



North Carolina Department of Health and Human Services
Division of Health Service Regulation

Pat McCrory
Governor

Aldona Z. Wos, M.D.
Ambassador (Ret.)
Secretary DHHS

Drexdal Pratt
Division Director

April 3, 2014

Lisa Griffin
2085 Frontis Plaza Drive
Winston-Salem, NC 27103

Exempt from Review - Replacement Equipment

Facility: Novant Health Forsyth Medical Center
Project Description: Replace cardiac catheterization equipment in Cardiac Catheterization Lab #1
County: Forsyth
FID #: 923174

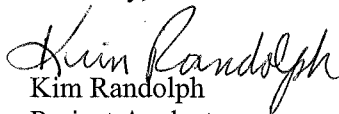
Dear Ms. Griffin:


In response to your letter of March 28, 2104, the above referenced proposal is exempt from certificate of need review in accordance with N.C.G.S 131E-184(a)(7). Therefore, you may proceed to acquire, without a certificate of need, the fixed Siemens/St. Jude/Bard/Baylis Radiological C-Arm System cardiac catheterization equipment to replace the existing Integris H3000 Radiological C-Arm system, serial number 4461900/002227, cardiac catheterization equipment. This determination is based on your representations that the existing unit will be removed from North Carolina and will not be used again in the State without first obtaining a certificate of need. Further please be advised that as soon as the replacement equipment is acquired, you must provide the CON Section and the Medical Facilities Planning Branch with the serial number of the new equipment to update the inventory.

Moreover, you need to contact the Construction and Acute and Home Care Licensure and Certification Section to determine if they have any requirements for development of the proposed project.

It should be noted that this Agency's position is based solely on the facts represented by you and that any change in facts as represented would require further consideration by this Agency and a separate determination. If you have any questions concerning this matter, please feel free to contact this office.

Sincerely,


Kim Randolph
Project Analyst


Martha J. Frisone, Interim Chief
Certificate of Need Section

cc: Construction Section, DHSR
Medical Facilities Planning Branch, DHSR
Radiation Protection Section, DHSR

Certificate of Need Section

www.ncdhhs.gov

Telephone: 919-855-3873 • Fax: 919-733-8139

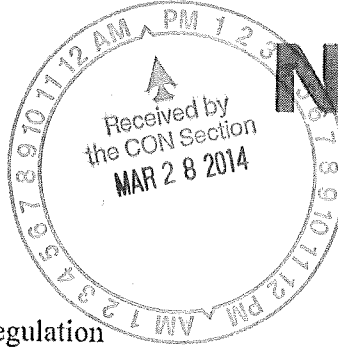
Location: Edgerton Building • 809 Ruggles Drive • Raleigh, NC 27603

Mailing Address: 2704 Mail Service Center • Raleigh, NC 27699-2704

An Equal Opportunity/ Affirmative Action Employer



kw



Novant Health
2085 Frontis Plaza Drive
Winston-Salem, NC 27103

March 28, 2014

Ms. Kimberly Randolph, Project Analyst
North Carolina Division of Health Service Regulation
Certificate of Need (CON) Section
809 Ruggles Drive
Raleigh, North Carolina 27603

Re: Replacement Equipment Exemption Request to Replace Cardiac Catheterization/EP
Equipment at Novant Health Forsyth Medical Center (NHFMC); Forsyth County

4

Dear Ms. Randolph:

This letter outlines Novant Health Forsyth Medical Center's (NHFMC's) project to replace the existing cardiac catheterization/electrophysiology (EP) equipment in Cardiac Catheterization Lab #1 located within NHFMC with new cardiac catheterization/EP equipment. See Attachment A for the vendor quote from Siemens Medical Solutions for the cardiac cath/EP system of \$897,152. In addition, the room is being upgraded with new, expanded capabilities in cardiac mapping, ultrasound imaging and guidance which are all needed for the current standard of care in cardiac cath and EP procedures. These vendor quotes are also included in Attachment A:

- St. Jude Medical Cardiac Mapping System \$ 274,900
- St. Jude Medical Ultrasound System \$ 89,000
- Bard Site-Rite Linear Probe System \$ 16,000
- Baylis Radio Frequency Puncture Generator \$ 15,375

