	SURECARDIO WITH PHASEXACT	1			
CT-TRAINING-301	Advanced Aquilion One/Premium Cardiac CT Course for Technologists	1			
Total	All Models and Components	---		\$1,151,337.00	40.1%



	None Indicated	---		---
<b>Grand Total</b>	<b>All Models and Components After Discounts</b>	<b>1</b>		<b>\$1,151,337.00</b> <b>40.1%</b>
Notes:	\$81,000 Training excluded			
Vendor:	Canon Medical Systems USA Inc			

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				None Indicated	---	---

**Record ID# 1132951**

Date:	List Price:	Quoted Price:			Discount:
<b>Q3 2021</b>	<b>\$1,952,686.00</b>	<b>\$887,289.00</b>			<b>54.6%</b>
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	Aquilion ONE GENESIS SP and Components	1	\$887,289.00	\$887,289.00	54.6%
AQ-ONE-GENESIS-SP/3.000	Aquilion ONE GENESIS SP	1			
CA-9823E.100	[KIT] AQUILION ONE GENESIS EDITION SP 640 CT SCANNER WITH AIDR 3D AND HIGH CAPACITY EXTENDED COUCH (/6-V10) **OSP PENDING**	1			
UPS-GENESIS-CONSOLE1-U10K.100	[KIT] CONSOLE UPS FOR AQUILION ONE GENESIS (NOT AVAILABLE IN OSHPD CA)	1			
AQ/PDU/G	TOSHIBA POWER DISTRIBUTION UNIT FOR GENESIS	1			
CT-ENCORE-AQG/PROMO 1-PR	ENCORE CUSTOMER LOYALTY UPGRADE	1			
CSNP-002A/2B	4-D Neuro Perfusion Package with SureSubtraction for Console	1			
CHVH-001A/2B	Varialbe Helical Pitch	1			
CSMC-001A/1B	Adaptive Motion Correction (Aquilion One)	1			
T/ASSIST/GENESIS.100	TECH ASSIST LATERAL TABLE SLIDE FOR AQUILION ONE GENESIS	1			



AMPCS235TP OS	Patient Observation System w color ccamera and LCD monitor	1			
AQ- SYNC/INJECT /RXL.100	TOSHIBAS INJECTOR SYNCHRONIZATION SOFTWARE FOR RXL, PRIME & ONE-VISION	1			
SURECARDIO NES/2.100	SureCardio with PhaseExact for Aquilion One	1			
CT- TRAINING- 301	Advanced Aquilion One/Premium Cardiac CT Course for Technologists	1			
590441	Rollstand for model -7800	1			
TRAINING- ADD-IR	Additional Clinical Applications - Irvine, CA	2			
<b>Total</b>	<b>All Models and Components</b>	---		<b>\$887,289.00</b>	<b>54.6%</b>
	GPO	---		---	
	Promotional	---		---	
<b>Grand Total</b>	<b>All Models and Components After Discounts</b>	<b>1</b>		<b>\$887,289.00</b>	<b>54.6%</b>
Notes:	Non-discountable items excluded (\$104,500)				
Vendor:	Canon Medical Systems USA Inc				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				GPO	---	---
				Promotional	---	---

# Historical Service Contracts - Aquilion ONE GENESIS SP

Record ID# 1119160

Date: Q2 2021

<b>Totals for Term</b>		<b>Term</b>	6 Years
<b>List Price</b>		<b>Payment Interval</b>	1 Year
<b>Quoted Price</b>	\$959,760.00	<b>Level of Coverage</b>	
<b>Discount</b>		<b>Point-of-Sale</b>	No
<b>Totals per Year</b>		<b>Discount Amount</b>	
<b>List Price</b>		<b>Discount Reasons</b>	GPO
<b>Quoted Price</b>	\$159,960.00		

## Service Contract

Catalog No.	Item Name	Service Company	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	INTOUCH FULL SERVICE	Canon Medical Systems USA Inc			\$159,960.00	\$159,960.00		\$2,293,372.00	7.0%

## Capital Items

Catalog No.	Description	Qty	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
AQ-ONE-GENESIS-SP/3.000	Aquilion ONE GENESIS SP	1			\$159,960.00	\$159,960.00		\$2,293,372.00	7.0%

## Coverage

Service Type	Rate Type	Response Time	Coverage Time	Rate	Limit
On Site		4 Hour(s)	M-F 8-5		
Telephone (Technical)		30 Minute(s)	M-F 8-5		
Preventative Maintenance			M-F 8-5		
Notes:	98% Uptime Guarantee				



**Record ID# 1132511**

**Date: Q3 2021**

<b>Totals for Term</b>		<b>Term</b>	1 Year
<b>List Price</b>		<b>Payment Interval</b>	1 Year
<b>Quoted Price</b>	\$130,950.00	<b>Level of Coverage</b>	
<b>Discount</b>		<b>Point-of-Sale</b>	No
<b>Totals per Year</b>		<b>Discount Amount</b>	
<b>List Price</b>		<b>Discount Reasons</b>	None Indicated
<b>Quoted Price</b>	\$130,950.00		

**Service Contract**

Catalog No.	Item Name	Service Company	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	INTOUCH FULL SERVICE	Canon Medical Systems USA Inc			\$130,950.00	\$130,950.00		\$1,659,989.00	7.9%

**Capital Items**

Catalog No.	Description	Qty	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	Aquilion ONE GENESIS SP	1			\$130,950.00	\$130,950.00		\$1,659,989.00	7.9%

**Coverage**

Service Type	Rate Type	Response Time	Coverage Time	Rate	Limit
On Site		4 Hour(s)	M-F 8-5		
Telephone (Technical)		1 Hour(s)	M-F 8-5		
Preventative Maintenance			M-F 8-5		

Notes: 98% Uptime Guarantee



**Record ID# 1132512**

**Date: Q3 2021**

<b>Totals for Term</b>		<b>Term</b>	1 Year
<b>List Price</b>		<b>Payment Interval</b>	1 Year
<b>Quoted Price</b>	\$130,950.00	<b>Level of Coverage</b>	
<b>Discount</b>		<b>Point-of-Sale</b>	No
<b>Totals per Year</b>		<b>Discount Amount</b>	
<b>List Price</b>		<b>Discount Reasons</b>	None Indicated
<b>Quoted Price</b>	\$130,950.00		

**Service Contract**

Catalog No.	Item Name	Service Company	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	INTOUCH FULL SERVICE	Canon Medical Systems USA Inc			\$130,950.00	\$130,950.00		\$1,659,989.00	7.9%

**Capital Items**

Catalog No.	Description	Qty	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	Aquilion ONE GENESIS SP	1			\$130,950.00	\$130,950.00		\$1,659,989.00	7.9%

**Coverage**

Service Type	Rate Type	Response Time	Coverage Time	Rate	Limit
On Site		4 Hour(s)	M-F 8-5		
Telephone (Technical)		1 Hour(s)	M-F 8-5		
Preventative Maintenance			M-F 8-5		
Notes:	98% Uptime Guarantee				



**Record ID# 1132513**

**Date: Q3 2021**

<b>Totals for Term</b>		<b>Term</b>	1 Year
<b>List Price</b>		<b>Payment Interval</b>	1 Year
<b>Quoted Price</b>	\$130,950.00	<b>Level of Coverage</b>	
<b>Discount</b>		<b>Point-of-Sale</b>	No
<b>Totals per Year</b>		<b>Discount Amount</b>	
<b>List Price</b>		<b>Discount Reasons</b>	None Indicated
<b>Quoted Price</b>	\$130,950.00		

**Service Contract**

Catalog No.	Item Name	Service Company	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	INTOUCH FULL SERVICE	Canon Medical Systems USA Inc			\$130,950.00	\$130,950.00		\$1,659,989.00	7.9%

**Capital Items**

Catalog No.	Description	Qty	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	Aquilion ONE GENESIS SP	1			\$130,950.00	\$130,950.00		\$1,659,989.00	7.9%

**Coverage**

Service Type	Rate Type	Response Time	Coverage Time	Rate	Limit
On Site		4 Hour(s)	M-F 8-5		
Telephone (Technical)		1 Hour(s)	M-F 8-5		
Preventative Maintenance			M-F 8-5		
Notes:	98% Uptime Guarantee				





**Record ID# 1115619**

**Date: Q2 2021**

<b>Totals for Term</b>		<b>Term</b>	6 Years
<b>List Price</b>		<b>Payment Interval</b>	1 Year
<b>Quoted Price</b>	\$819,450.00	<b>Level of Coverage</b>	
<b>Discount</b>		<b>Point-of-Sale</b>	No
<b>Totals per Year</b>		<b>Discount Amount</b>	
<b>List Price</b>		<b>Discount Reasons</b>	
<b>Quoted Price</b>	\$136,575.00		

Service Contract

Catalog No.	Item Name	Service Company	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	INTOUCH FULL SERVICE	Canon Medical Systems USA Inc			\$136,575.00	\$136,575.00		\$2,671,935.00	5.1%

Capital Items

Catalog No.	Description	Qty	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
AQ-ONE-GENESIS-SP.000	Aquilion ONE GENESIS SP	1			\$136,575.00	\$136,575.00		\$2,671,935.00	5.1%

Coverage

Service Type	Rate Type	Response Time	Coverage Time	Rate	Limit
On Site		4 Hour(s)	M-F 8-5		
Telephone (Technical)		30 Minute(s)			
Preventative Maintenance			M-F 8-5		
Notes:	Uptime Guarantee 98%				



**Record ID# 1049787**

**Date: Q3 2020**

<b>Totals for Term</b>		<b>Term</b>	6 Years
<b>List Price</b>		<b>Payment Interval</b>	1 Year
<b>Quoted Price</b>	\$886,230.00	<b>Level of Coverage</b>	
<b>Discount</b>		<b>Point-of-Sale</b>	No
<b>Totals per Year</b>		<b>Discount Amount</b>	
<b>List Price</b>		<b>Discount Reasons</b>	GPO
<b>Quoted Price</b>	\$147,705.00		

**Service Contract**

Catalog No.	Item Name	Service Company	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	INTOUCH FULL SERVICE	Canon Medical Systems USA Inc			\$147,705.00	\$147,705.00		\$1,860,681.00	7.9%

**Capital Items**

Catalog No.	Description	Qty	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
AQ-ONE-GENESIS-SP.000	Aquilion ONE GENESIS SP	1			\$147,705.00	\$147,705.00		\$1,860,681.00	7.9%

**Coverage**

Service Type	Rate Type	Response Time	Coverage Time	Rate	Limit
On Site		4 Hour(s)	M-F 8-5		
Telephone (Technical)		30 Minute(s)	M-F 8-5		
Preventative Maintenance			M-F 8-5		
Notes:	98% Uptime Rotation count: up to 250,000/usage fee \$1.25				



## Disclaimer

The member agrees to hold in strict confidence Capital Guide Custom Analyses, as well as the content of the other Products and Services offered under the Capital Guide Agreement, using them only for their intended purpose and within its own institution, and shall not transmit them to or share them with third parties without the prior written permission of ECRI in each instance. The provisions of this clause shall survive expiration or termination of this Agreement. In the event that member uses or attempts to use the Custom Analysis, or other Capital Guide Products and Services, in a manner that is contrary to the terms of the Capital Guide Agreement, it may result in an automatic termination of the usage rights granted herein and will give ECRI the right (in addition to any such remedies available to it) to injunctive relief enjoining those acts, it being acknowledged that legal remedies are inadequate.



DATE: 8/10/22  
TO: Gina Ramirez  
CO: Salinas Valley Memorial Healthcare  
FROM: Gail Spinner

I am submitting a quotation for mobile CT scanner coverage for your project. I work with Advanced Imaging Services out of Lathrop, CA for my Toshiba mobile CT scanners. Please review the summary of features below. Should you decide to move forward please contact me for a formal quotation. If you have any questions, please contact me by phone or e-mail. Thank you for considering us your imaging equipment needs.

EQUIPMENT QUOTED -- -- Toshiba Aquilion CX 128 slice  
START DATE -- -- TBD ( approx. April 2023)  
QUOTED PRICE INCLUDES -- -- Service on CT and Trailer for Lease  
-- On Site Assistance during start up  
-- CT Injector  
LEASE TERM QUOTED -- -- 6 mo.  
LOCATION -- -- Salinas, CA  
PRICING -- -- \$25,500 per mo.  
TRANSPORTATION-- --\$3500 (subject to change)  
PRO RATA EXTENSIONS -- -- Available upon Request

**All units are quoted subject to availability.**

## Board Paper: Finance Committee

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Agenda Item: Consider Recommendation for Board of Directors Approval of (i) Project Budget for the SVMH Nuclear Medicine Equipment Replacement, (ii) Award of Contract to GE Healthcare for the Nuclear Medicine Equipment System and Service Agreement, and (iii) Award of Contract to The Imaging Connection for the Nuclear Medicine Mobile Lease

Executive Sponsor: Clement Miller, Chief Operating Officer  
Earl Strotman, Director Facilities Management & Construction  
Gina Ramirez, Director Imaging Services  
Dave Sullivan, Project Manager

Date: August 1, 2022

### Executive Summary

The gold standard for Nuclear Medicine imaging is SPECT/CT. The NM/CT 850 SPECT/CT system has the ability to perform three-dimensional Nuclear Medicine imaging while utilizing CT imaging technology for anatomical information and attenuation correction. The ability to combine Nuclear Imaging, which focuses on functional or physiologic processes with CT, greatly enhances the diagnostic capability of Nuclear medicine exams being performed. The system will also allow us to offer new and emerging Nuclear Medicine procedures due to the systems technological advantages over the older technology. The new scanner will provide improved small lesion detectability, reduced scan times, and decreased patient dose.

### Background/Situation/Rationale

The Nuclear Medicine equipment replacement project calls for upgrades to structural, electrical, and mechanical components to comply with current building codes, support the equipment, renovate, and expand the suite, and add a new restroom. This project will upgrade and modernize SVMH's Nuclear Medicine facilities, remove barriers to accessibility, and comply with current rules and regulations enforced by all agencies having jurisdiction including HCAI.

Our current GE Spect NM cameras were installed in 2004. They are at "end of life" status and will no longer be supported by GE after 9/30/23. We have experienced numerous downtime events over the last year due to the age of the equipment, which has caused delay in patient care and staff overtime. The current technology has improved with the addition of CT and offers improved workflow and reduced exam times.

SVMH will be responsible for securing HCAI approvals necessary to execute the work. Several design and planning meetings were completed to review and analyze the various solutions from multiple vendors. The design team will continue to prepare plans for HCAI review and approval.

During construction, an interim mobile Nuc Med trailer will be installed on an existing equipment pad to offer continuity of SVMH Nuclear Medicine services during the project.

Ancillary improvements necessary to implement the Project include fire rated barriers, structural reinforcement upgrades, and upgrades to HVAC systems.

### Strategic Plan Alignment

To provide high quality Nuclear Medicine imaging and improved throughput while reducing radiation dose to our patients

### Pillar/Goal Alignment

✓ Service    People   ✓ Quality    Finance    Growth    Community

**Financial Implications**

The essential terms of the proposed Contract with the Nuclear Medicine equipment supplier include:

Key Contract Terms	GE Precision Healthcare
1. Proposed effective date	Issuance of Notice to Proceed anticipated in August 2022
2. Term of agreement	6 years – First year warranty and 5 years on a Service Agreement with GE
3. Renewal terms	After the end of the Initial Warranty Term, the term of the Service Agreement may be extended for successive terms (each, a "Renewal Term") each equal to the Initial Term. However, a party may terminate this agreement on the last day of the Initial Term or any Renewal Term (each, an "Expiration Date") by giving the other party a notice of termination at least 12 months before the Expiration Date.
4. Cost	Reference Below
5. Budgeted (indicate y/n)	Yes, FY22 Approved Budget for Nuc Med = \$250,000 (YTD Spend = \$47,044) FY23 Approved Budget for Nuc Med = \$2,250,000 Partial spends in Fiscal Years 2023 and 2024

Capital Expense	FY2023	FY2024	Total
Direct and Indirect Construction *	\$ 1,116,139.00	\$ 1,045,079.00	\$ 2,161,218.00
GE Equipment	\$ 713,335.00		\$ 713,335.00
Rental Equipment	\$ 66,000.00	\$ 61,500.00	\$ 127,500.00
	\$ 1,895,474.00	\$ 1,106,579.00	\$ 3,002,053.00

\*Includes \$103,648 in project contingency which shall be reserved for use by SVMHS.

Operational Expense	FY2023	FY2024 -FY2028	Total
GE Service Agreement	Warranty	\$ 53,563.00	\$267,815.00

**Project Cost Total = \$3,002,053 + \$267,815 = \$3,269,868**

Schedule: August 2022 – Commence procurement of onsite equipment, and HCAI permitting documents for interim and permanent equipment.  
February 2023 – Commission procurement of interim onsite equipment  
April 2023 – Commence construction of permanent onsite renovations

Budget: As currently programmed, the Nuclear Medicine equipment replacement project cost estimate is \$3,269,868. The project cost estimate includes design and engineering fees, permitting, project contingency, design-assistance from GE, equipment lease, program management, and construction services required to complete the project.

Procurement: SVMHS solicited for product agreement services to qualified medical equipment suppliers. Various proposals were received by SVMHS with multiple arrangements and pricing. Each of the responses was reviewed by Nuclear Medicine, Materials Management and Facilities Management to compare initial capital construction costs and product supply agreement arrangements. After evaluating all proposals, SVMHS determined that GE Precision Healthcare provided the most effective solution.

**Recommendation**

Consider recommendation for Board of Directors (i) to approve the total estimated project cost for the SVMH Nuclear Medicine Equipment Replacement project in the budgeted amount of \$3,269,868, (ii) award equipment and service contract to GE Precision Healthcare for the terms and conditions in the proposed agreements in the amount of \$981,150, and (iii) award mobile lease contract to The Imaging Connection in the amount of \$127,500.

**Attachments**

- Attachment 1: Estimated Project Budget
- Attachment 2: Quote for GE 850 SPECT/CT
- Attachment 3: Quote for GE 850 SPECT/CT Service Contract
- Attachment 4: ECRI Reports for GE NM/CT 850 SPECT/CT
- Attachment 5: Draft Proposal for The Imaging Connection mobile lease

**Salinas Valley Memorial Healthcare System (10348)**

Project Cost Summary: Nuclear Medicine Equipment Replacement, Room Expansions, with Restroom

Architect: HMC Architects

Budget Generated During Concept Phase/Start of Design Development

Date Printed: 8/10/2022



BUDGET SUMMARY					
Line Item	Description	Original Budget	Notes	Cash Flow	
				FY23 Projection	FY24 Projection
<b>1</b>	<b>Construction</b>				
0100	Construction Contract	\$1,036,483	Single Prime Delivery Method	\$518,241	\$518,241
	Phasing and Sequencing	\$103,648	Phasing and Sequencing	\$51,824	\$51,824
	Unforeseen Conditions	\$85,000	Undiscovered or Unforeseen Conditions	\$42,500	\$42,500
0102	Owner Construction Contingency	\$103,648	Owner Held Contingency	\$51,824	\$51,824
<b>2</b>	<b>Design</b>				
0200	Professional Fees - Fixed	\$275,000	Architectural & Consulting Engineers	\$206,250	\$68,750
<b>3</b>	<b>Inspections and Consultation</b>				
0300	Inspector of Record	\$50,000	Agency Required Inspections	\$25,000	\$25,000
0301	Special Inspections	\$30,000	Agency Required Inspections	\$15,000	\$15,000
0303	Testing and Monitoring(Hazardous Materials)	\$13,000	Hazardous Material Testing and Monitoring	\$6,500	\$6,500
<b>4</b>	<b>AHJ Fees</b>				
0400	OSHPD	\$50,000	Agency Fees	\$25,000	\$25,000
<b>5</b>	<b>Soft Costs</b>				
0502	Construction Management - PM/CM	\$348,000	Program Management	\$174,000	\$174,000
<b>7</b>	<b>FF&amp;E</b>				
0701	Medical Equipment	\$713,335	NM Equipment	\$713,335	\$0
	Medical Equipment Service Agreement	\$267,815	NM Equipment Service Agreement	\$0	\$267,815
	Medical Equipment Lease	\$127,500	NM Equipment Rental	\$66,000	\$61,500
<b>99</b>	<b>Contingency</b>				
9900	Contingency	\$66,439	Project Contingency	\$0	\$66,439
<b>Totals</b>		<b>\$3,269,868</b>		<b>\$1,895,475</b>	<b>\$1,374,394</b>



August 2, 2022  
Quote Number: 2006630923.8  
Customer ID: 1-23RLYL  
Agreement Expiration Date: 09/01/2022

Salinas Valley Memorial Hospital  
450 E Romie Ln  
Salinas, CA 93901-4029

This Agreement (as defined below) is by and between the Customer and the GE Healthcare business (“GE Healthcare”), each as identified below for the sale and purchase of the Products and/or Services identified in this Quotation, together with any applicable schedules referred to herein (“Quotation”). “Agreement” is this Quotation and either: (i) the Governing Agreement identified below; or (ii) if no Governing Agreement is identified, the GE Healthcare Terms and Conditions and Warranties that apply to the Products and/or Services identified in this Quotation. In the event of conflict, the Quotation supersedes.

GE Healthcare can withdraw this Quotation at any time before Customer: (i) signs and returns this Quotation or (ii) provides evidence of Quotation acceptance satisfactory to GE Healthcare (“Quotation Acceptance”). On Quotation Acceptance, this Agreement is the complete and final agreement of the parties relating to the Products and/or Services identified in this Quotation. There is no reliance on any terms other than those expressly stated or incorporated by reference in this Agreement and, except as permitted in this Agreement, no attempt to modify will be binding unless agreed to in writing by the parties. Modifications may result in additional fees and cannot be made without GE Healthcare’s prior written consent.

Handwritten or electronic modifications on this Agreement (except an indication of the form of payment, Customer purchase order number and signatures on the signature blocks below) are void.

Governing Agreement:	Novation Vizient Supply LLC
Terms of Delivery	FOB Destination
Billing Terms	80% on Delivery / 20% on Acceptance
Billing Frequency(Subscriptions)	Annually
Payment Terms	45 Net
Total Quote Net Selling Price	\$713,335.36
Sales and Use Tax Exemption	No Certificate on File
Catalog + Subscription Initial Payment	\$713,335.36

**IMPORTANT CUSTOMER ACTIONS:**

Please select your planned source of funds. Source of funds is assumed to be cash unless you choose another option. Once equipment has been shipped, source of funds changes cannot be allowed.

- Cash
- GE HFS Loan                       GE HFS Lease
- Other Financing Loan               Other Financing Lease              Provide Finance Company Name \_\_\_\_\_

The parties have caused this Agreement to be executed by their authorized representative as of the last signature date below.

Salinas Valley Memorial Hospital

**Signature:** \_\_\_\_\_

**Print Name:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Date:** \_\_\_\_\_

\_\_\_\_\_

**Purchase Order Number, if applicable**

GE Precision Healthcare LLC, a GE Healthcare business

**Signature:** Jenelle Vay

**Title:** Account Manager, IMG

**Date:** August 2, 2022





August 2, 2022  
 Quote Number: 2006630923.8  
 Customer ID: 1-23RLYL  
 Agreement Expiration Date: 09/01/2022

**To Accept This Quotation**

Please sign and return this quotation together with your Purchase Order to:

**Name:** Jenelle Vay  
**Email** jenelle.roullier@ge.com  
**Phone:** +1 4155189843  
**Fax:**

**Name:**  
**Email:**  
**Phone:**  
**Fax:**

**Payment Instructions**

Please **remit** payment for invoices associated with this quotation to:

**GE Precision Healthcare LLC**  
**P.O. Box 96483**  
**Chicago, IL 60693**  
  
**FEIN: 83-0849145**

**Salinas Valley Memorial Hospital**

**Addresses:**

**Bill To:** SALINAS VALLEY MEMORIAL HOSPITAL

SALINAS VALLEY MEM HOSP, ACCOUNTS PAYABLE PO BOX 3827 SALINAS CA, 93912

**Ship To:** SALINAS VALLEY MEMORIAL HOSPITAL

HOSPITAL 450 E ROMIE LN CA,93901-4029

**To Accept This Quotation**

- Please sign the quote and any included attachments (where requested).
- If requested, please indicate your form of payment.
- If you include a purchase order, please make sure it references the following information:
  - The correct Quote number and Version number above
  - The correct Remit To information as indicated in **“Payment Instructions”** above
  - Your correct SHIP TO and BILL TO site name and address
  - The correct Total Price as indicated above

Upon submission of a purchase order in response to this quotation, GE Healthcare requests the following to evidence agreement to contract terms: Signature page on quote filled out with signature and P.O. number \*\*\*\* OR\*\*\*\* Verbiage on the purchase order must state one of the following:

(i) Per the terms of Quotation # \_\_\_\_\_, (ii) Per the terms of GPO # \_\_\_\_\_; (iii) Per the terms of MPA# \_\_\_\_\_; or (iv) Per the terms of SAA # \_\_\_\_\_.

Include applicable quote/agreement number with the reference on the purchase order. In addition, Source of Funds (choice of Cash/Third Party Load or GE HFS Lease Loan or Third Party Lease through \_\_\_\_\_), must be indicated, which may be done on the Quote Signature Page (for signed quotes), or the Purchase Order (where quotes are not signed) or via a separate written source of funds statement (if provided by GE Healthcare).”

## Catalog Item Details

Line	Qty.	Catalog	Pricing Non-Disclosure Language
1	1.00	Y0000LC	

This CONFIDENTIAL offer may not be shared with any third parties, buying evaluation groups or anyone not directly employed by customer. This offer is being extended in relation to a national show-site agreement, research partnership, or other non-standard transaction. If required for publishing, GE will happily provide a list price quote.

Line	Qty.	Catalog	NM/CT 850 3/8 inch Detector
2	1.00	S3907AD	

NM/CT 850 system is a hybrid SPECT/CT imaging system combining a nuclear imaging camera with a hybrid-dedicated low-dose CT subsystem. It has an all-purpose, dual-detector, free-geometry integrated nuclear imaging camera that features the advanced Elite NXT detector technology, slim gantry, cantilevered patient table, an Acquisition station and Smart Console digital processing workstation, now combined with a Revolution ACTs CT that has been adapted for low-dose hybrid-dedicated use within the NM/CT 850 imaging system.

The Elite NXT detectors feature 3/8" or 5/8" thick detectors for all-purpose nuclear imaging.

The adapted low-dose hybrid-dedicated Revolution ACTs is an 8-Slice CT with short geometry designed gantry and New Clarity panel detector HiLight™ scintillator with DAS on detector (DoD) and other advanced OptiDose\* dose management features.

Key features of the free-geometry NM/CT 850 design include:

- Slim-profile, wide-bore, robotic gantry design
- 180° and 90° orientations of the NM detectors for high SPECT and WB scanning efficiency
- Rapid, simultaneous multi-axis gantry motions
- Upright and horizontal detector orientations for exceptional clinical versatility, including patients that are in a hospital bed, standing or sitting during scan
- Multi-functional, dual-axis imaging table
- Automatic "home" positioning enables easy setup of the gantry and the table using pre-programmed detector geometries and imaging modes
- Real-time automatic body contouring
- User-friendly, intuitive Linux-based user interface
- CT imaging sub-system for low-dose Hybrid SPECT/CT applications including attenuation correction and localization
- Smart Console™ provides automated processing, connectivity, and user collaboration tools, for enhanced workflow and accessibility.
- Ignite integrated workflow with Xeleris processing and review workstation designed to help enhance departmental productivity

The Evolution for Bone SPECT Camera License enables the acquisition of Evolution for Bone SPECT data sets on 800 series cameras. The Evolution for Bone SPECT algorithm models the collimator-detector response, improves Bone SPECT resolution, signal to noise ratios and reduces noise variability. Evolution for Bone SPECT enables improved resolution of bone SPECT studies acquired over standard acquisition time or non-inferior image quality with up to 50% reduction in count density, achieved by either imaging at ½ acquisition time or injecting with ½ dose (or any combination of the two) when compared to standard bone SPECT imaging protocols. The Evolution for Bone reconstruction is an additional module within the Q.Volumetrix MI application.

The Evolution for Planar Bone Camera License enables the acquisition of Evolution for Planar Bone data sets on the 800 series cameras. The Evolution for Planar Bone includes a noise reduction algorithm that preserves the finest structures in the image using well-suited pixel size and optimal energy window settings. This Adaptive Structure Matching Non-Local Filter enables improved planar image quality for the same scan time, shorter planar scan time while preserving image quality, or reduced injected dose with the same scan time while preserving image quality. The Evolution for Planar Bone reconstruction is an additional module within the Whole Body Bone and Spots Review application.

The Evolution for Cardiac Camera License enables the acquisition of Evolution for Cardiac data sets on the 800 series cameras. The Evolution for Cardiac resolution recovery algorithm models the collimator-detector response, improves cardiac SPECT resolution, signal to noise ratios and reduces noise variability. Evolution for Cardiac provides non-inferior image quality with up to 50% reduction in count density, achieved by either imaging at ½ the acquisition time or injecting with ½ the dose (or any combination of the two) when compared to standard MPI protocols. The Evolution for Cardiac reconstruction is an additional module within the Myovation application.

The Evolution Tool Kit Camera License enables the acquisition of Evolution Tool Kit data sets on the 800 series cameras. The Evolution Tool Kit is a package enabling improved resolution and reduced noise for SPECT studies of Tc99m, I123, In111 and Ga67 by using the Evolution reconstruction technique with resolution recovery. Compared to standard FBP or iterative

reconstruction, Evolution Tool Kit can enable improved visual clarity. Evolution Tool Kit includes Poisson and Angular re-sampling tools to for imaging simulation of various levels of count densities to test the impact of time or dose reduction on image quality. Evolution Tool Kit reconstruction is an additional module within the Q.Volumetrix MI application.

Line	Qty.	Catalog	
3	1.00	H3909AD	NM LEHRS coll with cart (including SwiftScan)

NM 800 Low Energy High Resolution and sensitivity Collimators includes two collimators and a dedicated collimator cart.

Line	Qty.	Catalog	
4	1.00	H2506TC	NM MEGP Collimators with Cart

NM Medium Energy General Purpose Collimators includes two collimators and a dedicated collimator cart

Line	Qty.	Catalog	
5	1.00	H2506TE	NM HEGP Collimators with Cart

NM High Energy General Purpose Collimators includes two collimators and a dedicated collimator cart

Line	Qty.	Catalog	
6	1.00	H3100PF	QC Flood Source Holder Kit

A large plate mounted at a small distance above the NM detector on which the flood source is positioned in order to perform acquisition of flood studies for QA/QC purposes.

Line	Qty.	Catalog	
7	1.00	H3100PE	QC Point Source Holder

An L-shaped metal plate attachable to the wall with an opening for a syringe in order to acquire point source-based flood acquisition at a few meters distance from vertically positioned detector for QA purposes.

Line	Qty.	Catalog	
8	1.00	H3602SL	QA COR Source Holder

Center of rotation source holder for Quality assurance, easily attached to Infinia or Ventri table.

Line	Qty.	Catalog	
9	1.00	H3909DY	QC Bar Phantom

Bar phantom for spatial resolution and linearity tests of gamma cameras. The phantom consists of four quadrants with different bar specification:

For each of the quadrant, bar spacing is 2.5mm, 3.2mm, 3.5mm 4.0mm

Line	Qty.	Catalog	
10	1.00	B7999ZB	2 Phase Uninterruptible Power Supply

Vertiv Uninterruptible Power Supply with custom designed cables to interconnect with GE scanners. The UPS Primarily Backs Up the System Computer Functions.

Bridges Short Power Outages and Provides Time for Crossover from Normal Main Power to Emergency Power. Must be Located Within Eight Feet of the PDU.

Line	Qty.	Catalog	
11	1.00	H3100YT	UPS fixtures for 480V UPS for NM SPECT/CT

A set of cables and components required for use with E4502JJ Eaton 6 kVa UPS - for DLX and DX Digital X-Ray system consoles and Nuclear products that provide partial emergency backup power supply for completion of NM scans and gantry motion.

Line	Qty.	Catalog	
12	1.00	H3100TZ	Flat Floor Plate

A streamlined floor plate designed to facilitate collimator exchange on the NM 600/800 series cameras to aid hospital bed and stretcher imaging.

Line	Qty.	Catalog	
13	1.00	H3100PG	600/800 Series Pallet Extender

The patient pallet extender for NM 600/800 Series products can be used to extend the table top for multi-FOV SPECT, SPECT/CT and whole body studies to take advantage of the full scan range capabilities. Length is 600mm; Width is 391mm; 300mm extension  
 Note - The use of the extender requires more space between the camera and the back wall of the scan room. Consult with GE Healthcare project manager for minimum room size requirements.

Line	Qty.	Catalog	
14	1.00	H3100NW	Axial Head Holder

Ergonomically designed holder to position patient's head outside of the patient tabletop pallet, enabling brain SPECT orbiting as close as possible to the patient's skull with maximal coverage of the target tissue

Line	Qty.	Catalog	
15	1.00	H2506KR	NORAV Integrated ECG Gating

NORAV ECG GATING

A compact ECG gating device for Discovery 630 gated cardiac studies, embedded in the Patient table in order to simplify operation.

Line	Qty.	Catalog	
16	1.00	H2506TR	600/800 Series Detector Removal

Detector dismount for shipment of system without detectors attached, must be reassembled in final location

Line	Qty.	Catalog	
17	1.00	B77292CA	CT Service Cabinet

Service cabinet for system accessories storage

Line	Qty.	Catalog	
18	1.00	H3100CJ	Seismic Kit for H3100YT UPS Fixtures

Line	Qty.	Catalog	
19	1.00	H3909CY	System Seismic Option

Seismic kit for NM/CT 850 and NM/CT 860 systems

Line	Qty.	Catalog	
20	1.00	B73602CA	Brivo CT Gantry Dolly

Dolly dedicated to Brivo CT

Line	Qty.	Catalog	
21	1.00	S3906AX	Q.SPECT camera license

S3906AX Includes the Q.SPECT camera license functionality on GE SPECT/CT Scanners. In addition to tagging camera data to be used in Xeleris quantitation applications, this license enables functionality used with Smart Console.

Line	Qty.	Catalog	
22	1.00	R12023AC	Standard Service License

GE Healthcare has reclassified its service tools, diagnostics and documentation into various classes (please refer to the Service Licensing Notification statement at the beginning of this Quotation). The Standard License provides access to service tools used to perform basic level service on the Equipment and is included at no charge for the warranty period.

Line	Qty.	Catalog	
23	1.00	E4502JJ	6 KVA UPS for Nuclear Medicine

NOTES:

- Customer is responsible for rigging and arranging for installation with a qualified party
- ITEM IS NON-RETURNABLE AND NON-REFUNDABLE
- Removal/disposal of the old unit is the customer's responsibility.

