



North Carolina Department of Health and Human Services
Division of Health Service Regulation
Certificate of Need Section

2704 Mail Service Center • Raleigh, North Carolina 27699-2704
<http://www.ncdhhs.gov/dhsr/>

Drexdal Pratt, Director

Beverly Eaves Perdue, Governor
Albert A. Delia, Acting Secretary

Craig R. Smith, Section Chief
Phone: (919) 855-3873
Fax: (919) 733-8139

September 7, 2012

Lisa Griffin
Manager, CON
Novant Health
2085 Frontis Plaza Blvd.
Winston-Salem, NC 27103

Exempt from Review - Replacement Equipment

Facility: Forsyth Medical Center
Project Description: Replace existing 4-slice CT scanner with new 64-slice CT scanner
County: Forsyth
FID #: 923174

Dear Ms. Griffin:

In response to your letter of August 28, 2012, 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 new Siemens AS Excel Edition, 64-slice configuration CT scanner, part number 14420814, to replace the existing Siemens 4-slice, Sensation 4 CT scanner, serial number 02106S50L purchased in April 2002. 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 Section with the serial number of the new equipment to update the inventory. In addition, you should contact the DHSR Construction 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

Craig R. Smith, Chief
Certificate of Need Section

cc: Construction Section, DHSR



Randolph, Kimberly M

From: Griffin, Lisa L (Finance) [llgriffin@novanthealth.org]
Sent: Thursday, September 06, 2012 10:07 AM
To: Randolph, Kimberly M
Subject: RE: FMC CT Scanner REER Documentation

Kim,

In response to your request for further information regarding the removal of the existing CT scanner at FMC, the vendor is to remove the existing CT scanner and will take the unit out of state. The old CT scanner will not be returned to NC without proper CON or other state approvals, as required.

Please let me know if you have questions or need anything else on this aspect of the equipment replacement.

Thanks for your consideration,

Lisa Griffin
(704) 384 - 3462

From: Randolph, Kimberly M [mailto:Kimberly.Randolph@dhhs.nc.gov]
Sent: Wednesday, September 05, 2012 3:05 PM
To: Griffin, Lisa L (Finance)
Subject: RE: FMC CT Scanner REER Documentation

Hi Lisa,

I am just looking for a statement (can be sent via email) can be from you or the vendor – whichever is more convenient - as to exactly what is happening with the equipment – ie. Being sent out of state, placed in another facility- etc. Thanks.

Kim

Kim Randolph
Certificate of Need Section
(919) 855-3878
kimberly.randolph@dhhs.nc.gov

Email correspondence to and from this address is subject to the North Carolina Public Records Law and may be disclosed to third parties by an authorized State official. Unauthorized disclosure of juvenile, health, legally privileged, or otherwise confidential information, including confidential information relating to an ongoing State procurement effort, is prohibited by law. If you have received this e-mail in error, please notify the sender immediately and delete all records of this e-mail.

From: Griffin, Lisa L (Finance) [mailto:llgriffin@novanthealth.org]
Sent: Wednesday, September 05, 2012 2:52 PM
To: Randolph, Kimberly M
Subject: FMC CT Scanner REER Documentation

Hi Kim,

I've been out of the office but should be back tomorrow, so I just got your voicemail message regarding additional documentation surrounding the removal of the old CT scanner at FMC. Do you want a letter from the vendor on this? Please advise what is preferable to resolve this issue.

9/6/2012

Thanks,

---Lisa Griffin
(704) 384 - 3462

This message and any included attachments are from NOVANT HEALTH INC. and are intended only for the addressee(s). The information contained herein may include trade secrets or privileged or otherwise confidential information. Unauthorized review, forwarding, printing, copying, distributing, or using such information is strictly prohibited and may be unlawful. If you received this message in error, or have reason to believe you are not authorized to receive it, please promptly delete this message and notify the sender by e-mail. If you believe that any information contained in this message is disparaging or harassing or if you find it objectionable please contact Novant Health, Inc. at 1-800-350-0094 or forward the e-mail to reports@novanthealth.org. Thank you.