The total equipment costs are \$1,292,427 (\$897,152 + \$274,900 + \$89,000 + \$16,000 + \$15,375). The total project costs related to the replacement of the cardiac cath/EP lab is \$ 1,732,118 (including the new equipment cost of \$1,292,427 and constructions costs of \$353,000 related to renovation. See Attachment B for a cop of the Total Project Capital Costs and Attachment C for the Architects Certified Letter of construction costs). The project cost does not include: sales, property or excise taxes since NHFMC is a non-profit, tax-exempt organization and is not subject to these taxes. In addition, the expense for on-site and other training on the new equipment is covered by the vendor quote on Page 3 of the Siemens quote. The existing equipment is to be removed from Cardiac Cath Lab #1 by Siemens (see Page 3, "...AXA Trade-in Allowance") and will then be removed from the state by the vendor. Both the existing equipment and the replacement equipment are comparable medical equipment as explained on the following page. This project should be approved by the Agency as exempt pursuant to N.C.G.S. Section 131E-184(a)(7).

This exempt project will replace a functionally similar equipment item and will not increase the inventory of approved cardiac catheterization/EP equipment in Forsyth County. The existing equipment is used for cardiac catheterization and EP procedures in

Ms. Kimberly Randolph
March 28, 2014
Replacement Equipment Request – NHFMC Cardiac Cath/EP Lab
Page 2

the hospital and the replacement equipment will be used for cardiac catheterization and EP procedures in the hospital. The proposed new cardiac cath/EP equipment is consistent with the replacement equipment definition at 10 NCAC 03R.0214 (d) which states that the replacement equipment is comparable to the equipment being replaced if it has the same technology as the equipment currently in use, although it may possess expanded capabilities due to technological improvements. As such, the new cardiac cath/EP equipment does have updated capabilities such as newer ultrasound imaging and guidance components.

Pursuant to 10A NCAC 14C.0303, the proposed cardiac cath/EP equipment constitutes replacement equipment because:

1. It is comparable to the equipment currently in use. It has the same technology as the equipment currently in use, although it does possess expanded capabilities due to the technological improvements.
2. It is functionally similar and is used for the same diagnostic or treatment purposes as the equipment currently in use and is not used to provide a new health service.
3. The acquisition of the new equipment will not result in more than a 10% increase in patient charges or per procedure operating expenses within the first twelve months after the replacement equipment is acquired.
4. The existing equipment was not purchased second-hand nor was the existing equipment leased.
5. The replacement equipment is not capable of performing procedures that will result in the provision of a new health service or type of procedure that has not been provided with the existing equipment.

Attached for your convenience please find:

- 1) a vendor equipment price quote including moveable equipment items (Attachment A);
- 2) project/capital cost schedule which identifies the components of the project costs (Attachment B);
- 3) a certified estimate of related construction costs from an independent licensed North Carolina architect (Attachment C); and,
- 4) the NC CON equipment comparison form summarizing essential information about the proposed equipment purchase (Attachment D).

Ms. Kimberly Randolph
March 28, 2014
Replacement Equipment Request – NHFMC Cardiac Cath/EP Lab
Page 3

NHFMC's acquisition of the replacement cardiac cath/EP equipment does not require a certificate of need because none of the definitions of "new institutional health service" set forth in N.C.GS Section 131E-176(16) is implicated. As discussed above, the total cost for the project is \$1,732,118. This is below the \$2 million dollar statutory exemption threshold for replacement equipment. This includes the cost of the equipment, as well as studies, surveys, designs, plans, working drawings, specifications, construction installation and other activities essential to making the equipment operational (such as staff training).

In conclusion, based on the information described above, please confirm that NHFMC's replacement equipment request does not constitute a "new institutional health service" and does fit within the replacement equipment exemption definition. Therefore, the project is not subject to certificate of need review.

Please let us know as soon as possible if you need additional information to assist in your consideration of this request. Thank you for your prompt consideration of this request.

Sincerely,



Lisa Griffin
Manager, Certificate of Need
Financial Planning and Analysis
Novant Health, Inc.

