



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

Pat McCrory  
Governor

Richard O. Brajer  
Secretary DHHS

Drexdal Pratt  
Division Director

August 24, 2015

Lisa Griffin  
Manager  
Certificate of Need Business Planning  
Novant Health, Inc.  
2085 Frontis Plaza Drive  
Winston-Salem, North Carolina 27103

**Exempt from Review – Replacement Equipment**

Record #: 1693  
Facility Name: Novant Health Matthews Medical Center (NHMMC)  
FID #: 945076  
Business Name: Novant Health, Inc.  
Business #: 1341  
Project Description: Replace vascular lab located at NHMMC  
County: Mecklenburg

Dear Ms. Griffin:

The Healthcare Planning and Certificate of Need Section, Division of Health Service Regulation (Agency), determined that based on your letters of July 15, 2015 and August 20, 2015, the above referenced proposal is exempt from certificate of need review in accordance with G.S 131E-184(a)(7). Therefore, you may proceed to replace the existing GE Vascular Lab, model number OED 9900 Elite, located in the Vascular Lab Room of NHMMC in Matthews, with a comparable vascular lab. The Agency understands, per your representations in additional correspondence received, that the existing GE Vascular lab will be relocated for use elsewhere in the state and that the total costs, including the fair market value of the existing GE Vascular Lab, will be under \$750,000, and therefore will not require a certificate of need.

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

It should be noted that the 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 office and a



**Office of the Director**

<http://www.ncdhhs.gov/dhsr/>

Phone: 919-855-3750 / Fax: 919-733-2757

Location: 809 Ruggles Drive, Dorothea Dix Hospital Campus, Raleigh, N.C. 27603

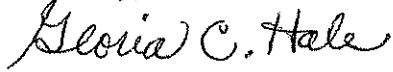
Mailing Address: 2701 Mail Service Center • Raleigh, North Carolina 27699-2701

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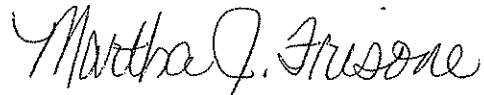


separate determination. If you have any questions concerning this matter, please feel free to contact this office.

Sincerely,



Gloria C. Hale  
Project Analyst



Martha J. Frisone,  
Assistant Chief, Certificate of Need

cc: Construction Section, DHSR  
Acute and Home Care Licensure and Certification Section, DHSR  
Assistant Chief, Healthcare Planning

## Hale, Gloria

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**From:** Griffin, Lisa L (CON) <lgriffin@novanthealth.org>  
**Sent:** Thursday, August 20, 2015 12:28 PM  
**To:** Hale, Gloria  
**Subject:** RE: Replacement Equipment Exemption Request for Vascular Lab at NHMMC  
**Attachments:** Vascular Lab Lifesafety Plan.pdf

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Good afternoon, Gloria:

This email is in response to your email requesting additional information related to the Novant Health Matthews Medical Center Vascular Lab replacement equipment exemption request. In response to Item #1, I have attached a drawing of the 2<sup>nd</sup> Floor of NHMMC indicating the location of the Vascular Lab (enlarge to see lower left side of drawing). This is the only Vascular Lab at MMC and the new equipment is to be installed in that same location.

In response to Item #2, the existing vascular lab equipment is to be relocated to Novant Health Vascular Specialists in Salisbury, Rowan County, NC. Novant Health Vascular Specialists are a physician group employed by Novant Health. It is our understanding that since Vascular Lab equipment is not specifically regulated by an SMFP need determination or other statute in NC, that the existing equipment could be relocated within the state as long as the total costs of the relocation, including the FMV of the existing equipment, is under the \$750,000 threshold for Major Medical Equipment at NCGS 131E-176(14o). The total project cost for the relocation of the existing vascular lab equipment within the Novant Health system will be under \$750,000. In addition, on April 2, 2015, Barbara Freedy, Novant Health CON Director, discussed this matter with Martha Frisone and June Farrell, when they were at a CON medication session together. Barb's notes from that day indicate that Martha advised us that so long as the total capital cost of the project, including the FMV or purchase price of the vasc unit we hope to transfer to Salisbury/Rowan County, is less than \$750,000, we do not need to file any CON Application or submit prior written notice to the CON Agency based on the statutory language. We are not aware of any prior written notice language in the current definition of Major Medical Equipment. If the Agency's interpretation has changed, please let us know.

Please let me know if you have any other questions or need further information.

Lisa Griffin  
Manager, Certificate-of-Need/Business Planning  
Novant Health  
(704) 384 - 3462

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**From:** Hale, Gloria [mailto:gloria.hale@dhhs.nc.gov]  
**Sent:** Monday, August 17, 2015 4:48 PM  
**To:** Griffin, Lisa L (CON)  
**Subject:** RE: Replacement Equipment Exemption Request for Vascular Lab at NHMMC

Ok, I will try e-mail and if you have any questions about what we need, feel free to call me.

1 –Do you know what room number the vascular lab is in at NHMMC? Is there only one vascular lab there? Please provide.

2 – The letter and appendices do not clearly indicate that the existing vascular lab that will be replaced will not be used again in the state and will be removed from North Carolina. Appendix B indicates that a company will relocate it to Salisbury. The existing unit cannot be relocated and used elsewhere in the state without a CON. So, please provide written clarification on Novant Health, Inc.'s intention in regard to the vascular lab unit to be replaced.

Thanks, Lisa.