FEATURES/BENEFITS

- The use of uninterruptible power enables the system imaging to be completed after the loss of supply power, and allows for saving of valuable data and orderly system shutdown
- The Online Double Conversion UPS eliminates all power anomalies such as noise, transients, overvoltage and undervoltage, which could damage the imaging system's sensitive computer components
- Improves imaging system reliability, reduces service costs, and increases system uptime
- Cell Saver Technology provides conditioned power even during severe brownout conditions without depleting battery resources
- System monitoring via: LanSafe III / FailSafe III software, (2) RS-232 Ports
- PowerPass Module further enhances reliability through Maintenance Bypass Switch which performs maintenance or upgrade your UPS without powering down your critical systems

SPECIFICATIONS

- Dimensions (H x W x D): 33.6" x 9.9" x 15.8"
- Weight: 218 lbs.
- Input Voltage: 200 - 240 VAC
- Output Voltage: 120/240, 120/208 VAC
- Frequency: 45-65 Hz

COMPATIBILITY

- Maxxus NM

Line	Qty.	Catalog	
24	1.00	E4502YB	Seismic Kit for E4502JJ and E4503MM UPS

Line	Qty.	Catalog	
25	1.00	E4502AG	90A A1 Main Disconnect Panel and UPS Control

NOTES:

- Customer is responsible for arranging for installation with a qualified party
- ITEM IS NON-RETURNABLE AND NON-REFUNDABLE

Line	Qty.	Catalog	
26	1.00	E8500NA	Butterfly Armrest

Butterfly (R-Made) Armrest Designed to support a patient's arms during cardiac SPECT and other imaging procedures. Armrest offers new solution to motion artifact caused by the discomfort and pain of prolonged upper extremity hyperextension and abduction. Fast and easy to use, can be mounted and removed in one piece. and is tightly secured by adjustable mounting straps. Polyethylene construction is durable, nonbreakable, and easily learned. Measures 18 in. L x 14 in. W x 8 in. H; weighs 2.5 lb. Recommended for use with GE Optima Systems. Warranty Code H

Line	Qty.	Catalog	
27	1.00	E8500NB	Patient Arm Support System for Nuclear, PET/CT, MRI

Padded Arm Rest combines total arm support and passive restraint, increasing patient comfort during extended procedures. Designed to accommodate virtually all patients. Compatible with most Nuclear Imaging systems and can also be used in MRI, CT and PET applications. Constructed with a comfortable, full support polyfoam with a seamless coated finish. Warranty Code: H

Line	Qty.	Catalog	
28	1.00	E8500NC	Patient Leg Rest for Nuclear, PET/CT, MRI

Contoured Leg Rest prevents low back stress and pain that occurs during supine imaging and treatment, measures 7 in. H x 17 in. D x 13 in. W. Designed to accommodate virtually all patients. Compatible with most Nuclear Imaging systems and can also be used in MRI, CT and PET applications. Constructed with a comfortable, full support polyfoam with a seamless coated finish. Warranty Code: H

Line	Qty.	Catalog	
29	1.00	W0302NM	TIP SPECT/CT System Training Program <b>This training program is designed for customers purchasing a GEHC SPECT/CT system.</b>

This training program is designed for customers purchasing a GEHC SPECT/CT system. GEHC will work with the designated Customer contact to agree upon a reasonable training schedule for a pre-defined group of core technologists that will leverage blended content delivery and may include a combination of onsite days and virtual offerings, to include TiP Virtual Assist, the GEHC Answerline and available on-demand courses ("Virtual Inclusions"). This blended curriculum with multiple delivery platforms promotes learner retention and allows for an efficient and effective skill development.

This program may contain:

- Onsite training (generally 12 days)
- Virtual Inclusions may include:
  - Remote instructor-led training: Instructor leads a remote training session one-on-one or in a group, typically for 1 hour
  - Answerline Support-Access to GEHC experts for clinical, non-emergency applications assistance via phone or by using the iLinq button on the imaging console
  - Tip Virtual Assist-Direct interactive access to a GEHC expert for enhanced support.
  - On Demand courses-On healthcare learning system. Self-paced courses and webinars (CE and non-CE).

Training will be delivered at a mutually agreed upon time between the customer and GE Healthcare (excluding GE Healthcare holidays and weekends), are subject to availability and generally will not exceed 17 days. This training program has a term of

twelve (12) months commencing on Acceptance, where all onsite training must be scheduled and completed within twelve (12) months of Acceptance and all Virtual Inclusions also expire at the end of such twelve (12) month period. Additional onsite days may be available for purchase separately.

All GEHC "Training" terms and conditions apply. Given the unique nature of this program, if this program is purchased as part of a purchase under a Governing Agreement, including any Master Purchase Agreement, Group Purchasing Organization Agreement, or Strategic Alliance Agreement, this program shall take precedence over any conflicting training deliverables set forth therein.

Line	Qty.	Catalog	
30	1.00	H3905GX	Xeleris V DaTQUANT

DaTQUANT application allows visual evaluation and quantification of Ioflupane (123I) images.

DaTQUANT advanced quantification may provide additional information that would not be revealed by visual reading alone.

DaTQUANT includes:

- Automated non-rigid registration with predefined Ioflupane (123I) template followed by manual adjustment and confirmation
- Fast Ioflupane (123I) SPECT image quantitative analysis: computation of uptake values in the striatum, striatal binding ratios, putamen/caudate ratios, and left/right asymmetry
- Repeatable and more accurate analysis
- Easy and consistent reporting (PDF format) for referring physicians

Note: DaTQUANT is available for sale only for countries where Ioflupane (I123) pharmaceutical is approved for use.

Line	Qty.	Catalog	
31	1.00	H3905AN	Xeleris V Quantification Package

Xeleris V Quantification Package, including:

- Q.Volumetrix AI
- Q.Lung AI

Q.Volumetrix AI

Optional software for Volumetrix MI that enables advanced segmentation empowered AI and quantitation capabilities for SPECT/CT and PET/CT data. Enables routine quantitative SPECT results in the form of MBq/ml and SPECT SUV (Standard Uptake Value) without workflow impediments for both base line and longitudinal studies, especially where relative quantitation is insufficient Utilizes advanced quantitative reconstruction with compensation for Attenuation, Resolution and Scatter. Patient demographics and dose information are incorporated to provide accurate quantitative results. Quantitative SPECT/PET results are further enhanced with advanced segmentation tools providing 2D and 3D organ and lesion characterization. The Q.Volumetrix AI option provides quantitative patient follow-up.

Supports data from GE Healthcare 600's Hybrid products using the following isotopes: 99mTc, 201Tl, 111In, 123I, 131I, 67Ga, Lu177 and collimators: NaI: LEHRS, LEHR, LEHS, ELEGP, MEGP, HEGP, CZT: WEHR, MEHRS

Q.Lung AI

Provides diagnosis of Pulmonary Embolism (PE), Chronic Obstructive Pulmonary Disease (COPD), Emphysema and other lung deficiencies.

Assess the fraction of total lung function provided by a lobe or whole lung for Lung cancer resection requiring removal of an entire lobe, bilobectomy or pneumonectomy.

Q.Lung AI introduces lung lobe segmentation based on CT structures, using Deep Learning technology for lung fissure automatic detection.

Line	Qty.	Catalog	
32	1.00	H3905EH	Xeleris V Q.Liver

Q.Liver is a comprehensive application that provides processing, quantification, and multidimensional review of Liver SPECT/PET and CT for display and segmentation. The application provides the user with tools to calculate a therapeutic dose for Selective Internal Radiation Therapy (SIRT) treatment.

## Subscriptions and other Term-Based Purchases

Summary of Term-Based Purchases		
Fee Type	Net Price Annual	Net Price Total
Non-recurring Fees		\$65,100.00
Recurring Fees	\$0.00	\$0.00
<b>Subscription Total Contract Value</b>		<b>\$65,100.00</b>

### Non-recurring Fees:

Line	Qty.	Catalog	Description	
1	1	H3905AA	Xeleris V SW Only	
				<b>Total Net Price</b>
				<b>\$65,100.00</b>

Xeleris™ V is a molecular imaging virtual processing, analysis, and review software solution for molecular imaging (Nuclear Medicine, PET, NM/CT, and PET/CT), designed to remove the restraints of a dedicated processing and review station. Xeleris V transforms the way nuclear medicine works. Xeleris V is mobile in the enterprise, scalable, accessible and intelligent. Designed to leverage the latest SPECT quantitative applications for routine clinical use, and including new AI- Powered clinical applications, it accelerates workflow and improves diagnostic confidence.

Xeleris V introduces the optimal solution for the enterprise, deployed on a virtual server and providing a scalable solution with up to 10 simultaneous users of Xeleris applications on zero footprint clients across the enterprise.

Xeleris V SW Only is a Virtual server solution that is installed on the site's environment (minimum hardware and software requirements apply). It supports up to 3 concurrent users.

**Total Quote Subtotal: \$713,735.36**

Qty.	Credits and Adjustments	
1.00	Trade-in	\$-400.00
1.00	Trade-in	\$0.00
1.00	Trade-in	\$0.00

**Catalog+Subscription Initial Payment \$713,335.36**

**Total Quote Net Selling Price: \$713,335.36**

If applicable, for more information on this devices' operating system, please visit GE Healthcare's product security portal at: <https://securityupdate.gehealthcare.com/en/products>



## Optional Items

Please initial the Catalogs you wish to purchase

Catalog Number	Qty.	Description	Net Price	Initial
<b>H2506TF</b>	<b>1.00</b>	<b>Pinhole Collimator with Cart</b>	<b>\$26,000.00</b>	_____

NM Pinhole Collimator includes one collimator with 3 inserts and a dedicated collimator cart

Catalog Number	Qty.	Description	Net Price	Initial
<b>H2506TL</b>	<b>1.00</b>	<b>Bilateral Motion For Pinhole</b>	<b>\$4,000.00</b>	_____

The Bilateral Pinhole Motion enhancement option enables NM600 Series cameras to perform pinhole collimated imaging of both sides of a patient on the imaging table without moving the patient in procedures such as imaging of bilateral hips anteriorly or bilateral kidneys posteriorly.

Catalog Number	Qty.	Description	Net Price	Initial
<b>W0303NM</b>	<b>1.00</b>	<b>TIP Molecular Imaging Post Processing Training Package</b>	<b>\$21,429.00</b>	_____

**This training program is designed for customers purchasing an Xeleris Workstation, or XFL.**

This training program is designed for customers purchasing an Xeleris Workstation, or XFL. GEHC will work with the designated Customer contact to agree upon a reasonable training schedule for a pre-defined group of core technologists that will leverage blended content delivery and may include a combination of onsite days and virtual offerings, to include TIP Virtual Assist, the GEHC Answerline and available on-demand courses (“Virtual Inclusions”). This blended curriculum with multiple delivery platforms promotes learner retention and allows for an efficient and effective skill development.

This program may contain:

- Onsite training (generally 3 days)
- Virtual Inclusions may include:
- Remote instructor-led training: Instructor leads a remote training session one-on-one or in a group, typically for 1 hour
- Answerline Support-Access to GEHC experts for clinical, non-emergency applications assistance via phone or by using the iLinq button on the imaging console
- Tip Virtual Assist-Direct interactive access to a GEHC expert for enhanced support.
- On Demand courses-On healthcare learning system. Self-paced courses and webinars (CE and non-CE).

Training will be delivered at a mutually agreed upon time between the customer and GE Healthcare (excluding GE Healthcare holidays and weekends), are subject to availability and generally will not exceed 6 days. This training program has a term of twelve (12) months commencing on Acceptance, where all onsite training must be scheduled and completed within twelve (12) months of Acceptance and all Virtual Inclusions also expire at the end of such twelve (12) month period. Additional onsite days may be available for purchase separately. All GEHC “Training” terms and conditions apply. Given the unique nature of

this program, if this program is purchased as part of a purchase under a Governing Agreement, including any Master Purchase Agreement, Group Purchasing Organization Agreement, or Strategic Alliance Agreement, this program shall take precedence over any conflicting training deliverables set forth therein.

**Trade-in Addendum to GE Healthcare Quotation**

This Trade-In Addendum (“Addendum”), effective on **August 2, 2022**, between the GE Healthcare business identified on the Quotation and **Salinas Valley Memorial Hospital** (“Customer”), is made a part of Quotation # **2006630923.8** ^ dated **August 2, 2022** (“Quotation”) and modifies it as follows:

A. Customer: (i) certifies that it has full legal title to the equipment and/or mobile vehicle (“mobile vehicles” are defined as any systems requiring a vehicle title) listed in Section E (“Trade-In Equipment”), free and clear of all liens and encumbrances; (ii) conveys title and, if applicable, registration and license documents to GE Healthcare effective on the date of removal or receipt of the Trade-In Equipment (mobile vehicles will not be removed from Customer site until GE Healthcare has received a clean title signed over to GE Healthcare); and (iii) affirms that the Trade-In Equipment has never been used on or to provide care to animals. If GE Healthcare removes the Trade-In Equipment, it will do so at its expense at a mutually agreed time. Trade-In Equipment shall be removed no later than thirty days following installation of Customer’s new system, unless explicitly otherwise agreed to by the parties in writing.

Mobile vehicles must include the VIN# on this trade-in addendum: VIN# [insert Vin #]. Mobile vehicles must have a valid DOT sticker and be road worthy at the time GE Healthcare is to take possession of them in order for GE Healthcare to accept a mobile vehicle on trade-in. Any and all logos or hospital affiliation stickers must be removed (outside and inside) by Customer and Customer shall clean the mobile vehicle of all debris and medical supplies prior to removal of the mobile vehicle by GE Healthcare.

B. Customer is responsible for: (i) providing timely, unrestricted access to the Trade-In Equipment in a manner that affords GE Healthcare, or third-party purchaser of the Equipment through GE Healthcare, the ability to complete Equipment inspection and testing, and the ability to complete an operating system back-up prior to de-installation within the timeframe required by GE Healthcare or said third-party purchaser, failure of which to provide may result in termination of this Trade-in Addendum and related credits and/or payments; (ii) ensuring that the Trade-In Equipment and the site where it is located are clean and free of bodily fluids; (iii) informing GE Healthcare of site-related safety risks; (iv) properly managing, transporting and disposing of hazardous materials located on site in accordance with applicable legal requirements; (v) rigging, construction, demolition or facility reconditioning expenses, unless expressly stated otherwise in the Quotation; and (vi) risk of loss and damage to the Trade-In Equipment until safety risks are remediated and the Trade-In Equipment is removed or returned.

C. Prior to removal or return to GE Healthcare, Customer must: (i) remove all Protected Health Information as such term is defined in 45 C.F.R. § 160.103 (“PHI”) from the Trade-In Equipment; and (ii) indemnify GE Healthcare for any loss resulting from PHI not removed. GE Healthcare has no obligation in connection with PHI not properly removed.

D. GE Healthcare may in its sole discretion reduce the trade-in amount or decline to purchase the Trade-In Equipment and adjust the total purchase price of the Quotation accordingly if: (i) the terms of this Addendum are not met; (ii) Customer fails to provide access to the Trade-In Equipment as required herein; or (ii) the Trade-In Equipment is missing components or is inoperable and/or non-functioning when removed or returned – Customer is required to confirm for GE Healthcare the operability of the Trade-In Equipment prior to the deinstallation of the Equipment. All other terms and conditions of the Quotation remain in full force and effect.

E. Trade-In Equipment:

Trade-In Equipment Mfr.	<u>Model &amp; Description</u>	<u>Quantity</u>	System ID*	Trade-In Amount (\$)
	Millennium MG W/WS Trade-in	1.00	831759MG2	\$-400.00
	NM XELERIS 2 UPGRADE Trade-in	1.00	831759ENT1	\$0.00
GENERAL ELECTRIC	Millennium MG W/WS Trade-in	1.00	831759MG1	\$0.00

This Addendum is executed when: (i) signed by the parties below; (ii) Customer receives this Addendum and signs the Quotation that references the Trade-In Equipment; or (iii) Customer receives this Addendum and issues a purchase order identifying either the terms of the Quotation (which includes a reference to the Trade-In Equipment) or the Governing Agreement identified on the Quotation as governing the order (PO# \_\_\_\_\_)†.

**Salinas Valley Memorial Hospital**

**GE Healthcare**

**Signature:** \_\_\_\_\_

**Signature:** \_\_\_\_\_

**Print Name:** \_\_\_\_\_

**Print Name:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Date:** \_\_\_\_\_

<sup>^</sup> A Quotation number must be provided on this document.

<sup>\*</sup> In the event the Trade-In Equipment does not have a System ID, please record the serial number of each component that comprises the Trade-In Equipment.

<sup>†</sup> If you are relying upon the purchase order to reflect acceptance of the terms contained herein, please update this document with the applicable PO number upon receipt of the PO. Failure to do so may result in delays surrounding deinstallation of the System(s).

## GPO Agreement Reference Information

Customer:	Salinas Valley Memorial Hospital
Contract Number:	Novation Vizient Supply LLC
Billing Terms:	80% on Delivery / 20% on Acceptance
Payment Terms:	45 Net
Shipping Terms	FOB DESTINATION

Offer subject to the Terms and Conditions of the applicable Group Purchasing Agreements currently in effect between GE Healthcare and Novation Vizient Supply LLC

If applicable, for more information on this devices' operating system, please visit GE Healthcare's product security portal at: <https://securityupdate.gehealthcare.com/en/products>

This product offering is made per the terms and conditions of Vizient /GE Healthcare GPO Agreements as follows:

**Imaging:**

XR0882-MR, XR0702-Card./Vasc., XR0673-CT, XR0342-Mammo, XR0895-PET-CT, XR0362-Nuc Med, XR0715-R&F/RAD & XR0592-ICAR-EP/HEMO, XR0692-BMD

**Ultrasound:**

XR0431-Ultrasound

**LCS:**

CE2512 (Anesthesia), CE3033 (Monitoring), CE3333 (Infant Care), CE2881 (DCAR) and CE0351 (EP).

Vizient: Please login to the Vizient Marketplace Website. If you require assistance or are experiencing issues, please contact Vizient for support: Email: [Connect@VizientInc.com](mailto:Connect@VizientInc.com) and Phone: 866-600-0618.



GE Healthcare Service Quotation

AGREEMENT# \_\_\_\_\_ ACCOUNT# 129456 QUOTATION ID# 34D5344

**Customer Information:** Name: SALINAS VALLEY MEMORIAL  
 Address: HOSPITAL 450 E ROMIE LN  
 City: SALINAS State: CA Zip: 93901

**Service Billing Option (choose one)**

**HFS Combined Billing** (Service payments billed through Healthcare Financial Services equipment financing agreement):

By selecting this box & signing below, the payments related to this service agreement will be administered through GE Healthcare Financial Services. See HFS Equipment Financing agreement for Service billing details. See rest of Agreement (as defined below) for remainder of terms and conditions. If not selecting HFS Combined Billing option, please complete the remainder of the agreement below in its entirety.

**Standard:**

**Term:** 60 months  
**Billing Frequency:** Monthly - Advance  
**Payment Terms:** Net 30 days of invoice date  
**Payment Schedule\*\*:** \_\_\_\_\_

The following payments have non-calendar effective dates, billed Monthly - Advance:

Effective	Through	Product Schedule Rows	Monthly - Advance
End of Warranty	End of Agreement	2-rows, ranging from \$262.42 to \$4,201.20	\$4,463.62

**Agreement Start Date\*:** End of Warranty  
**Quotation Expiration Date:** October 01, 2022  
**PO Requirement:**  Yes (hardcopy PO required)  No  
 PO #: \_\_\_\_\_ PO Expiration Date: \_\_\_\_\_  
**Sales And Use Tax Status:** No Exemption Certification on file

**Customer Billing Information:** Name: SALINAS VALLEY MEMORIAL HOSP  
 Address: 450 E ROMIE LN  
 City: SALINAS State: CA Zip: 93901

Is the above billing address correct?  Yes  No If no, please provide the correct billing address below:

**Customer Billing Information:** Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

**Please provide the contact name and email address of the following person(s):**

	Contact Name:	Email address:
1. To be notified when this Agreement is processed:	_____	_____
2. To receive all invoices electronically via email:	_____	_____

**Service Sales Rep.:** Madison White Phone: 4145249246 Email: Madison.White@ge.com

**\*Agreement Start Date:** The "Agreement Start Date" begins on: (a) the above date if Customer signs and returns this Agreement within 30 calendar days of that date; or (b) the date of signature if Customer does not sign and return this Agreement within 30 calendar days of the above date.

**Annual Charges:** See Product Schedule for annual charges, offerings, coverage, and start dates for each Product. Charges are based on Product inventory, offerings, and coverage as of the Agreement Start Date and may change to reflect inventory and coverage modifications, variable charges and other adjustments as specified in this Agreement. If this Agreement's annual charges are less than \$12,000, GE Healthcare reserves the right to enforce automatic bill payment (via ACH or credit card).

**\*\*Payment Schedule:** Charges are payable in installments as set forth above plus applicable taxes. These charges may change based on Product additions/deletions, inflation adjustments or other modifications permitted by this Agreement. Customer will be billed beginning on the Agreement Start Date. Payment is due the first of each month. If the Agreement Start Date is not the first of the month, the first and last payments will be prorated.

**Agreement:** This Agreement is between the "Customer" identified above and the GE Healthcare business identified below ("GE Healthcare"), for the sale and purchase of the Services and/or the Subscription identified in this Quotation, together with any applicable schedules referred to herein ("Quotation"). "Agreement" is defined as the GE Healthcare: (1) Quotation; (2) Product Schedule; (3) Statement of Service Deliverables; and (4) Service Terms & Conditions, that apply to the Products, Services and/or Subscription identified in this Quotation. In the event of conflict, the order of precedence is as listed. GE Healthcare can withdraw this Quotation at any time before "Quotation Acceptance", which occurs when Customer either: (i) signs and returns this Quotation; or (ii) provides evidence of Quotation acceptance satisfactory to GE Healthcare. On Quotation Acceptance, this Agreement is the complete and final agreement of the parties relating to the Services and/or Subscription identified in this Quotation. There is no reliance on any terms other than those expressly stated or incorporated by reference in this Agreement and, except as permitted in this Agreement, no attempt to modify will be binding unless agreed to in writing by the parties. Modifications may result in additional fees and cannot be made without GE Healthcare's prior written consent.

Handwritten or electronic modifications on this Agreement (except signatures on the signature blocks below) are void. This Agreement is not part of an umbrella or other group purchasing agreement unless otherwise indicated.

The parties have caused this Agreement to be executed by their authorized representative as of the last signature date below.

**Customer**

Signature: \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_

**GE Precision Healthcare LLC, a GE Healthcare business**

Signature: \_\_\_\_\_  
Print Name: Madison White  
Title: Healthcare Services Account Manager  
Date: 8/2/2022



# Service Contract Automatic Payment Form

**IF ELECTING AUTOPAYMENT, PLEASE FILL OUT THE FOLLOWING FORM IN ITS ENTIRETY UNLESS LEASING THROUGH GE HFS, LLC.**

I \_\_\_\_\_ (Full Name) authorize GE Healthcare to charge my bank account or credit card as indicated below for 34D5344 (Quote/Contract Number) each time my GEHC Service Contract is invoiced.

### Billing Information:

Contact Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Email: \_\_\_\_\_

**ACH Bank Transfer:**

Checking  Savings

Account Name: \_\_\_\_\_

Bank Name: \_\_\_\_\_

Account Number: \_\_\_\_\_

Routing Number: \_\_\_\_\_



I would like to provide my bank transfer information directly to a GE Healthcare Representative who will enter it directly into the GE Healthcare Secure Payment Portal. Please be sure to provide the appropriate contact information above.

Please add GE Healthcare ACH ID#3751469926 as an approved ACH Filter in your bank account, to ensure all payments are approved.

**Credit Card Payment:**

**Please do not write down any credit card information on this form. Please be sure to provide the appropriate contact information above so a GE Healthcare Representative can call you directly to obtain your card information and enter it directly into the GE Healthcare Secure Payment Portal.**

By entering my routing and account number above I authorize my payments for Quote/Contract Number above to be processed each time a new invoice is generated as electronic funds transfers (EFT) or drafts drawn from my checking or savings account as indicated above and, if necessary, electronic credits to my account to correct erroneous debits. I understand that my payment will be processed in advance of the invoice due date. If any of my payments return unpaid, I authorize you or your service provider to collect the returned payment and my state's return item fee for each such payment by EFT(s) or draft(s) drawn from my account. To view your state's returned item fee, please visit the following website: <https://merchants.fiserv.com/en-us/customer-center/merchants/telecheck-returned-check-fees/>

I understand that this authorization will remain in full force and effect until I notify you to revoke it by calling 1 (800) 581-5600 and allowing you reasonable opportunity to act on my notice.

SIGNATURE: \_\_\_\_\_  
(Account Holder's Signature)

DATE: \_\_\_\_\_



**SALINAS VALLEY MEMORIAL HOSPITAL**

Support and prices quoted below are valid provided the customer signs and returns this quote to GE Healthcare by 10/1/2022

Equipment Identifiers	Trans. Type	Equipment	Effective Date	Offering	Options	Features	Annual Amount
System ID: NM850TBD Phy Loc Acct: 129456 Cost Center:	ADD POS	GE NM DISCOVERY NM/CT 850 (NMH974)	End of Warranty through End of Agreement	AssurePoint Standard	INCLUDED: • ACQUISITION PROCESSOR • CRYSTAL COVERAGE • ILINQ RESPONSE TIME: 30 MIN. • Table • TUBE COVERAGE EXCLUDED: • Continuity • PERIPHERAL DEVICES • UNINTERRUPTED POWER SUPPLY • WORKSTATION	• FE Coverage Weekdays: MON-FRI, 8AM-5PM • FE Coverage Weekend: NO COVERAGE HRS • FE Onsite Response Time: 4-Hours • InSite Response: 30 • InSite/Tech Phone Support • MyGEHealthcare Equipment • PM Coverage HOURS/DAYS: MON-FRI, 8AM-5PM • Repair Parts: Included, Next Day 10:30 AM LST-NUC • Software and Quality Updates • Third Party Software: Excluded • TiP Answer Line • Uptime Commitment: 97%	\$50,414
System ID: XELERISTBD Phy Loc Acct: 129456 Cost Center:	ADD POS	GE WORKSTATION XELERIS V (Software- Only and Subscription Configurations) (N#240A)	End of Warranty through End of Agreement	AssurePoint Standard	INCLUDED: • ILINQ RESPONSE TIME: 30 MIN.	• FE Coverage Weekdays: MON-FRI, 8AM-5PM • FE Coverage Weekend: NO COVERAGE HRS • FE Onsite Response Time: 4-Hours • InSite Response: 30 • InSite/Tech Phone Support • MyGEHealthcare Equipment • PM Coverage HOURS/DAYS: MON-FRI, 8AM-5PM • Repair Parts: Excluded • Software and Quality Updates • Third Party Software: Excluded • TiP Answer Line • Uptime Commitment: 95%	\$3,149
<b>NET ANNUAL VALUE:</b>							\$53,563





- 1. Definitions.** As identified in this Agreement, "Equipment" is hardware and embedded software that is licensed with the purchase of the hardware delivered to Customer in GE Healthcare's packaging and with its labeling; "Software" is software developed by GE Healthcare and/or delivered to Customer in GE Healthcare's packaging and with its labeling, and Documentation associated with the software; "Third Party Software" and "Third Party Equipment" are respectively software developed by a third party, and hardware and embedded software that is licensed with the purchase of the hardware, that is delivered to Customer in the third party's packaging and with its labeling (collectively, "Third Party Product"); "Product" is Equipment, Software and Third Party Product; "Services" are Product support or professional services; and "Subscription" is a limited-term, non-transferable license to access and use a Product (except Healthcare Digital Products), including any associated support Services. "Healthcare Digital Products" are: (i) Software identified in the Quotation as "Centricity"; (ii) Third Party Software licensed for use in connection with Centricity Software; (iii) hardware used to operate Centricity or Third Party Software; (iv) Services provided for implementation, installation or support and maintenance of Centricity or Third Party Software licensed for use in connection with Centricity Software; and/or (v) any Product or Service that is identified in a Healthcare Digital Quotation. "Specifications" are GE Healthcare's written specifications and manuals as of the date the Equipment shipped. "Documentation" is the online help functions, user instructions and manuals regarding the installation and operation of the Product as made available by GE Healthcare to Customer.
- 2. Term and Termination.** Services and/or Subscriptions will have individual term lengths identified in the Quotation. If there is a material breach of this Agreement that is not cured by the breaching party within 60 days from receipt of written notice, the non-breaching party can terminate this Agreement. Other than as set forth in this Agreement, neither party can unilaterally terminate this Agreement. Any remaining undisputed, unpaid fees become immediately due and payable on expiration or termination.
- 3. Inventory.** GE Healthcare will complete an inventory of Products and provide an updated Product schedule ("Product Schedule"). Products must be in safe, normal operating condition and comply with original equipment manufacturer ("OEM") specifications in order to be added to the Product Schedule, and GE Healthcare is not liable or responsible for any preexisting defect, malfunction or necessary repairs.
- 4. Product Removal.** Product sold (excluding an assignment of this Agreement) or scrapped by Customer may be removed from this Agreement with 60 days' prior written notice to GE Healthcare, and fees will be adjusted on the later of the end of the notice period or the date the Product is sold or scrapped. Customer has no right to remove a Product at its convenience.
- 5. Warranty.** GE Healthcare warrants that its Service will be performed by trained individuals in a professional, workman-like manner. GE Healthcare will re-perform non-conforming Service as long as Customer provides prompt written notice to GE Healthcare. NO OTHER EXPRESS OR IMPLIED WARRANTIES, INCLUDING IMPLIED WARRANTIES OF NON-INFRINGEMENT, MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, WILL APPLY. DOCUMENTATION IS PROVIDED "AS IS".
- 6. Loaner Units.** GE Healthcare may provide a loaner unit during extended periods of Service. If a loaner unit is provided: (i) it is for Customer's temporary use at the location identified in the Quotation; (ii) it will be returned to GE Healthcare within 5 days after the Product is returned to Customer, and if it is not, GE Healthcare may repossess it or invoice Customer for its full list price; (iii) it, and all programs and information pertaining to it, remain GE Healthcare property; (iv) risk of loss is with Customer during its possession; (v) Customer will maintain and return it in proper condition, normal wear and tear excepted, in accordance with GE Healthcare's instructions; (vi) it will not be repaired except by GE Healthcare; (vii) GE Healthcare will be given reasonable access to it; (viii) Customer is not paying for its use, and Customer will ensure charges or claims submitted to a government healthcare program or patient are submitted accordingly; and (ix) prior to returning it to GE Healthcare, Customer will delete all information, including PHI, from it and its accessories, in compliance with industry standards and instructions provided by GE Healthcare.
- 7. License Registration.** Online registration as a licensee may be required for receipt of Software and Documentation.
- 8. Customer Responsibilities.** Customer must: (i) maintain power quality, grounding, temperature, humidity and repairs due to power anomalies, all as necessary for Products to operate within OEM specifications; (ii) ensure labeling that is on and accompanying the Equipment covered under this Agreement is not altered or removed and complies with regulations; (iii) provide Third Party Product warranty and operating and maintenance manuals, maintenance and service requirements (e.g., software, tools, phantoms), or pay GE Healthcare for acquiring these materials; (iv) repair accessories unless the item is identified on the Product Schedule; (v) replace accessories, supplies and consumables; (vi) dispose of accessories, supplies and consumables unless GE Healthcare is legally required to take the item back; (vii) update Third Party Product; (viii) maintain licenses, permits and other approvals required to receive or use radioactive sources and provide the sources needed for calibration and performance checks; (ix) provide access to Products during Service coverage hours; and (x) if required by GE Healthcare, sign an agency authorization letter to provide Services. Service for Products not maintained to OEM specifications may result in additional charges. Customer cannot stockpile replacement parts.
- 9. End of Support.** If GE Healthcare determines that: (i) a Product or component thereof has been declared end of life/support by the OEM; (ii) its ability to Service or maintain a Product or component thereof is hindered due to the unavailability of parts or trained personnel; or (iii) it can no longer Service or maintain the Product in a safe or effective manner, then GE Healthcare may, upon notice: (a) remove the item from this Agreement and adjust fees without otherwise affecting this Agreement, or (b) move the item to "end of service life" coverage.
- 10. Return for Repair.** Prior to shipping Product to GE Healthcare for repair, Customer will back up and remove data stored on the Product. Customer is responsible for damage during shipment to GE Healthcare. GE Healthcare may remove data stored on the Product prior to sending it back to Customer and will provide standard shipping.
- 11. Exclusions.** Unless identified on the Product Schedule, this Agreement does not cover: (i) tubes, detectors, probes, chillers, crystals, batteries, accessories, consumables, user-replaceable items, supplies, cosmetic upgrades or parts used to correct/enhance Product appearance; (ii) a defect, deficiency or repairs due to improper storage or handling, failure to maintain Product according to OEM

instructions/specifications, inadequate backup or virus protection, cyber-attacks, or any cause external to the Product or beyond GE Healthcare's control; (iii) payment/reimbursement of facility costs arising from repair/replacement of Product; (iv) adjustment, alignment, calibration, or planned maintenance; (v) Third Party Product that was not commercially available from the OEM on the date the item was installed; (vi) OEM warranty service or recalls; (vii) Product upgrades, certification surveys and relocations; (viii) consultation, training or assistance with use, development, or modification of items/materials (e.g., software and protocols); (ix) installation and reusing existing facilities for testing, training and other purposes; (x) MR-related defect from failure of a Customer water chiller system or service to water chiller system; (xi) Healthcare Digital Products; and (xii) non-GE Healthcare network/antenna installations/troubleshooting.

**12. Existing Service Arrangements.** This Agreement does not apply to Products covered by arrangements/warranties from other vendors until the end or termination of those arrangements/warranties. If Products covered by another arrangement/warranty are added to this Agreement, they will be added on the day following the end or termination of the other arrangement/warranty.

**13. Hourly Billed Services.** Services not covered by this Agreement are hourly-billed services and may have a 2-hour minimum charge.

**14. Inflation.** After the first year of this Agreement, but no more than annually and with 60 days' prior notice provided in the same manner as Customer's invoices, GE Healthcare may increase fees by an amount no more than the prior 12-month increase in the U.S. Bureau of Labor Statistics ("BLS") Employment Cost Index for "Service-providing industries: Natural resources, construction, and maintenance (not seasonally adjusted, total compensation)" or any replacement index as determined by BLS.

## **15. Product Specific Service Terms.**

**15.1. Tube Support (Excluding C-Arms).** If tube support/coverage is identified on the Product Schedule, GE Healthcare will provide tubes, on an exchange basis, to replace failed tubes. Customer will: (i) maintain a Product maintenance and repair program, including tube warm up, in accordance with GE Healthcare planned maintenance and repair requirements; (ii) repair the Product with repair parts that meet OEM specifications; and (iii) protect Product configuration against alteration except as authorized by GE Healthcare. Product must have an operational tube on the Agreement Start Date (as defined in the Quotation). No credit will be provided to Customer for the tube. Tubes provided under tube support/coverage are on an "AS IS" basis with no warranties of any kind. Claims reported after expiration or termination of tube support/coverage are not covered even if a tube failure occurred prior to such expiration or termination.

### **15.2. Magnetic Resonance ("MR").**

#### **15.2.1. Magnet Maintenance.**

**15.2.1.1** If magnet maintenance for MR systems with Lhe/Ln and shield cooler-configured magnets and condenser-configured magnets (K4 technology) is identified on the Product Schedule, GE Healthcare will: (i) adjust, repair, or replace covered components (i.e., MR magnet, cryostat, coldhead, cryo-cooler compressor, shim coils); (ii) monitor cryogen levels within the magnet cryostat, based on Customer cryostat meter readings; and (iii) perform magnetic field homogeneity adjustments to the extent required by magnet ramping or covered component adjustment, repair or replacement. Customer will ensure that the Product's cryo-cooler system and water chiller system used with the cryo-cooler system (including in vans or trailers in transit) are operational at all times and maintained, and immediately notify GE Healthcare if it is not.

**15.2.1.2.** If magnet maintenance for MR systems with permanent magnets is identified on the Product Schedule, GE Healthcare will perform magnetic field homogeneity adjustments to the extent required by a covered component adjustment, repair or replacement.

**15.2.2. Remote Magnet Monitoring for non-GE Healthcare Systems.** If remote magnet monitoring for non-GE Healthcare systems is identified on the Product Schedule, GE Healthcare will: (i) remotely monitor operating parameters of the MR magnet refrigeration system; (ii) oversee installation of remote monitoring hardware; and (iii) maintain the hardware. Customer will provide power, access and remote connectivity as needed for remote magnet monitoring.

**15.2.3. Cryogen Coverage.** If cryogenics for GE Healthcare MR systems are identified on the Product Schedule as included in the Service for the Equipment, GE Healthcare will provide: (i) monitoring of cryogen levels; and (ii) cryogen delivery and transfill service Monday-Friday, between 9pm-6am local time (excluding GE Healthcare holidays), to replenish cryogen losses resulting from (a) the normal operation of the Equipment in accordance with Specifications, or (b) GE Healthcare's failure to maintain the Equipment in accordance with Specifications. Notwithstanding the foregoing, if Customer's failure to maintain or use the Equipment in accordance with Specifications results in cryogen loss, Customer will be billed for resulting lost liquid helium liters (whether or not a refill was immediately required to replace lost liters) at GE Healthcare's then-current rates. Subject to the foregoing, if cryogenics are identified on the Product Schedule as included in the Service for the Equipment, cryogen delivery and transfill service will be provided either: (1) on an unlimited (as needed) basis, or (2) if the cryogenics are at the required target fill level, on a 1 cryogen liter per contract year basis. See Product Schedule and AssurePoint Reserve terms and conditions (if applicable) for details. Customer will inform GE Healthcare of its authorized cryogen representative who will provide GE Healthcare accurate cryostat meter readings and receive notifications relative to cryogen quantity and delivery schedules (for Lhe/Ln and shield cooler configured magnets only); and provide a delivery dock and storage facility. GE Healthcare is not responsible or liable for: cryogen loss or transfer efficiency during transfer to the cryostat; cryogenics if cryogenics are identified on the Product Schedule as excluded; or service needed on Equipment due to cryogen transfill service not otherwise provided by GE Healthcare.