Enclosures

cc: Barbara Freedy, Director, CON, Novant Health
Laura MacFadden, Senior Director, Design & Construction, Novant Health

Attachment A

SIEMENS

Siemens Medical Solutions USA, Inc.
51 Valley Stream Parkway, Malvern, PA 19355
Fax: (866) 309-6967

SIEMENS REPRESENTATIVE
Stuart Waddey - (919) 605-9227

PRELIMINARY PROPOSAL

Customer Number: 000006208

Date: 3/26/2014

FORSYTH MEDICAL CENTER
3333 SILAS CREEK PARKWAY
WINSTON-SALEM, NC 27103

This proposal expires 6:00 PM, June 30, 2014. This date supersedes any other validity date indicated in the proposal.

Trade-in of existing Phillips system is included.

Quote Nr: 1-7ULA5U Rev. 1

Artis zee ceiling - latest version

All items listed below are included for this system:

Qty	Part No.	Item Description
1	14417017	Interventional Cardiology X-ray angiography system with primary clinical use in interventional cardiology, including application-specific accessories.
1	14427093	Artis zee ceiling Universal ceiling-mounted C-arm angiography system with a high-resolution flat detector. The powerful 100 kW generator and MEGALIX Cat Plus X-ray tube with its new flat emitter technology are the prerequisites for excellent image quality. The CLEAR functionality to optimize the image impression, the CARE package to reduce radiation exposure, and DICOM standards are all included. The system has been prepared for Siemens Remote Service.
1	14417020	Sys SW incl cardiac acquisition Imaging system software including cardiac acquisition with frame rates of 7.5, 10, 15, and 30 f/s. Acquisition, display, and storage in 1k/12-bit matrix.
1	04453291	DR, Single Img., 0,5 - 7,5 f/s, 1k Digital acquisition technology with frame rates of 0.5 to 7.5 f/s, 1k /12 bit matrix and digital real-time filtration. Serial acquisitions with time-controlled and manually variable frame rate.
1	14427131	Detector 20X20 incl.Compnts. (T)EP High-resolution, dynamic flat detector for fully digital imaging chain, with integrated, removable grid. CAREwatch measuring chamber for detection of the dose-area product. MEGALIX 2-focus high-performance X-ray tube assembly, rotatable card collimator including CAREfilter, integrated collision protection and StraightView
1	14427090	Table with Tilt Floor-mounted swivelling patient table with telescopic foot, floating and tiltable tabletop; motor-driven stepping for digital peripheral angiography. Table control module, power-assisted.
1	04435140	Table Top & Mattress, Narrow Carbon fiber tabletop in narrow design with head-end recess, including matching special foam material mattress. Mattress including cover.

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51 Valley Stream Parkway, Malvern, PA 19355
Fax: (866) 309-6967

SIEMENS REPRESENTATIVE
Stuart Waddey - (919) 605-9227

PRELIMINARY PROPOSAL

Qty	Part No.	Item Description
1	14402009	Foot Switch Monopl. (Cable) For release of fluoroscopy, exposure and table brake as well as a configurable additional function. Cable connection.
1	14407247	DCS4m pro 2xBWD-19D(Live+Ref+2xPrp) Display suspension system for four flat-screen displays in a row. Two (2) 19" flat-screen displays with blue background color. Prepared for two additional displays.
1	14417060	ACE Cable Set in Equipm.Room Image system interface to the displays in the control room if the image system is installed in the equipment room.
1	14407166	C-Room DVI 1xBWD-19 (Live) -36m One monochrome 19" flat-screen display with blue background color.
1	14409462	ECG Interface (1) Recording, storage and display of an ECG lead. Displayed together with the image information on a single monitor.
1	04435868	LV analysis Analysis of the left ventricle with distance measurement and calibration.
1	14411163	Fluoro Loop (1) Storage and review of dynamic fluoroscopic sequences (Fluoro Loop). The maximum storable fluoroscopic time depends on the selected pulse rate, e.g. 34 s at 30 p/s, 68 s at 15 p/s (VC21 software required). Note: With VC14 software, the values are 17 s at 30 p/s, 34 s at 15 p/s.
1	04435801	Automap Automatic stand positioning depending on the selected reference image and automatic reference image selection depending on the stand positioning.
1	04435926	DICOM HIS / RIS Import of patient/examination data from an external RIS/HIS patient management system with DICOM MWL (Modality Worklist).
1	04443169	Head Side Support The head end holder can be attached at the head end of ARTIS tabletops (narrow = card). This is a special accessory rail holder enabling incorporation of the head supports, shoulder supports and articulated arm supports, and the anesthetic curtain.
1	04443177	Handles with support (2pc.) Hand grips for patient positioning for examinations requiring the arms to be held in a specific position.
1	14417134	LB rad. protection w/ pivot arm For shielding the lower body against scattered radiation within the examiner's moving range. Specially designed for avoiding collisions with the tube during oblique projections, therefore especially suited for cardiology.
1	14427095	syngo Keyboard, English - US Keyboard with special syngo keys.
1	14440314	Injector conn. in the control room Interface for connection of the contrast medium injector in the control room, remote from the patient table.
1	14417135	LB rad. prot. w/ left pivot arm For shielding the lower body against scattered radiation within the examiner's moving range. Specially designed for avoiding collisions with the tube during oblique projections, therefore especially suited for cardiology.
1	04451022	Customer documentation, English
1	04499112	Pre-install. Artis-T (Mono)
1	04499138	Pre-install Artis table, std