This message and any included attachments are from NOVANT HEALTH INC. and are intended only for the addressee(s). The information contained herein may include trade secrets or privileged or otherwise confidential information. Unauthorized review, forwarding, printing, copying, distributing, or using such information is strictly prohibited and may be unlawful. If you received this message in error, or have reason to believe you are not authorized to receive it, please promptly delete this message and notify the sender by e-mail. If you believe that any information contained in this message is disparaging or harassing or if you find it objectionable please contact Novant Health, Inc. at 1-800-350-0094 or forward the e-mail to reports@novanthealth.org. Thank you.

Randolph, Kimberly M

From: Griffin, Lisa L. (Finance) [lgriffin@novanthealth.org]
Sent: Tuesday, August 28, 2012 1:42 PM
To: Randolph, Kimberly M
Cc: Freedy, Barbara
Subject: FMC CT Scanner Request for a Replacement Equipment Exemption
Attachments: FMC CT Scanner REER to Agency 08 28 12.pdf

Good afternoon, Kim:

Attached are the cover letter and related attachments for Forsyth Medical Center's proposed project to replace the CT Scanner at the hospital. A hardcopy original version will also be sent out today in addition to this electronic one.

Please confirm that you have received this email. Let me know if you have any questions or need any information now or upon your review of this request.

Sincerely,

Lisa Griffin

Manager, Certificate of Need
Novant Health, Inc.
Phone: (704) 384 - 3462
Fax: (704) 316 - 9571
Mail & Physical Address:
1900 Randolph Rd., Suite 410
Charlotte, NC 28207

This message and any included attachments are from NOVANT HEALTH INC. and are intended only for the addressee(s). The information contained herein may include trade secrets or privileged or otherwise confidential information. Unauthorized review, forwarding, printing, copying, distributing, or using such information is strictly prohibited and may be unlawful. If you received this message in error, or have reason to believe you are not authorized to receive it, please promptly delete this message and notify the sender by e-mail. If you believe that any information contained in this message is disparaging or harassing or if you find it objectionable please contact Novant Health, Inc. at 1-800-350-0094 or forward the e-mail to reports@novanthealth.org. Thank you.

Randolph, Kimberly M

From: Randolph, Kimberly M
Sent: Tuesday, August 28, 2012 3:01 PM
To: 'Griffin, Lisa L (Finance)'
Subject: RE: FMC CT Scanner Request for a Replacement Equipment Exemption
Hi Lisa,

Confirming receipt of your email and the 16 page attachment. Thanks.

Kim

Kim Randolph
Certificate of Need Section
(919) 855-3878
kimberly.randolph@dhhs.nc.gov

Email correspondence to and from this address is subject to the North Carolina Public Records Law and may be disclosed to third parties by an authorized State official. Unauthorized disclosure of juvenile, health, legally privileged, or otherwise confidential information, including confidential information relating to an ongoing State procurement effort, is prohibited by law. If you have received this e-mail in error, please notify the sender immediately and delete all records of this e-mail.

From: Griffin, Lisa L (Finance) [mailto:llgriffin@novanthealth.org]
Sent: Tuesday, August 28, 2012 1:42 PM
To: Randolph, Kimberly M
Cc: Freedy, Barbara
Subject: FMC CT Scanner Request for a Replacement Equipment Exemption

Good afternoon, Kim:

Attached are the cover letter and related attachments for Forsyth Medical Center's proposed project to replace the CT Scanner at the hospital. A hardcopy original version will also be sent out today in addition to this electronic one.

Please confirm that you have received this email. Let me know if you have any questions or need any information now or upon your review of this request.

Sincerely,

Lisa Griffin
Manager, Certificate of Need
Novant Health, Inc.
Phone: (704) 384 - 3462
Fax: (704) 316 - 9571
Mail & Physical Address:
1900 Randolph Rd., Suite 410
Charlotte, NC 28207

This message and any included attachments are from NOVANT HEALTH INC. and are intended only for the addressee(s). The information contained herein may include trade secrets or privileged or otherwise confidential information. Unauthorized review, forwarding, printing, copying, distributing, or using such information is strictly prohibited and may be unlawful. If you received this message in error, or have reason to believe you are not authorized to receive it, please promptly delete this message and notify the sender by e-mail. If you believe that any information contained in this message is disparaging or harassing or if you find it objectionable please contact Novant Health, Inc. at 1-800-350-0094 or forward the e-mail to reports@novanthealth.org. Thank you.