**15.2.4. Cryogen Cost Increases.** If GE Healthcare's cryogen cost increases by more than 12%, as measured against its cost as of the Agreement Start Date (as defined in the Quotation) or its cost on the date of the most recent adjustment, GE Healthcare may increase Service fees in an amount equal to such cost increase.

**15.3. Cyclotron.** GE Healthcare will work in accordance with its health and safety rules and applicable radiation and radioactive materials safety laws and regulations, whichever is more stringent, including assessment and management of radiation dose in accordance with the As Low As Reasonably Achievable ("ALARA") standard. Customer will follow all ALARA guidelines to maintain and control the radiation exposures as far below the dose limits as possible. Customer will: (i) if requested by GE Healthcare, remove targets prior to Service; (ii) place targets in an appropriately shielded area/container during Service; (iii) replace targets following Service; (iv) provide at least 24 hours of

Product downtime prior to planned maintenance; (v) provide GE Healthcare with Customer's emergency and site-specific safety procedures; (vi) ensure that a Customer representative is available in the work area during Service; (vii) confirm that GE Healthcare personnel and their tools and accessories are free from contamination prior to leaving Customer's facility; and (viii) store and dispose of waste generated by Service in compliance with applicable laws and regulations. GE Healthcare reserves the right not to enter areas with dose rates in excess of 2 mSv/hour. Other radiation exposure limits may apply to Service, including daily or personal cumulative dose limits, and local requirements, which could prevent Service of the cyclotron until radiation levels are reduced.

## 16. General Terms.

16.1. **Confidentiality.** Each party will treat this Agreement and the other party's proprietary information as confidential, meaning it will not use or disclose the information to third parties unless permitted in this Agreement or required by law. Customers are not prohibited from discussing patient safety issues in appropriate venues.

16.2. **Governing Law.** The law of the state where the Product is installed, Service is provided, or Subscription is accessed will govern this Agreement.

16.3. **Force Majeure.** Performance time for non-monetary obligations will be reasonably extended for delays beyond a party's control.

16.4. **Assignment; Use of Subcontractors.** Neither party may assign this Agreement or any rights, interests or obligations provided by this Agreement without the prior written consent of the other party; provided, however, that either party may assign this Agreement and any or all rights and obligations under this Agreement to any of its affiliates upon prior written notice to the other party; provided, further, that no such assignment shall release either party from any liability under this Agreement. Notwithstanding anything to the contrary in this Agreement, GE Healthcare may assign this Agreement and all of its rights, interests and obligations under this Agreement to a GE Healthcare Subsidiary (as defined below), subject to the GE Healthcare Subsidiary agreeing to be bound by all of the terms and conditions of this Agreement and assuming all of the rights, interests and obligations of GE Healthcare under this Agreement. Immediately upon such assignment and assumption, automatically and without the requirement of any further action by any person or entity, (i) all references in this Agreement to GE Healthcare shall instead apply to GE Healthcare Subsidiary unless the context otherwise requires and (ii) GE Healthcare shall be unconditionally and irrevocably released and discharged from any and all liabilities and obligations under or in connection with this Agreement. "**GE Healthcare Subsidiary**" means a majority owned direct or indirect subsidiary of GE Healthcare Parent. "**GE Healthcare Parent**" means an entity that (a) has at the time of such assignment and assumption (or concurrently therewith) an investment-grade unsecured corporate credit rating issued by each of Standard & Poor's Ratings Services, a Standard & Poor's Financial Services LLC business (or any successor thereto), and Moody's Investors Service, Inc. (or any successor thereto), and (b) has succeeded to ownership, directly or indirectly, of substantially all of the assets formerly owned by the GE Healthcare business of the General Electric group of companies. Notwithstanding anything to the contrary in this Agreement, in the event of any change of direct or indirect ownership of GE Healthcare in connection with the previously-announced separation of the General Electric group of companies, regardless of the form such separation takes, the other party hereby acknowledges and consents to the change of ownership of GE Healthcare as part of such separation. GE Healthcare may hire subcontractors to perform work under this Agreement but will remain responsible for its obligations.

16.5. **Waiver; Survival.** If any provision of this Agreement is not enforced, it is not a waiver of that provision or of a party's right to later enforce it. Terms in this Agreement related to intellectual property, compliance, data rights and terms that by their nature are intended to survive will survive the Agreement's expiration or termination.

16.6. **Intellectual Property.** GE Healthcare owns all rights to the intellectual property in GE Healthcare's Products, Services, Documentation, Specifications, and statements of work related to a Quotation or otherwise. Customer may provide GE Healthcare with feedback related to Products, Services, and related Documentation, and GE Healthcare may use it in an unrestricted manner.

## 17. Compliance.

17.1. **Generally.** Each party will comply with applicable laws and regulations. Customer is only purchasing or licensing Products for its own medical, billing and/or non-entertainment use in the United States or for the purposes of renting or leasing the Products for medical, billing and/or non-entertainment purposes through a mobile system or modular building where Customer maintains title to the Products. GE Healthcare will not deliver, install, service or train if it discovers Products have been or are intended to be used contrary to this Agreement. This Agreement is subject to GE Healthcare's ongoing credit review and approval. Customer is aware of its legal obligations for cost reporting, including 42 C.F.R. § 1001.952(g) and (h), and will request from GE Healthcare any information beyond the invoice needed to fulfill Customer's cost reporting obligations. GE Healthcare will provide safety-related updates for Equipment and Software required by applicable laws and regulations at no additional charge.

17.2. **Security.** GE Healthcare is not responsible for: (i) Customer's passwords or password management; (ii) securing Customer's network; (iii) preventing unauthorized access to Customer's network or the Product; (iv) backup management; (v) data integrity; (vi) recovery of lost, corrupted or damaged data, images, software or equipment; (vii) third party operating systems, unless specifically provided in the Quotation; or (viii) providing or validating antivirus or related IT safeguards unless sold to Customer by GE Healthcare. **NEITHER PARTY WILL BE LIABLE TO THE OTHER PARTY FOR DAMAGES CAUSED BY UNAUTHORIZED ACCESS TO THE NETWORK OR PRODUCTS REGARDLESS OF A PARTY'S COMPLIANT SECURITY MEASURES.**

17.3. **Environmental Health and Safety ("EHS").** GE Healthcare personnel may stop work without penalty due to safety concerns. Customer must: (i) comply with GE Healthcare's EHS requirements; (ii) provide a safe environment for GE Healthcare personnel; (iii) tell GE Healthcare about chemicals or hazardous materials that might come in contact with Products or GE Healthcare personnel; (iv) perform decommissioning or disposal at Customer facilities; (v) obtain and maintain necessary permits; (vi) thoroughly clean Products before Service; (vii) provide radioactive materials required for testing Products; and (viii) dispose of waste related to Products and installations.

17.4. **Parts and Tubes.** GE Healthcare: (i) recommends the use of parts it has validated for use with the Product; (ii) is not responsible for the quality of parts supplied by third parties to Customer; and (iii) cannot assure Product functionality or performance when non-validated

parts are used. Certain Products are designed to recognize GE Healthcare-supplied tubes and report the presence of a non-GE Healthcare tube; GE Healthcare is not responsible for the use of, or effects from, non-GE Healthcare supplied tubes.

17.5. **Training.** GE Healthcare's training does not guarantee that: (i) Customer trainees are fully trained on Product use, maintenance or operation; or (ii) training will satisfy any licensure or accreditation. Customer must ensure its trainees are fully qualified in the use and operation of the Product. Unless otherwise identified in the training catalog, Customer will complete training within 12 months of: (a) the date of Product delivery for a Product purchase; (b) the respective start date for Services or Subscription for purchase of Service or Subscription; or (c) the date training is ordered for training-only purchases. If not completed within this time period, other than because of GE Healthcare's fault, training expires without refund. Recording of GE Healthcare training sessions is prohibited.

17.6. **Medical Diagnosis and Treatment.** All clinical and medical treatment, diagnostic and/or billing decisions are Customer's responsibility.

17.7. **Connectivity.** If a Product has remote access capability: (i) Customer will provide GE Healthcare with, and maintain, a GE Healthcare-validated remote access connection to service the Product; or (ii) GE Healthcare reserves the right to charge Customer for onsite support at GE Healthcare's then-current billing rate. This remote access and collection of machine data (e.g., temperature, helium level) will continue after the end of this Agreement unless Customer requests in writing that GE Healthcare disable it.

17.8. **Use of Data.**

17.8.1. **Protected Health Information.** If GE Healthcare creates, receives, maintains, transmits or otherwise has access to Protected Health Information (as defined in 45 C.F.R. § 160.103) ("PHI"), GE Healthcare may use and disclose the PHI only as permitted by law and by the Business Associate Agreement. Before returning any Product to GE Healthcare, Customer must ensure that all PHI stored in it is deleted.

17.8.2. **Data Rights.** GE Healthcare may collect, prepare derivatives from and otherwise use non-PHI data related to Products and/or Services for such things as training, demonstration, research, development, benchmarking, continuous improvement and facilitating the provision of its products, software and services. GE Healthcare will own all intellectual property and other rights that could result from this collection, preparation and use. The non-PHI data will not be used to identify Customer or sold by GE Healthcare without Customer's consent.

17.9. **Customer Policies.** GE Healthcare will use reasonable efforts to respect Customer-provided policies that apply to GE Healthcare and do not materially contradict GE Healthcare policies. Failure to respect Customer policies is not a material breach unless it is willful and adversely affects GE Healthcare's ability to perform its obligations.

17.10. **Insurance.** GE Healthcare will maintain coverage in accordance with its standard certificate of insurance.

17.11. **Excluded Provider.** To its knowledge, neither GE Healthcare nor its employees performing Services under this Agreement have been excluded from participation in a Federal Healthcare Program. If an employee performing Services under this Agreement is excluded, GE Healthcare will replace that employee within a reasonable time; if GE Healthcare is excluded, Customer may terminate this Agreement upon written notice to GE Healthcare.

## **18. Disputes and Arbitration.**

18.1. **Binding Arbitration.** Other than collection matters and actions seeking injunctive relief to prevent or cease a violation of intellectual property rights related to Products or Services, the parties agree to submit all disputes arising under or relating to this Agreement to the American Arbitration Association ("AAA") office closest to the largest metropolitan area of the location where the Product is installed or the Service is provided for binding arbitration conducted in accordance with AAA's then-current Commercial Arbitration Rules. Costs, including arbitrator fees and expenses, will be shared equally, and each party will bear its own attorneys' fees. The arbitrator will have authority to award damages only to the extent available under this Agreement. Nothing in this Section shall allow either party to arbitrate claims of any third-party not a party to this Agreement. The parties further agree to keep confidential: (i) the fact that any arbitration occurred; (ii) the results of any arbitration; (iii) all materials used, or created for use, in the arbitration; and (iv) all other documents produced by another party in the arbitration and not otherwise in the public domain.

## **19. Liability and Indemnity.**

19.1. **Limitation of Liability.** GE HEALTHCARE'S LIABILITY FOR DIRECT DAMAGES TO CUSTOMER UNDER THIS AGREEMENT WILL NOT EXCEED: (I) FOR PRODUCTS, THE PRICE FOR THE PRODUCT THAT IS THE BASIS FOR THE CLAIM; OR (II) FOR SERVICE OR SUBSCRIPTIONS, THE AMOUNT OF SERVICE OR SUBSCRIPTION FEES FOR THE 12 MONTHS PRECEDING THE ACTION THAT IS THE BASIS FOR THE CLAIM. THIS LIMITATION WILL NOT APPLY TO GE HEALTHCARE'S DUTIES TO INDEMNIFY CUSTOMER UNDER THIS AGREEMENT.

19.2. **Exclusion of Damages.** NEITHER PARTY WILL HAVE ANY OBLIGATION FOR: (I) CONSEQUENTIAL, PUNITIVE, INCIDENTAL, INDIRECT OR REPUTATIONAL DAMAGES; (II) PROFIT, DATA OR REVENUE LOSS; OR (III) CAPITAL, REPLACEMENT OR INCREASED OPERATING COSTS.

19.3. **IP Indemnification.** GE Healthcare will indemnify, defend and hold Customer harmless from third-party claims for infringement of United States intellectual property rights arising from Customer's use of the Equipment or Software in accordance with the Specifications, Documentation and license.

19.4. **General Indemnification.**

19.4.1. GE Healthcare will indemnify, defend and hold Customer harmless for losses which Customer becomes legally obligated to pay arising from third party claims brought against Customer for bodily injury or damage to real or tangible personal property to the extent the damage was caused by GE Healthcare's: (i) design or manufacturing defect; (ii) negligent failure to warn, negligent installation or negligent Services; or (iii) material breach of this Agreement.

19.4.2. Customer will indemnify, defend and hold GE Healthcare harmless for losses which GE Healthcare becomes legally obligated to pay arising from third party claims brought against GE Healthcare for bodily injury or damage to real or tangible personal property to the extent the damage was caused by Customer's: (i) medical diagnosis or treatment decisions; (ii) misuse or negligent use of the Product; (iii) improper storage of the Product; (iv) modification of the Product; or (v) material breach of this Agreement.

19.5. Indemnification Procedure. For all indemnities under this Agreement: (i) the indemnified party must give the other party written notice before claiming indemnification; (ii) the indemnifying party will control the defense; (iii) the indemnified party may retain counsel at its own expense; and (iv) the indemnifying party is not responsible for any settlement without its written consent.

**20. Payment and Finance.**

20.1. Late Payment. Customer must raise payment disputes before the payment due date. For any undisputed late payment, GE Healthcare may: (i) suspend performance under this Agreement until all past due amounts are paid; (ii) charge interest at a rate no more than the maximum rate permitted by applicable law; and (iii) use unapplied funds due to Customer to offset any of Customer's outstanding balance. If GE Healthcare suspends performance, any downtime will not be included in the calculation of any uptime commitment. If Customer fails to pay when due: (a) GE Healthcare may revoke its credit and designate Customer to be on credit hold; and (b) all subsequent shipments and Services must be paid in full on receipt.

20.2. Taxes. Prices do not include applicable taxes, which are Customer's responsibility.

**21. Notices.** Notices will be in writing and considered delivered when received if sent by certified mail, postage prepaid, return receipt requested, by overnight mail, or by fax. Notice to Customer will be directed to the address on this Agreement, and notice to GE Healthcare to General Counsel, 9900 W Innovation Dr., Wauwatosa, WI 53226.



# Statement of Service Deliverables Full Service Options

This Statement of Service Deliverables Full Service Options applies to the following GE Healthcare AssurePoint ("AP") service offerings: Standard, Rapid, Access, PM, Limited, Select, Performance, Advance, and Remote Connect.

	Standard	Rapid	Access	PM	Limited	Select	Performance	Advance	Remote Connect
Corrective Maintenance *	•	•	•		◦	◦	•	•	•
Planned Maintenance	•	•	•	•	•	•	•	•	
Replacement Parts	•	•	•	•	•	•	•	•	
Software Updates	•	•	•	•	•	•	•	•	•
Phone Clinical Applications Support	•	•	•		•	•	•	•	•
TiP Options #	◦	◦	◦		◦	◦	◦	◦	
MyGEHealthcare Equipment *	◦	◦	◦				◦	◦	◦
Remote Diagnostic Service *	◦	◦	◦	◦	◦	◦	◦	◦	◦
Uptime Performance *	◦	◦	◦				◦	◦	
Specialty Component Options (Complete, Reserve, Pro) #	◦	◦	◦	◦	◦	◦	◦	◦	
No Charge Special Parts Handling	◦	◦						◦	
Quality Assurance Activities							◦	◦	
Refresh #	◦	◦	◦	◦	◦	◦	◦	◦	
Remote Console * #	◦	◦	◦				•	•	
OnWatch * #	◦	◦						◦	
Tube Watch * #	◦	◦						◦	
Continuity * #	◦	◦	◦				◦	◦	
Supplemental Services During Warranty	◦	◦					◦	◦	
Overtime Hours Allowance	◦	◦	◦	◦	◦	◦	◦	◦	

• Included (to the extent provided herein)

◦ Optional (if available/identified on the Product Schedule)

\* Requires Connectivity (if Product has remote access capability)

# See supplemental terms of offering

**1. Corrective Maintenance.** GE Healthcare or its agents will use commercially reasonable efforts to resolve any verifiable and reproducible service issue of the Product (defined as the Product not substantially meeting original equipment manufacturer ("OEM") published specifications) in a reasonable period of time after notification by Customer, through remote or on-site services. Technical phone support is available 24 hours per day, 7 days per week (excluding GE Healthcare holidays, extent of phone support may differ by product type). On-site support is identified on the Product Schedule (if not listed, 8am to 5pm local time). GE Healthcare will use reasonable efforts to meet the response time for on-site support as identified on the Product Schedule. Corrective maintenance outside of coverage hours, on GE Healthcare holidays, or expedited beyond the response time (at Customer's request) will be billed at GE Healthcare's then-current rates. Corrective maintenance includes corrective maintenance-related Replacement Parts (subject to availability).

- AP PM. Corrective maintenance and corrective maintenance-related Replacement Parts are excluded.

- AP Limited and AP Select. GE Healthcare will provide a limited number of corrective maintenance events as identified on the Product Schedule. Each Customer call/request for corrective maintenance will be applied to the limited number of corrective maintenance events, unless Customer purchases service separately at GE Healthcare's then-current rates at the time it contacts GE Healthcare for such service.

- AP Remote Connect. On-site corrective maintenance is excluded. If the service issue cannot be resolved remotely, GE Healthcare will provide on-site corrective maintenance at GE Healthcare's then-current rates. Replacement Parts are excluded. Technical phone support is available Monday-Friday, 7am to 7pm CST (unless otherwise identified on the Product Schedule), excluding GE Healthcare holidays. Extent of phone support may differ by product type.

**2. Planned Maintenance.** GE Healthcare or its agents will provide planned maintenance service ("PM") pursuant to OEM recommended frequencies and published specifications as set forth in the OEM service manuals (where available), or pursuant to documented alternate PM frequencies and specifications based on GE Healthcare's risk-based assessment. PM will be performed at mutually agreed upon times during PM coverage hours (excluding weekends and GE Healthcare holidays unless otherwise specified) as identified on the Product Schedule. PM includes PM-related Replacement Parts (subject to availability). PM and PM-related Replacement Parts for PM activities with a frequency of 7 years or greater are excluded.

**3. Replacement Parts.** "Replacement Parts" mean the lowest level component repair part available that will bring the Product to OEM published specifications. GE Healthcare will provide subassemblies or assemblies if a lower replacement part is not available. Accessories and supplies are not Replacement Parts. Replacement Parts may be provided on a new or refurbished/repaired (exchange) basis, at GE Healthcare's sole discretion. If an exchange part is provided, the original part becomes GE Healthcare property and GE Healthcare will remove it from Customer's site or Customer must return it to GE Healthcare within a reasonable timeframe of replacement to avoid being billed for the non-returned part. Replacement Parts are shipped freight included (excluding "Special Order" parts, which are not stocked by GE Healthcare due to low demand). If delivery priority is identified on the Product Schedule, it will be subject to shipment cut-off times for the applicable distribution center. Expedited parts delivery is available for an additional fee.

- AP PM and AP Remote Connect. Corrective maintenance-related Replacement Parts are excluded.

**4. Software Updates and Upgrades.** Software updates consist of any error correction or modification to Equipment that maintain existing software features and functionality made generally available to GE Healthcare's installed customer base. Software updates may be installed during PM, or as otherwise agreed to by the parties. Software updates do not include any separately licensed software modules which provide additional functionality related to an application or feature for the hardware or software. Software upgrades are not included, which consist of any revision or enhancement to the Software by GE Healthcare that improve or expand existing software features or functionality that are made generally available for purchase. Additional hardware and/or software (including upgrades to third party software or operating system software) required for software updates or software upgrades, training, project management, and integration services are excluded.

- Ultrasound Equipment under AP Standard, AP Select, AP Performance, and AP Remote Connect. Software updates will be available: (i) for Customer download using the Equipment (if the Equipment has remote download capability); or (ii) by Customer accessing GE Healthcare's ecommerce/service web portal. Otherwise, software updates will be installed at Customer's site at GE Healthcare's then-current rates. Customer must provide and maintain a GE Healthcare-validated remote access connection to the Equipment at all times during this Agreement.

#### **5. Phone Clinical Applications Support.**

- All Products. GE Healthcare will provide clinical applications support by telephone, Monday-Friday, 8am to 5pm CST (unless otherwise identified on the Product Schedule), excluding OEM holidays.

- Equipment. Only available for Customer personnel trained by GE Healthcare to use the Equipment.

- Third Party Product. Only provided if identified on the Product Schedule and available via the OEM.

**6. TiP Options.** Not all TiP options are available with all Products or with all GE Healthcare service options. See Product Schedule for a list of TiP options included in the Agreement.

-TiP Answer Line. Not available for Third Party Product. Provides toll-free access to GE Healthcare application staff. Hours of operation based on product type (times available upon request).

-TiP-Ed Online. Continuing education training and business programming for healthcare professionals. See TiP-Ed Online Statement of Service Deliverables for additional terms and conditions.

-TiP Elevate. Training credits which can be used for trainings conducted at Customer's facility, via remote training sessions and at GE Healthcare's Healthcare Institute for the following diagnostic imaging products: MR, CT, Mammography, PET, Nuclear Medicine, Vascular and XR. See TiP Elevate Statement of Service Deliverables for additional terms and conditions.

**7. MyGEHealthcare Equipment.** MyGEHealthcare Equipment is a cloud-based asset maintenance and management software application that provides data and analytics on Product status, location, service and maintenance history, and Equipment utilization ("MyGEHealthcare Equipment"). If identified on the Product Schedule, GE Healthcare grants Customer during this Agreement a non-exclusive, non-transferable, non-sublicensable, limited subscription license to access and use MyGEHealthcare Equipment for the Products covered under this Agreement only for Customer's internal business operations in the United States. Customer must ensure its employee users maintain individually-assigned confidential user identifications and control mechanisms to access MyGEHealthcare Equipment, and notify GE Healthcare immediately of unauthorized access to or use of a username, password or other breach of security. MyGEHealthcare Equipment and the information therein are provided on an "AS IS" and "AS AVAILABLE" basis. NO EXPRESS OR IMPLIED WARRANTIES, INCLUDING IMPLIED WARRANTIES OF NON-INFRINGEMENT, MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, SYSTEM INTEGRATION, OR DATA ACCURACY, APPLY. GE Healthcare may monitor use of MyGEHealthcare Equipment for purposes including, but not limited to, ensuring appropriate use, product and service enhancements, performance monitoring and marketing. GE Healthcare may upgrade, modify, suspend, replace or disable MyGEHealthcare Equipment or portions thereof at any time. Customer cannot: (i) modify, reverse engineer, decompile, disassemble, copy or create derivative works of MyGEHealthcare Equipment; (ii) modify markings, labels or notices of proprietary rights; or (iii) make MyGEHealthcare Equipment or the information therein available to third-parties. GE Healthcare retains all ownership and intellectual property rights to MyGEHealthcare Equipment. No rights are granted except as expressly provided herein.

**8. Remote Diagnostic Services.** If identified on the Product Schedule as included, the Agreement includes GE Healthcare's then-current InSite, iLinq, or iLinq Diagnostic tools. Not available on all Products. Hours of operation based on product type.



**9. Uptime Performance.** If a Product fails to meet GE Healthcare’s uptime commitment identified on the Product Schedule during any year of the Agreement, GE Healthcare will provide the applicable remedy listed below (which is Customer’s sole and exclusive remedy). Uptime is calculated as follows: (Uptime-Downtime)/Uptime, with Uptime measured as the coverage hours identified on the Product Schedule (hours per day x days per week x 52 weeks). Downtime is measured as the number of hours the Product is inoperable and out of service. PM time and software update/upgrade installation are excluded from downtime calculation. Product is considered down from the time the service request is received by GE Healthcare until it is turned over to Customer for operation/use. Product is considered in service if Customer fails to give GE Healthcare immediate and unencumbered access to it or continues to obtain scans from it after notifying GE Healthcare of Product failure. Product is considered out of service if it is unavailable for scanning patients and diagnosing images on the display console or operator’s console. Peripheral equipment (e.g., remote console, magnetic tape drive, hard copy devices, multi-format, laser cameras) are excluded. Services required for anything other than Product failure, and damage or inoperability beyond GE Healthcare’s control, are excluded. Customer is responsible for tracking and calculating uptime. To be eligible for the remedy, Customer must maintain a performance log that includes data required to calculate downtime.

Offering	Remedy
AssurePoint Standard	Reduction in the amount of the then-current annual charge for the affected Product during the following contract year, at the following amounts:
AssurePoint Rapid	<u>% Less Than Uptime Commitment</u>
AssurePoint Access	<u>Reduction %</u>
AssurePoint Performance	.1% - 5%
AssurePoint Advance	5%
	5.1% -10%
	10%
	>10%
	15%

**10. Specialty Component Coverage.** Customer may separately purchase specialty component coverage for tubes, probes and detectors, including AP Complete, AP Reserve, or AP Pro. See applicable Statement of Service Deliverables for additional terms and conditions.

**11. No Charge Special Parts Handling.** GE Healthcare will provide no charge special handling of critical parts in Product hard down situations. Critical parts are Replacement Parts required for sufficient functionality of the Product to reasonably resume patient scanning and diagnosing images on the display or operator’s console. Special handling is expedited delivery beyond Replacement Parts delivery priority identified on the Product Schedule.

**12. Quality Assurance Activities.** Upon Customer request, GE Healthcare will provide quality assurance activities (e.g., Product and image quality control testing, calibrations, functional testing) to measure whether Product is performing according to Customer-determined standards.

**13. AP Refresh.** For AP Refresh, Customer is entitled to a pre-defined 1-time Equipment hardware and/or software upgrade at the beginning of the Agreement, with the cost of such upgrade paid over the full or partial term of the Agreement. See AP Refresh Statement of Service Deliverables for additional terms and conditions. 36-month minimum Agreement is required.

**14. Full Service Riders.** If the Product Schedule includes ultrasound products, Remote Console, OnWatch, Tube Watch, AP GlassPro or Maxi-Ray GlassPro, see applicable Statement of Service Deliverables Rider for additional terms and conditions.

**15. Supplemental Services During Warranty.** If identified on the Product Schedule, Customer is entitled to additional services for the Equipment as listed on the Product Schedule for the remaining term of the Equipment Warranty (as defined in the GE Healthcare “Warranty Statement”). The fees for the services are identified on the Product Schedule and will apply if Customer signs and returns this Agreement before delivery of the Equipment. Additional fees (i.e., in addition to the fees identified on the Product Schedule) will apply if Customer signs and returns this Agreement after delivery of the Equipment (contact GE Healthcare). During the Equipment Warranty, Customer’s remedies for the services are those described in the Warranty Statement or Product Terms and Conditions. If Customer terminates this Agreement prior to its expiration date, Customer is responsible for amounts owed under this coverage (i.e., the value of services performed on a prorated basis), and will pay the amounts within 30 days following Agreement termination.

**16. Product Usage Allowance/Level.** Where Service charges are based on an estimate of annual total patient exam volume as identified on the Product Schedule, if Product usage in any contract year exceeds the volume level/band level identified on the Product Schedule by greater than 5%, GE Healthcare may: (i) increase charges for the following contract year based on the prior year’s annual total patient exam volume by 10% for CT, Nuclear and PET, and 20% for MR, for each volume level/band level increase; and (ii) charge for the prior year’s overage at a per patient rate of \$38 for CT, Nuclear and PET, and \$65 for MR. The overage charge will not exceed the new volume level/band level charge increase by more than 10%.

**17. Overtime Hours Allowance.** If identified on the Product Schedule, corrective maintenance or PM service will be provided outside the coverage hours identified on the Product Schedule (if not listed, 8am to 5pm local time) up to the number of overtime hours identified on the Product Schedule. The number of overtime hours identified on the Product Schedule are valid for 12 months, commencing on the signature date of the Agreement or its anniversary date, as applicable. Service hours that exceed the number of overtime hours will be billed at GE Healthcare’s then-current rates. Unused hours will not roll over to the following contract year and are forfeited without refund or credit.

**18. Exclusions.** Products are excluded from coverage under the Agreement and Customer is not entitled to any remedy (including uptime remedy) if GE Healthcare’s failure to provide Service is due to: (i) Customer cancellation, rescheduling, or inability of GE Healthcare to access the Product; (ii) Customer’s default; (iii) improper care of the Product; or (iv) any cause beyond GE Healthcare’s control. Unless identified on the Product Schedule, this Agreement does not cover: stand-alone workstations, sensors, transmission pin sources, transducers, non-GE Healthcare supplied coils, MR surface coils on Third Party Product (other than the body coil), MR magnet, cryostat, coldhead, cryo-cooler compressor, shim and gradient coils, and cryogenics. GE Healthcare is not responsible for providing system database maintenance for Customer, including but not limited to, activities related to backup, new users, user privileges, physician list updates, and archive/data entry.

## Capital Guide

# Proposal Analysis

## Potential Savings

**\$63,086.90**

## Configuration

Vendor

**GE Healthcare**

Device

**Workstations, Gamma Camera/Single Photon Emission Tomography; Scanning Systems, Computed Tomography/Single Photon Emission Computed Tomography**

Model

**Xeleris, NM/CT 850**

## Prepared For

**Salinas Valley Memorial Healthcare System**

Lori Jones

Salinas - CA

Phone: (831) 757-4333 x2196

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## Prepared By

**Cecelia D'Andrea**

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Email: cdandrea@ecri.org

Wednesday, August 03, 2022

If you have any questions or require additional information, please do not hesitate to call the analyst.

**Work Order: 1183413**



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## The Bottom Line

Recommendations	
<b>Pricing</b>	Negotiating for a 56.6% discount on the NM/CT 850 and Xeleris can potentially save your facility \$63,086.90.
<b>Hazards &amp; Recalls</b>	A search of ECRI's Alerts database identified recent hazards, recalls, or problems with this equipment. Please see the Hazards/Recalls section of this analysis for more information.

## Price Analysis

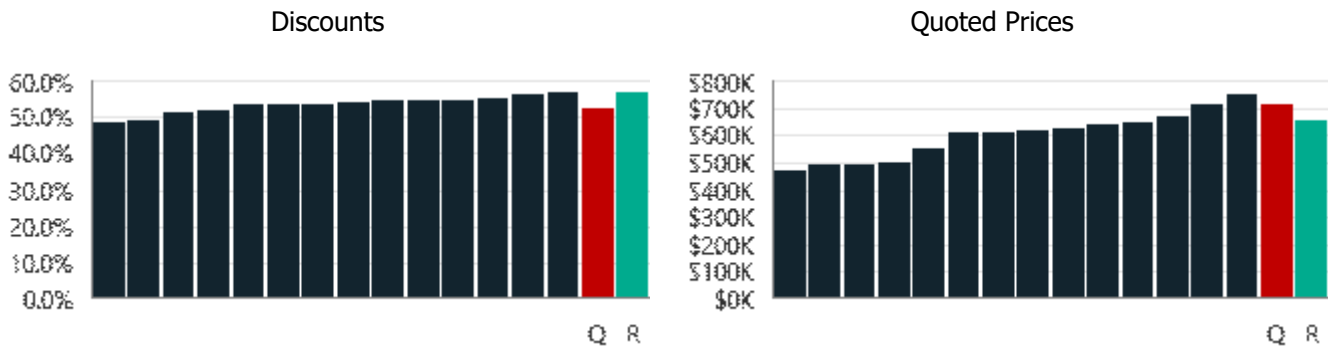
Proposal Number: 2006630923.8			
<b>Total Quantity</b>	2	<b>Discount Reasons</b>	GPO, Trade in
<b>Total List Price</b>	\$1,499,190.00		
<b>Total Quoted Price</b>	\$713,735.36	<b>Trade-in Amount</b>	\$400.00
<b>Total Quoted Discount</b>	52.4%	<b>Discount After Trade-in</b>	52.4%
<b>Excluded Costs</b>	None		

In quotation 2006630923.8, your facility has been quoted \$713,735.36 for the NM/CT 850 and Xeleris from GE Healthcare. You are receiving a 52.4% discount off the list prices. According to our PricePaid database, quoted pricing for the NM/CT 850 and Xeleris has ranged from \$472,557.97 to \$747,171.00, varying upon configurations, with discounts ranging from 48.2% to 56.6%. Therefore, negotiating for a 56.6% discount can potentially save your facility \$63,086.90.



# Historical Purchases - NM/CT 850 and Xeleris

<b>Total Records: 14 Total Units:14</b>					<b>Potential Savings:</b>	
<b>Pricing Type : Pre Trade-in Pricing</b>					<b>\$63,086.90</b>	
	Average	High	Low	Std Dev	Quoted	Recommended
Discount:	53.3%	56.6%	48.2%	2.4%	52.4%	56.6%
Quoted Price:	\$598,142.27	\$747,171.00	\$472,557.97	\$85,202.38	\$713,735.36	\$650,648.46
List Price:	\$1,279,720.93	\$1,598,207.00	\$1,071,328.00	\$163,058.88	—	—



\* The records we have selected for the historical data set were chosen from the most recent records in our PricePaid Database. The equipment in these records matches your hospital's configuration as closely as possible and any significant differences have been noted below the individual records. The summary reflects the total price of each record.



# Line Item Analysis

Configuration			Proposed Pricing					Historical Pricing			
Catalog Number	Item Name	Qty	List Price	List Price Per Unit	Quoted Price	Quoted Price Per Unit	Quoted Discount %	Quote Amount		Discount %	
								Avg.	Low	Avg.	High
S3907AD	NM/CT 850	1	\$925,000.00	\$925,000.00				\$420,214.17	\$379,250.00	54.6%	59.0%
H3909AD	NM800 LEHRS coll with cart	1	\$30,000.00	\$30,000.00				\$13,628.57	\$12,300.00	54.6%	59.0%
H2506TC	MEGP Collimators with Cart	1	\$24,000.00	\$24,000.00				\$10,960.00	\$10,800.00	54.3%	55.0%
H2506TE	High Energy Collimators	1	\$24,000.00	\$24,000.00				\$10,959.99	\$10,799.98	54.3%	55.0%
H3100PF	QC Flood Source Holder Kit	1	\$450.00	\$450.00				\$204.43	\$184.50	54.6%	59.0%
H3100PE	QC Point Source Holder	1	\$100.00	\$100.00				\$45.43	\$41.00	54.6%	59.0%
H3602SL	QA COR Source Holder	1	\$450.00	\$450.00				\$203.25	\$184.50	54.8%	59.0%
H3909DY	QC Bar Phantom	1	\$5,000.00	\$5,000.00							
B7999ZB	2 Phase Uninterruptible Power Supply	1	\$18,600.00	\$18,600.00				\$14,322.00	\$14,322.00	23.0%	23.0%
H3100YT	UPS fixtures for 480V UPS for D670	1	\$8,107.00	\$8,107.00							
H3100TZ	Flat Floor Plate	1	\$4,000.00	\$4,000.00				\$1,860.00	\$1,800.00	53.5%	55.0%
H3100PG	Pallet Extender	1	\$400.00	\$400.00				\$176.00	\$164.00	56.0%	59.0%
H3100NW	Axial Head Holder	1	\$3,500.00	\$3,500.00				\$1,621.67	\$1,575.00	53.7%	55.0%
H2506KR	NORAV Integrated ECG Gating	1	\$4,400.00	\$4,400.00				\$2,002.00	\$1,804.00	54.5%	59.0%
H2506TR	NM600 Detectors Dismount	1	\$5,520.00	\$5,520.00				\$2,507.66	\$2,263.20	54.6%	59.0%
B77292CA	CT Service Cabinet	1	\$1,293.00	\$1,293.00				\$581.85	\$581.85	55.0%	55.0%



H3100CJ	SEISMIC KIT FOR NM600 PAR	1	\$770.00	\$770.00					
H3909CY	System Seismic Option	1	\$35,000.00	\$35,000.00					
B73602CA	Brivo CT Gantry Dolly	1	\$2,330.00	\$2,330.00	\$1,058.49	\$955.30		54.6%	59.0%
S3906AX	Q.SPECT camera license	1	\$0.00	\$0.00					
R12023AC	Standard Service License	1	\$0.00	\$0.00	\$0.00	\$0.00			
E4502JJ	6 KVA UPS for Nuclear Medicine	1	\$5,581.00	\$5,581.00	\$4,440.88	\$4,297.37		20.4%	23.0%
E4502YB	Seismic Kit for E4502JJ A	1	\$799.00	\$799.00					
E4502AG	90A A1 Main Disconnect Panel And UPS Control	1	\$6,457.00	\$6,457.00	\$5,137.93	\$4,971.89		20.4%	23.0%
E8500NA	Butterfly Armrest	1	\$814.00	\$814.00	\$645.10	\$626.78		20.8%	23.0%
E8500NB	Patient Arm Support System for Nuclear, PET/CT, MRI	1	\$675.00	\$675.00	\$536.63	\$519.75		20.5%	23.0%
E8500NC	Patient Leg Rest for Nuclear, PET/CT, MRI	1	\$230.00	\$230.00	\$181.70	\$177.10		21.0%	23.0%
W0302NM	TIP SPECT/CT System Training Program	1	\$73,714.00	\$73,714.00	\$30,222.74	\$30,222.74		59.0%	59.0%
	Xeleris	1							
H3905GX	Xeleris V DaTQUANT	1	\$35,000.00	\$35,000.00					
H3905AN	Xeleris V Quantification Package	1	\$78,000.00	\$78,000.00	\$32,760.00	\$32,760.00		58.0%	58.0%
H3905EH	Xeleris V Q.Liver	1	\$50,000.00	\$50,000.00					
H3905AA	Xeleris V SW Only	1	\$155,000.00	\$155,000.00	\$65,100.00	\$65,100.00		58.0%	58.0%
<b>Total</b>									

The above table compares each of the line items in your quoted configuration to similar occurrences of that line item. Negotiating for an overall discount is not the only option. Using the data above provides a different approach to finding savings by identifying the best pricing for each line item in your quotation. All historical pricing is based upon the records included within this report.