Gloria C. Hale, MPH  
N.C. Department of Health and Human Services  
Project Analyst, Healthcare Planning and Certificate of Need Section - Division of Health Service Regulation  
809 Ruggles Drive  
Raleigh, NC 27603  
(Office) 919-855-3873  
[gloria.hale@dhhs.nc.gov](mailto:gloria.hale@dhhs.nc.gov)  
[www.ncdhhs.gov/dhsr](http://www.ncdhhs.gov/dhsr)

**From:** Griffin, Lisa L (CON) [<mailto:llgriffin@novanthealth.org>]  
**Sent:** Monday, August 17, 2015 4:37 PM  
**To:** Hale, Gloria <[gloria.hale@dhhs.nc.gov](mailto:gloria.hale@dhhs.nc.gov)>  
**Subject:** RE: Replacement Equipment Exemption Request for Vascular Lab at NHMMC

Gloria,

I am not in the office tomorrow but working from home in the morning and then traveling and attending the FMC Mobile PET Hearing in Kernersville. You may call my cell at 704-351-1132 between 9 and 11 AM or email the questions to me.

Thanks,  
---Lisa

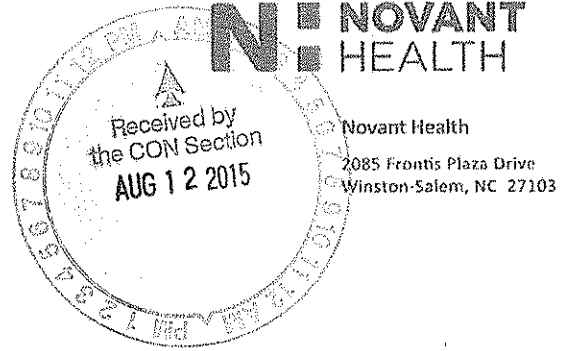
-----Original Message-----

**From:** Hale, Gloria [[gloria.hale@dhhs.nc.gov](mailto:gloria.hale@dhhs.nc.gov)]  
**Sent:** Monday, August 17, 2015 04:27 PM Eastern Standard Time  
**To:** Griffin, Lisa L (CON)  
**Subject:** RE: Replacement Equipment Exemption Request for Vascular Lab at NHMMC

Lisa, I do need a couple of clarifications on this request afterall. I will call you.

Gloria C. Hale, MPH  
N.C. Department of Health and Human Services  
Project Analyst, Healthcare Planning and Certificate of Need Section - Division of Health Service Regulation  
809 Ruggles Drive  
Raleigh, NC 27603





July 15, 2015

Ms. Martha Frisone, Assistant Chief  
Healthcare Planning & Certificate of Need Section  
North Carolina Department of Health & Human Services  
809 Ruggles Drive  
Raleigh, North Carolina 27603

Re: Replacement Equipment Exemption Request for the Vascular Lab at Novant Health  
Matthews Medical Center (NHMMC); Mecklenburg County

Dear Ms. Frisone:

This letter outlines Novant Health Matthews Medical Center's (NHMMC's) project to replace an existing, operational vascular lab located in the hospital in Matthews, North Carolina. See **Attachment A** for the vascular lab unit vendor quote from Siemens Medical Solutions. The total costs related to the replacement of the Vascular Lab are \$1,274,888 (including the new Vascular Lab equipment cost of \$799,547). Also, included as Movable Equipment related to the purchase of the new Vascular Lab and found in **Attachment A** is an injector. In addition, a new server and software upgrade are included in the project costs and detailed in **Attachment A**. First Call Parts of Salem, Virginia, will remove the existing vascular lab from NHMMC for a cost of \$1,500 (see **Attachment B**.)

The project cost does not include sales, property or excise taxes since NHMMC is a non-profit, tax-exempt organization and is not subject to these taxes at the time this request was submitted. In addition, the expenses for on-site training on the new unit for the NHMMC vascular lab staff is covered by the vendor as indicated on pages 6 and 9 of vendor quote in **Attachment A**. 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) which states that a project is exempt from Certificate of Need review if the facility provides prior written notice to provide replacement equipment.

This exempt project will replace a functionally similar operational unit of medical equipment at NHMMC. The inventory of vascular labs in Mecklenburg County will not increase as a result of this project.

Ms. Martha Frisone

July 15, 2015

Replacement Equipment Request – NHMMC Vascular Lab Replacement

Page 2

The proposed new Vascular Lab equipment is consistent with the replacement equipment definition at N.C.G.S. Section 131E-176(22a) 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. The existing vascular lab equipment is used for vascular procedures at NHMMC and the replacement equipment will be used for vascular procedures at NHMMC. Also, the replacement equipment costs less than \$2 million dollars with total capital costs of the Vascular Lab replacement and relocation of \$1,274,888.

Pursuant to 10A NCAC 14C.0303 the proposed Vascular Lab 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) a vendor quote regarding removal of existing NHMMC Vascular Lab equipment (**Attachment B**);
- 3) project/capital cost schedule which identifies the components of the total project costs (**Attachment C**);
- 4) a certified estimate of related construction costs from an independent licensed North Carolina architect (**Attachment D**); and,
- 5) the NC CON equipment comparison form summarizing essential information about the proposed equipment purchase (**Attachment E**).

Ms. Martha Frisone

July 15, 2015

Replacement Equipment Request – NHMMC Vascular Lab Replacement

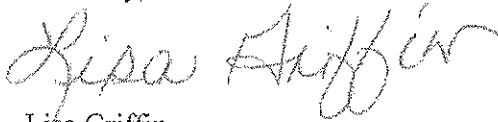
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NHMMC's acquisition of the replacement Vascular Lab equipment does not require a certificate of need because none of the definitions of "new institutional health service" set forth in N.C.G.S. Section 131E-176(16) is implicated. As discussed above, the total cost for the project is \$ 1,274,888. 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 NHMMC's replacement of Vascular Lab equipment 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, Inc.  
Laura MacFadden, Vice President, Design & Construction, Novant Health, Inc.