8/28/2012



Remarkable People. Remarkable Medicine.

August 28, 2012

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 - CT Scanner at Novant Health's
Forsyth Medical Center (FMC); Forsyth County

Dear Ms. Randolph:

This letter outlines Forsyth Medical Center's (FMC's) project to replace an existing 4-slice CT scanner with a new 64-slice CT scanner to be located at the hospital in the Radiology Department. See Attachment A for the vendor quote. The estimated total cost to acquire equipment and implement the project is \$1,298,941 of which the equipment cost is \$900,000. This project cost does not include: sales, property or excise taxes since FMC is a non-profit, tax-exempt organization and is not subject to these taxes. In addition, the expense for on-site training on the new unit for the radiology staff is covered by the vendor quote on Pages 5 and 6. The existing equipment is to be removed by Siemens Medical Solutions for an estimated \$70,000 (see Page 1 of the 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).

This exempt project will replace a functionally similar equipment item and will not increase the inventory of approved CT scanners in Forsyth County. The existing CT scanner is used for diagnostic CT scans and the replacement CT scanner will be used for diagnostic CT scans at FMC. The proposed new CT scanner 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.

Pursuant to 10A NCAC 14C.0303 the proposed CT scanner 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 (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).

FMC's acquisition of the replacement CT scanner 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 \$1,298,941. 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 FMC'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.

Kimberly Randolph
August 28, 2012
Replacement Equipment Request – FMC CT Scanner
Page 3

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

File: FMC CT REER Cover Letter 08 28 12.doc

Attachment A

SIEMENS

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

SIEMENS REPRESENTATIVE
Stuart Wadley - (919) 605-9227

Customer Number: 000006208

Date: 8/15/2012

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

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>
SOMATOM Definition AS 64-slice Configuration Excel Edition	2
General Terms and Conditions	7
Warranty Information	14

Proposal valid until 10/31/2012

Trade-in of existing Siemens CT scanner required.

POS service agreement required.

Quote valid until October 31, 2012.

Promotional trade-in value of \$70,000 and deinstallation of existing Siemens CT scanner included.

*added to CW
(13) OF CAPITAL
COSTS WORKSHEET*

Accepted and Agreed to by:

Siemens Medical Solutions USA, Inc.

FORSYTH MEDICAL CENTER

By (sign): _____
Name: Stuart Wadley
Title: Account Executive
Date: _____

By (sign): _____
Name: _____
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 Wadley - (919) 605-9227

Quote Nr: 1-3KFWCY Rev. 2

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

Purchasing Agreement: MedAssets

MedAssets terms and conditions apply to Quote
Nr 1-3KFWCY

SOMATOM Definition AS 64-slice Configuration Excel Edition

All items listed below are included for this system:

Qty	Part No.	Item Description
1	14420814	SOMATOM Definition AS(64 Excel Ed.) The SOMATOM Definition AS (AS Excel Edition, 64-slice configuration) is Siemens' state-of-the-art single source CT that offers the possibility to maximize clinical outcome and to minimize radiation dose. The ultimate goal is to provide medical professionals more time to take better care of their patients. With this, it is set to raise the standard of patient-centric productivity. Using Siemens' z-Sharp technology the SOMATOM Definition AS can provide fast sub-millimeter volume coverage and very high spatial resolution. The high rotation time of 0.33 seconds delivers excellent temporal resolution. With Siemens' new FAST - Fully Assisting Scanner Technologies - the SOMATOM Definition AS can simplify typically time consuming and complex procedures: the scanning process gets more intuitive and the results become more reproducible. Its comprehensive low dose portfolio includes many unique features like CARE kV that sets the ideal voltage for every examination or industry's first Adaptive Dose Shield that prevents clinically irrelevant over radiation in spiral scanning. Additionally, its large bore of 78 cm opens CT to all patients, meaning that virtually no patient is excluded.
1	14408328	ELEVATE O Definition AS Elevate from an old Siemens CT scanner to a new SOMATOM Definition AS.
1	14420773	FAST CARE Platform Siemens' unique FAST CARE platform is set to raise the standard of patient-centric productivity. Utilizing FAST - Fully Assisting Scanner Technologies -, typically time-consuming and complex procedures during the scan process are extremely simplified and automated, not only improving workflow efficiency, but optimizing the overall clinical outcome by creating reproducible results, making diagnosis more reliable and reducing patient burden through streamlined examinations. Siemens' desire for as little radiation exposure as possible lies at the heart of the CARE - Combined Applications to Reduce Exposure - research and development philosophy offering a unique portfolio of dose saving features, many of them being introduced as industry's first.
1	14420771	CARE Child Dedicated pediatric CT imaging, including 70 kV scan modes and specific CARE Dose4D curves and protocols
1	14419143	syngo 3D BoneRemoval #AWP Simple, automated bone removal functionality for the syngo 3D application. Preconfigured algorithms for angiography and hip/pelvis fracture scenarios are included to facilitate fast removal of bone structure for three dimensional presentation and analysis of CT data.
1	14419144	DICOM SR Viewer #AWP The DICOM SR (structured report) Viewer allows to read reports created with specific applications (e.g. Circulation, Lung Care, Calcium Scoring and Onco) without the application itself being on the respective computer.
1	14419142	Workstream 4D #AWP WorkStream 4D further enhances the already superb workflow of the SOMATOM Definition AS CT system by offering direct generation of sagittal, coronal, oblique or double-oblique reconstructed images directly from CT raw data as part of the CT protocol.

SIEMENS

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

SIEMENS REPRESENTATIVE
Stuart Wadley - (919) 605-9227

Qty	Part No.	Item Description
1	14420824	Standard IRS Reconstruction computer for the preprocessing and reconstruction of the CT raw data. The reconstruction computer contains a cluster of 2 high-performance GPU boards performing the preprocessing and reconstruction of the CT data. The raw data memory is 900 GByte. The peak recon performance is 40 frames/sec.
1	14428058	Gantry tilt incl. tilted spiral Allows for sequential scanning with a tilted gantry between +/- 30°, depending on the vertical position of the table. Using the gantry tilt sensitive organs (like eye lenses) can be moved out of the scan range or it eases access during interventional procedures. The tilted spiral allows to utilize the gantry tilt for spiral scan modes.
1	14408111	Extended Field of View #AWP Software program with special reconstruction algorithms that allow for visualization of objects using a FOV up to 78 cm (non-diagnostic image quality). License to use software on a single unit.
1	14408152	UHR UHR mode delivers Ultra High resolution in plane of up to 24lp/cm for high defined imaging of small structures such as inner ear, joints or fractures of the bone
1	14408032	Rear cover incl. gantry panels Rear Cover including gantry control panels with control functionality from the backside.
1	14408094	Keyboard English Keyboard in the above-mentioned language.
1	14408023	Cooling System Water Water heat exchanger for the dissipation of heat loss generated in the gantry to an environmentally friendly cooling water circulation system. This optimizes system availability independently of the ambient conditions. System operating temperature: 18 - 28 degrees C, 18 - 75 % rel. humidity (not condensing).
1	14408026	Hose pipe insulated 30 m Hose pipes to connect the "Cooling System" with the gantry.
1	14408031	Cable loom 25 m Cable loom used to connect the power distribution system (PDS) with the gantry.
1	14420766	SAFIRE #AWP The Sinogram Affirmed Iterative Reconstruction (SAFIRE) enhances spatial resolution, reduces image noise and increases sharpness by introducing multiple iteration steps in the reconstruction process. The resulting superior image quality enables to reduce dose by up to 60%*. *In clinical practice, the use of SAFIRE may reduce CT patient dose depending on the clinical task, patient size, anatomical location, and clinical practice. A consultation with a radiologist and a physicist should be made to determine the appropriate dose to obtain diagnostic image quality for the particular clinical task. The following test method was used to determine a 54 to 60% dose reduction when using the SAFIRE reconstruction software. Noise, CT numbers, homogeneity, low-contrast resolution and high contrast resolution were assessed in a Gammex 438 phantom. Low dose data reconstructed with SAFIRE showed the same image quality compared to full dose data based on this test. Data on file.
1	14420778	Multi Purpose Table Patient table to support up to 200cm scan range. Motor-driven table height adjustment from min. 48 cm to max. 92 cm, longitudinal movement of the tabletop 200 cm in increments of 0.5 mm, positioning accuracy +/- 0.25 mm from any direction. Horizontal scan range 200 cm. Table height can be controlled alternatively by means of foot switch (2 each on both sides of the patient table). In the case of emergency stop or power failure, the tabletop can also be moved manually in horizontal direction. Max. table load: 227 kg/500 lbs, Table feed speed: 2-200 mm/s, Distance between gantry front and table base 40 cm. Positioning aids: Positioning mattress, mattress protector, head-arm support (inclusive cushion), and non-tiltable head holders with positioning cushion set, patient restraining system for head fixation, restraining-strap set with body fixation strap that can be directly connected to the patient table top, headrest, table extension with positioning mattress, knee-leg support.
1	14408217	High Cap. Patient & Trauma Tab.Top The high capacity and trauma table top offers the capability to support up to 300 kg/660 lbs of patient weight. It allows easy positioning and transfer from and to the table, due to its flat surface. Special accessories and an extended table top width of 530 mm ensure a safe and comfortable positioning for obese patients.
1	14408218	High Cap. Patient & Trauma Acc Kit The High capacity and Trauma accessory kit contains additional Patient restraint set with a width of 400mm and additional table extensions for feet and head.