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 51 Valley Stream Parkway, Malvern, PA 19355
 Fax: (866) 309-6967

SIEMENS REPRESENTATIVE
 Stuart Wadley - (919) 605-9227

PRELIMINARY PROPOSAL

Qty	Part No.	Item Description
1	AXA_INITIAL_2 4	Initial onsite training 24 hrs Up to (24) hours of on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Training will cover agenda items on the ASRT approved checklist. Uptime Clinical Education phone support is provided during the warranty period for specified posted hours. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	AXA_FOLLOW UP_24	Follow-up training 24 hrs Up to (24) hours of follow-up on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Uptime Clinical Education phone support is provided during the warranty period for specified posted hours. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	AXA_FOLLOW UP_12	Follow-up training 12 hrs Up to (12) hours of follow-up on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Uptime Clinical Education phone support is provided during the warranty period for specified posted hours. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	AXA_INT_BAS _CLS	Artis Class AXA_INT_BAS_CLS Tuition for (1) imaging professional to attend Siemens Classroom Course at Siemens Training Center. The objective of this class is to understand the basic operations of the ARTIS systems and have an overall fundamental knowledge of standard and optional features. This class includes lunch, economy airfare, and lodging for (1) imaging professional. All arrangements must be arranged through Siemens designated travel agency. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	NT60010635	Blue anti-fatigue floor mat for hospital
1	AXA_RIG_ZEE SP_STD	Standard Rigging zee SP
1	AXA_TRADE_I N_ALLOW	AXA Trade-in-Allowance \$5,000*
1	AXA_BUDG_A DDL_RIG	Budgetary Add'l/Out of Scope Rigging \$5,000 (included)
1	EPW935515UP S	Eaton Powerware 9355 15 kVA UPS Includes UPS, battery, maintenance bypass panel, and one year on-site parts and labor coverage (24x7) by Eaton Powerware. This UPS is recommended when protection and uninterruptible power is required for the Artis' C-arm and table. Emergency fluoroscopy is not available with this UPS. If emergency fluoroscopy is required, the 9390 - 160 kVA UPS is recommended for the full system. One UPS per lab. Additional seismic brackets are required to make this system OSHPD approved.

System Total: \$892,152

+ Trade-in for Exempt 5,000*

FINANCING: The equipment listed above may be financed through Siemens. Ask us about our full range of financial products that can be tailored to meet your business and cash flow requirements. For further information, please contact your local Sales Representative.

\$ 897,152 ✓

Siemens Healthcare is pleased to submit this Preliminary Pricing Proposal. A Preliminary Pricing Proposal is provided for planning purposes only; it is not contractually binding. To receive a contractually binding proposal for the Products listed above, inclusive of Terms, Conditions, and Warranty coverage, please contact your Siemens Healthcare Sales Representative.

Siemens Healthcare

SIEMENS

Siemens Medical Solutions USA, Inc.
51 Valley Stream Parkway, Malvern, PA 19355
Fax: (866) 309-6967

SIEMENS REPRESENTATIVE
Stuart Waddey - (919) 605-9227

PRELIMINARY PROPOSAL

Stuart Waddey
(919) 605-9227
stuart.waddey@siemens.com



ST. JUDE MEDICAL

**EnSite Velocity™ Cardiac Mapping System
Capital Equipment Quote**

Forsyth Medical Center, dba Novant Health Forsyth Medical Center
3333 Silas Creek Parkway
Winston Salem, NC 27103

Customer Number 1000010433

Pricing is valid through July 1, 2014.