The savings @low represents the extended potential savings for the quoted quantity of each item based upon the lowest unit list price. The savings @high represents the extended potential savings for the quoted quantity of each item based upon the highest line item discount. These figures do not always match because manufacturers increase their list prices from time to time.





# Configuration Analysis

Configuration		▼	Detail				
Catalog Number	Item Name	Typical Config					
The Proposed Configuration			List/Unit	Quote/Unit	Discount	Config List	Config Quote
S3907AD	NM/CT 850	- 18 -	\$925,000.00			\$1,181,190.00	
H3909AD	NM800 LEHRS coll with cart	17/18	\$30,000.00				
H2506TC	MEGP Collimators with Cart	9/18	\$24,000.00				
H2506TE	High Energy Collimators	6/18	\$24,000.00				
H3100PF	QC Flood Source Holder Kit	17/18	\$450.00				
H3100PE	QC Point Source Holder	17/18	\$100.00				
H3602SL	QA COR Source Holder	14/18	\$450.00				
H3909DY	QC Bar Phantom	3/18	\$5,000.00				
B7999ZB	2 Phase Uninterruptible Power Supply	3/18	\$18,600.00				
H3100YT	UPS fixtures for 480V UPS for D670	2/18	\$8,107.00				
H3100TZ	Flat Floor Plate	12/18	\$4,000.00				
H3100PG	Pallet Extender	12/18	\$400.00				
H3100NW	Axial Head Holder	8/18	\$3,500.00				
H2506KR	NORAV Integrated ECG Gating	16/18	\$4,400.00				
H2506TR	NM600 Detectors Dismount	16/18	\$5,520.00				
H3100CJ	SEISMIC KIT FOR NM600 PAR	1/18	\$770.00				
H3909CY	System Seismic Option	1/18	\$35,000.00				
B73602CA	Brivo CT Gantry Dolly	16/18	\$2,330.00				
S3906AX	Q.SPECT camera license	2/18	\$0.00				
R12023AC	Standard Service License	12/18	\$0.00				
E4502JJ	6 KVA UPS for Nuclear Medicine	16/18	\$5,581.00				
E4502YB	Seismic Kit for E4502JJ A	1/18	\$799.00				
E4502AG	90A A1 Main Disconnect Panel And UPS Control	16/18	\$6,457.00				
E8500NA	Butterfly Armrest	6/18	\$814.00				
E8500NB	Patient Arm Support System for	12/18	\$675.00				



Nuclear, PET/CT, MRI

E8500NC	Patient Leg Rest for Nuclear, PET/CT, MRI	7/18	\$230.00					
W0302NM	TIP SPECT/CT System Training Program	7/18	\$73,714.00					
B77292CA	CT Service Cabinet	6/18	\$1,293.00					
Additional Items Purchased by Other Facilities			Quote Amount			Discount %		
			High	Low	Avg.	High	Low	Avg.
H3100NP	* Straps and Pads Kit	15/18	\$1,300.00	\$1,025.00	\$1,160.71	59.0%	48.0%	53.6%
H3100YT	* Cables and Components for use with Eaton UPS	15/18	\$6,485.60	\$3,323.87	\$4,712.19	59.0%	20.0%	41.9%
H3100PL	* NM 600 Series Bar Phantom	6/18	\$2,350.00	\$2,350.00	\$2,350.00	53.0%	53.0%	53.0%
W0301NM	* TIP SPECT Camera System Training Program	5/18	\$36,857.00	\$13,637.09	\$21,868.49	63.0%	0.0%	40.7%
E8500NC	* Patient Leg Rest	5/18	\$184.00	\$184.00	\$184.00	20.0%	20.0%	20.0%
R12023AC	* SVC PACK A3 WARRANTY	4/18						
H3100PL	* QC Bar Phantom	4/18	\$2,300.00	\$2,250.00	\$2,266.67	55.0%	54.0%	54.7%
E8500NC	* Pinestar Patient Leg Rest	4/18						
E8500NB	* Pinestar Patient Arm Support System	4/18	\$540.00	\$540.00	\$540.00	20.0%	20.0%	20.0%
B7999ZA	* 2 Phase Uninterruptible Power Supply	3/18	\$18,600.00	\$18,600.00	\$18,600.00	0.0%	0.0%	0.0%
H3100XK	* QC Bar Phantom (without CE mark)	3/18	\$2,450.00	\$2,250.00	\$2,350.00	55.0%	51.0%	53.0%
H2506TL	* NM600 Pinhole Bilateral	3/18	\$1,960.00	\$1,800.00	\$1,880.00	55.0%	51.0%	53.0%
SV_NUC_EXT_WARR	* Service Extended Warranty	2/18						
R0201NM	* NM Proficient Svc Trng	2/18	\$25,185.00	\$25,185.00	\$25,185.00	0.0%	0.0%	0.0%
H3909CX	* Pinhole & LEHR Collimator Cart	2/18	\$14,100.00	\$13,500.00	\$13,800.00	55.0%	53.0%	54.0%
H3904AW	* X4 DR English Language Kit	2/18						
H3602SL	* Center of Rotation Source holder	2/18	\$211.50	\$211.50	\$211.50	53.0%	53.0%	53.0%
H2506TO	* Q.Metrix	2/18	\$21,150.00	\$21,150.00	\$21,150.00	53.0%	53.0%	53.0%
H2401AF	* Software Package	2/18	\$31,850.00	\$31,850.00	\$31,850.00	51.0%	51.0%	51.0%
S8390AH	* X4 DR WS SPECTCT	2/18						
B7888WF	* WideView Software Option	2/18	\$22,050.00	\$22,050.00	\$22,050.00	51.0%	51.0%	51.0%
H2506TD	* D670 ELEGP COLL 2 W/Cart	2/18	\$11,280.00	\$11,280.00	\$11,280.00	53.0%	53.0%	53.0%
H3901P	* Cedars BPGS 1st or 2nd	1/18						



H3903CP	* VMX IR (NM/PET) and 3F Fusion	1/18	\$20,000.00	\$20,000.00	\$20,000.00	60.0%	60.0%	60.0%
H3903DX	* X4 4DM-SPECT	1/18						
E8003S	* Child Positioner	1/18						
H2506TF	* Pinhole Collimator	1/18	\$12,740.00	\$12,740.00	\$12,740.00	51.0%	51.0%	51.0%
H3100NP	* Long Table Pad and Straps	1/18	\$1,125.00	\$1,125.00	\$1,125.00	55.0%	55.0%	55.0%
Non-Listed	* Non-Listed Service/Product	1/18						
H3909EA	* Q. AC	1/18						
B77292CA	* Service Cabinet	1/18						
H3909EB	* Wide View SW option	1/18						
W0303NM	* TIP Molecular Imaging Post Processing Training Package	1/18	\$8,785.89	\$8,785.89	\$8,785.89	59.0%	59.0%	59.0%
H3602PW	* Dosimetrix Camera License	1/18						
H3602SL	* Center of Rotation Source Holder for Quality Assurance	1/18						
H3901RH	* Cedars Suite	1/18						
H3903DE	* DATQUANT LICENSE	1/18						

Configuration			Detail					
Catalog Number	Item Name	Typical Config	List/Unit	Quote/Unit	Discount	Config List	Config Quote	Config Discount
The Proposed Configuration								
	Xeleris	- 79 -				\$318,000.00		
H3905GX	Xeleris V DaTQUANT	0/79	\$35,000.00					
H3905AN	Xeleris V Quantification Package	2/79	\$78,000.00					
H3905EH	Xeleris V Q.Liver	1/79	\$50,000.00					
H3905AA	Xeleris V SW Only	8/79	\$155,000.00					
Additional Items Purchased by Other Facilities			Quote Amount			Discount %		
			High	Low	Avg.	High	Low	Avg.
H3904AW	* X4 DR English Language Kit	54/79	\$212.00	\$102.92	\$172.59	74.3%	47.0%	56.9%
H3901RH	* Cedars Suite	31/79	\$11,845.50	\$5,750.66	\$9,442.72	74.3%	47.0%	57.8%
H3903CM	* Xeleris 4 Evolution Bundle Software License for a single Xeleris 4 workstation	28/79	\$7,200.00	\$5,550.00	\$6,511.16	63.0%	52.0%	56.6%
S8390AJ	* Xeleris 4 DR SPECT molecular imaging workstation	24/79	\$52,800.00	\$40,700.00	\$46,923.53	63.0%	52.0%	57.3%



NI_NUC_INSTALLATION	* Rigging, De-installation, Installation Charges	19/79	\$8,350.00	\$3,500.00	\$5,745.56	50.0%	0.0%	5.6%
W0303NM	* TIP Molecular Imaging Post Processing Training Package	16/79	\$10,714.50	\$7,928.73	\$9,276.62	63.0%	50.0%	56.7%
H3903CS	* Alcyone Myovation Image Processing & Review	14/79	\$0.00	\$0.00	\$0.00			
S8390AH	* X4 DR WS SPECTCT	12/79	\$74,200.00	\$36,022.00	\$58,584.40	74.3%	47.0%	58.2%
S8390BE	* X4 DR from X4.0 or X3.1 Z420	10/79	\$13,250.00	\$12,000.00	\$12,750.00	52.0%	47.0%	49.0%
W0301NM	* TIP SPECT Camera System Training Program	8/79	\$18,428.50	\$13,637.09	\$15,725.65	63.0%	50.0%	57.3%
	* Logistics Surcharge	8/79	\$28,639.43	\$1,045.50	\$11,503.80	0.0%	0.0%	0.0%
H3903CZ	* Motion Detection & Correction	7/79	\$8,200.00	\$8,200.00	\$8,200.00	59.0%	59.0%	59.0%
H3903DR	* X4 DUAL Monitor and License	6/79	\$3,840.00	\$3,200.00	\$3,413.33	60.0%	52.0%	57.3%
H3905AG	* Xeleris V - 5 users (4th and 5th)	6/79	\$19,264.00	\$16,800.00	\$18,032.00	58.0%	51.8%	54.9%
H3903CF	* X4 XFL 2nd Client	5/79	\$19,200.00	\$16,400.00	\$17,866.67	59.0%	52.0%	55.3%
S8390AK	* X4 DR WS Cardiac	5/79	\$29,008.00	\$29,008.00	\$29,008.00	63.7%	63.7%	63.7%
S8390BG	* Xeleris 4 DR Hardware and Software Upgrade for Xeleris 3.0	5/79	\$26,950.00	\$22,550.00	\$24,750.00	59.0%	51.0%	55.0%
H3905AH	* Xeleris V - 10 users (6th to 10th)	5/79	\$19,264.00	\$19,264.00	\$19,264.00	51.8%	51.8%	51.8%
H3905BW	* Xeleris V Smart Subscription - US	4/79	\$0.00	\$0.00	\$0.00			
H3905EM	* MI Smart Subscription Implementation	4/79	\$6,000.00	\$6,000.00	\$6,000.00	0.0%	0.0%	0.0%
H3905DX	* Xeleris V Cedars SPECT Deluxe - 10 users (6th to 10th)	4/79	\$15,750.00	\$15,750.00	\$15,750.00	0.0%	0.0%	0.0%
S8390AL	* Xeleris 4 DR SPECT/CT Server	4/79	\$100,800.00	\$84,000.00	\$95,550.00	60.0%	52.0%	54.5%
H3905BL	* XV Exini Bone	4/79	\$15,750.00	\$15,750.00	\$15,750.00	0.0%	0.0%	0.0%
H3905AL	* Xeleris V Cardio Package	4/79	\$12,040.00	\$10,000.00	\$11,020.00	60.0%	51.8%	55.9%
H3901RP	* Cedars XFL	4/79	\$5,267.52	\$4,499.34	\$4,901.72	59.0%	52.0%	55.3%
H3901RN	* Cedars XFL	4/79	\$13,345.44	\$11,121.20	\$12,163.81	60.0%	52.0%	56.3%
H3903CK	* X4 XFL Remote Office	4/79	\$7,050.00	\$6,000.00	\$6,700.00	60.0%	53.0%	55.3%
H3903DX	* X4 4DM-SPECT	4/79	\$8,736.09	\$8,605.20	\$8,670.65	59.0%	58.4%	58.7%

The above table shows your quoted configuration as compared to the configurations previously purchased by other members. The "Typical Config" column is a ratio of how many times the component was purchased with this model compared to how many purchases of the model are on record. For example, "2/8" indicates that 2 out of the 8 most recent purchases of this model include this component. The line items with a "\*" are not currently included in your purchase but occurred in previous purchases.



# Appendix

## Historical Purchases -

Record ID# 1165404

Date: Q1 2022		List Price: \$1,087,871.00		Quoted Price: \$472,557.97		Discount: 56.6%	
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %		
Subtotal	Xeleris and Components	1	\$3,200.00	\$3,200.00	60.0%		
	Xeleris	1					
H3903DR	X4 DUAL Monitor and License	1	\$3,200.00	\$3,200.00	60.0%		
Subtotal	NM/CT 850 and Components	1	\$469,357.97	\$469,357.97	56.5%		
S3907AD	NM/CT 850	1	\$379,250.00	\$379,250.00	59.0%		
H3909AD	NM800 LEHRS coll with cart	1	\$12,300.00	\$12,300.00	59.0%		
H3100PF	QC Flood Source Holder Kit	1	\$184.50	\$184.50	59.0%		
H3100PE	QC Point Source Holder	1	\$41.00	\$41.00	59.0%		
H3602SL	QA COR Source Holder	1	\$184.50	\$184.50	59.0%		
H3100YT	Cables and Components for use with Eaton UPS	1	\$3,323.87	\$3,323.87	59.0%		
H3100PG	Pallet Extender	1	\$164.00	\$164.00	59.0%		
H3100NP	Straps and Pads Kit	1	\$1,025.00	\$1,025.00	59.0%		
H2506KR	NORAV Integrated ECG Gating	1	\$1,804.00	\$1,804.00	59.0%		
H2506TR	NM600 Detectors Dismount	1	\$2,263.20	\$2,263.20	59.0%		
B73602CA	Brivo CT Gantry Dolly	1	\$955.30	\$955.30	59.0%		
R12023AC	Standard Service License	1	\$0.00	\$0.00			
E4502JJ	6 KVA UPS for Nuclear Medicine	1	\$4,464.80	\$4,464.80	20.0%		
E4502AG	90A A1 Main Disconnect Panel And UPS Control	1	\$5,165.60	\$5,165.60	20.0%		
E8500NA	Butterfly Armrest	1	\$651.20	\$651.20	20.0%		
E8500NB	Patient Arm Support System for Nuclear, PET/CT, MRI	1	\$540.00	\$540.00	20.0%		
E8500NC	Patient Leg Rest for Nuclear, PET/CT, MRI	1	\$184.00	\$184.00	20.0%		
W0301NM	TIP SPECT Camera System Training Program	1	\$36,857.00	\$36,857.00	0.0%		
H3903CP	VMX IR (NM/PET) and 3F Fusion	1	\$20,000.00	\$20,000.00	60.0%		
Total	All Models and Components	---		\$472,557.97	56.6%		



	Strategic Alliance	---		---
	Trade in	---		\$0.00
	Bundle	---		---
<b>Grand Total</b>	<b>All Models and Components After Discounts</b>	<b>2</b>		<b>\$472,557.97</b>
<b>Notes:</b>	(1) NM/CT 850 (1) Xeleris Trade-In Credit \$0			
<b>Vendor:</b>	GE Healthcare			

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				Strategic Alliance	---	---
				Trade in	---	\$0.00
				Bundle	---	---

### Record ID# 1180935

Date:	List Price:	Quoted Price:			Discount:
Q1 2022	\$1,457,571.00	\$636,216.87			56.4%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	Xeleris and Components	1	\$135,660.00	\$135,660.00	58.0%
	Xeleris	1			
H3905AA	Xeleris V SW Only	1	\$65,100.00	\$65,100.00	58.0%
H3905AG	Xeleris V - 5 users (4th and 5th)	1	\$16,800.00	\$16,800.00	58.0%
H3905AN	Xeleris V Quantification Package	1	\$32,760.00	\$32,760.00	58.0%
H3905AS	Xeleris V Dosimetry Package - USA	1	\$21,000.00	\$21,000.00	58.0%
H3905BL	XV Exini Bone	1	\$15,750.00	\$15,750.00	0.0%
Subtotal	NM/CT 850 and Components	1	\$520,556.87	\$520,556.87	54.1%
S3907AD	NM/CT 850	1	\$416,250.00	\$416,250.00	55.0%
H3909AD	NM800 LEHRS coll with cart	1	\$13,500.00	\$13,500.00	55.0%
H2506TC	MEGP Collimators with Cart	1	\$10,800.00	\$10,800.00	55.0%
H2506TE	High Energy Collimators	1	\$10,800.00	\$10,800.00	55.0%
H3909CX	Pinhole & LEHR Collimator Cart	1	\$13,500.00	\$13,500.00	55.0%
H2506TL	NM600 Pinhole Bilateral	1	\$1,800.00	\$1,800.00	55.0%
H3100PF	QC Flood Source Holder Kit	1	\$202.50	\$202.50	55.0%
H3100PE	QC Point Source Holder	1	\$45.00	\$45.00	55.0%
H3602SL	QA COR Source Holder	1	\$202.50	\$202.50	55.0%
H3100XK	QC Bar Phantom (without CE mark)	1	\$2,250.00	\$2,250.00	55.0%
B7999ZB	2 Phase Uninterruptible Power Supply	1	\$14,322.00	\$14,322.00	23.0%
H3100YT	Cables and Components for use with	1	\$6,242.39	\$6,242.39	23.0%



	Eaton UPS				
H3100NW	Axial Head Holder	1	\$1,575.00	\$1,575.00	55.0%
H3100PG	Pallet Extender	1	\$180.00	\$180.00	55.0%
H3100NP	Long Table Pad and Straps	1	\$1,125.00	\$1,125.00	55.0%
H2506TR	NM600 Detectors Dismount	1	\$2,484.00	\$2,484.00	55.0%
B73602CA	Brivo CT Gantry Dolly	1	\$1,048.50	\$1,048.50	55.0%
R12023AC	Standard Service License	1	\$0.00	\$0.00	
E4502JJ	6 KVA UPS for Nuclear Medicine	1	\$4,297.37	\$4,297.37	23.0%
E4502AG	90A A1 Main Disconnect Panel And UPS Control	1	\$4,971.89	\$4,971.89	23.0%
E8500NA	Butterfly Armrest	1	\$626.78	\$626.78	23.0%
E8500NB	Patient Arm Support System for Nuclear, PET/CT, MRI	1	\$519.75	\$519.75	23.0%
E8500NC	Patient Leg Rest for Nuclear, PET/CT, MRI	1	\$177.10	\$177.10	23.0%
W0301NM	TIP SPECT Camera System Training Program	1	\$13,637.09	\$13,637.09	63.0%
<b>Total</b>	<b>All Models and Components</b>	---		<b>\$656,216.87</b>	<b>55.0%</b>
	Promotional	---		-\$20,000.00	
	Bundle	---		---	
	Trade in	---		\$0.00	
<b>Grand Total</b>	<b>All Models and Components After Discounts</b>	<b>2</b>		<b>\$636,216.87</b>	<b>56.4%</b>
Notes:	\$15,750 non-discountable items excluded \$20K Nuclear Customer Loyalty				
Vendor:	GE Healthcare				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				Promotional	---	\$20,000.00
				Bundle	---	---
				Trade in	---	\$0.00

### Record ID# 1135182

Date:	List Price:	Quoted Price:		Discount:	
Q3 2021	\$1,224,557.00	\$551,252.14		55.0%	
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	Xeleris and Components	1			
	Xeleris	1			
S8390AH	X4 DR WS SPECTCT	1			



H3904AW	X4 DR English Language Kit	1			
NI_NUC_INS TALLATION	Rigging, De-installation, Installation Charges	1			
Subtotal	NM/CT 850 and Components	1			
S3907AD	NM/CT 850	1			
H3909AD	NM800 LEHRS coll with cart	1			
H2506TC	MEGP Collimators with Cart	1			
H3100PL	NM 600 Series Bar Phantom	1			
H3602SL	QA COR Source Holder	1			
H3100PF	QC Flood Source Holder Kit	1			
H3100PE	QC Point Source Holder	1			
H3100YT	Cables and Components for use with Eaton UPS	1			
H3100TZ	Flat Floor Plate	1			
B7999ZB	2 Phase Uninterruptible Power Supply	1			
H3100NW	Axial Head Holder	1			
H3100PG	Pallet Extender	1			
H3100NP	Straps and Pads Kit	1			
H2506KR	NORAV Integrated ECG Gating	1			
H2506TR	NM600 Detectors Dismount	1			
B73602CA	Brivo CT Gantry Dolly	1			
R12023AC	SVC PACK A3 WARRANTY	1			
E4502JJ	6 KVA UPS for Nuclear Medicine	1			
E4502AG	90A A1 Main Disconnect Panel And UPS Control	1			
W0301NM	TIP SPECT Camera System Training Program	1			
E8500NB	Patient Arm Support System for Nuclear, PET/CT, MRI	1			
E8500NC	Patient Leg Rest	1			
<b>Total</b>	<b>All Models and Components</b>	<b>---</b>			
	GPO	---			---
	Trade in	---			\$0.00
<b>Grand Total</b>	<b>All Models and Components After Discounts</b>	<b>2</b>			<b>\$551,252.14</b>
Notes:	Y000LC NM/CT 850 and Xeleris \$4,500 n/d excluded				
Vendor:	GE Healthcare				





Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				GPO	---	---
				Trade in	---	\$0.00

**Record ID# 1075184**

Date:	List Price:	Quoted Price:			Discount:
Q4 2020	\$1,355,225.00	\$613,360.00			54.7%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	NM/CT 850 and Components	1	\$613,360.00	\$613,360.00	54.7%
S3907AD	NM/CT 850	1			
H3909AD	NM800 LEHRS coll with cart	1			
H3602SL	Center of Rotation Source Holder for Quality Assurance	1			
H3100PL	NM 600 Series Bar Phantom	1			
H3100PF	QC Flood Source Holder Kit	1			
H3100PE	QC Point Source Holder	1			
H3100YT	Cables and Components for use with Eaton UPS	1			
H3100NP	Straps and Pads Kit	1			
H2506KR	NORAV Integrated ECG Gating	1			
H2506TR	NM600 Detectors Dismount	1			
B77292CA	Service Cabinet	1			
B73602CA	Brivo CT Gantry Dolly	1			
R12023AC	SVC PACK A3 WARRANTY	1			
E4502JJ	6 KVA UPS for Nuclear Medicine	1			
E4502AG	90A A1 Main Disconnect Panel And UPS Control	1			
E8500NB	Pinestar Patient Arm Support System	1			
E8500NC	Pinestar Patient Leg Rest	1			
W0302NM	TIP SPECT/CT System Training Program	1			
S8390AH	X4 DR WS SPECTCT	1			
H3903DX	X4 4DM-SPECT	1			
H3904AW	X4 DR English Language Kit	1			
SV_NUC_EXT_WARR	Service Extended Warranty	1			
Non-Listed	Non-Listed Service/Product	1			



SV_NUC_EXT_WARR	Service Extended Warranty	1			
<b>Total</b>	All Models and Components	---		\$613,360.00	54.7%
	Strategic Alliance	---		---	
<b>Grand Total</b>	All Models and Components After Discounts	1		\$613,360.00	54.7%
Notes:	*Y0000LC (1) NM/CT 850				
Vendor:	GE Healthcare				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				Strategic Alliance	---	---

### Record ID# 1077283

Date:	List Price:	Quoted Price:			Discount:
Q1 2021	\$1,375,588.00	\$624,581.83			54.6%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	Xeleris and Components	1	\$113,421.20	\$113,421.20	60.0%
	Xeleris	1			
S8390AL	Xeleris 4 DR SPECT/CT Server	1	\$84,000.00	\$84,000.00	60.0%
H3903CK	X4 XFL Remote Office	1	\$6,000.00	\$6,000.00	60.0%
H3901RH	Cedars Suite	1	\$8,940.00	\$8,940.00	60.0%
H3901RN	Cedars XFL	1	\$11,121.20	\$11,121.20	60.0%
H3903DR	X4 DUAL Monitor and License	1	\$3,200.00	\$3,200.00	60.0%
H3904AW	X4 DR English Language Kit	1	\$160.00	\$160.00	60.0%
Subtotal	NM/CT 850 and Components	1	\$511,160.63	\$511,160.63	53.2%
S3907AD	NM/CT 850	1	\$416,249.91	\$416,249.91	55.0%
H3909AD	NM800 LEHRS coll with cart	1	\$13,500.00	\$13,500.00	55.0%
H2506TC	MEGP Collimators with Cart	1	\$10,800.00	\$10,800.00	55.0%
H3100PL	QC Bar Phantom	1	\$2,250.00	\$2,250.00	55.0%
H3602SL	QA COR Source Holder	1	\$202.50	\$202.50	55.0%
H3100PF	QC Flood Source Holder Kit	1	\$202.50	\$202.50	55.0%
H3100PE	QC Point Source Holder	1	\$45.00	\$45.00	55.0%
H3100YT	Cables and Components for use with Eaton UPS	1	\$6,485.60	\$6,485.60	20.0%
H3100TZ	Flat Floor Plate	1	\$1,800.00	\$1,800.00	55.0%
H3100PG	Pallet Extender	1	\$180.00	\$180.00	55.0%
H3100NW	Axial Head Holder	1	\$1,575.00	\$1,575.00	55.0%



H3100NP	Straps and Pads Kit	1	\$1,125.00	\$1,125.00	55.0%
H2506KR	NORAV Integrated ECG Gating	1	\$1,980.00	\$1,980.00	55.0%
H2506TR	NM600 Detectors Dismount	1	\$2,484.00	\$2,484.00	55.0%
B77292CA	CT Service Cabinet	1	\$581.85	\$581.85	55.0%
B73602CA	Brivo CT Gantry Dolly	1	\$1,048.50	\$1,048.50	55.0%
R12023AC	Standard Service License	1	\$0.00	\$0.00	
E4502JJ	6 KVA UPS for Nuclear Medicine	1	\$4,464.80	\$4,464.80	20.0%
E4502AG	90A A1 Main Disconnect Panel And UPS Control	1	\$5,165.60	\$5,165.60	20.0%
E8500NB	Pinestar Patient Arm Support System	1	\$540.00	\$540.00	20.0%
E8500NC	Patient Leg Rest	1	\$184.00	\$184.00	20.0%
W0301NM	TIP SPECT Camera System Training Program	1	\$15,111.37	\$15,111.37	59.0%
R0201NM	NM Proficient Svc Trng	1	\$25,185.00	\$25,185.00	0.0%
<b>Total</b>	<b>All Models and Components</b>	<b>---</b>		<b>\$624,581.83</b>	<b>54.6%</b>
	GPO	---		---	
	Bundle	---		---	
<b>Grand Total</b>	<b>All Models and Components After Discounts</b>	<b>2</b>		<b>\$624,581.83</b>	<b>54.6%</b>
Notes:	Y0000LC NM/CT 850 and Xeleris				
Vendor:	GE Healthcare				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				GPO	---	---
				Bundle	---	---

**Record ID# 1136968**

Date:	List Price:	Quoted Price:		Discount:	
Q3 2021	\$1,077,871.00	\$491,868.05		54.4%	
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	Xeleris and Components	1			
	Xeleris	1			
H3903CM	Xeleris 4 Evolution Bundle Software License for a single Xeleris 4 workstation	1			
NI_NUC_INSTALLATION	Rigging, De-installation, Installation Charges	1			
Subtotal	NM/CT 850 and Components	1			



S3907AD	NM/CT 850	1			
H3909AD	NM800 LEHRS coll with cart	1			
H2506TC	MEGP Collimators with Cart	1			
H3602SL	QA COR Source Holder	1			
H3100PF	QC Flood Source Holder Kit	1			
H3100PE	QC Point Source Holder	1			
H3100PL	QC Bar Phantom	1			
H3100YT	Cables and Components for use with Eaton UPS	1			
H3100TZ	Flat Floor Plate	1			
H3100PG	Pallet Extender	1			
H3100NP	Straps and Pads Kit	1			
H2506KR	NORAV Integrated ECG Gating	1			
H2506TR	NM600 Detectors Dismount	1			
B73602CA	Brivo CT Gantry Dolly	1			
R12023AC	Standard Service License	1			
E4502JJ	6 KVA UPS for Nuclear Medicine	1			
E4502AG	90A A1 Main Disconnect Panel And UPS Control	1			
E8500NA	Butterfly Armrest	1			
E8500NB	Patient Arm Support System for Nuclear, PET/CT, MRI	1			
E8500NC	Patient Leg Rest for Nuclear, PET/CT, MRI	1			
W0301NM	TIP SPECT Camera System Training Program	1			
<b>Total</b>	<b>All Models and Components</b>	<b>---</b>			
	GPO	---			---
	Trade in	---			\$0.00
<b>Grand Total</b>	<b>All Models and Components After Discounts</b>	<b>2</b>			<b>\$491,868.05</b>
Notes:	Y0000LC NM/CT 850 and Xeleris Trade-In Credit \$0 no itemized pricing \$7,500 n/d excluded				
Vendor:	GE Healthcare				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
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No Data

GPO	---	---
Trade in	---	\$0.00

**Record ID# 1089046**

<b>Date:</b> Q1 2021		<b>List Price:</b> \$1,071,328.00		<b>Quoted Price:</b> \$493,802.56		<b>Discount:</b> 53.9%	
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %		
Subtotal	NM/CT 850 and Components	1	\$493,802.56	\$493,802.56	53.9%		
S3907AD	NM/CT 850	1	\$425,500.00	\$425,500.00	54.0%		
H3909AD	NM800 LEHRS coll with cart	1	\$13,800.00	\$13,800.00	54.0%		
H3100PE	QC Point Source Holder	1	\$46.00	\$46.00	54.0%		
H3100PF	QC Flood Source Holder Kit	1	\$207.00	\$207.00	54.0%		
H3602SL	QA COR Source Holder	1	\$207.00	\$207.00	54.0%		
H3100PL	QC Bar Phantom	1	\$2,300.00	\$2,300.00	54.0%		
H3100YT	Cables and Components for use with Eaton UPS	1	\$3,729.22	\$3,729.22	54.0%		
H3100NP	Straps and Pads Kit	1	\$1,150.00	\$1,150.00	54.0%		
H2506KR	NORAV Integrated ECG Gating	1	\$2,024.00	\$2,024.00	54.0%		
H2506TR	NM600 Detectors Dismount	1	\$2,539.20	\$2,539.20	54.0%		
B73602CA	Brivo CT Gantry Dolly	1	\$1,071.80	\$1,071.80	54.0%		
R12023AC	Standard Service License	1	\$0.00	\$0.00			
E4502JJ	6 KVA UPS for Nuclear Medicine	1	\$4,464.80	\$4,464.80	20.0%		
E4502AG	90A A1 Main Disconnect Panel And UPS Control	1	\$5,165.60	\$5,165.60	20.0%		
E8500NA	Butterfly Armrest	1	\$651.20	\$651.20	20.0%		
E8500NB	Patient Arm Support System for Nuclear, PET/CT, MRI	1	\$540.00	\$540.00	20.0%		
E8500NC	Patient Leg Rest for Nuclear, PET/CT, MRI	1	\$184.00	\$184.00	20.0%		
W0302NM	TIP SPECT/CT System Training Program	1	\$30,222.74	\$30,222.74	59.0%		
<b>Total</b>	<b>All Models and Components</b>	---		\$493,802.56	53.9%		
	None Indicated	---		---			
	Trade in	---		-\$400.00			
	GPO	---		---			
<b>Grand Total</b>	<b>All Models and Components After Discounts</b>	1		\$493,402.56	53.9%		
Notes:	Y0000LC pricing non-disclosure language \$400 trade-in credit excluded						
Vendor:	GE Healthcare						



Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				None Indicated	---	---
				Trade in	---	\$400.00
				GPO	---	---

**Record ID# 1080035**

Date: Q1 2021	List Price: \$1,308,871.00	Quoted Price: \$606,447.78			Discount: 53.7%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	NM/CT 850 and Components	1	\$606,447.78	\$606,447.78	53.7%
S3907AD	NM/CT 850	1			
H3909AD	NM800 LEHRS coll with cart	1			
H2506TC	MEGP Collimators with Cart	1			
H3100PL	NM 600 Series Bar Phantom	1			
H3602SL	QA COR Source Holder	1			
H3100PF	QC Flood Source Holder Kit	1			
H3100PE	QC Point Source Holder	1			
B7999ZA	2 Phase Uninterruptible Power Supply	1			
H3100YT	Cables and Components for use with Eaton UPS	1			
H3100PG	Pallet Extender	1			
H3100NW	Axial Head Holder	1			
H3100NP	Straps and Pads Kit	1			
H2506KR	NORAV Integrated ECG Gating	1			
H2506TR	NM600 Detectors Dismount	1			
B77292CA	CT Service Cabinet	1			
B73602CA	Brivo CT Gantry Dolly	1			
R12023AC	Standard Service License	1			
E4502JJ	6 KVA UPS for Nuclear Medicine	1			
E4502AG	90A A1 Main Disconnect Panel And UPS Control	1			
E8500NA	Butterfly Armrest	1			
E8500NB	Patient Arm Support System for Nuclear, PET/CT, MRI	1			
E8500NC	Pinestar Patient Leg Rest	1			
S8390AH	X4 DR WS SPECTCT	1			
H3901RH	Cedars Suite	1			



H3901P	Cedars BPGS 1st or 2nd	1			
H3903DE	DATQUANT LICENSE	1			
H3904AW	X4 DR English Language Kit	1			
W0302NM	TIP SPECT/CT System Training Program	1			
<b>Total</b>	<b>All Models and Components</b>	<b>---</b>		<b>\$606,447.78</b>	<b>53.7%</b>
	Trade in	---		\$0.00	
<b>Grand Total</b>	<b>All Models and Components After Discounts</b>	<b>1</b>		<b>\$606,447.78</b>	<b>53.7%</b>
Notes:	\$0 trade-in NM/CT 850 and Xeleris				
Vendor:	GE Healthcare				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				Trade in	---	\$0.00

## Record ID# 1077284

Date:	List Price:	Quoted Price:			Discount:
Q1 2021	\$1,073,107.00	\$500,422.02			53.4%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	NM/CT 850 and Components	1	\$500,422.02	\$500,422.02	53.4%
S3907AD	NM/CT 850	1	\$416,249.28	\$416,249.28	55.0%
H3909AD	NM800 LEHRS coll with cart	1	\$13,499.98	\$13,499.98	55.0%
H2506TE	High Energy Collimators	1	\$10,799.98	\$10,799.98	55.0%
H3100PL	QC Bar Phantom	1	\$2,250.00	\$2,250.00	55.0%
H3602SL	QA COR Source Holder	1	\$202.50	\$202.50	55.0%
H3100PF	QC Flood Source Holder Kit	1	\$202.50	\$202.50	55.0%
H3100PE	QC Point Source Holder	1	\$45.00	\$45.00	55.0%
H3100TZ	Flat Floor Plate	1	\$1,800.00	\$1,800.00	55.0%
H3100PG	Pallet Extender	1	\$180.00	\$180.00	55.0%
H3100NP	Straps and Pads Kit	1	\$1,125.00	\$1,125.00	55.0%
H2506KR	NORAV Integrated ECG Gating	1	\$1,980.00	\$1,980.00	55.0%
H2506TR	NM600 Detectors Dismount	1	\$2,484.00	\$2,484.00	55.0%
B77292CA	CT Service Cabinet	1	\$581.85	\$581.85	55.0%
B73602CA	Brivo CT Gantry Dolly	1	\$1,048.50	\$1,048.50	55.0%
R12023AC	Standard Service License	1	\$0.00	\$0.00	
E4502JJ	6 KVA UPS for Nuclear Medicine	1	\$4,464.80	\$4,464.80	20.0%
E4502AG	90A A1 Main Disconnect Panel And UPS Control	1	\$5,165.60	\$5,165.60	20.0%