SIEMENS

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

SIEMENS REPRESENTATIVE
Stuart Wadley - (919) 605-9227

Qty	Part No.	Item Description
1	14414734	Mattress for Bariatric Table Top This mat is used for scanning non-bariatric patients on the flat, bariatric table top. Placing this mat on the bariatric table top eliminates the need to exchange the table top when non-bariatric patients are scanned. This mat has a curved profile and enables comfortable positioning of non-bariatric patients.
1	14408037	HeartView CT Scanning technique and program for ECG controlled data acquisition and image reconstruction with SOMATOM. The package comprises: HeartView CT option on the syngo Acquisition Workplace console for the ECG-controlled acquisition and reconstruction of artifactfree images of the heart. The ECG signal is supplied by an ECG device integrated in the gantry. The use of the software of this option is restricted to a single system unit.
1	14408219	Physiological Monitoring Module The Physiological Monitoring Module allows to connect a 3 Channel ECG cable for ECG controlled cardiac acquisition.
2	14408040	ECG cable IEC2 #D ECG cable, IEC2 (AHA/US color coding).
1	14408302	Adapt. 3D Intervent. Suite Wireless The complete solution for 2D and 3D non fluoroscopic and 2D fluoroscopic minimal invasive volume interventions. The Adaptive 3D Intervention Suite contains Adaptive 3D Intervention for 3D volume intervention. Intervention Pro for spiral and sequential non- fluoroscopic interventional procedures and complete organ coverage with maximal flexibility and with minimal single click effort i-Fluoro CT for CT allows for 2 dimensional interventional fluoroscopic procedures i-Control CT supports interventional procedures as independent remote unit Foot switch for radiation release (x-ray).
1	14420921	Table Side Rails Side rails enable the quick and easy attachment of additional accessories such as an infusion bottle holder and i-control intervention module to the standard patient table.
1	14408105	Dual 19" Monitor #AWP Second 19-Inch monitor for the Acquisition workplace (AWP)
1	14408306	Dual-Monitor Cart Intervention Mobile equipment cart for the accommodation and safe installation of one or two monitors in the examination room.
1	14408319	19" flat screen monitor The 19" monitor option supports CT interventions and CT fluoroscopy with a display in the examination room.
1	14408106	syngo Security Package #AWP Software option for syngo based SOMATOM systems, providing enhanced security features including user management and audit trail functionality.
1	14408114	syngo CT Workplace #CTWP The syngo CT Workplace is a dedicated CT processing workplace that provides instant access to image and scan data via a shared database with the syngo Acquisition Workplace.
1	14420796	Standard Kit #CTWP Graphics accelerator Quadro FX 1800 1280x1024, 768MB Standard RAM storage 8 GB
1	14420798	SAFIRE #CTWP The Sinogram Affirmed Iterative Reconstruction (SAFIRE) enhances spatial resolution, reduces image noise and increases sharpness by introducing multiple iteration steps in the reconstruction process. The resulting superior image quality enables to reduce dose by up to 60%*. *In clinical practice, the use of SAFIRE may reduce CT patient dose depending on the clinical task, patient size, anatomical location, and clinical practice. A consultation with a radiologist and a physicist should be made to determine the appropriate dose to obtain diagnostic image quality for the particular clinical task. The following test method was used to determine a 54 to 60% dose reduction when using the SAFIRE reconstruction software. Noise, CT numbers, homogeneity, low-contrast resolution and high contrast resolution were assessed in a Gammex 438 phantom. Low dose data reconstructed with SAFIRE showed the same image quality compared to full dose data based on this test. Data on file.
1	14408128	syngo Security Package #D# CTWP Software option for syngo based SOMATOM systems, providing enhanced security features including user management and audit trail functionality.