# 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

Customer Number: 0000012492

Date: 4/23/2015

PRESBYTERIAN HOSPITAL MATTHEWS  
1500 MATTHEW TOWNSHIP PARKWAY  
MATTHEWS, NC 28106-3310

Siemens Medical Solutions USA, Inc. is pleased to submit the following quotation for the products and services described herein at the stated prices and terms, subject to your acceptance of the terms and conditions on the face and back hereof, and on any attachment hereto.

<u>Table of Contents</u>	<u>Page</u>
Artis zee floor / Artis zee III floor .....	3
ACUSON Freestyle ultrasound system.....	8
General Terms and Conditions .....	11
Warranty Information.....	18
Cut Sheets.....	following page 18

Proposal valid until 6/07/2015

Notes for Quote Nr 1-BIMUQZ:  
Estimated Delivery Date: 9-15-15

Estimated delivery date is subject to change based upon factory lead times, acceptance date of this quote, customer site readiness, and other factors. A Siemens representative will contact you regarding the final delivery date.

This quote expires September 30, 2015. This date supersedes any other validity date indicated in the proposal.

This offer is only valid if firm, non-contingent orders for Quote# 1-BIMUQZ and Quote# 1-BKHU90 are simultaneously placed with Siemens.

Notes for Quote Nr 1-BKHU90:  
Estimated Delivery Date: 9-10-15

Estimated delivery date is subject to change based upon factory lead times, acceptance date of this quote, customer site readiness, and other factors. A Siemens representative will contact you regarding the final delivery date.

This offer is only valid if firm, non-contingent orders for Quote# 1-BIMUQZ and Quote# 1-BKHU90 are simultaneously placed with Siemens.

This quote expires September 30, 2015. This date supersedes any other validity date indicated in the proposal.

Accepted and Agreed to by:

Siemens Medical Solutions USA, Inc.

PRESBYTERIAN HOSPITAL MATTHEWS

By (sign): \_\_\_\_\_  
Name: Stuart Waddey

By (sign): \_\_\_\_\_  
Name: \_\_\_\_\_

# SIEMENS

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

SIEMENS REPRESENTATIVE  
Stuart Wadley - (919) 605-9227

Title: Account Executive  
Date: \_\_\_\_\_

Title: \_\_\_\_\_  
Date: \_\_\_\_\_

All pages of the signed proposal must be returned to Siemens to process the order - Thank you.

# SIEMENS

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

SIEMENS REPRESENTATIVE  
Stuart Waddey - (919) 605-9227

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Quote Nr: 1-BIMUQZ Rev. 0

Terms of Payment: 00% Down, 80% Delivery, 20% Installation  
Free On Board: Destination

Purchasing Agreement: NOVATION (UHC, VHA, Provista)

NOVATION (UHC, VHA, Provista) terms and conditions apply to Quote Nr 1-BIMUQZ

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## Artis zee floor / Artis zee III floor

All items listed below are included for this system:

Qty	Part No.	Item Description	Extended Price
1	14417034	<b>Vascular Surgery</b> X-ray angiography system with primary clinical use in vascular surgery, including application-specific accessories.	\$0
1	14427079	<b>Artis zee floor</b> Universal floor-mounted C-arm angiography system with a high-resolution flat detector. The motorized rotation of the floor stand into the lateral position enables complete patient access at the head end and generous patient coverage. 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.	\$251,526
1	14417019	<b>Sys SW Incl DSA/DR (1)</b> Imaging system software including digital subtraction angiography and digital acquisition technology in 1k/12-bit matrix.	\$134,354
1	14427082	<b>Detector 30 x 40 incl.Compnts. (F)</b> 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 3-focus high-performance X-ray tube assembly, rotatable angio collimator including CAREfilter, integrated collision protection and StraightView.	\$164,244
1	14427091	<b>Table OR Version</b> Floor-mounted swivelling patient table with telescopic foot, floating and tiltable tabletop (in two axes); motor-driven stepping for digital peripheral angiography. Table control module, power-assisted.	\$58,825
1	14404984	<b>PERISTEPPING / PERIVISION</b> Peripheral digital angiography with stepping and online subtraction display.	\$25,117
1	04435215	<b>Tabletop &amp; Mattress, Wide</b> Carbon fiber tabletop including special foam mattress in wide, straight design. Mattress including cover.	\$7,279
1	14402009	<b>Foot Switch Monopl. (Cable)</b> For release of fluoroscopy, exposure and table brake as well as a configurable additional function. Cable connection.	\$1,492