E8500NB	Patient Arm Support System for Nuclear, PET/CT, MRI	1	\$540.00	\$540.00	20.0%
E8500NC	Patient Leg Rest	1	\$184.00	\$184.00	20.0%
W0303NM	TIP Molecular Imaging Post Processing Training Package	1	\$8,785.89	\$8,785.89	59.0%
H3100YT	Cables and Components for use with Eaton UPS	1	\$3,648.14	\$3,648.14	55.0%
R0201NM	NM Proficient Svc Trng	1	\$25,185.00	\$25,185.00	0.0%
<b>Total</b>	<b>All Models and Components</b>	<b>---</b>		<b>\$500,422.02</b>	<b>53.4%</b>
	GPO	---		---	
<b>Grand Total</b>	<b>All Models and Components After Discounts</b>	<b>1</b>		<b>\$500,422.02</b>	<b>53.4%</b>
Notes:	*Y0000LC (1) NM/CT 850				
Vendor:	GE Healthcare				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				GPO	---	---

### Record ID# 1052832

Date:	List Price:	Quoted Price:			Discount:
Q3 2020	\$1,598,207.00	\$747,171.00			53.2%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	Xeleris and Components	1			
	Xeleris	1			
W0302NM	TIP SPECT/CT System Training Program	1			
S8390AH	X4 DR WS SPECTCT	1			
H3901NE	Dosimetry Toolkit	1			
H3904AN	Q.Volumetrix	1			
H3903DE	DATQUANT LICENSE	1			
H3903DM	Q.LUNG License	1			
H3904AW	X4 DR English Language Kit	1			
NI_NUC_INS TALLATION	Rigging, De-installation, Installation Charges	1			
Subtotal	NM/CT 850 and Components	1			
S3907AD	NM/CT 850	1			
H3909AD	NM800 LEHRS coll with cart	1			
H2506TC	MEGP Collimators with Cart	1			





H2506TE	High Energy Collimators	1			
H3100PL	NM 600 Series Bar Phantom	1			
H3602SL	QA COR Source Holder	1			
H3100PF	QC Flood Source Holder Kit	1			
H3100PE	QC Point Source Holder	1			
B7999ZA	2 Phase Uninterruptible Power Supply	1			
H3100YT	Cables and Components for use with Eaton UPS	1			
H3100TZ	Flat Floor Plate	1			
H3100PG	Pallet Extender	1			
H3100NP	Straps and Pads Kit	1			
H2506KR	NORAV Integrated ECG Gating	1			
H2506TR	NM600 Detectors Dismount	1			
B77292CA	CT Service Cabinet	1			
B73602CA	Brivo CT Gantry Dolly	1			
H2506TO	Q.Metrix	1			
H3602PW	Dosimetrix Camera License	1			
H2401AF	Software Package	1			
B7888WF	WideView Software Option	1			
R12023AC	SVC PACK A3 WARRANTY	1			
E4502JJ	6 KVA UPS for Nuclear Medicine	1			
E4502AG	90A A1 Main Disconnect Panel And UPS Control	1			
E8500NB	Pinestar Patient Arm Support System	1			
E8500NC	Pinestar Patient Leg Rest	1			
<b>Total</b>	<b>All Models and Components</b>	<b>---</b>			
	GPO	---			---
	Trade in	---			---
<b>Grand Total</b>	<b>All Models and Components After Discounts</b>	<b>2</b>			<b>\$747,171.00</b>
Notes:	NM/CT 850 and Xeleris No itemized pricing Philips - Forte Trade-in (\$0) excluded \$5,500 n/d rigging excluded				
Vendor:	GE Healthcare				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				GPO	---	---
				Trade in	---	---



**Record ID# 1103907**

<b>Date: Q1 2021</b>	<b>List Price: \$1,396,614.00</b>	<b>Quoted Price: \$670,806.39</b>		<b>Discount: 52.0%</b>	
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	Xeleris and Components	1	\$105,938.00	\$105,938.00	53.0%
	Xeleris	1			
S8390AL	Xeleris 4 DR SPECT/CT Server	1	\$98,700.00	\$98,700.00	53.0%
H3903CK	X4 XFL Remote Office	1	\$7,050.00	\$7,050.00	53.0%
H3904AW	X4 DR English Language Kit	1	\$188.00	\$188.00	53.0%
Subtotal	NM/CT 850 and Components	1	\$564,868.39	\$564,868.39	51.8%
S3907AD	NM/CT 850	1	\$434,750.00	\$434,750.00	53.0%
H3909AD	NM800 LEHRS coll with cart	1	\$14,100.00	\$14,100.00	53.0%
H2506TC	MEGP Collimators with Cart	1	\$11,280.00	\$11,280.00	53.0%
H2506TD	D670 ELEGP COLL 2 W/Cart	1	\$11,280.00	\$11,280.00	53.0%
H2506TE	High Energy Collimators	1	\$11,280.00	\$11,280.00	53.0%
H2506TL	NM600 Pinhole Bilateral	1	\$1,880.00	\$1,880.00	53.0%
H3909CX	Pinhole & LEHR Collimator Cart	1	\$14,100.00	\$14,100.00	53.0%
H3100PL	NM 600 Series Bar Phantom	1	\$2,350.00	\$2,350.00	53.0%
H3602SL	Center of Rotation Source holder	1	\$211.50	\$211.50	53.0%
H3100PF	QC Flood Source Holder Kit	1	\$211.50	\$211.50	53.0%
H3100PE	QC Point Source Holder	1	\$47.00	\$47.00	53.0%
B7999ZA	2 Phase Uninterruptible Power Supply	1	\$18,600.00	\$18,600.00	0.0%
H3100YT	Cables and Components for use with Eaton UPS	1	\$3,810.29	\$3,810.29	53.0%
H3100TZ	Flat Floor Plate	1	\$1,880.00	\$1,880.00	53.0%
H3100NP	Straps and Pads Kit	1	\$1,175.00	\$1,175.00	53.0%
H2506KR	NORAV Integrated ECG Gating	1	\$2,068.00	\$2,068.00	53.0%
H2506TR	NM600 Detectors Dismount	1	\$2,594.40	\$2,594.40	53.0%
B73602CA	Brivo CT Gantry Dolly	1	\$1,095.10	\$1,095.10	53.0%
H2506TO	Q.Metrix	1	\$21,150.00	\$21,150.00	53.0%
R12023AC	Standard Service License	1	\$0.00	\$0.00	
E4502JJ	6 KVA UPS for Nuclear Medicine	1	\$4,464.80	\$4,464.80	20.0%
E4502AG	90A A1 Main Disconnect Panel And UPS Control	1	\$5,165.60	\$5,165.60	20.0%
E8500NA	Butterfly Armrest	1	\$651.20	\$651.20	20.0%
E8500NB	Patient Arm Support System for Nuclear, PET/CT, MRI	1	\$540.00	\$540.00	20.0%



E8500NC	Patient Leg Rest	1	\$184.00	\$184.00	20.0%
<b>Total</b>	<b>All Models and Components</b>	---		\$670,806.39	52.0%
	Bundle	---		---	
<b>Grand Total</b>	<b>All Models and Components After Discounts</b>	2		\$670,806.39	52.0%
Notes:	Y0000LC NM/CT 850 and Xeleris				
Vendor:	GE Healthcare				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				Bundle	---	---

### Record ID# 1203065

Date:	List Price:	Quoted Price:			Discount:
Q2 2022	\$1,248,376.00	\$612,339.17			50.9%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	NM/CT 850 and Components	1	\$612,339.17	\$612,339.17	50.9%
S3907AD	NM/CT 850	1			
H3909AD	NM800 LEHRS coll with cart	1			
H2506TD	D670 ELEGP COLL 2 W/Cart	1			
H3100PF	QC Flood Source Holder Kit	1			
H3100PE	QC Point Source Holder	1			
H3602SL	QA COR Source Holder	1			
H3909DY	QC Bar Phantom	1			
H3100YT	UPS fixtures for 480V UPS for D670	1			
H3100TZ	Flat Floor Plate	1			
H3100PG	Pallet Extender	1			
H3100NP	Straps and Pads Kit	1			
H2506KR	NORAV Integrated ECG Gating	1			
H2506TR	NM600 Detectors Dismount	1			
B77292CA	CT Service Cabinet	1			
H3100CJ	SEISMIC KIT FOR NM600 PAR	1			
H3909CY	System Seismic Option	1			
B73602CA	Brivo CT Gantry Dolly	1			
S3906AX	Q.SPECT camera license	1			
H3909EA	Q. AC	1			
H3909EB	Wide View SW option	1			
R12023AC	Standard Service License	1			



E4502JJ	6 KVA UPS for Nuclear Medicine	1			
E4502YB	Seismic Kit for E4502JJ A	1			
E4502AG	90A A1 Main Disconnect Panel And UPS Control	1			
E8500NC	Patient Leg Rest for Nuclear, PET/CT, MRI	1			
E8003S	Child Positioner	1			
W0302NM	TIP SPECT/CT System Training Program	1			
E8500NB	Patient Arm Support System for Nuclear, PET/CT, MRI	1			
<b>Total</b>	<b>All Models and Components</b>	<b>---</b>		<b>\$612,339.17</b>	<b>50.9%</b>
	GPO	---		---	
<b>Grand Total</b>	<b>All Models and Components After Discounts</b>	<b>1</b>		<b>\$612,339.17</b>	<b>50.9%</b>
Notes:	*Y0000LC				
Vendor:	GE Healthcare				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				GPO	---	---

### Record ID# 1172398

Date:	List Price:	Quoted Price:		Discount:	
Q1 2022	\$1,398,450.00	\$709,945.33		49.2%	
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	Xeleris and Components	1	\$145,226.00	\$145,226.00	42.9%
	Xeleris	1			
S8390BG	Xeleris 4 DR Hardware and Software Upgrade for Xeleris 3.0	2	\$26,950.00	\$53,900.00	51.0%
H3901TW	Xeleris 23" Wide Screen Display	2	\$1,715.00	\$3,430.00	51.0%
H3904AW	X4 DR English Language Kit	1	\$196.00	\$196.00	51.0%
E4502DA	ABB non-seismic TLE UL UPS 80kW, 480V, 60Hz	1	\$53,400.00	\$53,400.00	20.0%
H3101AM	Swiftscan package for O640	1	\$34,300.00	\$34,300.00	51.0%
Subtotal	NM/CT 850 and Components	1	\$564,719.33	\$564,719.33	50.6%
S3907AD	NM/CT 850	1	\$453,250.00	\$453,250.00	51.0%
H3909AD	NM800 LEHRS coll with cart	1	\$14,700.00	\$14,700.00	51.0%
H2506TF	Pinhole Collimator	1	\$12,740.00	\$12,740.00	51.0%
H2506TL	NM600 Pinhole Bilateral	1	\$1,960.00	\$1,960.00	51.0%



H3100PF	QC Flood Source Holder Kit	1	\$220.50	\$220.50	51.0%
H3100PE	QC Point Source Holder	1	\$49.00	\$49.00	51.0%
H3602SL	QA COR Source Holder	1	\$220.50	\$220.50	51.0%
H3100XK	QC Bar Phantom (without CE mark)	1	\$2,450.00	\$2,450.00	51.0%
H3100YT	Cables and Components for use with Eaton UPS	1	\$3,972.43	\$3,972.43	51.0%
H3100NW	Axial Head Holder	1	\$1,715.00	\$1,715.00	51.0%
H3100TZ	Flat Floor Plate	1	\$1,960.00	\$1,960.00	51.0%
H3100NP	Straps and Pads Kit	1	\$1,225.00	\$1,225.00	51.0%
H2506KR	NORAV Integrated ECG Gating	1	\$2,156.00	\$2,156.00	51.0%
H2506TR	NM600 Detectors Dismount	1	\$2,704.80	\$2,704.80	51.0%
B73602CA	Brivo CT Gantry Dolly	1	\$1,141.70	\$1,141.70	51.0%
H2401AF	Software Package	1	\$31,850.00	\$31,850.00	51.0%
B7888WF	WideView Software Option	1	\$22,050.00	\$22,050.00	51.0%
R12023AC	Standard Service License	1	\$0.00	\$0.00	
E4502JJ	6 KVA UPS for Nuclear Medicine	1	\$4,464.80	\$4,464.80	20.0%
E4502AG	90A A1 Main Disconnect Panel And UPS Control	1	\$5,165.60	\$5,165.60	20.0%
E8500NB	Patient Arm Support System for Nuclear, PET/CT, MRI	1	\$540.00	\$540.00	20.0%
E8500NC	Patient Leg Rest	1	\$184.00	\$184.00	20.0%
<b>Total</b>	<b>All Models and Components</b>	<b>---</b>		<b>\$709,945.33</b>	<b>49.2%</b>
	GPO	---		---	
	Bundle	---		---	
<b>Grand Total</b>	<b>All Models and Components After Discounts</b>	<b>2</b>		<b>\$709,945.33</b>	<b>49.2%</b>
Notes:	Y0000LC NM/CT 850 and Xeleris				
Vendor:	GE Healthcare				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				GPO	---	---
				Bundle	---	---

**Record ID# 1050486**

Date:	List Price:	Quoted Price:		Discount:	
Q3 2020	\$1,242,457.00	\$643,220.64		48.2%	
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	Xeleris and Components	1			



	Xeleris	1			
S8390AH	X4 DR WS SPECTCT	1			
H3903CS	Alcyone Myovation Image Processing & Review	1			
H3901RH	Cedars Suite	1			
H3904AW	X4 DR English Language Kit	1			
	Logistics Surcharge	1	\$11,256.36	\$11,256.36	0.0%
<b>Subtotal</b>	<b>NM/CT 850 and Components</b>	<b>1</b>	<b>\$643,220.64</b>	<b>\$643,220.64</b>	<b>40.4%</b>
S3907AD	NM/CT 850	1			
H3909AD	NM800 LEHRS coll with cart	1			
H3100PL	NM 600 Series Bar Phantom	1			
H3602SL	QA COR Source Holder	1			
H3100PF	QC Flood Source Holder Kit	1			
H3100PE	QC Point Source Holder	1			
H3100YT	Cables and Components for use with Eaton UPS	1			
H3100TZ	Flat Floor Plate	1			
H3100PG	Pallet Extender	1			
H3100NW	Axial Head Holder	1			
H3100NP	Straps and Pads Kit	1			
H2506KR	NORAV Integrated ECG Gating	1			
H2506TR	NM600 Detectors Dismount	1			
B77292CA	CT Service Cabinet	1			
B73602CA	Brivo CT Gantry Dolly	1			
R12023AC	SVC PACK A3 WARRANTY	1			
E4502JJ	6 KVA UPS for Nuclear Medicine	1			
E4502AG	90A A1 Main Disconnect Panel And UPS Control	1			
E8500NB	Pinestar Patient Arm Support System	1			
E8500NC	Pinestar Patient Leg Rest	1			
W0302NM	TIP SPECT/CT System Training Program	1			
<b>Total</b>	<b>All Models and Components</b>	<b>---</b>		<b>\$643,220.64</b>	<b>48.2%</b>
	GPO	---		---	
	Bundle	---		---	
<b>Grand Total</b>	<b>All Models and Components After Discounts</b>	<b>2</b>		<b>\$643,220.64</b>	<b>48.2%</b>
<b>Notes:</b>	*Y0000LC NM/CT 850 and Xeleris No Itemized pricing				



	Logistics Surcharge \$11,256.36 excluded (1.75%)
Vendor:	GE Healthcare

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				GPO	---	---
				Bundle	---	---



# Hazards/Recalls

**Accession Number:** A36902      **ECRI Priority:** High      **Published:** 05/19/2021  
**Channel:** Devices      **FDA:** Class II      **Last Updated:** 05/20/2021  
 **GE—NM/CT 850, NM/CT 860, and NM/CT 870 DR Systems with Smart Console: May Exhibit Shift in CT Radiation Exposure Range up to 5 cm Compared to Intended Radiation Exposure Range**

**Product Identifier:**  
[Capital Equipment]

Product	GE Healthcare Model	GTIN
Nuclear Medicine/Computed Tomography Systems with Smart Console	NM/CT 850	00840682140775
	NM/CT 860	00840682140751
	NM/CT 870 DR	00840682140836

**Manufacturer(s):**  
GE Healthcare, 3000 N Grandview Blvd, Waukesha, WI 53188, United States

**Problem:**  
FDA's Center for Devices and Radiological Health (CDRH) states that a problem with the above systems may cause a shift in the CT radiation exposure range of up to 5 cm compared to the intended radiation exposure range of the planned scan under specific workflows. This problem occurs only on a hybrid whole-body continuous F3 protocol with zoom <1 in which the scan range is set on the Smart Console. In some cases, this may also necessitate a re-scan of the patient, which would expose the patient to additional x-ray radiation.

**Action Needed:**  
Identify any affected systems in your inventory. If you have affected systems, verify that you have been contacted by GE. You may continue to use affected systems by following the workaround instructions (zoom=1 for hybrid whole-body continuous F3 protocol) until a correction is provided. GE will provide a software update to all affected Smart Consoles at no charge.

**For Further Information:**  
GE service department  
Tel.: (800) 437-1171  
Website: [Click here](#)

**UMDNS Term(s):**  
Scanning Systems, Computed Tomography/Single Photon Emission Computed Tomography [24013]





## Disclaimer

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DATE: 8/10/22  
TO: Gina Ramirez  
CO: Salinas Valley Memorial Healthcare  
FROM: Gail Spinner

I am submitting a quotation for mobile Nuc med coverage for your project. I work with Front Range Nuclear Services out of Cheyenne, WY for my Nuclear Medicine mobile rentals. They are an excellent company. Please review the summary of features below. Should you decide to move forward please contact me for a formal quotation. If you have any questions, please contact me by phone or e-mail. Thank you for considering us your imaging equipment needs.

EQUIPMENT QUOTED -- -- Siemens ecam mobile  
START DATE -- -- TBD ( approx. April 2023)  
QUOTED PRICE INCLUDES -- -- Service on camera and Trailer  
-- On Site Assistance during start up  
-- Apps training  
LEASE TERM QUOTED -- -- 6 mo.  
LOCATION -- -- Salinas, CA  
PRICING -- -- \$20,500 per mo.  
TRANSPORTATION-- --\$4500 (subject to change)  
PRO RATA EXTENSIONS -- -- Available upon Request

**All units are quoted subject to availability.**

## Board Paper: Finance Committee

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Agenda Item: Consider Recommendation for Board of Directors Approval of Partial Project Budget for the SVMH Bulk Oxygen Project

Executive Sponsor: Clement Miller, Chief Operating Officer  
Earl Strotman, Director Facilities Management & Construction  
Dave Sullivan, Project Manager

Date: August 12, 2022

### Executive Summary

Salinas Valley Memorial Healthcare System seeks to replace the existing bulk oxygen supply system to meet the current and future needs of the Hospital. Presently, the Hospital has an unfavorable product supply agreement with the existing supplier due to unsustainable product supply escalation fees and a rental system that has reached the end of its useful life. SVMHS solicited multiple liquid oxygen suppliers who service the greater Salinas Valley area. Several suppliers have geographic challenges to supply the hospital and require significantly larger tanks be installed. The larger tanks required significantly larger foundation systems and increased the construction costs due to ancillary components needing to be upgraded to comply with current codes. Regardless of the configuration for the replacement, an interim system must be installed ahead of the permanent replacement. This will require an interim rental supply system be in-place for the replacement construction to proceed. It is imperative for the design and engineering to commence immediately in preparation for the replacement system to be installed. The final configuration will ultimately be selected based on product supply agreement pricing, rental equipment costs, code analysis, constructability, and presumed construction costs.

### Background/Situation/Rationale

The replacement oxygen storage project calls for the design and construction of the structural components of the existing structure to be upgraded to comply with current building codes, replacement of main and reserve storage tanks, replacement of vaporizer system and renovation of alarming and monitoring low voltage system. The existing bulk oxygen tank was installed in 1985 under HCAI Project # HF840004-27. The adjacent underground brine tanks were already installed at that time. The generator #3 was installed under an HCAI approved project after the installation of the tank, therefore the current location should be approved by HCAI. The objective of this project is to modernize the storage system to comply with current rules and regulations enforced by all agencies having jurisdiction including HCAI and City of Salinas Fire Department.

SVMHS will be responsible for securing HCAI approvals necessary to execute the work. Numerous design and planning meetings were completed to review and analyze the various solutions from multiple vendors. There will be two main permits required for the interim portable supply and permanent configuration. HCAI has reviewed our initial proposals and require we utilize the existing portable CT Pad to anchor the interim equipment before we can remove the existing configuration.

Ancillary improvements necessary to implement the Project will include: fire rated barriers, expansion of fencing, upgraded structural slab system, piping distribution system, crane/rigging of existing and new tank assemblies and spill pad design, which will require coordination with OSHPD and the City of Salinas.

### Financial Implications

<u>Design and Permitting Estimates:</u>	\$500,000 (initial request for temporary configuration design/permitting)
<u>Major Equipment Cost:</u>	To be determined following negotiation with vendors
<u>Rental Equipment:</u>	To be determined following negotiation with vendors
<u>Total:</u>	\$500,000

Budget: As currently programmed, the Bulk Oxygen Project cost estimate is \$2,400,000. The project cost estimate includes design and engineering fees, permitting, project contingency, design-assistance from oxygen supply vendor, equipment lease, program management, and construction services required to complete the project.

Current capital budget forecast includes:  
Fiscal Year 2023 - \$785,651  
Fiscal Year 2024 - \$1,000,000

Following completion of the product supply agreement and vendor selection, the budget will be reconciled to account for proposed configuration.

Schedule: August 2022 – Commence HCAI permitting documents for interim storage  
February 2023 – Commission onsite interim portable storage, remove existing tanks  
April 2023 – Anticipated commencement of permanent onsite storage  
July 2023 – Anticipated commission onsite permanent storage

Budget: As currently programmed, the bulk medical storage systems project cost estimate of \$2,400,000. The project cost estimate includes design fees, permitting, project contingency, design-assistance from supply vendor, equipment rental, program management, and construction services required to complete the replacement project. For the initial interim design and permitting, \$500,000 is being requested to commence the design and permitting process with design professionals and engineers for the interim solution.

Procurement: SVMHS solicited for product supply agreement services to qualified local and regional medical gas suppliers. Various proposals were received by SVMHS with multiple supply arrangements and pricing. Each of the responses was reviewed by Materials Management and Facilities Management to compare initial capital construction costs and product supply agreement arrangements. SVMHS in process of evaluating the product supply agreements.

### Recommendation

Consider recommendation for Board of Directors to approve the total estimated project cost for the design and permitting of the interim bulk oxygen system component of the SVMH Bulk Oxygen Storage Project in the budgeted amount of \$500,000.

### Attachments

- Attachment 1: Estimated Project Budget at Programming Phase

## Salinas Valley Memorial Healthcare System

Project Cost Model: Bulk Oxygen Replacement

Architect: Smith Karng Architects

Subject: Conceptual Design/Programming Stage

Date Printed: 8/12/2022  
 Budget Amount: \$0  
 Budget Approved Date: PENDING  
 Version 1  
 Anticipated Completion: Q3 2023  
 Prepared by: DS, Checked by DS

Budget Summary				
		A	A1	A2
Line Item	Description	Original Budget	Budget Revisions	Current Budget
<b>1</b>	<b>Construction</b>			
100	Construction - Temporary Configuration	\$239,315	\$0	\$239,315
100	Construction - Replacement Configuration	\$546,519	\$0	\$546,519
101	Estimating Contingency	\$65,000	\$0	\$65,000
<b>2</b>	<b>Design</b>			
200	Professional Fees	\$290,000	\$0	\$290,000
200	Geotechnical Services	\$45,000	\$0	\$45,000
201	Reimbursables	\$15,000	\$0	\$15,000
202	Utility Locator Services	\$8,500	\$0	\$8,500
<b>3</b>	<b>Inspections and Consultation</b>			
300	Inspector of Record	\$84,000	\$0	\$84,000
301	Special Inspections - Kleinfelder	\$11,800	\$0	\$11,800
<b>4</b>	<b>AHJ Fees</b>			
400	HCAI Fees	\$29,017	\$0	\$29,017
403	City of Salinas Fees	\$40,000	\$0	\$40,000
<b>5</b>	<b>Soft Costs</b>			
502	Construction Management - Concept through CA	\$285,000	\$0	\$285,000
504	Soft Cost Contingency	\$65,000	\$0	\$65,000
<b>7</b>	<b>FF&amp;E</b>			
702	Vendor Installation Fee	\$350,000	\$0	\$350,000
703	Portable Rental @ 8 Months	\$96,000	\$0	\$96,000
704	Site Furnishings + Safety Signage	\$18,500	\$0	\$18,500
<b>9</b>				
9900	Project Contingency	\$211,349	\$0	\$211,349
<b>Totals</b>		<b>\$2,400,000</b>	<b>\$0</b>	<b>\$2,400,000</b>

***SVMHS***  
***Year End Balanced Scorecard***



***Fiscal Year 2022***

# Monthly Scorecard

## Service (30%)



Organizational Goals by Pillar		FY 2022 Act/Proj	TARGET	Var %		FY 2021 Baseline	
Weight 30%	I. Service						
	Average of Inpatient HCAHPS Scores	74.8	75.1	-0.4%		74.6	
	Emergency Room Press Ganey Score (*)	58.7	64.8	-9.5%		61.4	
	Average of Ambulatory HCAHPS Scores	92.0	91.6	0.5%		91.1	

### Notes / Assumptions:

- Source: Press Ganey
- Based on monthly **received date**
- Based on top box scores (highest response possible on the survey scale: Yes, Definitely Yes, Always)
- IP HCAHPS Score FY 2021 Baseline was 74.6. Rationale: Baseline = Threshold is based on FY 2021 Actuals. Target is +0.5 from baseline. Max is +1.0 from baseline.
- ER HCAHPS Score FY 2021 Baseline was 61.4. Rationale: Baseline = Threshold is based on FY 2021 Actuals. The Target at 64.8 is the midpoint between Threshold & Max. The Max Goal at 68.27 is the 50th percentile rank.
- (\*) **Measurement period will be Quarter 4 for Fiscal Year 2022.**
- Ambulatory HCAHPS Score FY 2021 Baseline was 91.1. Rationale: Baseline = Threshold is based on FY 2021 Actuals. Target is +0.5 from baseline. Max is +1.0 from baseline.

# Monthly Scorecard

## People (15%)



Organizational Goals by Pillar		FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
Weight 15%	II. People				
	Employee Engagement Percentile Rank	86	87	-1.1%	85



**Notes / Assumptions:**





- **Source: Press Ganey**
- People Pillar Target is a 2 point improvement over prior year percentile rank



# Monthly Scorecard

## Quality & Safety Processes – ER (8%)



Organizational Goals by Pillar		FY 2022 Act/Proj	TARGET	Var %		FY 2021 Baseline	
Weight 8%	III. Quality & Safety Processes						
	Emergency Room Efficiencies						
	Median length of stay for non-admits (in minutes)	170.0	162.0	-4.9%		163.0	
	Median time from admit decision to time of admission to nursing unit (in minutes)	79.0	89.0	11.2%		90.0	

Source: Meditech





**ER - LOS for Non-Admits in Minutes:** Data Criteria: Calculate the median LOS in minutes for ER Outpatients for each month & YTD for cases in ER (excludes inpatients and patients leaving against medical advice or left without being seen.) Rationale: Baseline = Threshold is based on FY 2021 Actuals. The Target is a 1 minute improvement from the Baseline, and the Max is a 2 minute improvement from the Baseline.

**ER - Time to Admit in Minutes:** Data Criteria: Calculate the median time for inpatients from admit decision to time of admission to nursing unit in minutes (includes observation cases). Rationale: Baseline = Threshold is based on FY 2021 Actuals. The Target is a 1 minute improvement from the Baseline, and the Max is a 2 minute improvement from the Baseline.

# Monthly Scorecard

## Quality & Safety Processes – OR (8%)



Organizational Goals by Pillar		FY 2022 Act/Proj	TARGET	Var %		FY 2021 Baseline	
Weight							
8%	<b>Operating Room Efficiencies</b>						
	Turnover Time (Wheels out / Wheels in) (in minutes)	28.3	29.5	4.2%		29.6	
	Percentage of 1st Case On Time Start Time	95.0%	89.0%	6.7%		91.6%	

**Turnover Time Measurement:** Source is from the PICIS OR Nurse Record, calculate minutes elapsed between the wheels out & wheels in of the next case. Only cases where the time difference is less than or equal to 60 minutes will be included because breaks are often scheduled in a day. Due to MD availability, cases that exceed 60 threshold minutes will not count as a turnover. Excludes non-scheduled cases. Measurement applies to cases for the same physician and same room only. Data will be partition by actual date rather than previously scheduled date. **National benchmarks range from 25 to 38 minutes.** FY 2022 Goals are the same as prior year to continue high efficiency performance and strive to maintain sustainability at these levels. Planning to reduce minutes may cause patient safety risks and other concerns, especially considering the Covid-19 ongoing pandemic and the impact its had in our hospital capacity as well as in our perioperative operations.

### Percentage of 1<sup>st</sup> case On Time Start Time

- Source is from PICIS for 1st scheduled case of the day in each OR room where the scheduled time is between 07:00 AM and 08:59 AM
- Cases in which the patient is Wheeled In at least zero minutes prior to the case
- **National benchmark goals range from 70% to 80%**
- FY 2022 Goals are the same as prior year to continue high efficiency performance and strive to maintain sustainability.

# Monthly Scorecard

## Quality & Safety Processes –

### HAC & Hand Hygiene(4%)



Organizational Goals by Pillar		FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline	
Weight	<b>Hospital Acquired Conditions</b>					
	CLABSI SIR (Standard Infection Ratio)	0.16	0.30	47.8%	0.11	
	# of CLABSI EVENTS	1			1	
	CAUTI SIR (Standard Infection Ratio)	0.46	0.47	1.7%	0.57	
	# of CAUTI EVENTS	3			5	
	CDI SIR (Standard Infection Ratio)	0.48	0.45	-6.7%	0.19	
	# of CDI EVENTS	12			4	
	2%	<b>Hospital Acquired Conditions Average</b>	0.37	0.41	9.9%	0.29
	2%	<b>Hand Hygiene</b>				
		(Percentage of successful Hand Hygiene observations)	89.1%	75.0%	18.7%	78.0%

#### Hospital Acquired Conditions

- > Source: National Healthcare Safety Network (NHSN) & Medline Interface
- > Hospital Acquired Conditions will be measured **quarterly**
- > **Rationale for Targets:** The FY 2022 Target (0.41) is set to be an improvement from the prior year target (0.49)
- > Acronyms:
  1. CLABSI (Central Line Associated Bloodstream Infection)
  2. CAUTI (Catheter Associated Urinary Tract Infection)
  3. CDI (Clostridium Difficile Infection)

#### Hand Hygiene

- > Source: MyRounding Tool populated by SVMHS staff / leaders direct observations
- > Hand Hygiene will be measured **monthly**
- > **Rationale for Targets:** Improve Hand Hygiene performance and meet recommended metrics by Leapfrog and JC/CMS

# Monthly Scorecard

## Finance (20%)



Organizational Goals by Pillar		FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
Weight 20%	IV. Finance				
	Income from Operations (Normalized) (\$ in Millions)	\$83,662	\$68,853	21.5%	\$86,392
	Operating Margin (Normalized)	13.9%	12.5%	11.7%	15.1%



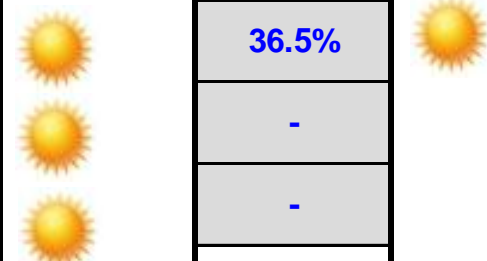
➤ Target Methodology is based on SVMH’s 100% of FY 2022 Board Approved Annual Operating Budget

# Monthly Scorecard

## Growth (10%)



Organizational Goals by Pillar		FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
Weight 10%	<b>V. Growth</b>				
	Increase % of patients adopting of EPIC MyChart to →	43.7%	40.0%	9.2%	36.5%
	Implement eConsult in a Number of Specialties	3	2	50.0%	-
	eConsult Patient Utilization	142	100	42.0%	-



- **I. MyChart adoption for SVMC:** Source is the EPIC SVMC system. Increasing from 36.5% to 40% - this continues to be a significant focus as we expand functionality for patient engagement and develop MyChart as our digital front door for the clinic. Measurement will be based on 12 months ending June 30, 2022. Monthly reporting will be based on a rolling 12 month period.
- **II. & III. SVMC eConsult development (Number of Specialties & Patient Volume):** Source is the EPIC SVMC system. Increasing access to specialty services by providing a mechanism for our specialty care physicians to support primary care through electronic consults facilitated through Epic. Primary care MDs submit specified data to a specialist through Epic and receive a plan/recommendation for care that they can implement or the specialist will request to see the patient. The first specialty we are targeting is **Dermatology**, followed by **Infectious Disease** and **Cardiology**. The functionality exists in Epic to support the workflows but it will require program and protocol development that we will begin in the next several weeks.
  - *Dermatology went live effective November 2021*
  - *Infectious Disease went live effective January 2022*
  - *Cardiology went live effective April 2022*

# Monthly Scorecard

## Community (5%)



Organizational Goals by Pillar		FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
Weight 5%	VI. Community				
	Improve the patient experience and increase access to hospital services as measured by the number of hospital-based clinical departments that accommodate online appointment scheduling	3	2	50.0%	-



### Targeted Goals for online based scheduling:

- Creation/adaptation of technology tailored to the needs of the SVMHS department that is implementing online scheduling
- Successful implementation and launch of system
- Marketing campaign regarding the ability to schedule appointments online
- Ongoing monitoring of system
- Monthly reporting on usage rates, customer satisfaction, and other data collected by the system
- Source is based on management reporting of final results for each clinical department
- *The following departments are using online appointment scheduling as of June 2022:*
  - *Taylor Farms Family Health & Wellness Center: 9/27/21*
  - *Mobile Health Clinic: 6/1/22*
  - *Lab: 6/23/22*

# *Questions / Comments?*





# APPENDIX



**Salinas Valley Memorial Hospital**  
 Monthly Balanced Scorecard (BSC) Summary  
 FY 2022 : as of 6/30/22



Organizational Goals by Pillar		FY 2022 Act/Proj	TARGET	Var %		FY 2021 Baseline	
30%	<b>I. Service</b>						
	Average of Inpatient HCAHPS Scores	74.8	75.1	-0.4%	☁️	74.6	☀️
	Emergency Room Press Ganey Score	58.7	64.8	-9.5%	☁️	61.4	☁️
	Average of Ambulatory HCAHPS Scores	92.0	91.6	0.5%	☀️	91.1	☀️
15%	<b>II. People</b>						
	Employee Engagement Percentile Rank	86	87	-1.1%	☁️	85	☀️
20%	<b>III. Quality &amp; Safety Processes</b>						
	Emergency Room Efficiencies						
	Median length of stay for non-admits (in minutes)	170.0	162.0	-4.9%	☁️	163.0	☁️
	Median time from admit decision to time of admission to nursing unit (in minutes)	79.0	89.0	11.2%	☀️	90.0	☀️
	Operating Room Efficiencies						
	Turnover Time (Wheels out / Wheels in) (in minutes)	28.3	29.5	4.2%	☀️	29.6	☀️
	Percentage of 1st Case On Time Start Time	95.0%	89.0%	6.7%	☀️	91.6%	☀️
	Hospital Acquired Conditions Average	0.37	0.41	9.9%	☀️	0.29	☁️
	Hand Hygiene (Percentage of successful Hand Hygiene observations)	89.1%	75.0%	18.7%	☀️	78.0%	☀️
20%	<b>IV. Finance</b>						
	Income from Operations (Normalized) (\$ in Millions)	\$83,662	\$68,853	21.5%	☀️	\$86,392	☁️
	Operating Margin (Normalized)	13.9%	12.5%	11.7%		15.1%	
10%	<b>V. Growth</b>						
	Increase % of patients adopting of EPIC MyChart to →	43.7%	40.0%	9.2%	☀️	36.5%	☀️
	Implement eConsult in a Number of Specialties	3	2	50.0%	☀️	-	
	eConsult Patient Utilization	142	100	42.0%	☀️	-	
5%	<b>VI. Community</b>						
	Improve the patient experience and increase access to hospital services as measured by the number of hospital-based clinical departments that accommodate online appointment scheduling	3	2	50.0%	☀️	-	

# Monthly Scorecard

## Service (30%)



Organizational Goals by Pillar	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
<b>I. Service</b>																
Average of Inpatient HCAHPS Scores	72.4	78.8	75.6	77.4	77.1	72.1	74.4	72.0	74.4	75.8	70.0	77.6	74.8	75.1	-0.4%	74.6
Emergency Room Press Ganey Score (*)	60.6	58.2	60.0	61.7	63.4	66.5	58.6	66.1	61.9	62.0	59.1	54.9	58.7	64.8	-9.5%	61.4
Average of Ambulatory HCAHPS Scores	88.0	91.3	87.6	94.7	89.4	91.1	91.9	93.6	93.1	94.6	94.7	93.8	92.0	91.6	0.5%	91.1

ER Press Ganey Score Measurement Period is Q4 only

Notes / Assumptions:

- Source: Press Ganey
- Based on monthly **received date**
- Based on top box scores (highest response possible on the survey scale: Yes, Definitely Yes, Always)
- IP HCAHPS Score FY 2021 Baseline was 74.6. Rationale: Baseline = Threshold is based on FY 2021 Actuals. Target is +0.5 from baseline. Max is +1.0 from baseline.
- ER HCAHPS Score FY 2021 Baseline was 61.4. Rationale: Baseline = Threshold is based on FY 2021 Actuals. The Target at 64.8 is the midpoint between Threshold & Max. The Max Goal at 68.27 is the 50th percentile rank.
- (\*) **Measurement period will be Quarter 4 for Fiscal Year 2022.**
- Ambulatory HCAHPS Score FY 2021 Baseline was 91.1. Rationale: Baseline = Threshold is based on FY 2021 Actuals. Target is +0.5 from baseline. Max is +1.0 from baseline.