SIEMENS

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

SIEMENS REPRESENTATIVE
Stuart Wadley - (919) 605-9227

Qty	Part No.	Item Description
1	14408094	Keyboard English Keyboard in the above-mentioned language.
1	14408134	Cable 25m #CTWP 25 meter connection between CT workplace and CT system. Contains both, power and network connection between workplace and the CT system, makes additional power supply unnecessary.
1	CT_PM	CT Project Management A Siemens Project Manager (PM) will be the single point of contact for the implementation of your Siemens equipment. The assigned PM will work with the customer's facilities management, architect or building contractor to assist you in ensuring that your site is ready for installation. Your PM will provide initial and final drawings and will coordinate the scheduling of the equipment, installation, and rigging, as well as the initiation of on-site clinical education.
		CT2DEFFAM- Somatom Definition Family incld. Definition AS/AS+, Definition Flash System (13 Days) \$21,300.00 (Includes all e-learning- WBT CT5DEFFLUP access information prior to attending the course)
1	CT_BIOMED_T RN	
1	CT_BUDG_AD DL_RIG	Budgetary Add'l/Out of Scope Rigging \$4,900
1	CT_STD_RIG_I NST	CT Standard Rigging and Installation This quotation includes standard rigging and installation of your CT new system. Standard rigging into a room with reasonable access, as determined by Siemens Project Management, during standard working hours (Mon. - Fri./ 8 a.m. to 5 p.m.) It remains the responsibility of the Customer to prepare the room in accordance with the SIEMENS planning documents. Any special rigging requirements (Crane, stairs, etc.) and/or special site requirements (e.g. removal of existing systems, etc.) is an incremental cost and the responsibility of the Customer. All other "out of scope" charges (not covered by the standard rigging and installation) will be identified during the site assessment and remain the responsibility of the Customer.
1	CT_STD_DEIN STALL	CT Standard De-Installation
1	CTSP4002	CT SLICKER; SENSATION AND VOLUME ZOOM
1	4SPAS014	Low Contrast CT Phantom & Holder
1	APTTE4XGA24 ODC	HARDWIRED TYPE 2 Surge protective Device
1	CT_PR_AS64X _EO_BON	AS64 Excel Elevate O Bonus
1	M2SCT222LDF	Stellant Dual Flow CT Inj.(Ceiling-long)
3	CT_DEFSYNG O_BCLS	Definition Systems Basic syngo Class Tuition for (1) imaging professional to attend Siemens Classroom Course at Siemens Training Center. The objectives of this basic syngo class are to introduce the user to the Siemens SOMATOM CT Definition user interface of the syngo platform, scanning parameters and their effect on image quality, and instructions on building protocols, demonstration of software functions, and hands-on sessions. 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	CT_INITIAL_32	Initial onsite training 32 hrs 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.
1	CT_FOLLOWU P_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.