PRODUCT DESCRIPTION	Order No.	Qty	Customer
<p>EnSite Velocity™ Cardiac Mapping System</p> <p>Advanced electrophysiology mapping system creates non-fluoroscopic 3D images of the heart chamber(s) through the use of either EnSite NavX™ Visualization and Navigation Technology or the non-contact EnSite Array™ catheter. System provides diagnostic tools which represent the anatomy of the cardiac chamber and electro-anatomical information (e.g. activation maps, voltage maps) as well as tracks the real-time location of electrophysiology catheters within the cardiac structure. System also assists in recording the location of ablation lesions as applied by an ablation generator.</p> <p>Display Workstation (DWS5; Most current version) with quad dual core processors running most current version of operating system software.</p> <ul style="list-style-type: none"> o High Definition 24" Widescreen Monitor for use by Workstation operator o (1) High Definition 24" Widescreen Monitor for physician viewing (may be replaced with 21" monitor at no cost) o (1) Mobile cart - Included optional accessory o (1) Printer - Included optional accessory o (1) Monitor stand - Included optional accessory o (2) Fiber optic cables for connection of the EnSite Velocity System DWS and/or remote monitor <p>EnSite Amplifier Subsystem</p> <ul style="list-style-type: none"> o 128 channel amplifier o (1) GenConnect™ interface module for connection to a St. Jude Medical IBI1500T9 ablation generator. o (1) GenConnect™ interface module for connection to an alternative manufacturer's ablation generator. Brand will be determined at pre-installation. o (1) RecordConnect™ cable interface for connection to a recording system. Brand will be determined at pre-installation. o (1) NavLink™ module for connection of NavX surface electrode patches o (1) ArrayLink™ module for connect of the EnSite Array™ catheter o (1) CathLink™ module - Included optional accessory o (1) Mobile cart - Included optional accessory o (2) Rail clamps for connecting ArrayLink or CathLink to patient table - Included optional accessory o All cables, power cords, keyboards, etc. for above <p>Includes initial one year Assurance PLUS Plan (1) Anti Fatigue Mat Instructions for Use (IFU) EnSite Connect™ Remote Access for real time technical support through a secure broadband connection. Does not include initial stocking order of EnSite NavX patches or EnSite Array catheters</p>	EE3000-V	1	\$274,900

CONFIDENTIAL

<p>IBI-1500T9 RF Generator with Cool Point Irrigation Pump</p> <ul style="list-style-type: none"> o The Cardiac Ablation Generator IBI1500T9-CP 100 Watt (AC) RF Generator Includes: RF Generator, power cord, 1641 connecting cable, RS232 communication cable, 1804-S cable, 1452 footswitch, 1710 grounding cable, dispersive pad (2 each), Data Logger software and operator's manual. o Cool Point Irrigation Pump Includes: Pump, power cord, pole clamp, 1779 communications (connecting) cable, tubing set (1 each) and operator's manual. Communication cable for the Cool Point Irrigation Pump (included with pump), Cool Point Tubing Set (sold individually). <p>Account's purchase price includes one complete 1500-T9-CP RF Generator ("System") and an option to exercise one (1) full System upgrade, but only if USD commissions a full commercial release (i.e., full market release) of a System upgrade within one (1) year of the effective date of this Agreement. In such event, upon notification by USD of full commercial release, Account shall have up to three (3) months to exercise its option to a System upgrade; failure to provide USD with notice of intent to upgrade within the three-month timeframe shall be considered a forfeiture of Account's upgrade option and Account shall have no recourse, including but not limited to, the right to a refund.</p> <p>A System upgrade will include applicable hardware, firmware and all required system components (e.g., generator, cables and software). Upon System upgrade, Account must simultaneously remove and return to USD all 1500-T9-CP RF Generator-specific hardware components and firmware in Account's possession at the time, and ownership of the original 1500-T9-CP RF Generator System shall immediately transfer back to USD.</p> <p>Account understands that while the System purchase hereunder includes a potential upgrade, USD is not representing or guaranteeing in any fashion that a full commercial upgrade release will, in fact, occur within the allotted one-year timeframe. Further, Account agrees that, under this Agreement, it shall have no right to any System upgrade released after the one-year anniversary of the effective date of this Agreement.</p>	89000-AO, 89003	1	Included
<p>EnSite Verismo v.2.0 Segmentation Tool</p> <ul style="list-style-type: none"> o Creates 3D cardiac chamber models from CT/MR datasets for display on the EnSite Velocity System. o Kit contains a CD to load software, license key, installation instructions, and Instructions for Use 	100037184	1	Included
<p>EnSite Fusion™ Registration Module</p> <ul style="list-style-type: none"> o The EnSite Fusion Registration Module with Dynamic Registration™ will incorporate a real time model with a segmented CT or MR model to facilitate navigation within the segmented geometry. 	75-05772-001	1	Included
<p>EnSite Courier™ Module</p> <p>Imports CT/MR/3D Rotational Angiography cardiac datasets from the PACS server to the EnSite Velocity System. Exports segmented 3D models back to the PACS server. Facilitates backup of EnSite Velocity System data to the PACS server. Allows review of case data from an EnSite Velocity System or a remote workstation.</p> <ul style="list-style-type: none"> o Requires a minimum of EnSite Velocity Software v.3.0 and EnSite Verismo Segmentation Tool v.2.0. o Kit contains a CD to load software, license key, installation instructions, and Instructions for Use 	100066531	1	Included
<p>EnSite™ Precision™ Mapping Module</p> <p>The software module for the EnSite Velocity System includes enhanced mapping tools that will streamline the collection and display of electrophysiological data. Features such as multiple morphology mapping, simultaneous live maps and faster acquisition of unipolar and bipolar data provide for more efficient mapping during complex</p>	100077962	1	Included