# Monthly Scorecard

## People (15%)



Organizational Goals by Pillar	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	FY 2022 Act/Proj	TARGET	Variance	Var %	FY 2021 Baseline
II. People																	
Employee Engagement Percentile Rank												86	86	87	-1	-1.1%	85

### Notes / Assumptions:

- **Source: Press Ganey**
- People Pillar Target is a 2 point improvement over prior year percentile rank

# Monthly Scorecard

## Quality & Safety Processes – ER (8%)



Organizational Goals by Pillar	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
<b>Emergency Room Efficiencies</b>																
Median length of stay for non-admits (in minutes)	171.0	162.0	162.0	168.0	172.0	165.0	165.0	175.0	173.0	181.0	172.0	175.0	170.0	162.0	-4.9%	163.0
Median time from admit decision to time of admission to nursing unit (in minutes)	81.0	79.0	82.0	78.0	93.0	78.0	86.0	83.0	70.0	70.0	76.0	75.5	79.0	89.0	11.2%	90.0

Source: Meditech

**ER - LOS for Non-Admits in Minutes:** Data Criteria: Calculate the median LOS in minutes for ER Outpatients for each month & YTD for cases in ER (excludes inpatients and patients leaving against medical advice or left without being seen.) Rationale: Baseline = Threshold is based on FY 2021 Actuals. The Target is a 1 minute improvement from the Baseline, and the Max is a 2 minute improvement from the Baseline.

**ER - Time to Admit in Minutes:** Data Criteria: Calculate the median time for inpatients from admit decision to time of admission to nursing unit in minutes (includes observation cases). Rationale: Baseline = Threshold is based on FY 2021 Actuals. The Target is a 1 minute improvement from the Baseline, and the Max is a 2 minute improvement from the Baseline.

# Monthly Scorecard

## Quality & Safety Processes – OR (8%)



Organizational Goals by Pillar	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
<b>Operating Room Efficiencies</b>																
Turnover Time (Wheels out / Wheels in) (in minutes)	28.2	27.5	28.1	28.2	27.9	28.3	28.7	27.7	28.9	28.2	28.9	28.8	28.3	29.5	4.2%	29.6
Percentage of 1st Case On Time Start Time	93.3%	97.7%	95.5%	95.6%	94.2%	93.4%	92.5%	96.7%	95.4%	95.0%	96.9%	93.8%	95.0%	89.0%	6.7%	91.6%

**Turnover Time Measurement:** Source is from the PICIS OR Nurse Record, calculate minutes elapsed between the wheels out & wheels in of the next case. Only cases where the time difference is less than or equal to 60 minutes will be included because breaks are often scheduled in a day. Due to MD availability, cases that exceed 60 threshold minutes will not count as a turnover. Excludes non-scheduled cases. Measurement applies to cases for the same physician and same room only. Data will be partition by actual date rather than previously scheduled date. **National benchmarks range from 25 to 38 minutes.** FY 2022 Goals are the same as prior year to continue high efficiency performance and strive to maintain sustainability at these levels. Planning to reduce minutes may cause patient safety risks and other concerns, especially considering the Covid-19 ongoing pandemic and the impact its had in our hospital capacity as well as in our perioperative operations.

### Percentage of 1<sup>st</sup> case On Time Start Time

- Source is from PICIS for 1st scheduled case of the day in each OR room where the scheduled time is between 07:00 AM and 08:59 AM
- Cases in which the patient is Wheeled In at least zero minutes prior to the case
- **National benchmark goals range from 70% to 80%**
- FY 2022 Goals are the same as prior year to continue high efficiency performance and strive to maintain sustainability.

# Monthly Scorecard

## Quality & Safety Processes – HAC & Hand Hygiene(4%)



Organizational Goals by Pillar	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
<b>Hospital Acquired Conditions</b>																
CLABSI SIR (Standard Infection Ratio)	0.00			0.63			0.00			0.00			0.16	0.30	47.8%	0.11
# of CLABSI EVENTS	0	0	0	1	0	0	0	0	0	0	0	0				1
CAUTI SIR (Standard Infection Ratio)	0.00			0.61			0.52			0.72			0.46	0.47	1.8%	0.57
# of CAUTI EVENTS	0	0	0	0	1	0	1	0	0	0	1	0				5
CDI SIR (Standard Infection Ratio)	0.51			0.31			0.48			0.63			0.48	0.45	-6.7%	0.19
# of CDI EVENTS	0	2	1	0	1	1	2	1	0	0	4	0				4
<b>Hospital Acquired Conditions Average</b>	0.17			0.52			0.33			0.45			0.37	0.41	9.9%	0.29
<b>Hand Hygiene</b> (Percentage of successful Hand Hygiene observations)	79.7%	81.6%	81.8%	81.0%	94.1%	91.2%	96.4%	98.0%	83.6%	90.8%	94.3%	96.2%	89.1%	75.0%	18.7%	78.0%

### Hospital Acquired Conditions

- Source: National Healthcare Safety Network (NHSN) & Medline Interface
- Hospital Acquired Conditions will be measured **quarterly**
- **Rationale for Targets:** The FY 2022 Target (0.41) is set to be an improvement from the prior year target (0.49)
- Acronyms:
  1. CLABSI (Central Line Associated Bloodstream Infection)
  2. CAUTI (Catheter Associated Urinary Tract Infection)
  3. CDI (Clostridium Difficile Infection)

### Hand Hygiene

- Source: MyRounding Tool populated by SVMHS staff / leaders direct observations
- Hand Hygiene will be measured **monthly**
- **Rationale for Targets:** Improve Hand Hygiene performance and meet recommended metrics by Leapfrog and JC/CMS

# Monthly Scorecard

## Finance (20%)



Organizational Goals by Pillar	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
<b>IV. Finance</b>																
Income from Operations (Normalized) (\$ in Millions)	\$7,939	\$9,298	\$5,821	\$4,561	\$6,599	\$11,434	\$6,458	\$9,277	\$8,150	\$5,178	\$3,547	\$5,400	\$83,662	\$68,853	21.5%	\$86,392
Operating Margin (Normalized)	16.3%	18.1%	12.3%	10.1%	13.9%	21.5%	12.9%	17.2%	15.4%	10.7%	7.4%	10.1%	13.9%	12.5%	11.7%	15.1%

➤ Target Methodology is based on SVMH’s 100% of FY 2022 Board Approved Annual Operating Budget

# Monthly Scorecard

## Growth (10%)



Organizational Goals by Pillar	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
V. Growth																
Increase % of patients adopting of EPIC MyChart to →	37.1%	37.6%	38.2%	39.1%	39.5%	39.9%	40.5%	40.9%	41.4%	41.9%	42.9%	43.7%	43.7%	40.0%	9.2%	36.5%
Implement eConsult in a Number of Specialties	0	0	0	0	1	1	2	2	2	3	3	3	3	2	50.0%	-
eConsult Patient Utilization	0	0	0	0	8	20	13	6	10	26	23	36	142	100	42.0%	-

- **I. MyChart adoption for SVMC:** Source is the EPIC SVMC system. Increasing from 36.5% to 40% - this continues to be a significant focus as we expand functionality for patient engagement and develop MyChart as our digital front door for the clinic. Measurement will be based on 12 months ending June 30, 2022. Monthly reporting will be based on a rolling 12 month period.
- **II. & III. SVMC eConsult development (Number of Specialties & Patient Volume):** Source is the EPIC SVMC system. Increasing access to specialty services by providing a mechanism for our specialty care physicians to support primary care through electronic consults facilitated through Epic. Primary care MDs submit specified data to a specialist through Epic and receive a plan/recommendation for care that they can implement or the specialist will request to see the patient. The first specialty we are targeting is **Dermatology**, followed by **Infectious Disease** and **Cardiology**. The functionality exists in Epic to support the workflows but it will require program and protocol development that we will begin in the next several weeks.
  - *Dermatology went live effective November 2021*
  - *Infectious Disease went live effective January 2022*
  - *Cardiology went live effective April 2022*



# Monthly Scorecard

## Community (5%)



Organizational Goals by Pillar	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
<b>VI. Community</b>																
Improve the patient experience and increase access to hospital services as measured by the number of hospital-based clinical departments that accommodate online appointment scheduling												3	3	2	50.0%	-

### Targeted Goals for online based scheduling:

- Creation/adaptation of technology tailored to the needs of the SVMHS department that is implementing online scheduling
- Successful implementation and launch of system
- Marketing campaign regarding the ability to schedule appointments online
- Ongoing monitoring of system
- Monthly reporting on usage rates, customer satisfaction, and other data collected by the system
- Source is based on management reporting of final results for each clinical department
- *The following departments are using online appointment scheduling as of June 2022:*
  - Taylor Farms Family Health & Wellness Center: 9/27/21
  - Mobile Health Clinic: 6/1/22
  - Lab: 6/23/22

# *Questions / Comments?*



# Financial Performance Review

## July 2022

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**Augustine Lopez**  
**Chief Financial Officer**



# Consolidated Financial Summary

## For the Month of July 2022 – No Normalizing Items

\$ in Millions	For the Month of July 2022				
			Variance fav (unfav)		
	Actual	Budget	\$VAR	%VAR	
Operating Revenue	\$ 52.9	\$ 57.2	\$ (4.3)	-7.5%	
Operating Expense	\$ 54.0	\$ 55.8	\$ 1.8	3.2%	
<b>Income from Operations*</b>	<b>\$ (1.1)</b>	<b>\$ 1.4</b>	<b>\$ (2.5)</b>	<b>-178.6%</b>	
Operating Margin %	-2.0%	2.4%	-4.4%	-183.33%	
Non Operating Income**	\$ 1.7	\$ 1.0	\$ 0.7	70.0%	
<b>Net Income</b>	<b>\$ 0.6</b>	<b>\$ 2.4</b>	<b>\$ (1.8)</b>	<b>-75.0%</b>	
Net Income Margin %	1.2%	4.1%	-2.9%	-70.7%	

### Financial underperformance was driven by:

- Despite the Average Daily Census being 8% above budget at 124, Total Gross Revenues were on target
- The net revenue yield % for SVMH was 9% below budget due to:
  - Patient Acuity for all payers declined by 10% (Case Mix Index was 1.5)
  - Medicare patient acuity declined by 14% (Case Mix Index was 1.60 vs 1.86)
  - Commercial business was 5% lower than expected
  - AR increased mostly due to a slow down in Commercial insurance payments
- IP Surgical cases declined by 24% (44 cases)
- While Covid cases increased 90% over the prior month, most of the cases were governmental (88%)
- Increased patient volume and staff shortage required higher than expected Contract Labor and overtime utilization
- Overall Labor Productivity efficiency was favorable by 9% (47 FTEs)

# SVMH Financial Highlights July 2022

Gross Revenues were Unfavorable

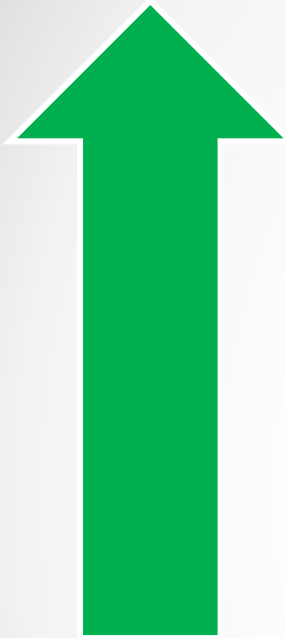
- **Gross Revenues** were 0.2 % favorable to budget
- **IP gross revenues** were 1.4% unfavorable to budget
- **ED gross revenues** were 0.4% below budget
- **OP gross revenues** were 1.9% favorable to budget in the following areas:
  - Infusion Therapy
  - Radiology
  - Other OP Pharmacy

- **Commercial:** 5% below budget
- **Medicaid:** 2% above budget
- **Medicare:** 2% above budget

Payor Mix – unfavorable to budget

Total Normalized Net Patient Revenues were \$44.2M, which was Unfavorable to budget by \$4.2M or 8.8%

# Financial Summary – July 2022



**1) Higher than expected Inpatient business:**

- Average daily census was at 124, 8% above budget of 115

**2) Total admissions were 7% (64 admits) above budget**

- ER admissions were 10% above budget (66 admits)

**3) ER Outpatient visits were above budget by 10% at 5,152**

**4) Higher than expected Outpatient business:**

- Predominantly due to higher than budgeted volumes in Infusion Therapy, Radiology, and Other OP Pharmacy

**5) Covid cases increased to 78 cases, an increase of 90% over prior month**



**6) Medicare Traditional ALOS CMI adjusted was 1% unfavorable at 2.36 days with a Case Mix Index of 1.6**

**7) OP Observation cases were 6% (9 cases) higher than budget at 160**

**8) Outpatient Surgeries were 2% (5 cases) below budget at 239**

**9) Deliveries were 9% (13 deliveries) below budget at 126**



# COVID Inpatient Discharge Cases

## Payor Mix Analysis

### Aug 2021 thru Jul 2022

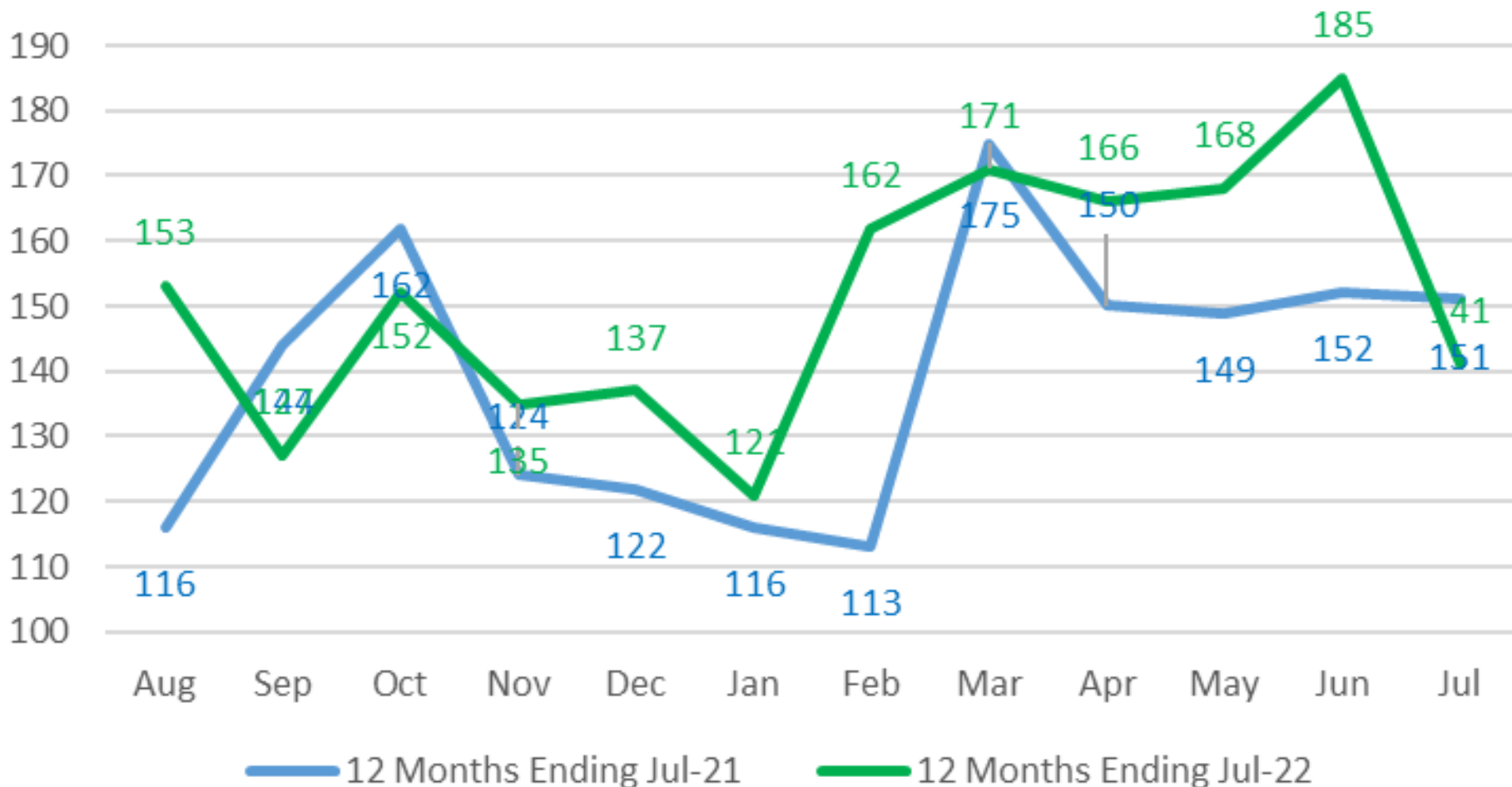
Cases	Month	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22	Apr 22	May 22	Jun 22	Jul 22
Medicare		10	11	12	5	18	82	59	9	9	18	25	44
Medi-Cal		19	11	10	6	12	44	27	2	1	4	5	25
Commercial		14	10	7	11	11	38	14	3		1	11	7
Other		3	1		1		3			1			2
<b>Grand Total</b>		<b>46</b>	<b>33</b>	<b>29</b>	<b>23</b>	<b>41</b>	<b>167</b>	<b>100</b>	<b>14</b>	<b>11</b>	<b>23</b>	<b>41</b>	<b>78</b>

COVID Inpatient cases  
Increased during July  
compared to prior  
month.