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

SIEMENS REPRESENTATIVE  
Stuart Waddey - (919) 605-9227

Qty	Part No.	Item Description	Extended Price
1	14427128	<b>Large Display with DCS extended</b> 56" or 60" color flat screen display (including cables) for the examination room, installed on a ceiling-mounted, longitudinally mobile, swiveling, rotating, and height-adjustable display suspension system (DCS extended) with extended working range. A video controller (MDM) that can process up to 21 video input signals. Direct selection of display configurations (max. 12) via the tableside control module.	\$57,055
1	14427248	<b>LD MDM-Controller Low 9 Inputs</b> The Large Display Multi Display Manager Controller Low is one of three different video controller sizes and can be equipped with up to 9 video input channels. Up to 9 video input channels also can be shown simultaneously on the large display (LD).	\$10,739
3	14427295	<b>Analog/digital video converter</b> This connection kit is needed to convert the analog video signal of a unit, such as an ultrasound system, to a DVI-D video signal. Note the following conditions if image content from third-party provider video signals are to be displayed on the Artis displays: - The display of external video signals depends on the operational state of the Artis system. If the Artis system has a malfunction or is shut down, the display of external video signals is not available. For this reason, do not feed the video signal into the Artis system if lacking the external video signal could result in a hazardous situation. - A third-party provider's unit may be connected only if it corresponds to the specifications of the video interface (e.g., at the MDM). - The connection may only be established by a Siemens service technician. Note: The connection must be made with fiber-optic cables to ensure that the unit's galvanic isolation is maintained. The fiber-optic cables must be ordered separately. - A third-party provider's unit must be connected by a technician from the third-party provider or by a hospital technician responsible for the equipment. - It is strongly recommended that a test of image quality be performed by the third-party provider prior to start-up. This test ensures that the required image quality is achieved. - The person placing on the market is responsible for ensuring that applicable standards are maintained in the current version, e.g. 4 kV insulation. Siemens will not be held liable for the inclusion of third-party provider units with respect to image quality and their suitability for clinical diagnosis.	\$7,875
3	14427288	<b>Digital video cabling</b> This connection kit is needed to display the video signal from a unit, for example a computer, on a single display or on a large display in the display suspension system (DCS) in the examination room. It connects a DVI-D video output of a unit to a DVI-D video input of the Siemens video signal distributor. Using fiber-optic cables ensures the galvanic isolation of the video source. Note the following conditions if image content from third-party provider video signals are to be displayed on the Artis displays: - The display of external video signals depends on the operational state of the Artis system. If the Artis system has a malfunction or is shut down, the display of external video signals is not available. For this reason, do not feed the video signal into the Artis system if lacking the external video signal could result in a hazardous situation. - A third-party provider's unit may be connected only if it corresponds to the specifications of the video interface (e.g., at the MDM). - The connection may only be established by a Siemens service technician. - A third-party provider's unit must be connected by a technician from the third-party provider or by a hospital technician responsible for the equipment. - It is strongly recommended that a test of image quality be performed by the third-party provider prior to start-up. This test ensures that the required image quality is achieved. - The system configurator is responsible for ensuring that applicable standards are maintained in the current version, e.g. 4 kV insulation. Siemens will not be held liable for the inclusion of third-party provider units with respect to image quality and their suitability for clinical diagnosis.	\$5,011
1	14417310	<b>LD input VGA ext. (ultrasound)</b> Analog input for an analog VGA video signal, e.g. from the ultrasound.	\$7,696
1	14417060	<b>ACE Cable Set in Equipm.Room</b> Image system interface to the displays in the control room if the image system is installed in the equipment room.	\$3,162
1	14407166	<b>C-Room DVI 1xBWD-19 (Live) -36m</b> One monochrome 19" flat-screen display with blue background color.	\$7,815

# SIEMENS

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

SIEMENS REPRESENTATIVE  
Stuart Waddey - (919) 605-9227

Qty	Part No.	Item Description	Extended Price
1	04435850	<b>Vessel analysis</b> Vessel analysis with determination of degree of stenosis, distance measurement and calibration.	\$4,832
1	14411163	<b>Fluoro Loop (1)</b> 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.	\$10,202
1	04443516	<b>MULTISPACE.F</b> Manual stand rotation for additional work positions.	\$3,043
1	04435926	<b>DICOM HIS / RIS</b> Import of patient/examination data from an external RIS/HIS patient management system with DICOM MWL (Modality Worklist).	\$1,492
1	14417134	<b>LB rad. protection w/ pivot arm</b> This radiation shield protects from scattered radiation when standing at the table side. It can be attached to the accessory rails either on the right or on the left side of the patient positioning table. It includes a basic unit (71.5 cm x 75 cm/ 28.2" x 29.5" (l x w); 7.7 kg/ 16.98 lb), one lower body radiation protection pivot swivel element (77 cm x 48 cm/ 30.3" x 18.9" (l x w); 3.8 kg/ 8.4 lb) and two clip-on units (57 cm/ 22.4" x 34 cm/ 13.4" (l x h), 2.4 kg/ 5.3 lb and 27 cm/ 10.6" x 34 cm/ 13.4", 0.9 kg/ 1.98 lb) with a lead of 0.5 mm Pb. The maximum weight of the accessory rails is 40 kg (88.2 lb); the weight of the attached scattered radiation protection is 8 kg (17.64 lb). Product may not be used in conjunction with a surgery table.	\$8,710
1	14440337	<b>Upper body rad. protection - large (60cm)</b> Larger shield to improve protection of the upper body against scattered radiation within the operating range of the examiner, e.g. during interventional procedures especially by performing radial access. Two scattered radiation protection blankets are included to cover the patient's body in order to increase the reduction rate of scattered radiation. A protection curtain at the screen is also included in order to reduce the scattered radiation protection to close the gap between patient and shield	\$22,763
1	14427390	<b>LED Surgical Light</b> Ceiling-mounted small LED OR light with variable focusing of the light field for optimum illumination especially in deep wound areas. Suitable for diagnostic and interventional applications as well as minor surgery	\$11,932
1	14427190	<b>Control room emerg. stop module</b> Safety button for switching off all system functions from the control room.	\$1,492
1	04443433	<b>Hand switch manual</b> Additional hand switch for radiation release and additional control functions.	\$477
1	14427095	<b>syngo Keyboard, English - US</b> Keyboard with special syngo keys.	\$0
1	14440314	<b>Injector conn. in the control room</b> Interface for connection of the contrast medium injector in the control room, remote from the patient table.	\$3,591
1	04453986	<b>Body module</b> This is an attachable module with accessory rails for placing the control modules near the patient's abdomen. It includes a carbon fiber module with accessory rails (45 cm /17.7") attached to the right and left slides over the outer edges of the patient positioning tabletop. Length: 48 cm (18.9 ") Width (without accessory rails): 47.5 cm (18.7") Width (with accessory rails): 54.5 cm (21.5") Length: 62 cm (24.4") Weight: 5.9 kg (13 lb) Maximum weight: 40 kg (88.19 lb). Only for use with wide tabletops. It may not be used at the same time as head-side support.	\$3,537