procedures. ○ Kit contains the software installation disk, Installation Instructions and Instructions For Use (IFU)			
TOTAL CUSTOMER PRICE			\$274,900



**ViewMate™ Z Ultrasound Imaging System
Capital Equipment Quote**

Forsyth Medical Center, dba Novant Health Forsyth Medical Center
3333 Silas Creek Parkway
Winston Salem, NC 27103

Customer Number 1000010433

Pricing is valid through July 1, 2014.

PRODUCT DESCRIPTION	Order No.	Qty	Customer
ViewMate™ Z Ultrasound Imaging Console with Battery	100044271	1	\$77,000
P4-1C Trans-thoracic Transducer <ul style="list-style-type: none"> Phased Array (4-1 MHz) transducer designed to address Adult Echocardiography, Trans-cranial and Abdominal Vascular Imaging. The transducer offers fourteen frequencies within 2D and M-Mode, Tissue Harmonics, Color/Power, PW Doppler, Compound Harmonics, and Compound Imaging. Up to 30 cm penetration. <p>Advanced, fully featured ultrasound system optimized for 64-element phased array intra-cardiac echo (ICE) visualization. System works with the ViewFlex™ family of ICE catheters. The ViewMate Z System includes the SmartCart that is powered by the removable Scan Engine. The removable Scan Engine can run independently of the SmartCart for mobile convenience.</p> <p>Software: Cold Boot-up time < 20 sec Modes: 2D, M-Mode, PW, TDI, CW, AUX CW, Color Doppler, ECG, TEE, ICE B, CD, PDI, M, PW, and Tissue Harmonic imaging Auto Opt with ZST- Instantly equalizes tissue gain and brightness. ZST automatically compensates for differences in sound speed propagation from patient echo information.</p> <p>Hardware: SmartCart battery allows up to 3 hrs. operation without plugging into AC power Connects up to 3 transducers simultaneously Interface Module for ICE Multifunction USB port, Wireless ready, Digital video 2 GB Internal Drive on Scan Engine; Minimum 520GB Hard Drive Storage on SmartCart Touch screen with stylus on Scan Engine 19" color high resolution LCD display mounted on articulating arm of SmartCart LED display for customizable image mode menus HDMI/DVI digital video output CD/DVD burner with integrated DICOM viewing software Customized, durable baskets to carry supplies Instructions For Use Initial One Year Manufacturer Warranty</p>	100042293	1	\$12,000
TOTAL CUSTOMER PRICE			\$89,000



PRICE QUOTATION

Revised

Quote #: 34668r2

605 North 5600 West, Salt Lake City, UT 84116 Phone 801-595-0700 Fax 801-522-5160

Forsyth Memorial Hospital
Rose Fleming
3333 Silas Creek Parkway
Winston Salem, NC 27103