Note: COVID Criteria is based any DX U07.1

# IP Surgery Cases – July 2022

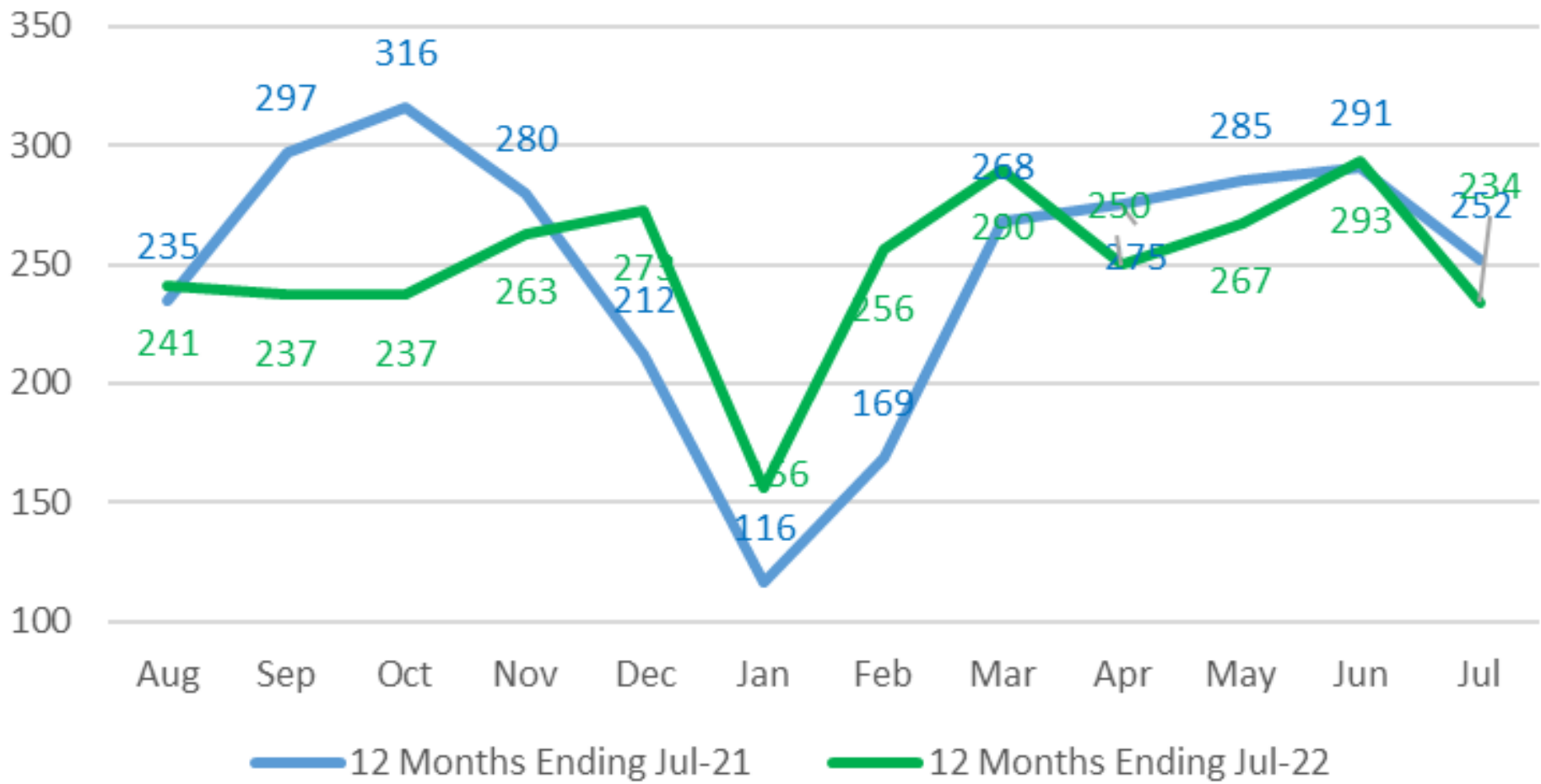
## IP Surgery Cases



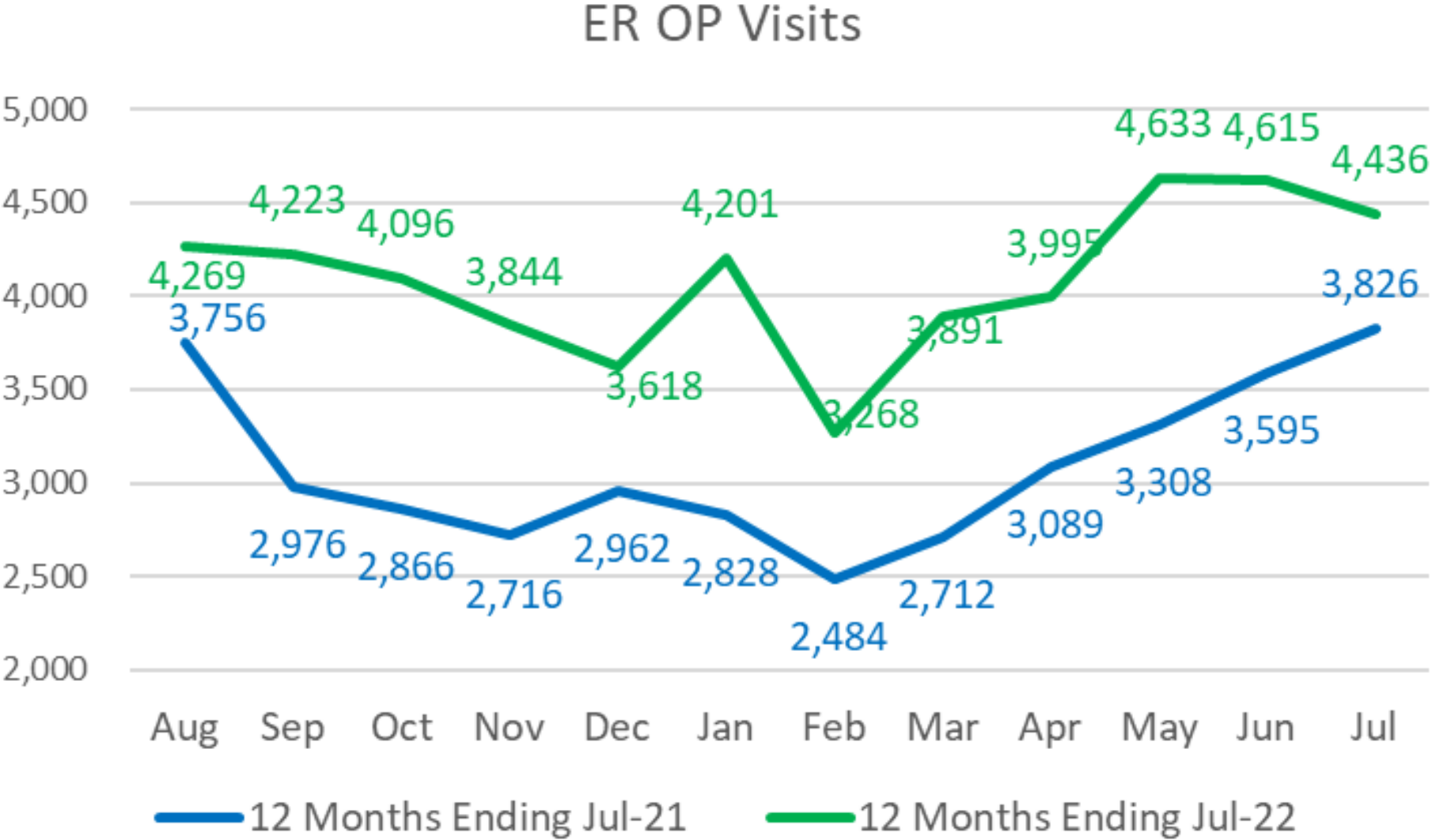


# OP Surgery Cases – July 2022

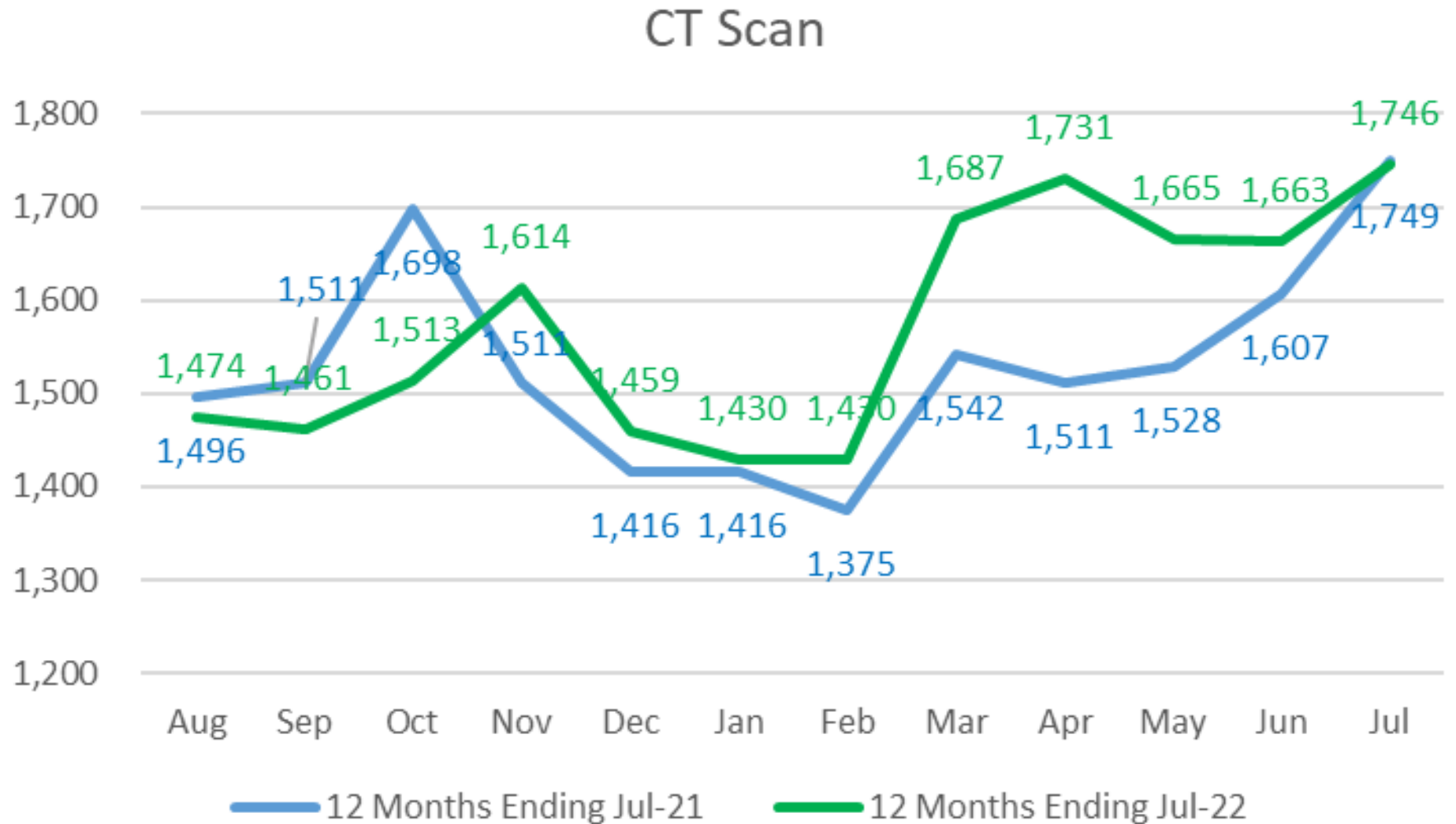
OP Surgery Cases



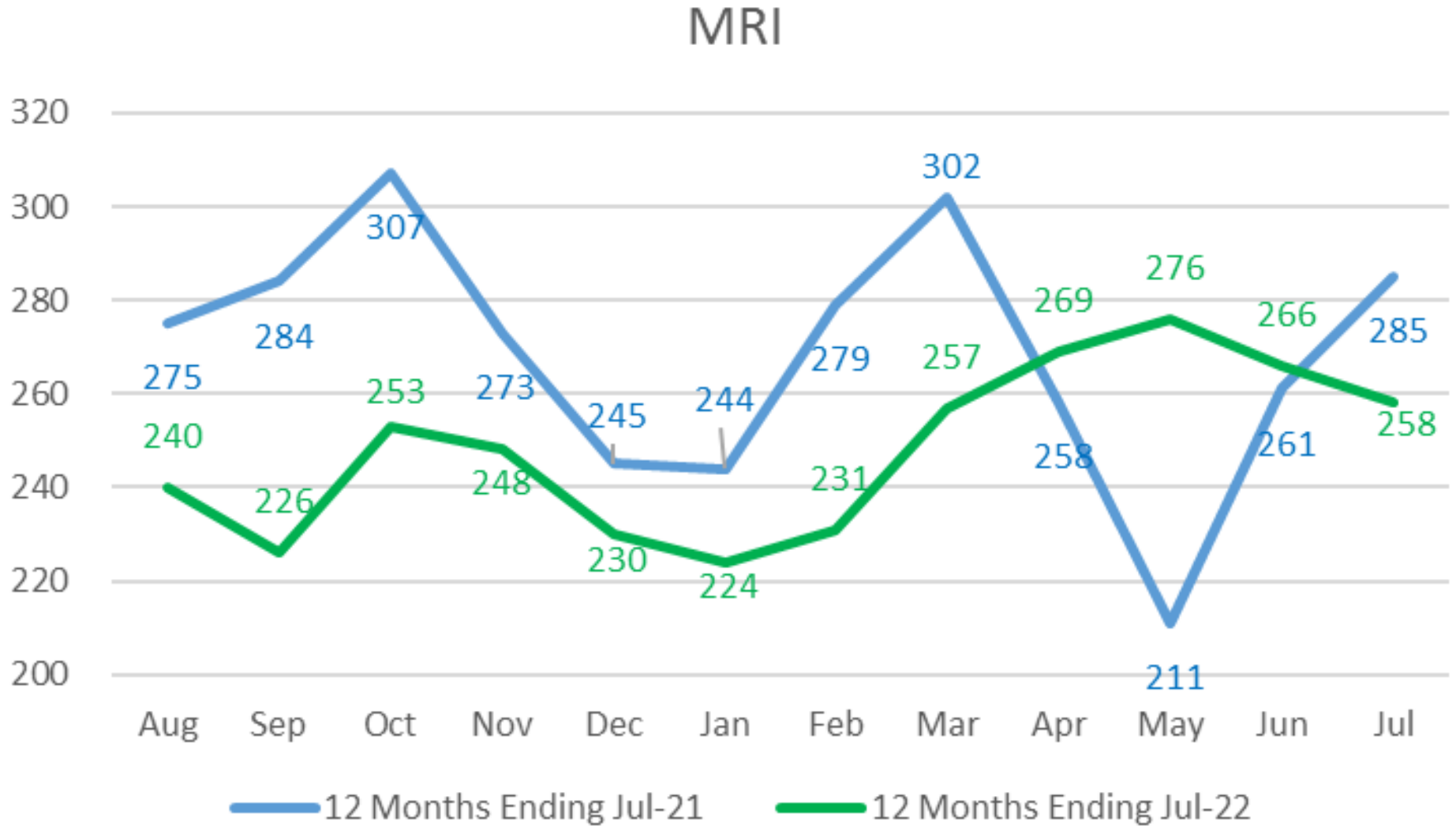
# ER OP Visits – July 2022



# CT Scan Cases – July 2022

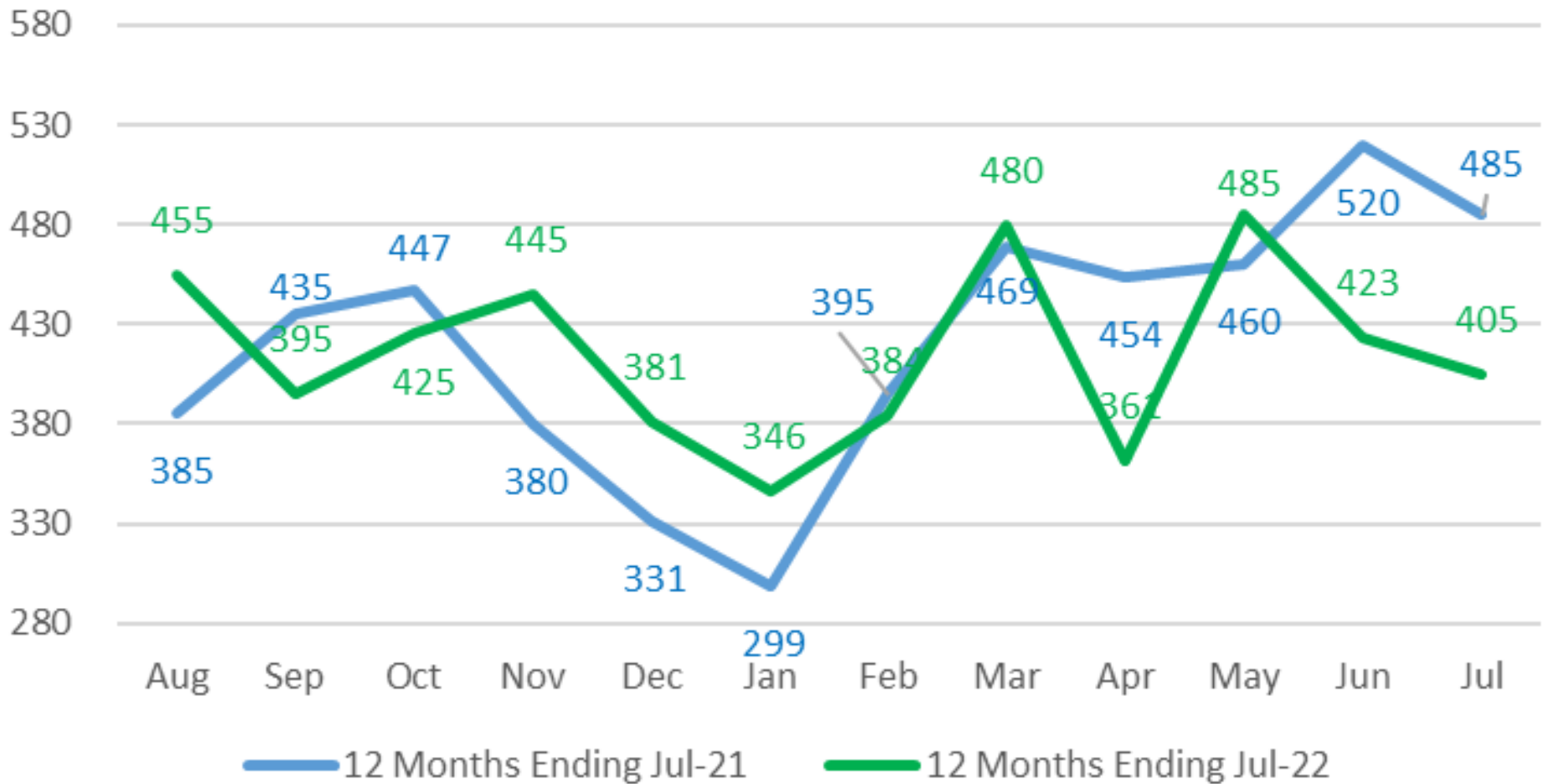


# MRI – July 2022

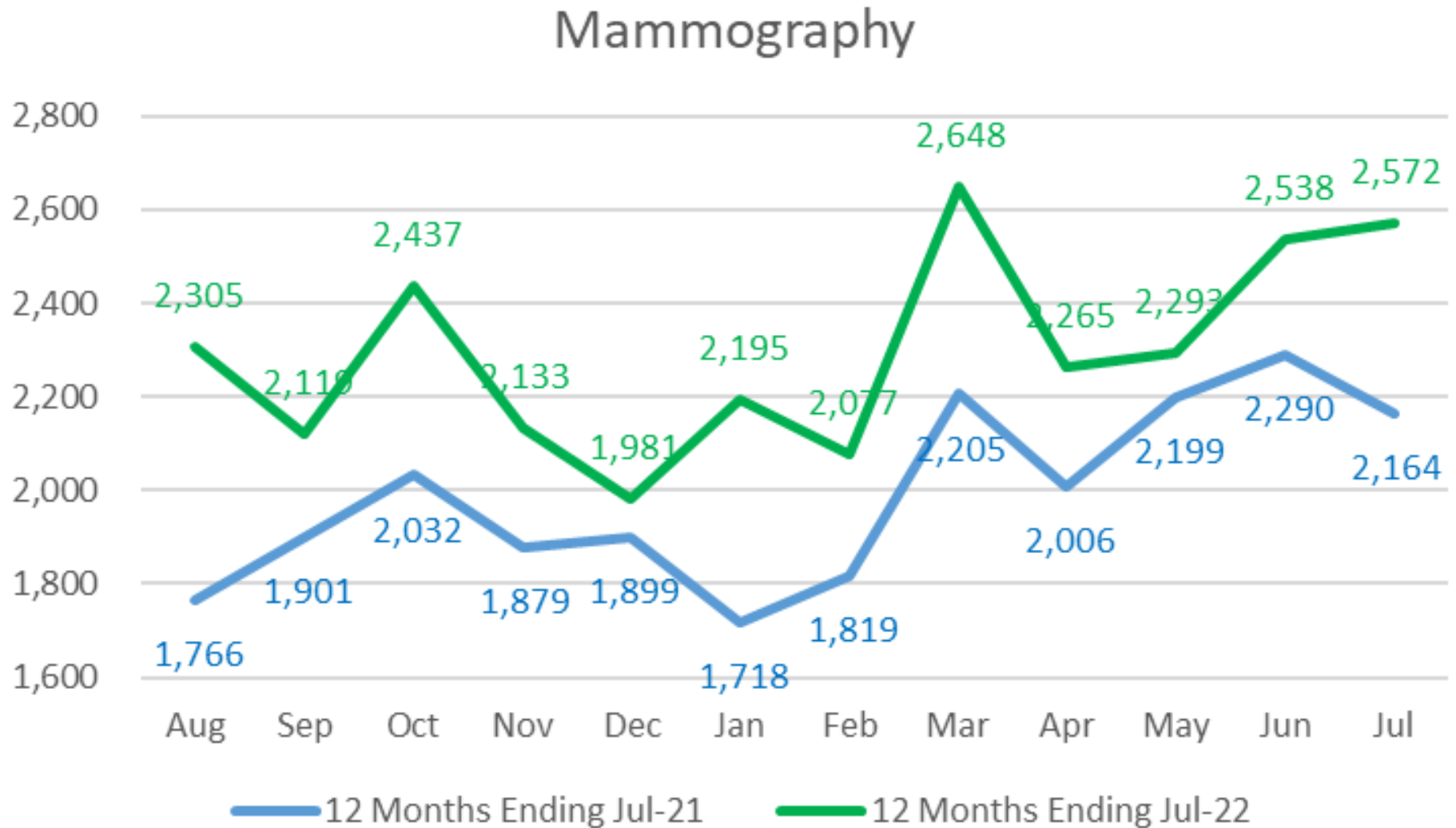


# Cath Lab – July 2022

Cath Lab



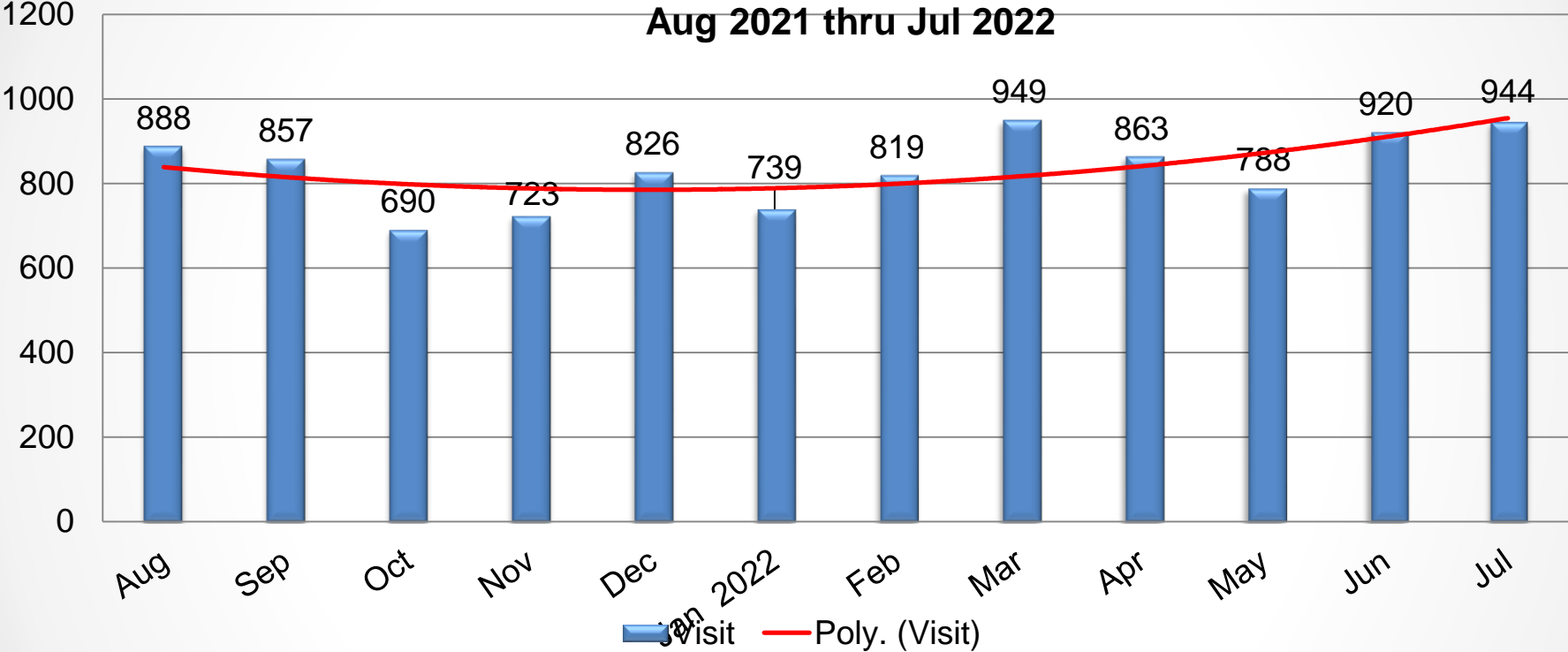
# Mammography – July 2022



# OP Infusion Service Line

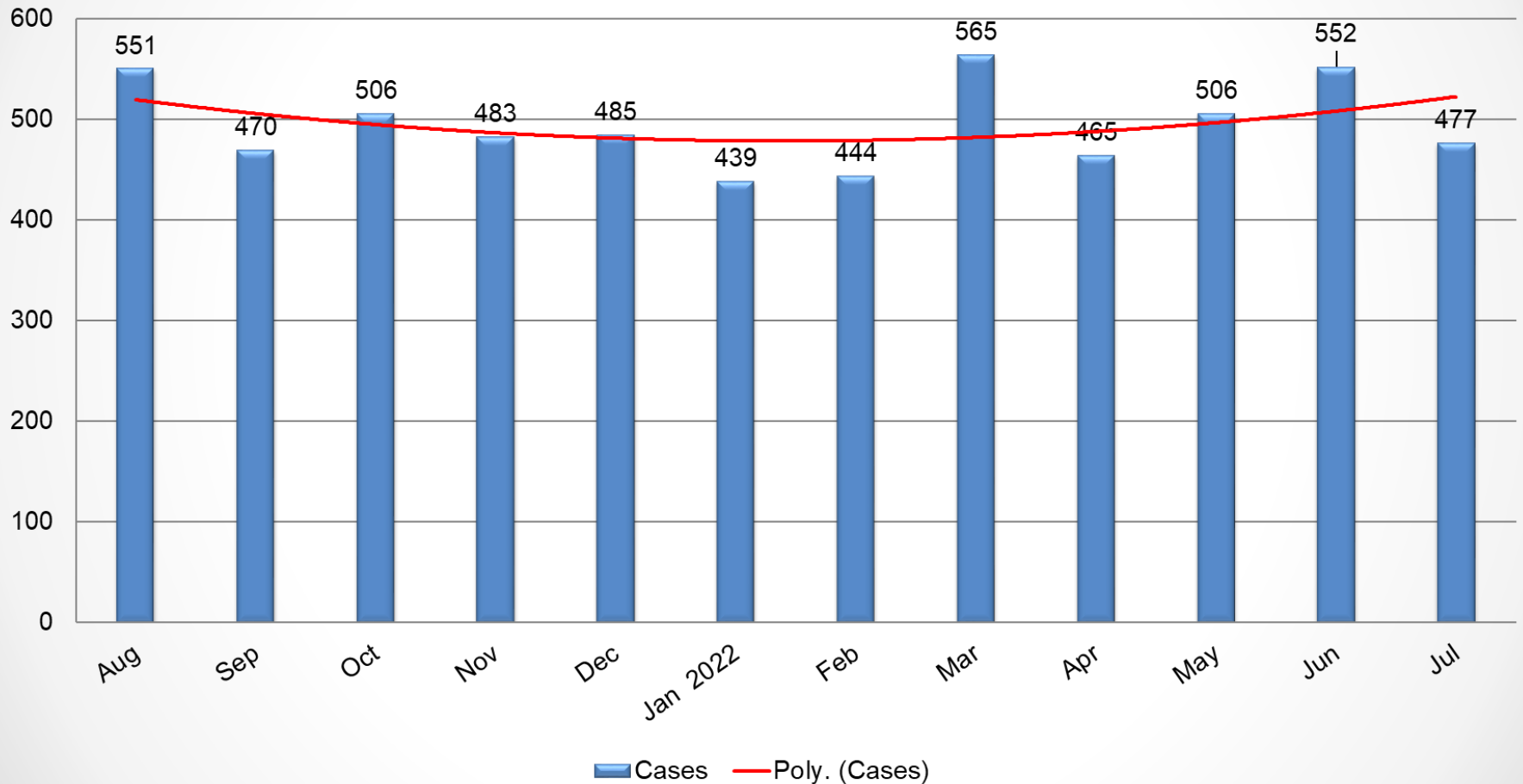
**OP Infusion - Rolling 12 Month Trend  
(Includes Botox)**

**Aug 2021 thru Jul 2022**



# Cardiac Diagnostic O/P Center (CDOC)

**CDOC Cases - Rolling 12 Month Trend  
Aug 2021 thru Jul 2022**

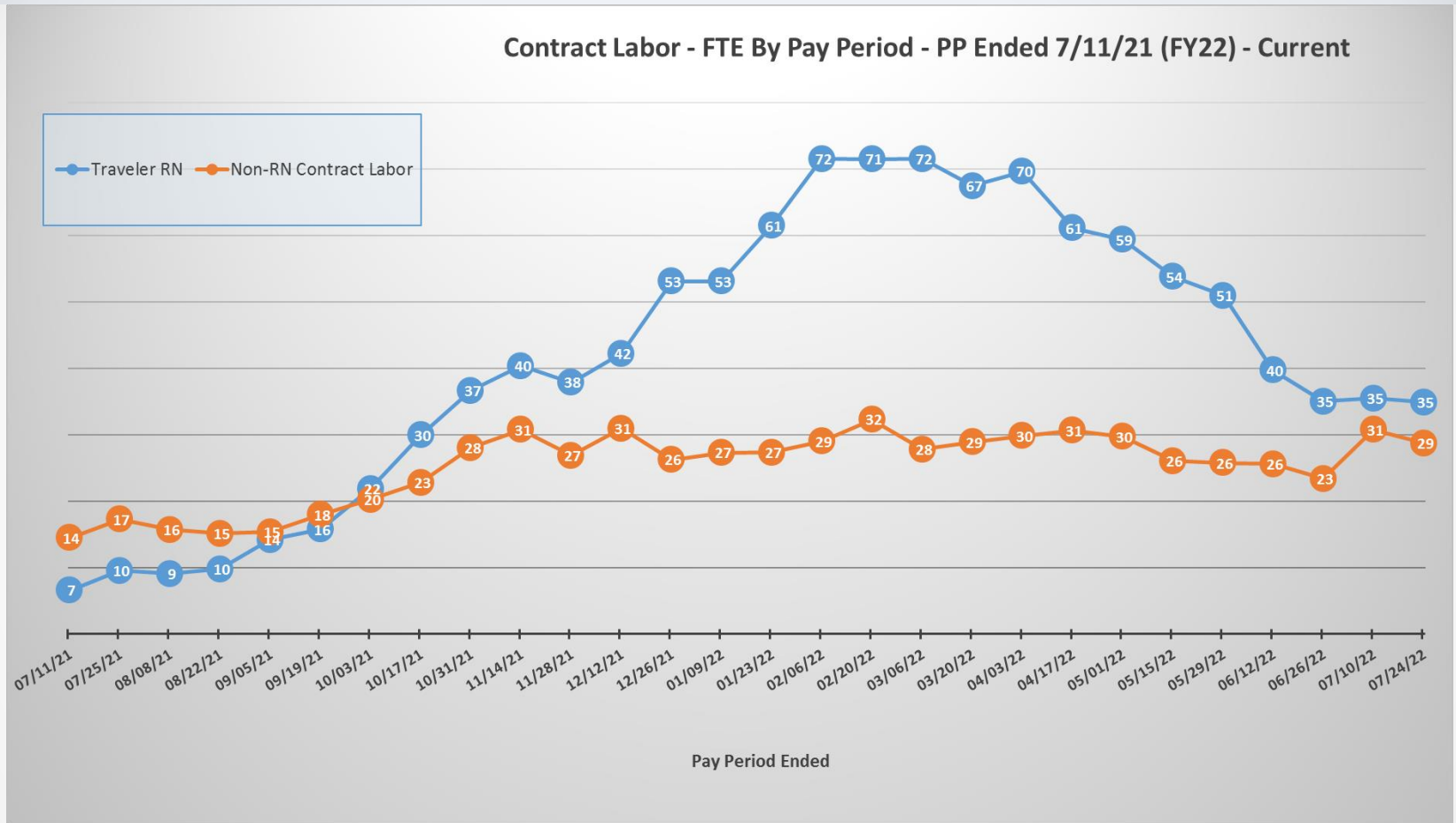




# Labor Productivity – July 2022

- 1. Worked FTEs:** During the month of July, worked FTEs on a PAADC basis were **8.5%** favorable at **6.16** with a target of **6.73**. *When reviewed on a unit by unit level, the variance was 46.7 FTEs positive (\$652k)*. The key drivers included higher volume and budgeted positions not filled. Average Daily Census was up at 124 (6%) (compared to 117 in June). Worked FTE decreased to 1,441 in July from 1,469 in June.
- 2. Paid FTEs:** On a PAADC basis paid FTEs were **8.3%** favorable to budget at **7.50 actual vs. 8.18 budget**. Paid FTE decreased slightly from 1,764 in June to 1,754 in July.

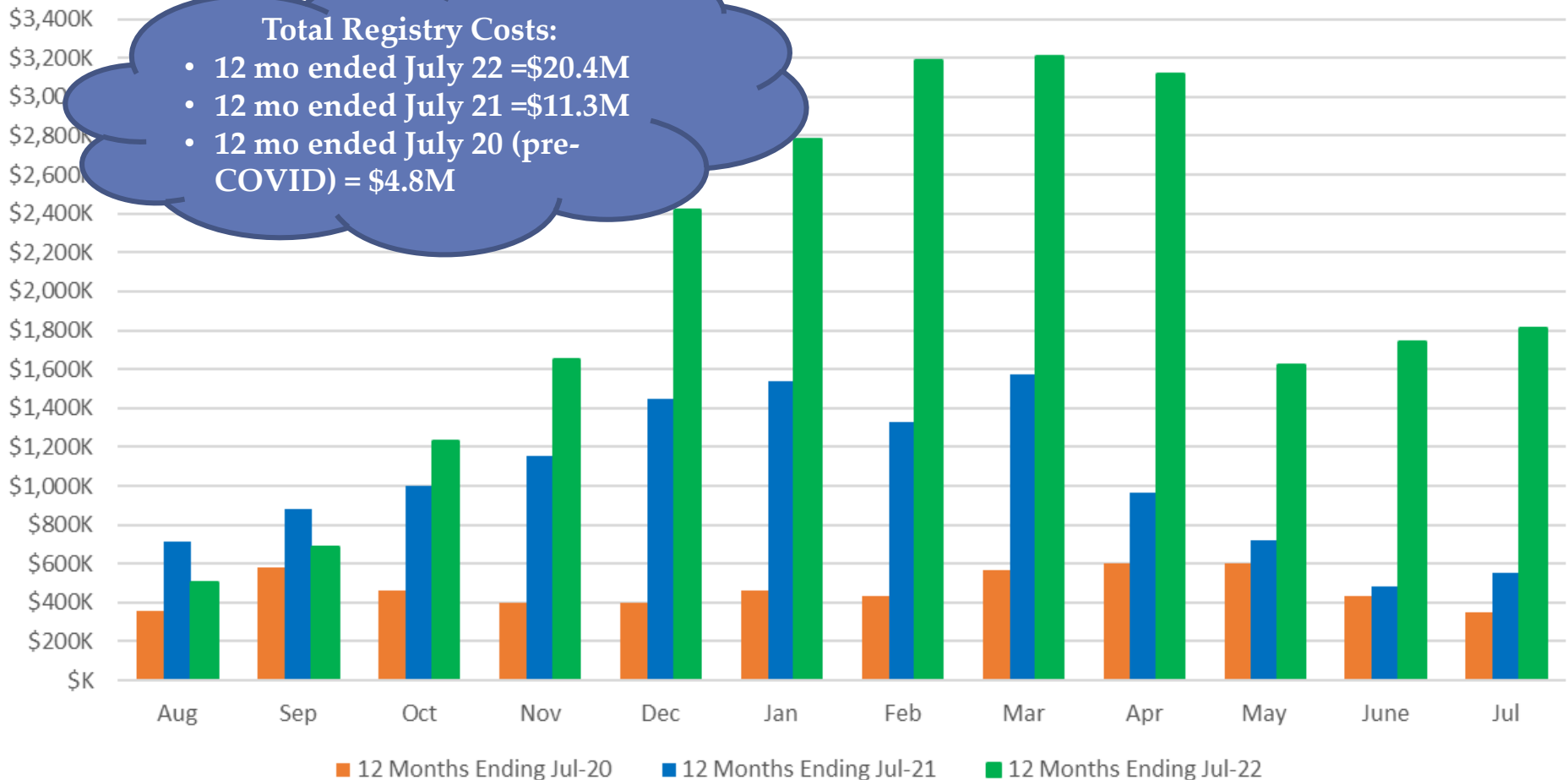
# Contract Labor FTE By Pay Period



Contract labor continues to be utilized as direct result of staff shortages (national issue). Nurse contract staffing has been stable for several pay periods. Overall use increased slightly in July driven by continuing hiring challenges in non-nursing areas. The contract labor is used to offset the loss of staff from the Covid vaccine mandates, hiring challenges, and volume growth.

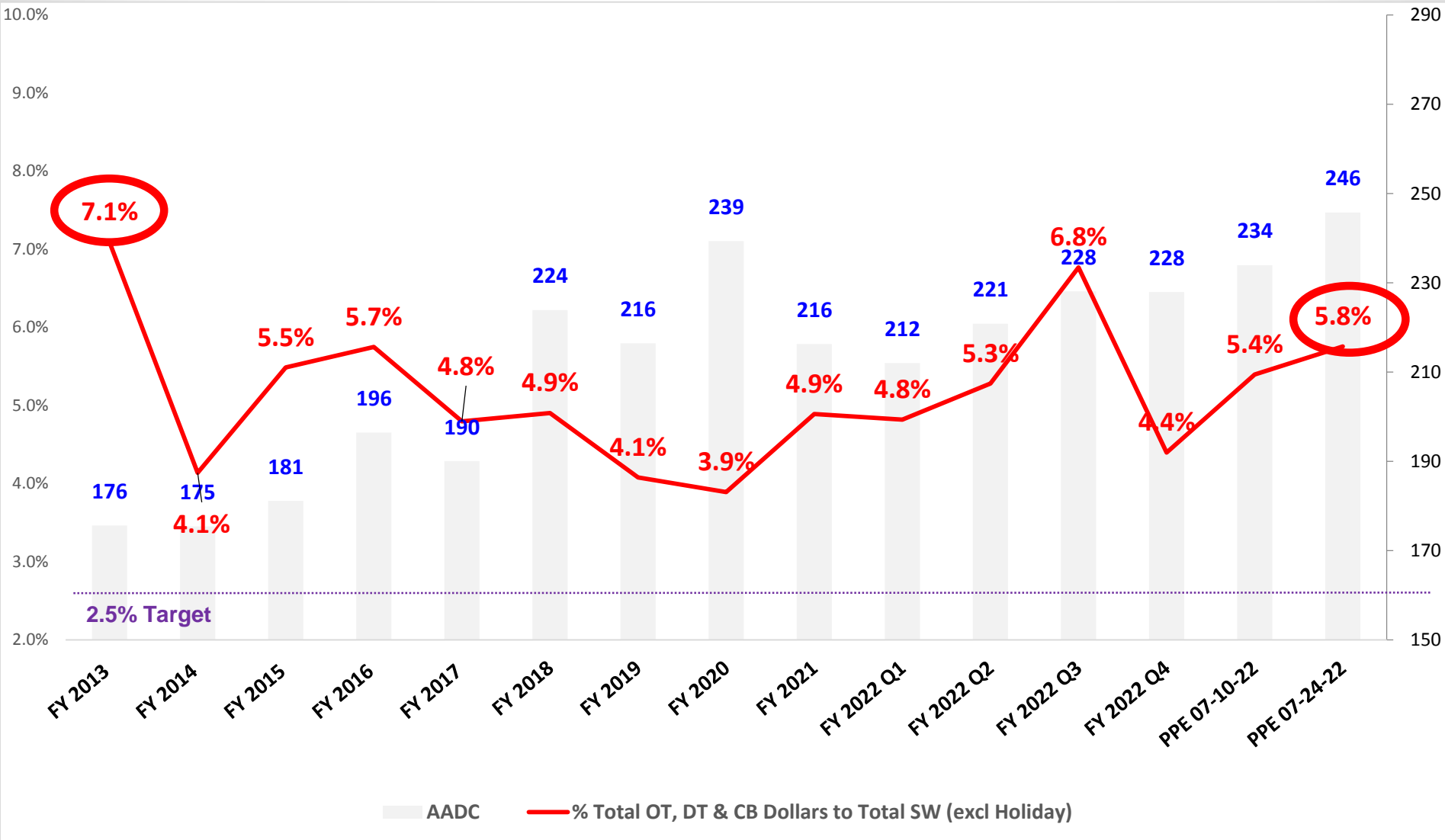
# Registry – July 2022

Registry Dollars  
(\$ in thousands)



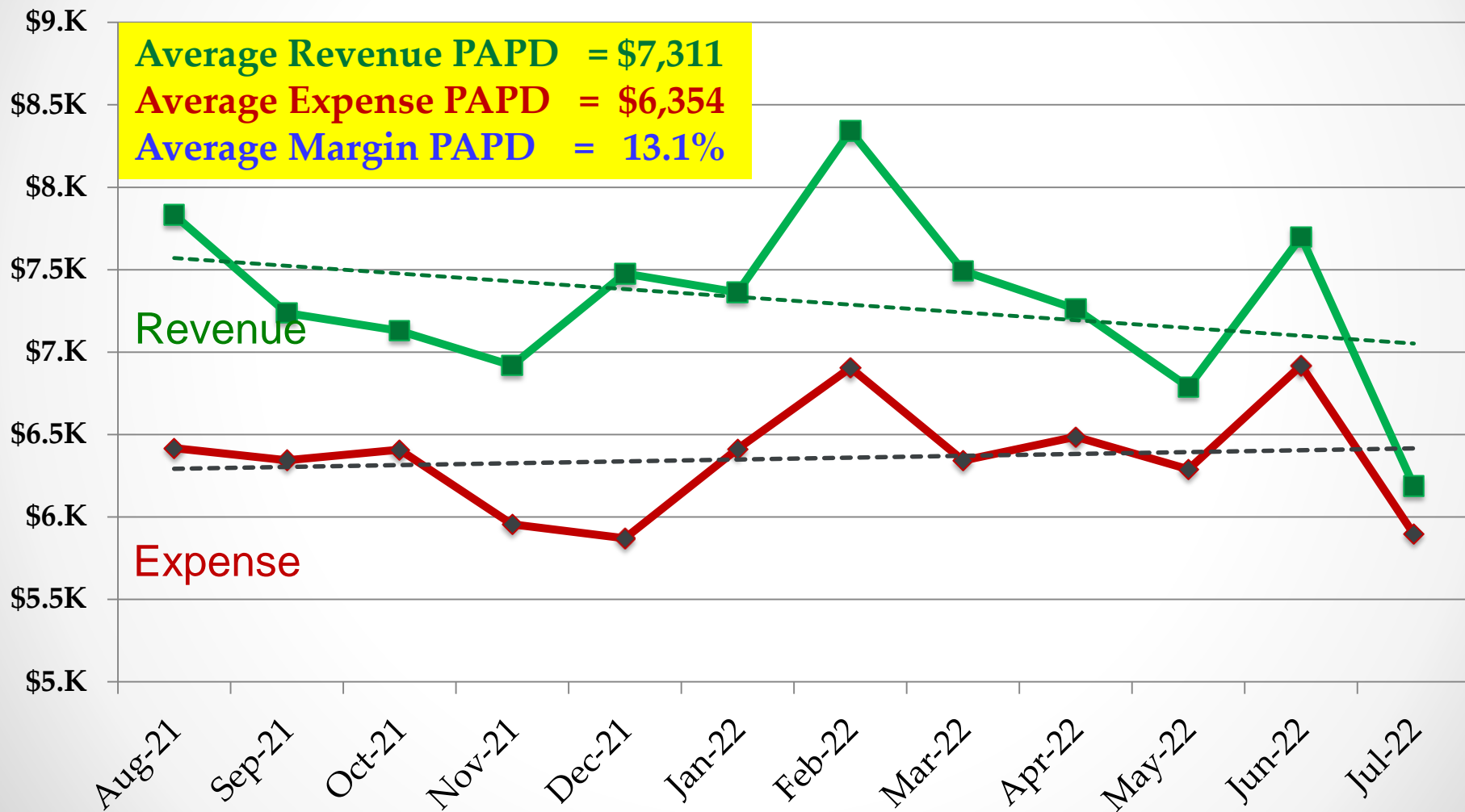
# % of Total OT, DT & CB Dollars to Total S&W

## Updated Thru PPE 7-24-22



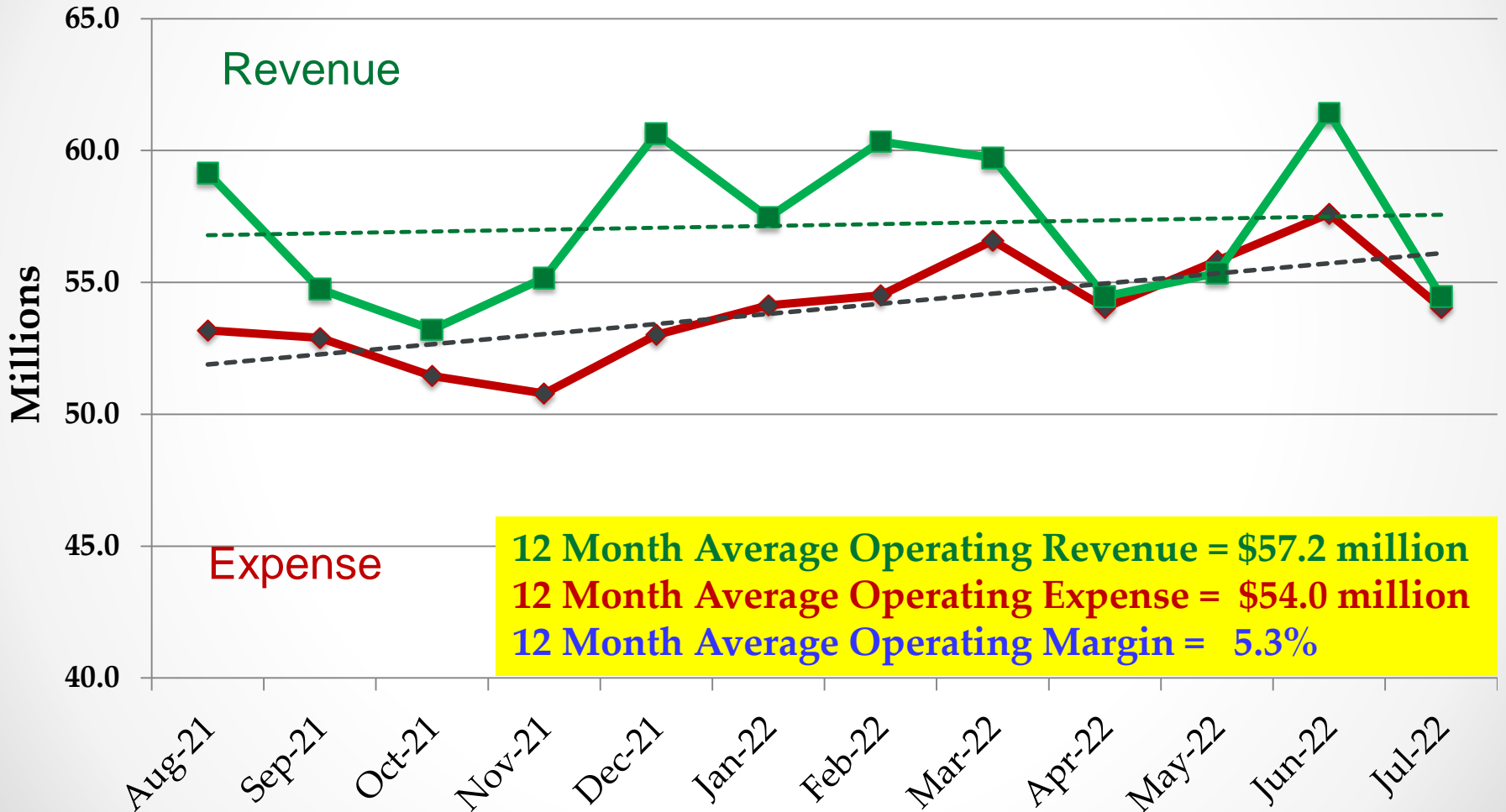
# SVMH Revenues & Expenses Per Adjusted Patient Day (Normalized)

Rolling 12 Months: August 21 to July 22



# SVMHS Operating Revenues & Expenses (Normalized)

Rolling 12 Months: August 21 to July 22



# SVMHS Key Financial Indicators

Statistic	YTD	SVMHS		S&P A+ Rated		YTD	
	Jun-22	Target	+/-	Hospitals	+/-	Jun-21	+/-
Operating Margin*	-2.0%	9.0%		4.0%		5.3%	
Total Margin*	1.2%	10.8%		6.6%		7.5%	
EBITDA Margin**	2.4%	13.4%		13.6%		9.6%	
Days of Cash*	344	305		249		373	
Days of Accounts Payable*	50	45		-		47	
Days of Net Accounts Receivable*	52	45		49		45	
Supply Expense as % NPR	13.1%	15.0%		-		12.6%	
SWB Expense as % NPR	57.2%	53.0%		53.7%		52.5%	
Operating Expense per APD*	5,896	4,992		-		6,241	

\*These metrics have been adjusted for normalizing items

\*\*Metric based on Operating Income (consistent with industry standard)