# SIEMENS

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

SIEMENS REPRESENTATIVE  
 Stuart Waddey - (919) 605-9227

Qty	Part No.	Item Description	Extended Price
1	14417135	<b>LB rad. prof. w/ left pivot arm</b> This radiation shield provides protection from scattered radiation when standing at the left side (when looking caudal) of the patient table at the head-end of the patient table. It can be attached to the accessory rails either on the right or on the left side of the patient positioning table. It includes a basic unit (71.5 cm x 75 cm/ 28.2" x 29.5" (l x w); 7.7 kg/ 16.98 lb), one lower body radiation protection pivot swivel element (77 cm x 48 cm/ 30.3" x 18.9" (l x w); 3.8 kg/ 8.4 lb) and two clip-on units (57 cm/ 22.4" x 34 cm/ 13.4" (l x h), 2.4 kg/ 5.3 lb and 27 cm/ 10.6" x 34cm/13.4", 0.9 kg/ 1.98 lb) with a lead of 0.5 mm Pb. The weight is 8 kg (17.64 lb). Product may not be used in conjunction with a surgery table.	\$8,710
1	04453739	<b>I.V. Pole</b> This infusion bottle holder can be mounted at the accessory rail of the patient table. It holds up to 4 infusion bottles. It includes an infusion bottle holder made of stainless steel with 4 retaining rings. Length: 84 - 138 cm (21.6" - 54.3") Weight: 1.3kg Product may not be used in conjunction with the Surgery Carbon Plate, one-piece.	\$384
1	04451022	<b>Customer documentation, English</b>	\$0
1	04499104	<b>Pre-install Artis-F (mono)</b>	\$0
1	04499138	<b>Pre-install Artis table, std</b>	\$0
1	AXA_INITIAL_3 2	<b>Initial onsite training 32 hrs</b> Up to (32) 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.	\$7,800
1	AXA_FOLLOW UP_32	<b>Follow-up training 32 hrs</b> Up to (32) 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.	\$7,800
1	AXA_FOLLOW UP_12	<b>Follow-up training 12 hrs</b> 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.	\$4,200
1	AXA_ARTISES S	<b>Artis Essentials Class</b> Tuition for (1) imaging professional to attend Siemens class at Siemens Training Center. The objective of this class is to provide the participant with an in depth look at the skills needed to perform essential functions for the Artis system. Through the use of demonstrations, lectures, and hands-on labs experience using an Artis system, participants will learn Artis systems principles and workflows of patient examinations. Additionally, participants will have the opportunity to meet other users and share experiences and solutions to various challenges of the IR, cath lab, and the Hybrid OR environment. 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 by the later of (12) months from purchase or install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.	\$4,500
1	AXA_PR_AXPL ORE1	<b>AX SP Promotion</b>	-\$125,000

# SIEMENS

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

SIEMENS REPRESENTATIVE  
Stuart Waddey - (919) 605-9227

Qty	Part No.	Item Description	Extended Price
1	EPW935515UPS	Eaton Powerware 9355 15 kVA UPS	\$20,801
	S	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.	
1	AXA_RIG_ZEE SP_STD	Standard Rigging zee SP	\$13,500
1	AXA_ADDL_RI GGING	Additional Rigging AXA \$3,045	\$3,045



# SIEMENS

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

SIEMENS REPRESENTATIVE  
 Stuart Waddey - (919) 605-9227

Quote Nr: 1-BKHU90 Rev. 0

Terms of Payment: 00% Down, 80% Delivery, 20% Installation  
 Free On Board: Destination

Purchasing Agreement: NOVATION (UHC, VHA, Provista)

NOVATION (UHC, VHA, Provista) terms and conditions apply to Quote Nr 1-BKHU90

## ACUSON Freestyle ultrasound system

All items listed below are included for this system:

Qty	Part No.	Item Description	Extended Price
1	11002300	<b>ACUSON Freestyle Mainframe</b> The ACUSON Freestyle(tm) ultrasound system* is the world's first ultrasound system that operates with wireless transducers, a breakthrough in ultrasound imaging. The system features superior image quality and a new standard in ease of use in an ergonomic and portable design. Standard features include: - B-mode - Color flow mapping - Spatial compounding - Speckle reduction - Auto Image optimization - Supports wireless transducers - One (1) transducer cable adapter - Two (2) batteries for wireless transducers - DICOM Storage, Storage Commitment, Modality Worklist and Echo - DICOM networking: Ethernet (wired) and 802.11b/g (wireless) - Factory default and user customizable exam types - High resolution flat panel display - A/C and battery operation - Two (2) charger bays for wireless transducer batteries *Product pending shipment confirmation	\$18,906
1	11002400	<b>Freestyle 3.5 Software</b> The 3.5 Release for the ACUSON Freestyle(tm) ultrasound system continues the advancement of imaging performance and ease of use to meet the increasing clinical demands. The release features include needle visualization enhancement, advancement in image quality with new speckle filters and presets, enhanced user interface, mobile link application, and additional workflow improvements. These features are standard: *Needle Visualization Enhancement improves the visibility of in-plane and out-of-plane needles, especially at steeper angles, using the ACUSON Freestyle system's software algorithm using unique multi-beam spatial compounding and other optimization techniques, while maintaining excellent image quality of the anatomical target and surrounding structures. *Wireless Enterprise Authentication enables wireless connection to enterprise networks to send to PACS. This is based on qualified sites that meet certain network specifications. *ACUSON Freestyle(tm) mobile link app connects the system to a Microsoft(r) Window(r) device* to view, open, and share images from the patient study list, create patient study worklists and send them to the ACUSON Freestyle system to start new studies faster and easier with privacy and security protection. NOTE: Image viewing on the ACUSON Freestyle mobile link app is for informational purposes only, and is not intended for diagnostic use. *Windows 8.1 is required. Device is not included.	\$0
1	11002709	<b>Freestyle 3.5 Lang Kit English</b> English operating instructions for the ACUSON Freestyle(tm) ultrasound system.	\$0
1	11002331	<b>Freestyle Cordset North America</b> Custom power cordset for use with the ACUSON Freestyle(tm) ultrasound system in the North America. Product pending shipment confirmation.	\$0
1	11002303	<b>C5-2 Transducer, Freestyle</b> Curvilinear transducer 5-2 MHz. Includes one transducer battery. Product pending shipment confirmation.	\$9,023

# SIEMENS

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

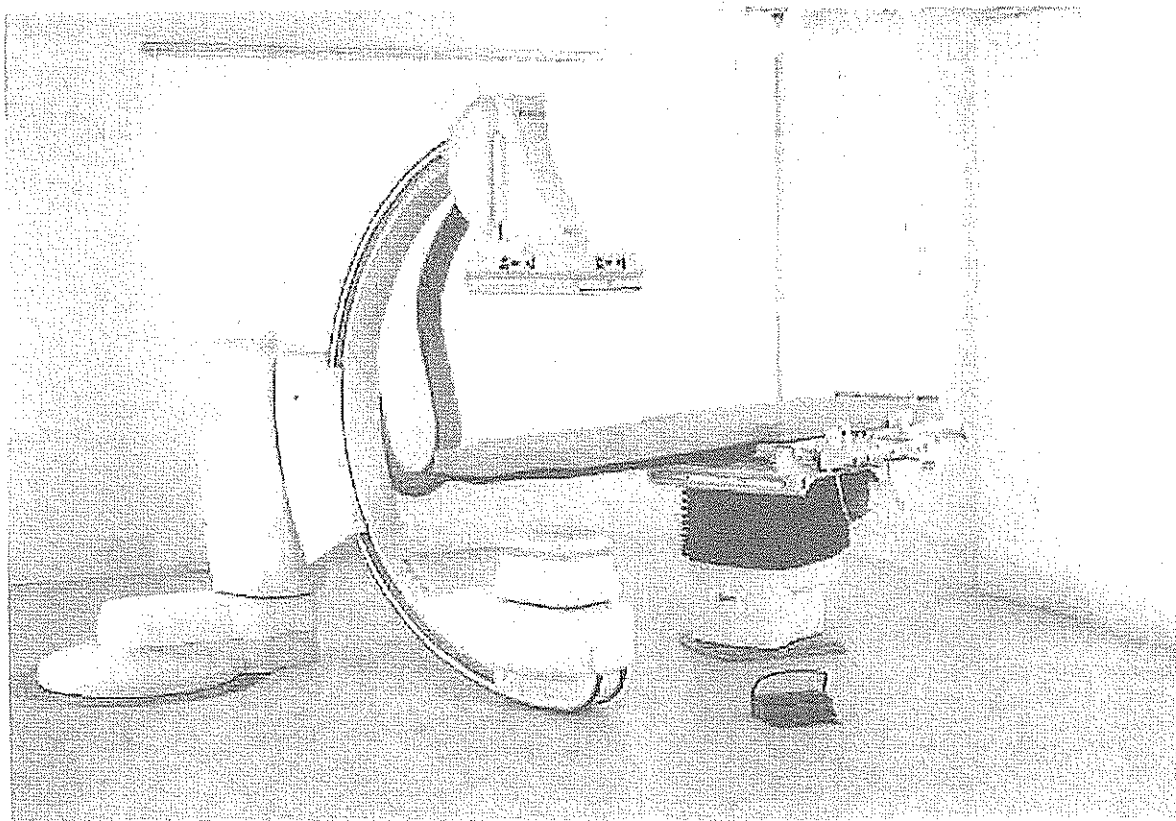
SIEMENS REPRESENTATIVE  
Stuart Waddey - (919) 605-9227

Qty	Part No.	Item Description	Extended Price
1	11002301	<b>L8-3 Transducer, Freestyle</b> Linear wireless transducer 8-3 MHz. Includes one transducer battery. Product pending shipment confirmation.	\$9,023
1	USD_INITIAL_4	<b>Initial onsite training 4 hrs -FMV \$1750</b> Up to (4) hours of 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.	\$0
1	11002306	<b>Freestyle GCX Roll Stand</b> ACUSON Freestyle(tm) ultrasound system GCX roll stand allows for easy maneuverability and ergonomic positioning. Quick-release, tilt-adjustable system mount and storage baskets. Product pending shipment confirmation.	\$2,017
1	11002307	<b>Freestyle Keyboard</b> USB keyboard designed for medical environments. Easy-to-clean and disinfect. Product pending shipment confirmation.	\$579
<b>Contract Total:</b>			<b>\$799,547</b>

# SIEMENS

## ARTIS Q/Q.ZEN/ZEE FLOOR TYPICAL ROOM PLAN

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The intended use for this Cut Sheet is to communicate the spatial requirements as well as the basic architectural, electrical, structural, and mechanical requirements for this piece of imaging equipment. The information provided in this document is for reference only, during the pre-planning stage, and therefore does not contain any site specific detailed requirements. This information is subject to change without notice. Federal, state and/or local requirements may impact the final placement of the components. It is the customer's responsibility to ensure that the final layout and placement of the equipment complies with all applicable requirements.