Date: February 27, 2014

Salesperson:
Courtney Tate
Cell Phone # 980-395-9210

PLEASE INCLUDE QUOTE WITH PURCHASE ORDER

We are pleased to quote the following, subject to terms herein:

DESCRIPTION	QUANTITY	UNIT PRICE	AMOUNT
Site~Rite 6 System (9770060)	1	\$ 16,000.00	\$ 16,000.00
<p>Site~Rite 6 Scanner with 5 to 10 MHz Linear Probe System Also Includes: Standard Stand Keyboard Combination AC Adapter/Battery Charger 2 Single Needle Guide Kits, IFU One Year Warranty</p>			
<p>Quoted Price Does Not Include Applicable Sales Tax or Freight Charges</p>			
GCX Standard Stand (9770069)	1/ea	Price includes stand	
<p>This quote and any attachments are intended only for the use of those to whom it is addressed and contains information this is CONFIDENTIAL and prohibited from further disclosure under law.</p>			
<p><u>Terms:</u> Net 30 days <u>Prices:</u> In U.S. dollars <u>F.O.B.:</u> Pittsburgh</p>			
<p>The prices and terms of this quotation are in effect for 90 days unless otherwise indicated and are not subject of verbal changes or other agreements unless approved in writing by Bard Access Systems.</p>			
<p>By: Melissa Quillen</p>			



Quote Number: 4464

Quotation

Page: 1 of 1

Customer:
 FORSYTH MEDICAL CENTER
 3333 Silas Creek Parkway
 Winston-Salem NC 27103
 USA

Quote Date: 13-Jan-2014
Expiry Date: 16-Jul-2014
Terms: Net 30 Days
F.O.B: Origin
Freight: Prepay and add to invoice
Sales Person: Will Clouse
 wclouse@baylismedical.com

Line	Part Number	Description	Qty	UOM	Total Price
1	RFP-100-115	BMC Radio Frequency Puncture Generator	1	PC	9,975.00
2	NRG-HF-98-C0	NRG Transseptal Needle High Flow	10	PC	4,950.00
3	RFP-102	Connector Cable	3	PC	450.00

Baylis Medical Company Inc.
 5959 Trans-Canada Highway
 Montreal, QC, H4T 1A1, Canada
 Tel: (514) 488-9801 / Fax: (514) 488-7209
 www.baylismedical.com



Total: 15,375.00 USD ✓

US Dollars

Applicable sales taxes may apply

Note: Freight Charges will be prepaid and applied to customer invoice at time of shipment

Attachment B

PROPOSED CAPITAL COSTS

Project Name: Cath Lab #1 Equipment Replacement

March 28, 2014

Proponent: Forsyth Medical Center (FMC)

A. Site Costs

(1)	Full purchase price of land	\$	N/A
	Acres _____ Price per Acre	\$	N/A
(2)	Closing Costs	\$	N/A
(3)	Site Inspection and Survey	\$	N/A
(4)	Legal fees and subsoil investigation	\$	N/A
(5)	Site Preparation Costs		
	Soil Borings	\$	N/A
	Clearing Earthwork	\$	N/A
	Fine Grade For Slab	\$	N/A
	Roads Paving	\$	N/A
	Concrete Sidewalks	\$	N/A
	Water and Sewer	\$	N/A
	Footing Excavation	\$	N/A
	Footing Backfill	\$	N/A
	Termite Treatment	\$	N/A
	Sub-Total Site Preparation Costs	\$	N/A
(6)	Other (specify)	\$	N/A
(7)	Sub-Total Site Costs	\$	0.00

B. Construction Contract

(8)	Cost of Materials (55% of estimated construction cost)	\$	176,000.00
(9)	Cost of GC Labor (45% of estimated construction cost)	\$	144,000.00
(10)	(Other)	\$	
(11)	Sub-Total Construction Contract	\$	320,000.00 ✓