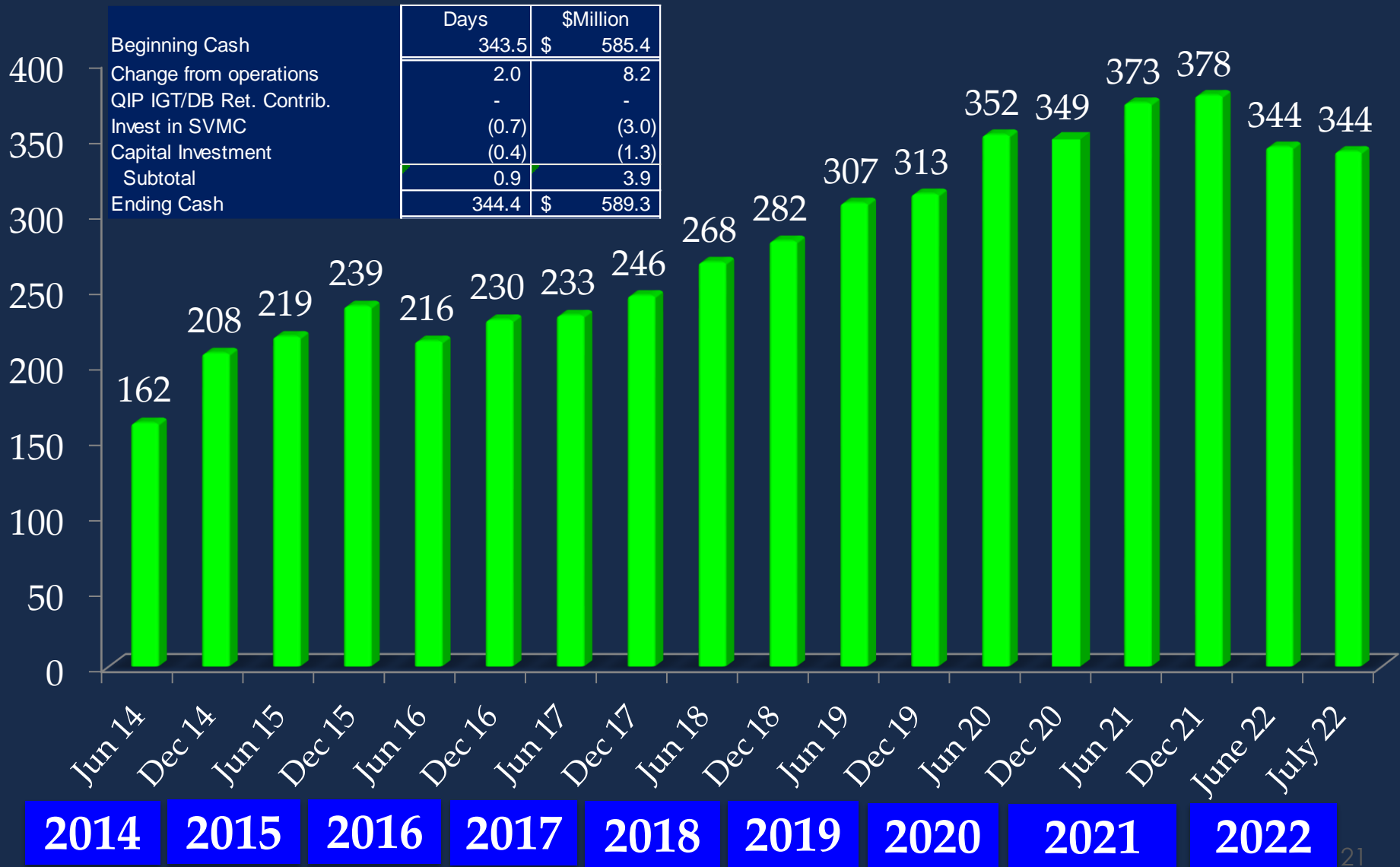
\*\*\*Metric based on 90 days average net revenue (consistent with industry standard)

Days of Cash and Accounts Payable metrics have been adjusted to **exclude** accelerated insurance payments (COVID-19 assistance)

# Salinas Valley Memorial Healthcare System

Days Cash on Hand = 344 Days (\$589M)

July 2022





# ASSETS WHOSE USE IS LIMITED

		<u>July-22</u>	<u>YTD</u>
Beginning balance	\$	148,632,659	\$ 148,632,659
Investment income or (loss)		935,182	935,182
Transfer		1,000,000	1,000,000
Ending balance	\$	<u>150,567,841</u>	<u>\$ 150,567,841</u>

# ROUTINE CAPITAL EXPENDITURES Through July 2022

Fiscal Month	FY 2023 Approved Budget *	Total Purchased Expenditures	Remaining	Project	Amount
July	1,666,667	1,262,239	404,428	Parking Structure	382,073
August	1,666,667		2,071,094	212 San Jose Space planning	386,371
September	1,666,667		3,737,761	OB C-section OR room	37,955
October	1,666,667		5,404,428	252 San Jose Flooring	2,918
November	1,666,667		7,071,094	Other CIP	101,573
December	1,666,667		8,737,761	Total Improvements	910,889
January	1,666,667		10,404,428	GE Medical Systems Ultrasound & Probe	29,679
February	1,666,667		12,071,094	Instavac	72,159
March	1,666,667		13,737,761	Mobile X-ray	59,633
April	1,666,667		15,404,428	CardioQuip Modular Cooler-Heater	33,985
May	1,666,667		17,071,094	Other CIP	155,894
June	1,666,667		18,737,761	Total Equipment	351,350
<b>YTD TOTAL</b>	<b>20,000,000</b>	<b>1,262,239</b>	<b>18,737,761</b>	<b>Grand Total</b>	<b>1,262,239</b>

# *QUESTIONS / COMMENTS*

SALINAS VALLEY MEMORIAL HOSPITAL  
SUMMARY INCOME STATEMENT  
July 31, 2022

	<u>Month of July,</u>		<u>One months ended July 31,</u>	
	<u>current year</u>	<u>prior year</u>	<u>current year</u>	<u>prior year</u>
Operating revenue:				
Net patient revenue	\$ 44,168,855	\$ 47,519,822	\$ 44,168,855	\$ 47,519,822
Other operating revenue	696,153	1,245,084	696,153	1,245,084
Total operating revenue	<u>44,865,008</u>	<u>48,764,906</u>	<u>44,865,008</u>	<u>48,764,906</u>
Total operating expenses	42,835,248	40,826,045	42,835,248	40,826,045
Total non-operating income	<u>1,394,589</u>	<u>(2,578,712)</u>	<u>1,394,589</u>	<u>(2,578,712)</u>
Operating and non-operating income	<u>\$ 3,424,348</u>	<u>\$ 5,360,149</u>	<u>\$ 3,424,348</u>	<u>\$ 5,360,149</u>

SALINAS VALLEY MEMORIAL HOSPITAL  
 BALANCE SHEETS  
 July 31, 2022

	<u>Current year</u>	<u>Prior year</u>
<b>ASSETS:</b>		
Current assets	\$ 399,452,426	\$ 422,859,066
Assets whose use is limited or restricted by board	150,567,841	144,688,118
Capital assets	238,053,956	243,431,852
Other assets	177,370,372	187,481,770
Deferred pension outflows	<u>95,401,205</u>	<u>50,119,236</u>
	<u>\$ 1,060,845,800</u>	<u>\$ 1,048,580,042</u>
<b>LIABILITIES AND EQUITY:</b>		
Current liabilities	107,390,583	134,723,701
Long term liabilities	14,058,922	14,556,513
	76,126,944	83,585,120
Net assets	<u>863,269,351</u>	<u>815,714,708</u>
	<u>\$ 1,060,845,800</u>	<u>\$ 1,048,580,042</u>

**SALINAS VALLEY MEMORIAL HOSPITAL  
SCHEDULES OF NET PATIENT REVENUE  
July 31, 2022**

	<u>Month of July,</u>		<u>One months ended July 31,</u>	
	<u>current year</u>	<u>prior year</u>	<u>current year</u>	<u>prior year</u>
Patient days:				
By payer:				
Medicare	1,866	1,567	1,866	1,567
Medi-Cal	1,089	958	1,089	958
Commercial insurance	778	704	778	704
Other patient	110	147	110	147
Total patient days	<u>3,843</u>	<u>3,376</u>	<u>3,843</u>	<u>3,376</u>
Gross revenue:				
Medicare	\$ 93,763,439	\$ 89,809,744	\$ 93,763,439	\$ 89,809,744
Medi-Cal	58,830,312	56,235,627	58,830,312	56,235,627
Commercial insurance	49,093,605	52,117,669	49,093,605	52,117,669
Other patient	<u>8,343,764</u>	<u>9,707,313</u>	<u>8,343,764</u>	<u>9,707,313</u>
Gross revenue	<u>210,031,120</u>	<u>207,870,353</u>	<u>210,031,120</u>	<u>207,870,353</u>
Deductions from revenue:				
Administrative adjustment	57,364	197,088	57,364	197,088
Charity care	795,550	879,629	795,550	879,629
Contractual adjustments:				
Medicare outpatient	29,511,945	28,185,083	29,511,945	28,185,083
Medicare inpatient	43,300,678	37,164,021	43,300,678	37,164,021
Medi-Cal traditional outpatient	3,197,831	2,295,188	3,197,831	2,295,188
Medi-Cal traditional inpatient	5,096,919	4,807,415	5,096,919	4,807,415
Medi-Cal managed care outpatient	23,132,061	23,374,131	23,132,061	23,374,131
Medi-Cal managed care inpatient	21,656,267	21,984,385	21,656,267	21,984,385
Commercial insurance outpatient	16,341,866	17,673,298	16,341,866	17,673,298
Commercial insurance inpatient	17,691,144	17,899,876	17,691,144	17,899,876
Uncollectible accounts expense	3,725,199	4,098,800	3,725,199	4,098,800
Other payors	<u>1,355,441</u>	<u>1,791,617</u>	<u>1,355,441</u>	<u>1,791,617</u>
Deductions from revenue	<u>165,862,265</u>	<u>160,350,531</u>	<u>165,862,265</u>	<u>160,350,531</u>
Net patient revenue	<u>\$ 44,168,855</u>	<u>\$ 47,519,822</u>	<u>\$ 44,168,855</u>	<u>\$ 47,519,822</u>
Gross billed charges by patient type:				
Inpatient	\$ 111,244,255	\$ 109,067,432	\$ 111,244,255	\$ 109,067,432
Outpatient	71,595,344	71,111,719	71,595,344	71,111,719
Emergency room	<u>27,191,523</u>	<u>27,691,201</u>	<u>27,191,523</u>	<u>27,691,201</u>
Total	<u>\$ 210,031,122</u>	<u>\$ 207,870,353</u>	<u>\$ 210,031,122</u>	<u>\$ 207,870,353</u>

**SALINAS VALLEY MEMORIAL HOSPITAL  
STATEMENTS OF REVENUE AND EXPENSES  
July 31, 2022**

	<u>Month of July,</u>		<u>One months ended July 31,</u>	
	<u>current year</u>	<u>prior year</u>	<u>current year</u>	<u>prior year</u>
Operating revenue:				
Net patient revenue	\$ 44,168,855	\$ 47,519,822	\$ 44,168,855	\$ 47,519,822
Other operating revenue	696,153	1,245,084	696,153	1,245,084
Total operating revenue	<u>44,865,008</u>	<u>48,764,906</u>	<u>44,865,008</u>	<u>48,764,906</u>
Operating expenses:				
Salaries and wages	16,059,151	15,460,007	16,059,151	15,460,007
Compensated absences	2,613,115	2,536,575	2,613,115	2,536,575
Employee benefits	7,218,138	7,644,428	7,218,138	7,644,428
Supplies, food, and linen	6,109,456	5,569,596	6,109,456	5,569,596
Purchased department functions	3,574,378	3,362,230	3,574,378	3,362,230
Medical fees	1,369,093	1,859,620	1,369,093	1,859,620
Other fees	2,355,069	1,211,933	2,355,069	1,211,933
Depreciation	1,891,869	1,808,916	1,891,869	1,808,916
All other expense	1,644,979	1,372,740	1,644,979	1,372,740
Total operating expenses	<u>42,835,248</u>	<u>40,826,045</u>	<u>42,835,248</u>	<u>40,826,045</u>
Income from operations	<u>2,029,760</u>	<u>7,938,861</u>	<u>2,029,760</u>	<u>7,938,861</u>
Non-operating income:				
Donations	1,961,499	166,667	1,961,499	166,667
Property taxes	333,333	333,333	333,333	333,333
Investment income	2,078,830	539,322	2,078,830	539,322
Taxes and licenses	0	0	0	0
Income from subsidiaries	(2,979,073)	(3,618,034)	(2,979,073)	(3,618,034)
Total non-operating income	<u>1,394,589</u>	<u>(2,578,712)</u>	<u>1,394,589</u>	<u>(2,578,712)</u>
Operating and non-operating income	3,424,348	5,360,149	3,424,348	5,360,149
Net assets to begin	<u>859,845,002</u>	<u>810,354,559</u>	<u>859,845,003</u>	<u>810,354,559</u>
Net assets to end	<u>\$ 863,269,351</u>	<u>\$ 815,714,708</u>	<u>\$ 863,269,351</u>	<u>\$ 815,714,708</u>
Net income excluding non-recurring items	\$ 3,424,348	\$ 5,360,149	\$ 3,424,348	\$ 5,360,149
Non-recurring income (expense) from cost report settlements and re-openings and other non-recurring items	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Operating and non-operating income	<u>\$ 3,424,348</u>	<u>\$ 5,360,149</u>	<u>\$ 3,424,348</u>	<u>\$ 5,360,149</u>

**SALINAS VALLEY MEMORIAL HOSPITAL  
SCHEDULES OF INVESTMENT INCOME  
July 31, 2022**

	Month of July,		One months ended July 31,	
	current year	prior year	current year	prior year
Detail of other operating income:				
Dietary revenue	\$ 144,759	\$ 136,318	\$ 144,759	\$ 136,318
Discounts and scrap sale	5,867	(40)	5,867	(40)
Sale of products and services	11,562	52,946	11,562	52,946
Clinical trial fees	0	6,976	0	6,976
Stimulus Funds	0	0	0	0
Rental income	175,116	159,321	175,116	159,321
Other	358,849	889,563	358,849	889,563
<b>Total</b>	<b>\$ 696,153</b>	<b>\$ 1,245,084</b>	<b>\$ 696,153</b>	<b>\$ 1,245,084</b>
Detail of investment income:				
Bank and payor interest	\$ 374,090	\$ 64,189	\$ 374,090	\$ 64,189
Income from investments	1,704,739	463,579	1,704,739	463,579
Gain or loss on property and equipment	0	11,554	0	11,554
<b>Total</b>	<b>\$ 2,078,830</b>	<b>\$ 539,322</b>	<b>\$ 2,078,830</b>	<b>\$ 539,322</b>
Detail of income from subsidiaries:				
Salinas Valley Medical Center:				
Pulmonary Medicine Center	\$ (206,606)	\$ (158,662)	\$ (206,606)	\$ (158,662)
Neurological Clinic	(47,117)	(17,644)	(47,117)	(17,644)
Palliative Care Clinic	(76,574)	(111,034)	(76,574)	(111,034)
Surgery Clinic	(92,779)	(118,811)	(92,779)	(118,811)
Infectious Disease Clinic	(26,052)	(33,709)	(26,052)	(33,709)
Endocrinology Clinic	(131,287)	(111,206)	(131,287)	(111,206)
Early Discharge Clinic	0	0	0	0
Cardiology Clinic	(476,829)	(225,771)	(476,829)	(225,771)
OB/GYN Clinic	(276,414)	(330,021)	(276,414)	(330,021)
PrimeCare Medical Group	(534,596)	(2,083,664)	(534,596)	(2,083,664)
Oncology Clinic	(175,694)	(243,559)	(175,694)	(243,559)
Cardiac Surgery	(234,032)	(151,357)	(234,032)	(151,357)
Sleep Center	(38,835)	(42,090)	(38,835)	(42,090)
Rheumatology	(52,980)	(55,451)	(52,980)	(55,451)
Precision Ortho MDs	(226,182)	(98,799)	(226,182)	(98,799)
Precision Ortho-MRI	0	0	0	0
Precision Ortho-PT	(32,994)	(44,237)	(32,994)	(44,237)
Vaccine Clinic	(348)	0	(348)	0
Dermatology	(4,082)	(20,910)	(4,082)	(20,910)
Hospitalists	0	0	0	0
Behavioral Health	(46,097)	(75,508)	(46,097)	(75,508)
Pediatric Diabetes	(45,855)	(42,463)	(45,855)	(42,463)
Neurosurgery	(30,900)	(27,016)	(30,900)	(27,016)
Multi-Specialty-RR	5,799	10,714	5,799	10,714
Radiology	(112,777)	(275,460)	(112,777)	(275,460)
Salinas Family Practice	(110,911)	(38,962)	(110,911)	(38,962)
Urology	(31,021)	0	(31,021)	0
<b>Total SVMC</b>	<b>(3,005,163)</b>	<b>(4,295,620)</b>	<b>(3,005,163)</b>	<b>(4,295,620)</b>
Doctors on Duty	(85,363)	407,147	(85,363)	407,147
Assisted Living	0	0	0	0
Salinas Valley Imaging	0	0	0	0
Vantage Surgery Center	0	23,219	0	23,219
LPCH NICU JV	0	0	0	0
Central Coast Health Connect	0	0	0	0
Monterey Peninsula Surgery Center	104,624	170,827	104,624	170,827
Aspire/CHI/Coastal	(63,635)	(22,570)	(63,635)	(22,570)
Apex	0	17,889	0	17,889
21st Century Oncology	23,876	34,677	23,876	34,677
Monterey Bay Endoscopy Center	46,588	46,396	46,588	46,396
<b>Total</b>	<b>\$ (2,979,073)</b>	<b>\$ (3,618,034)</b>	<b>\$ (2,979,073)</b>	<b>\$ (3,618,034)</b>



**SALINAS VALLEY MEMORIAL HOSPITAL  
BALANCE SHEETS  
July 31, 2022**

	<u>Current year</u>	<u>Prior year</u>
<b>A S S E T S</b>		
Current assets:		
Cash and cash equivalents	\$ 289,283,079	\$ 334,817,668
Patient accounts receivable, net of estimated uncollectibles of \$31,241,152	84,785,930	72,428,336
Supplies inventory at cost	7,518,119	8,346,798
Other current assets	<u>17,865,297</u>	<u>7,266,265</u>
Total current assets	<u>399,452,426</u>	<u>422,859,066</u>
Assets whose use is limited or restricted by board	<u>150,567,841</u>	<u>144,688,118</u>
Capital assets:		
Land and construction in process	37,299,750	33,745,314
Other capital assets, net of depreciation	<u>200,754,206</u>	<u>209,686,538</u>
Total capital assets	<u>238,053,956</u>	<u>243,431,852</u>
Other assets:		
Investment in Securities	141,950,991	147,418,440
Investment in SVMC	10,305,070	14,022,869
Investment in Aspire/CHI/Coastal	1,580,065	3,680,168
Investment in other affiliates	21,561,281	21,185,802
Net pension asset	<u>1,972,965</u>	<u>1,174,491</u>
Total other assets	<u>177,370,372</u>	<u>187,481,770</u>
Deferred pension outflows	<u>95,401,205</u>	<u>50,119,236</u>
	<u>\$ 1,060,845,800</u>	<u>\$ 1,048,580,042</u>
 <b>L I A B I L I T I E S   A N D   N E T   A S S E T S</b>		
Current liabilities:		
Accounts payable and accrued expenses	\$ 60,408,628	\$ 55,865,922
Due to third party payers	29,764,970	61,725,924
Current portion of self-insurance liability	<u>17,216,985</u>	<u>17,131,854</u>
Total current liabilities	107,390,583	134,723,701
Long term portion of workers comp liability	<u>14,058,922</u>	<u>14,556,513</u>
Total liabilities	<u>121,449,505</u>	<u>149,280,214</u>
Pension liability	<u>76,126,944</u>	<u>83,585,120</u>
Net assets:		
Invested in capital assets, net of related debt	238,053,956	243,431,852
Unrestricted	<u>625,215,395</u>	<u>572,282,856</u>
Total net assets	<u>863,269,351</u>	<u>815,714,708</u>
	<u>\$ 1,060,845,800</u>	<u>\$ 1,048,580,042</u>

**SALINAS VALLEY MEMORIAL HOSPITAL**  
**STATEMENTS OF REVENUE AND EXPENSES - BUDGET VS. ACTUAL**  
**July 31, 2022**

	Month of July,				One months ended July 31,			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
Operating revenue:								
Gross billed charges	\$ 210,031,120	\$ 209,636,473	394,647	0.19%	\$ 210,031,120	\$ 209,636,473	394,647	0.19%
Deductions from revenue	<u>165,862,265</u>	<u>161,214,879</u>	<u>4,647,386</u>	<u>2.88%</u>	<u>165,862,265</u>	<u>161,214,879</u>	<u>4,647,386</u>	<u>2.88%</u>
Net patient revenue	44,168,855	48,421,594	(4,252,739)	-8.78%	44,168,855	48,421,594	(4,252,739)	-8.78%
Other operating revenue	<u>696,153</u>	<u>1,374,687</u>	<u>(678,534)</u>	<u>-49.36%</u>	<u>696,153</u>	<u>1,374,687</u>	<u>(678,534)</u>	<u>-49.36%</u>
<b>Total operating revenue</b>	<b><u>44,865,008</u></b>	<b><u>49,796,280</u></b>	<b><u>(4,931,272)</u></b>	<b><u>-9.90%</u></b>	<b><u>44,865,008</u></b>	<b><u>49,796,280</u></b>	<b><u>(4,931,272)</u></b>	<b><u>-9.90%</u></b>
Operating expenses:								
Salaries and wages	16,059,151	16,019,097	40,054	0.25%	16,059,151	16,019,097	40,054	0.25%
Compensated absences	2,613,115	3,261,549	(648,434)	-19.88%	2,613,115	3,261,549	(648,434)	-19.88%
Employee benefits	7,218,138	7,547,039	(328,901)	-4.36%	7,218,138	7,547,039	(328,901)	-4.36%
Supplies, food, and linen	6,109,456	6,417,896	(308,440)	-4.81%	6,109,456	6,417,896	(308,440)	-4.81%
Purchased department functions	3,574,378	3,491,015	83,363	2.39%	3,574,378	3,491,015	83,363	2.39%
Medical fees	1,369,093	2,026,754	(657,661)	-32.45%	1,369,093	2,026,754	(657,661)	-32.45%
Other fees	2,355,069	2,356,508	(1,439)	-0.06%	2,355,069	2,356,508	(1,439)	-0.06%
Depreciation	1,891,869	1,906,282	(14,413)	-0.76%	1,891,869	1,906,282	(14,413)	-0.76%
All other expense	<u>1,644,979</u>	<u>1,767,161</u>	<u>(122,182)</u>	<u>-6.91%</u>	<u>1,644,979</u>	<u>1,767,161</u>	<u>(122,182)</u>	<u>-6.91%</u>
<b>Total operating expenses</b>	<b><u>42,835,248</u></b>	<b><u>44,793,301</u></b>	<b><u>(1,958,053)</u></b>	<b><u>-4.37%</u></b>	<b><u>42,835,248</u></b>	<b><u>44,793,301</u></b>	<b><u>(1,958,053)</u></b>	<b><u>-4.37%</u></b>
<b>Income from operations</b>	<b><u>2,029,760</u></b>	<b><u>5,002,980</u></b>	<b><u>(2,973,220)</u></b>	<b><u>-59.43%</u></b>	<b><u>2,029,760</u></b>	<b><u>5,002,980</u></b>	<b><u>(2,973,220)</u></b>	<b><u>-59.43%</u></b>
Non-operating income:								
Donations	1,961,499	166,667	1,794,832	1076.90%	1,961,499	166,667	1,794,832	1076.90%
Property taxes	333,333	333,333	(0)	0.00%	333,333	333,333	(0)	0.00%
Investment income	2,078,830	129,915	1,948,914	1500.14%	2,078,830	129,915	1,948,914	1500.14%
Income from subsidiaries	<u>(2,979,073)</u>	<u>(3,325,541)</u>	<u>346,468</u>	<u>-10.42%</u>	<u>(2,979,073)</u>	<u>(3,325,541)</u>	<u>346,468</u>	<u>-10.42%</u>
<b>Total non-operating income</b>	<b><u>1,394,589</u></b>	<b><u>(2,695,625)</u></b>	<b><u>4,090,214</u></b>	<b><u>-151.74%</u></b>	<b><u>1,394,589</u></b>	<b><u>(2,695,625)</u></b>	<b><u>4,090,214</u></b>	<b><u>-151.74%</u></b>
<b>Operating and non-operating income \$</b>	<b><u>3,424,349</u></b>	<b><u>2,307,354</u></b>	<b><u>1,116,994</u></b>	<b><u>48.41%</u></b>	<b><u>3,424,349</u></b>	<b><u>2,307,354</u></b>	<b><u>1,116,994</u></b>	<b><u>48.41%</u></b>

**SALINAS VALLEY MEMORIAL HOSPITAL**  
**PATIENT STATISTICAL REPORT**  
For the month of July and one months to date

	<u>Month of July</u>		<u>One months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
<u>NEWBORN STATISTICS</u>					
Medi-Cal Admissions	48	35	48	35	(13)
Other Admissions	93	92	93	92	(1)
Total Admissions	141	127	141	127	(14)
Medi-Cal Patient Days	74	58	74	58	(16)
Other Patient Days	176	141	176	141	(35)
Total Patient Days of Care	250	199	250	199	(51)
Average Daily Census	8.1	6.4	8.1	6.4	(1.6)
Medi-Cal Average Days	1.6	1.6	1.6	1.6	0.0
Other Average Days	1.9	1.6	1.9	1.6	(0.4)
Total Average Days Stay	1.8	1.6	1.8	1.6	(0.2)
<u>ADULTS &amp; PEDIATRICS</u>					
Medicare Admissions	301	394	301	394	93
Medi-Cal Admissions	303	242	255	242	(13)
Other Admissions	392	303	299	303	4
Total Admissions	996	939	855	939	84
Medicare Patient Days	1,327	1,614	1,327	1,614	287
Medi-Cal Patient Days	1,005	1,121	1,005	1,121	116
Other Patient Days	964	1,582	964	1,582	618
Total Patient Days of Care	3,296	4,317	3,296	4,317	1,021
Average Daily Census	106.3	139.3	106.3	139.3	32.9
Medicare Average Length of Stay	3.9	4.1	3.9	4.1	0.2
Medi-Cal Average Length of Stay	2.8	3.7	2.8	3.7	1.0
Other Average Length of Stay	2.7	4.2	2.7	4.2	1.5
Total Average Length of Stay	3.1	4.0	3.1	4.0	0.9
Deaths	20	21	20	21	1
Total Patient Days	3,546	4,516	3,546	4,516	970
Medi-Cal Administrative Days	2	14	2	14	12
Medicare SNF Days	0	0	0	0	0
Over-Utilization Days	0	0	0	0	0
Total Non-Acute Days	2	14	2	14	12
Percent Non-Acute	0.06%	0.31%	0.06%	0.31%	0.25%

**SALINAS VALLEY MEMORIAL HOSPITAL**  
**PATIENT STATISTICAL REPORT**  
For the month of July and one months to date

	<u>Month of July</u>		<u>One months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
<u>PATIENT DAYS BY LOCATION</u>					
Level I	224	463	224	463	239
Heart Center	333	431	333	431	98
Monitored Beds	819	642	819	642	(177)
Single Room Maternity/Obstetrics	365	347	365	347	(18)
Med/Surg - Cardiovascular	711	990	711	990	279
Med/Surg - Oncology	280	226	280	226	(54)
Med/Surg - Rehab	405	633	405	633	228
Pediatrics	97	153	97	153	56
Nursery	250	199	250	199	(51)
Neonatal Intensive Care	82	0	82	0	(82)
<u>PERCENTAGE OF OCCUPANCY</u>					
Level I	55.58%	114.89%	55.58%	114.89%	
Heart Center	71.61%	92.69%	71.61%	92.69%	
Monitored Beds	97.85%	76.70%	97.85%	76.70%	
Single Room Maternity/Obstetrics	31.82%	30.25%	31.82%	30.25%	
Med/Surg - Cardiovascular	50.97%	70.97%	50.97%	70.97%	
Med/Surg - Oncology	69.48%	56.08%	69.48%	56.08%	
Med/Surg - Rehab	50.25%	78.54%	50.25%	78.54%	
Med/Surg - Observation Care Unit	0.00%	81.97%	0.00%	81.97%	
Pediatrics	17.38%	27.42%	17.38%	27.42%	
Nursery	48.88%	38.91%	24.44%	19.45%	
Neonatal Intensive Care	24.05%	0.00%	24.05%	0.00%	

**SALINAS VALLEY MEMORIAL HOSPITAL**  
**PATIENT STATISTICAL REPORT**  
For the month of July and one months to date

	<u>Month of July</u>		<u>One months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
<u>DELIVERY ROOM</u>					
Total deliveries	133	119	133	119	(14)
C-Section deliveries	38	37	38	37	(1)
Percent of C-section deliveries	28.57%	31.09%	28.57%	31.09%	2.52%
<u>OPERATING ROOM</u>					
In-Patient Operating Minutes	23,418	17,401	23,418	17,401	(6,017)
Out-Patient Operating Minutes	25,717	21,839	25,717	21,839	(3,878)
Total	49,135	39,240	49,135	39,240	(9,895)
Open Heart Surgeries	14	7	14	7	(7)
In-Patient Cases	150	138	150	138	(12)
Out-Patient Cases	253	237	253	237	(16)
<u>EMERGENCY ROOM</u>					
Immediate Life Saving	39	37	39	37	(2)
High Risk	465	497	465	497	32
More Than One Resource	2,623	2,870	2,623	2,870	247
One Resource	1,480	1,901	1,480	1,901	421
No Resources	82	70	82	70	(12)
Total	<u>4,689</u>	<u>5,375</u>	<u>4,689</u>	<u>5,375</u>	<u>686</u>

**SALINAS VALLEY MEMORIAL HOSPITAL**  
**PATIENT STATISTICAL REPORT**  
For the month of July and one months to date

	<u>Month of July</u>		<u>One months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
<b>CENTRAL SUPPLY</b>					
In-patient requisitions	16,315	15,295	102,118	105,727	3,609
Out-patient requisitions	6,250	6,730	67,967	63,426	-4,541
Emergency room requisitions	1,375	698	11,273	8,349	-2,924
Interdepartmental requisitions	7,849	7,115	49,644	44,398	-5,246
Total requisitions	<u>31,789</u>	<u>29,838</u>	<u>231,002</u>	<u>221,900</u>	<u>-9,102</u>
<b>LABORATORY</b>					
In-patient procedures	42,107	38,721	253,735	241,589	-12,146
Out-patient procedures	9,286	11,597	76,062	80,263	4,201
Emergency room procedures	9,433	11,145	60,934	76,430	15,496
Total patient procedures	<u>60,826</u>	<u>61,463</u>	<u>390,731</u>	<u>398,282</u>	<u>7,551</u>
<b>BLOOD BANK</b>					
Units processed	<u>318</u>	<u>297</u>	<u>1,996</u>	<u>1,965</u>	<u>-31</u>
<b>ELECTROCARDIOLOGY</b>					
In-patient procedures	1,041	1,068	6,566	6,885	319
Out-patient procedures	349	302	2,706	2,668	-38
Emergency room procedures	1,045	1,148	6,142	7,127	985
Total procedures	<u>2,435</u>	<u>2,518</u>	<u>15,414</u>	<u>16,680</u>	<u>1,266</u>
<b>CATH LAB</b>					
In-patient procedures	64	77	512	607	95
Out-patient procedures	51	71	571	625	54
Emergency room procedures	0	0	1	0	-1
Total procedures	<u>115</u>	<u>148</u>	<u>1,084</u>	<u>1,232</u>	<u>148</u>
<b>ECHO-CARDIOLOGY</b>					
In-patient studies	298	371	2,033	2,406	373
Out-patient studies	138	156	1,262	1,520	258
Emergency room studies	2	1	16	5	-11
Total studies	<u>438</u>	<u>528</u>	<u>3,311</u>	<u>3,931</u>	<u>620</u>
<b>NEURODIAGNOSTIC</b>					
In-patient procedures	140	165	1,109	1,090	-19
Out-patient procedures	24	27	169	164	-5
Emergency room procedures	0	0	0	0	0
Total procedures	<u>164</u>	<u>192</u>	<u>1,278</u>	<u>1,254</u>	<u>-24</u>

**SALINAS VALLEY MEMORIAL HOSPITAL**  
**PATIENT STATISTICAL REPORT**  
For the month of July and one months to date

	<u>Month of July</u>		<u>One months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
<b>SLEEP CENTER</b>					
In-patient procedures	0	0	1	0	-1
Out-patient procedures	183	167	1,315	1,153	-162
Emergency room procedures	0	0	0	0	0
Total procedures	<u>183</u>	<u>167</u>	<u>1,316</u>	<u>1,153</u>	<u>-163</u>
<b>RADIOLOGY</b>					
In-patient procedures	1,654	1,429	9,708	8,710	-998
Out-patient procedures	416	356	4,323	2,915	-1,408
Emergency room procedures	1,217	1,382	7,939	8,809	870
Total patient procedures	<u>3,287</u>	<u>3,167</u>	<u>21,970</u>	<u>20,434</u>	<u>-1,536</u>
<b>MAGNETIC RESONANCE IMAGING</b>					
In-patient procedures	105	141	860	890	30
Out-patient procedures	127	77	953	768	-185
Emergency room procedures	14	6	80	49	-31
Total procedures	<u>246</u>	<u>224</u>	<u>1,893</u>	<u>1,707</u>	<u>-186</u>
<b>MAMMOGRAPHY CENTER</b>					
In-patient procedures	2,718	3,550	20,910	24,711	3,801
Out-patient procedures	2,696	3,518	20,790	24,527	3,737
Emergency room procedures	3	0	3	8	5
Total procedures	<u>5,417</u>	<u>7,068</u>	<u>41,703</u>	<u>49,246</u>	<u>7,543</u>
<b>NUCLEAR MEDICINE</b>					
In-patient procedures	12	14	86	94	8
Out-patient procedures	61	78	506	541	35
Emergency room procedures	1	0	4	4	0
Total procedures	<u>74</u>	<u>92</u>	<u>596</u>	<u>639</u>	<u>43</u>
<b>PHARMACY</b>					
In-patient prescriptions	111,491	94,299	636,356	605,331	-31,025
Out-patient prescriptions	10,439	11,319	99,978	104,283	4,305
Emergency room prescriptions	5,342	7,197	36,983	48,996	12,013
Total prescriptions	<u>127,272</u>	<u>112,815</u>	<u>773,317</u>	<u>758,610</u>	<u>-14,707</u>
<b>RESPIRATORY THERAPY</b>					
In-patient treatments	29,606	21,738	156,457	131,478	-24,979
Out-patient treatments	143	981	3,391	7,896	4,505
Emergency room treatments	373	194	1,179	1,583	404
Total patient treatments	<u>30,122</u>	<u>22,913</u>	<u>161,027</u>	<u>140,957</u>	<u>-20,070</u>
<b>PHYSICAL THERAPY</b>					
In-patient treatments	2,256	2,396	16,109	16,284	175
Out-patient treatments	99	170	1,751	2,108	357
Emergency room treatments	0	0	0	0	0
Total treatments	<u>2,355</u>	<u>2,566</u>	<u>17,860</u>	<u>18,392</u>	<u>532</u>

**SALINAS VALLEY MEMORIAL HOSPITAL**  
**PATIENT STATISTICAL REPORT**  
For the month of July and one months to date

	<u>Month of July</u>		<u>One months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
<b>OCCUPATIONAL THERAPY</b>					
In-patient procedures	1,445	1,660	9,403	10,682	1,279
Out-patient procedures	74	99	797	1,086	289
Emergency room procedures	0	0	0	0	0
Total procedures	<u>1,519</u>	<u>1,759</u>	<u>10,200</u>	<u>11,768</u>	<u>1,568</u>
<b>SPEECH THERAPY</b>					
In-patient treatments	348	525	2,682	3,077	395
Out-patient treatments	23	28	171	200	29
Emergency room treatments	0	0	0	0	0
Total treatments	<u>371</u>	<u>553</u>	<u>2,853</u>	<u>3,277</u>	<u>424</u>
<b>CARDIAC REHABILITATION</b>					
In-patient treatments	0	0	0	0	0
Out-patient treatments	498	401	2,637	4,268	1,631
Emergency room treatments	0	0	1	0	-1
Total treatments	<u>498</u>	<u>401</u>	<u>2,638</u>	<u>4,268</u>	<u>1,630</u>
<b>CRITICAL DECISION UNIT</b>					
Observation hours	<u>378</u>	<u>344</u>	<u>1,866</u>	<u>2,252</u>	<u>386</u>
<b>ENDOSCOPY</b>					
In-patient procedures	85	78	626	636	10
Out-patient procedures	12	29	159	223	64
Emergency room procedures	0	0	0	0	0
Total procedures	<u>97</u>	<u>107</u>	<u>785</u>	<u>859</u>	<u>74</u>
<b>C.T. SCAN</b>					
In-patient procedures	537	596	3,803	4,027	224
Out-patient procedures	445	281	3,598	2,517	-1,081
Emergency room procedures	433	552	3,208	4,164	956
Total procedures	<u>1,415</u>	<u>1,429</u>	<u>10,609</u>	<u>10,708</u>	<u>99</u>
<b>DIETARY</b>					
Routine patient diets	17,554	21,351	113,154	130,102	16,948
Meals to personnel	19,345	21,421	144,216	152,161	7,945
Total diets and meals	<u>36,899</u>	<u>42,772</u>	<u>257,370</u>	<u>282,263</u>	<u>24,893</u>
<b>LAUNDRY AND LINEN</b>					
Total pounds laundered	<u>99,573</u>	<u>100,531</u>	<u>710,088</u>	<u>689,921</u>	<u>-20,167</u>



# *PUBLIC INPUT*

*ADJOURNMENT*

*THE SEPTEMBER 2022  
FINANCE COMMITTEE MEETING  
IS SCHEDULED FOR MONDAY,  
SEPTEMBER 19, 2022, AT 12:00 P.M.*