# Bayer HealthCare



## Quotation

Quote To:  
PRESBYTERIAN HOSPITAL  
MATTHEWS  
1500 Matthews Township Pkwy  
MATTHEWS NC 28105-4656  
USA

Bayer HealthCare LLC

Quotation number: 0020015201  
Customer number: 0000172354  
Date: 04/16/2015  
Page: 1

Valid from: 04/16/2015 to 09/16/2015

Attn: Marty Haines, Cath Lab

Trey Karn  
Professional Sales Consultant  
864-415-2397  
trey.karn@bayer.com

Vascular Lab

*We deliver according to the following terms and conditions:*

Currency: USD

*Terms of payment:* 30 d. w/o discount of inv. net  
*Terms of delivery:* Carriage paid CARRIAGE PAID

---

Item	Part No	Qty
1	59941325 MARK 7 ARTERION, PEDESTAL, SYSTEM	1PCE
2	59898551 ASSY, PRESS JACKET, 150ML, MARK 7 ARTERION	1PCE
3	84138363 VARIABLEFLOW, MARK 7 ARTERION	1PCE
4	59942968 INSTALL MARK 7 ARTERION PEDESTAL	1PCE

---

If pricing and terms of this order are based upon your current Group Purchasing Organization (GPO) affiliation, any change to your current affiliation may require a new quote or updated terms and pricing.

*When applicable, State and Local taxes will be calculated on the order. If you are exempt from taxes,*

Bayer HealthCare



**Quotation**

---

<i>Item</i>	<i>Part No</i>	<i>Qty</i>		
5	83917911 VIRTUALCARE			
			<b>Sub Total</b>	29,766.60
			<b>Total</b>	29,766.60

---

NOTE: If using signed quote as a purchase order please complete the following information:

Print Name: \_\_\_\_\_  
Signature: \_\_\_\_\_  
Title: \_\_\_\_\_  
PO #: \_\_\_\_\_  
Phone #: \_\_\_\_\_

If pricing and terms of this order are based upon your current Group Purchasing Organization (GPO) affiliation, any change to your current affiliation may require a new quote or updated terms and pricing.

*When applicable, State and Local taxes will be calculated on the order. If you are exempt from taxes,*



GE Healthcare

Date: 05-11-2015  
Quote #: PR11-C45301  
Version #: 1

Novant Health Matthews Medical Center  
1500 Matthews Township Pkwy  
Matthews NC 28105-4656

Attn: Heather Mathew  
1500 Matthews Township Pkwy Matthews  
NC 28105-4656

Date: 05-11-2015

Quote Summary Heading

Qty	Description	Ext Sell Price
1	SpecialsLab for IR Upgrade IT XT XTi 695 (SOFTWARE)	\$100,500.00
	Quote Summary:	
	Total Quote Net Selling Price	\$100,500.00

Summary Note







GE Healthcare

Date: 05-12-2015  
Quote #: PR2-C50653  
Version #: 1

Novant Health Matthews Medical Center  
1500 Matthews Township Pkwy  
Matthews NC 28105-4656

Attn: Heather Mathew  
1500 Matthews Township Pkwy Matthews  
NC 28105-4656

Date: 05-12-2015

Quote Summary Heading

Qty	Description	Ext Sell Price
1	INW Server Upgrade INW NETWORKING 695 <i>(Hardware/Server)</i>	\$14,000.00
	Quote Summary: Total Quote Net Selling Price	\$14,000.00

Summary Note

# Attachment B

**FIRST CALL PARTS**  
 1351 Southside Drive  
 Salem, VA 24153



tel: 800.782.0003 fax: 540.375.6602

SALES QUOTE	
SQ-139967	5/29/2015



<b>Customer</b>		<b>Contact</b>		<b>Ship To</b>			
Novant Health, Inc. Lynn Bridges Attn: Accounts Payable CEMF 1578 Roger Dale Carter Drive KANNAPOLIS NC 28081 UNITED STATES		Novant Health, Inc. Marty Haynes Asset Manager CEMF 1578 Roger Dale Carter Drive KANNAPOLIS NC 28081 Tel: (336)277-0260					
<b>Account</b>	<b>Terms</b>	<b>Due Date</b>	<b>Account Rep</b>	<b>Schedule Date</b>			
10124	NET 30	6/28/2015	Timothy Smith	5/29/2015			
<b>Quotation</b>	<b>PO #</b>	<b>Reference</b>	<b>Ship VIA</b>	<b>Page</b>	<b>Printed</b>		
SQ-139967				1	5/29/2015 10:37:42AM		
<b>L</b>	<b>Item</b>	<b>Description</b>	<b>Qty</b>	<b>Price</b>	<b>UM</b>	<b>Discount</b>	<b>Amount</b>
1	MISC	Relocation of a GE OEC 9900 C-Arm from Mathews NC to Salisbury NC. This quote is valid through September 2015.	1	\$1,500.00	EA		\$1,500.00
2							
<p>All parts are sold on an exchange basis unless otherwise specified at the time of sale. Please return your core exchange with a valid return material authorization form to prevent additional billing.</p> <p>Thank you for your purchase. Make checks payable to "First Call Parts, Inc." and remit to:          1351 Southside Drive          Salem, VA 24153          (800) 782-0003</p> <p>No returns are permitted without a valid return material authorization number.</p>			<b>Tax Details</b> EXEMPT \$0.000		<b>Taxable</b>  <b>Total Tax</b> \$0.00 <b>Exempt</b> \$1,500.00 <b>Total</b> \$1,500.00  <b>Balance</b> \$1,500.00		