C. Miscellaneous Project Costs

(12)	Building Purchase	\$	N/A
(13)	Fixed Equipment Purchase/Lease	\$	897,152.00 ✓
(14)	Movable Equipment Purchase/Lease	\$	395,275.00 ✓
(15)	Furniture	\$	N/A
(16)	Landscaping	\$	N/A
(17)	Consult Fees		
	Architect and Engineering Fees	\$	28,750.00 ✓
	A&E reimbursable expenses		4,250.00 ✓
	DHSR review fee		1,709.00 ✓
	Legal Fees	\$	N/A
	Market Analysis	\$	N/A
	Other (Med gas testing, Special Inspections, etc.)	\$	2,500.00 ✓
	Sub-Total Consultant Fees	\$	37,209.00
(18)	Financing Costs (e.g. Bond Loan, etc)	\$	N/A
(19)	Interest During Construction	\$	N/A
(20)	Other:		
	IT	\$	N/A
	Contingency (5%)	\$	82,481.80 ✓
	Sub-Total Other	\$	82,481.80
(21)	Sub-Total Miscellaneous Project Costs	\$	1,412,117.80
(22)	Total Capital Cost of Project (Sum A-C above)	\$	1,732,117.80

Attachment C



"Celebrating 40 years of Creative Design Solutions"

architecture

February 3, 2014

engineering

interior design

planning

Mr. Jeff Bailey
Construction Project Manager
Novant Health, Inc.
Construction & Facility Services
3600 Country Club Road, Suite 102
Winston-Salem, North Carolina 27104

Re: Novant Health, Inc.
Forsyth Medical Center
Cath Lab #1 Equipment Replacement
Winston-Salem, North Carolina

Dear Jeff:

We have prepared our cost estimate for the Forsyth Medical Center Cath Lab #1 Equipment Replacement project. The Cath Lab #1 and Control Room consist of 836 SF. We estimate the total construction cost for the renovation in this room will be \$320,000.00.

Architectural/engineering fees shall be \$28,750.00. Reimbursable expenses are estimated to be \$4,250.00.

Therefore, the total estimated cost for construction, architectural/engineering fees and reimbursable expenses is \$353,000.00.

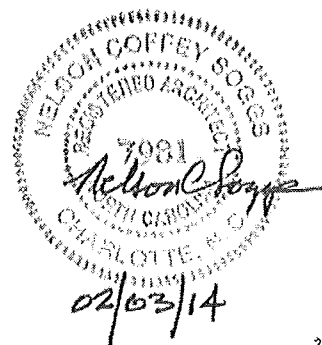
If we can be of further assistance, please contact me directly.

Sincerely,

PETERSON ASSOCIATES, p.a.

Nelson C. Soggs, AIA, LEED® AP, Associate
Senior Project Manager

NCS/jtj



2115 Rexford Road
Suite 500
Charlotte NC 28211
P704.364.3400
F704.364.7080
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Attachment D

NH FMC Cath Lab #1 Equipment Replacement	EXISTING EQUIPMENT	REPLACEMENT EQUIPMENT
Type of Equipment (List Each Component)	Radiological C-ARM SYSTEM	Radiological C-Arm System
Manufacturer of Equipment	Philips	Siemens/St. Jude/Bard/Baylis
Tesla Rating for MRIs	N/A	N/A
Model Number	Integris H3000	TBD
Serial Number	4461900/002227	TBD
Provider's Method of Identifying Equipment (TPH uses an internal numbering system to identify equipment.)	Internal Asset Numbering System	Internal Asset Numbering System
Specify if Mobile or Fixed	Fixed	Fixed
Mobile Trailer Serial Number/VIN #	N/A	N/A
Mobile Tractor Serial Number/VIN #	N/A	N/A
Date of Acquisition of Each Component	Title	TBD
Does Provider Hold Title to Equipment of Have a Capital Lease?	New	Title to be held by NH-FMC upon Purchase
Specify if Equipment Was/Is New or Used When Acquired	\$1.2M	New
Total Capital Cost of Project (Including Construction, etc.) <Use Attached Form>	\$1.2M	\$1,732,118
Total Cost of Equipment	\$0	\$ 1,292,427
Fair Market Value of Equipment	\$1.2	\$ 1,292,427
Net Purchase Price of Equipment	NH FMC Cath Lab	NH FMC Cath Lab
Locations Where Operated	365	365
Number Days In Use/To be Used in N.C. Per Year	None	None
Percent of Change in Patient Charges (by Procedure)	None	None
Percent of Change in Per Procedure Operating Expenses (by Procedure)	Cardiac Cath/EP Studies	-----
Type of Procedures Currently Performed on Existing Equipment	-----	Cardiac Cath/EP Studies