# Attachment C

## PROPOSED CAPITAL COSTS

Project Name: Vascular Lab Replacement

July 10, 2015

Proponent: Novant Health Presbyterian Hospital, Matthews

### A. Site Costs

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

### B. Construction Contract

(8)	Cost of Materials			
	General Requirements	\$	44,866.00	
	Concrete/Masonry	\$	1,278.00	
	Woods/Doors & Windows/Finishes	\$	46,970.00	
	Thermal & Moisture Protection	\$	278.00	
	Equipment/Specialty Items	\$	-	
	Mechanical/Electrical	\$	134,242.00	
	Other	\$	-	
	Sub-Total Cost of Materials		\$	211,427.00
(9)	Cost of Labor GC Labor		\$	21,720.00
(10)	Other - (Specify)		\$	-
(11)	Sub-Total Construction Contract		\$	233,147.00

### C. Miscellaneous Project Costs

(12)	Building Purchase		\$	-
(13)	Fixed Equipment Purchase		\$	799,547.00
	Other (contingency)		\$	18,752.00
(14)	Movable Equipment Purchase (Injector)		\$	29,767.00
(15)	IT Upgrades & Server		\$	114,500.00
(16)	Landscaping		\$	-
(17)	Consult Fees			
	Architect and Engineering Fees	\$	20,646.00	
	Market Analysis	\$	-	
	Other - Structural Allowance	\$	-	
	Sub-Total Consultant Fees		\$	20,646.00
(18)	Financing Costs (e.g. Bond Loan, etc)		\$	-
(19)	Interest During Construction		\$	-
(20)	Other DHSR Fees and Novant Labor		\$	11,900.00
	Other Meck Cty ADA Allowance		\$	46,629.00
(21)	Sub-Total Miscellaneous		\$	1,041,741.00
(22)	Total Capital Cost of Project (Sum A-C above)		\$	1,274,888.00

# Attachment D



July 09, 2015

Lisa Griffin  
Manager, Certificate-of-Need/Business Planning  
Novant Health, Charlotte, NC

Re: Presbyterian Hospital Matthews, Siemens Vascular Lab

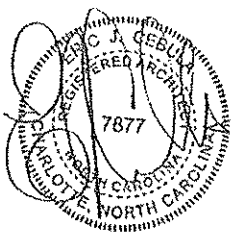
Dear Ms. Griffin:

Ec,a Architecture has reviewed the proposal submitted by Revels Contracting Services, Inc. for the remedial construction of a 688 square foot Siemens Vascular Lab in the existing Presbyterian Hospital building in Matthews, North Carolina.

It is our opinion, that the scope of the work is adequate to complete the project as discussed and outlined by this proposal. Furthermore, the construction estimate of \$233,153 is reasonable, for the proposed scope of work for the project, when compared to other similar projects in North Carolina. The construction is estimated at \$233,153 and \$20,640.00 for A&E drawings for a total cost of \$253,793.

If you should have any questions regarding this project, please do not hesitate to contact me. Thank you.

Sincerely,



Eric Cebula, AIA

**Ec,a Architecture, PC**  
*Eric J. Cebula, AIA PO Box 30183 Charlotte, NC 28230*  
704.849.6748 (tel) 800.652.0689 (fax) 704.906.6752 (cell) eca-cebula@carolina.rr.com

# Attachment E



Replacement of Vascular Lab at Matthew Medical Center	EXISTING EQUIPMENT	REPLACEMENT EQUIPMENT
Type of Equipment (List Each Component)	Vascular Lab	Vascular Lab
Manufacturer of Equipment	GE	Siemens
Tesla Rating for MRIs	n/a	n/a
Model Number	OEC 9900 Elite	Artis Q
Serial Number	12005652SP1229	TBD
Provider's Method of Identifying Equipment	Internal Asset Number	Internal Asset Number
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	07/18/2013	TBD
Does Provider Hold Title to Equipment of Have a Capital Leas?	Title	Title
Specify if Equipment Was/Is New or Used When Acquired	New	New
Total Capital Cost of Project (Including Construction, etc.) <Use Attached Form>	\$550,000	\$1,274,888
Total Cost of Equipment (Vascular Lab Only)	\$275,206	\$799,547
Fair Market Value of Equipment	\$235,000	\$799,547
Net Purchase Price of Equipment	n/a	\$799,547
Locations Where Operated	MMC	MMC
Number Days In Use/To be Used in N.C. Per Year	365	365
Percent of Change in Patient Charges (by Procedure)	None	None
Percent of Change in Per Procedure Operating Expenses (by Procedure)	None	None
Type of Procedures Currently Performed on Existing Equipment	Vascular Lab	n/a
Type of Procedures New Equipment is Capable of Performing	n/a	Vascular Lab