SIEMENS

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

SIEMENS REPRESENTATIVE
Stuart Wadley - (919) 605-9227

Qty	Part No.	Item Description
1	CT_ADD_32	Additonal onsite training 32 hours 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 if applicable. 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	CT_IKMSUITE_ ECLS	CT syngo Security Virtual Instructor Led Tuition for up to (4) professionals to participate in a Siemens instructor led virtual class. The objectives of this virtual class are to introduce the user interface and configuration options of the syngo Security Package. The training is best suited for the IT 6 and/or PACS administrator. The virtual setting allows the participant to benefit from a 4 hour online virtual training session without the need to travel to a Siemens training center. 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.

System Total: \$900,000

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.

ACCESSORIES: Don't forget to ask us about our line of OEM imaging accessories to complete your purchase. All accessories can be purchased or financed as part of this order. To purchase accessories directly or to receive our accessories catalog, please call us directly at 1-888-222-9944 ext. 7 or contact your local Sales Representative.

COMPLIANCE: Compliance with legal and internal regulations is an integral part of all business processes at Siemens. Possible infringements can be reported to our Helpdesk "Tell us" function at www.siemens.com/tell-us.

Attachment B

PROPOSED CAPITAL COSTS

Project Name: **Replace CT Scanner in Radiology**

August 28, 2012

Proponent: **Forsyth Medical Center/Novant Health, Inc.**

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		
	Sub-Total Cost of Materials	\$	129,361.00
(9)	Cost of Labor GC Labor	\$	105,840.00
(10)	Other - (SPECIFY)	\$	-
(11)	Sub-Total Construction Contract	\$	235,201.00

C. Miscellaneous Project Costs

(12)	Building Purchase	\$	-
(13)	Fixed Equipment Purchase/Lease	\$	900,000.00
	Other (Removal & Trade-in) <i>see quote at Attachment A</i>	\$	70,000.00
	Other (Contingency)	\$	63,619.00
(14)	Movable Equipment Purchase/Lease	\$	-
(15)	Furniture	\$	1,800.00
(16)	Landscaping	\$	-
(17)	Consult Fees		
	Architect and Engineering Fees	\$	24,820.00
	Market Analysis	\$	-
	Other - (MEP surveys)	\$	-
	Sub-Total Consultant Fees	\$	24,820.00
(18)	Financing Costs (e.g. Bond Loan, etc)	\$	-
(19)	Interest During Construction	\$	-
(20)	Other (fees and permits)	\$	1,547.00
	Other (IT Costs)	\$	1,954.00
(21)	Sub-Total Miscellaneous	\$	1,063,740.00
(22)	Total Capital Cost of Project (Sum A-C above)	\$	1,298,941.00

Attachment C



architecture

engineering

interior design

planning

August 24, 2012

Mr. Mike Bolt
Novant Health
Planning, Design and Construction
3600 Country Club Road, Suite 102
Winston-Salem, North Carolina 27104

Re: Forsyth Medical Center
CT Scan A Equipment Replacement
Winston-Salem, North Carolina

Dear Mike:

We have prepared our estimate for the CT Scan "A" Equipment Replacement project. We estimate the construction labor cost will be \$105,840.00 and the construction material cost will be \$129,361.00. Therefore we estimate the total construction cost to be \$235,201.00.

The architectural and engineering design fees and project reimbursables are \$24,820.00. Therefore, the total estimated construction cost including fees and reimbursables is \$260,021.00.

If I can be of further assistance, please do not hesitate to contact me.

Sincerely,

PETERSON ASSOCIATES, p.a.

Nelson C. Soggs, AIA, LEED AP, Associate
Project Architect

NCS/jtj

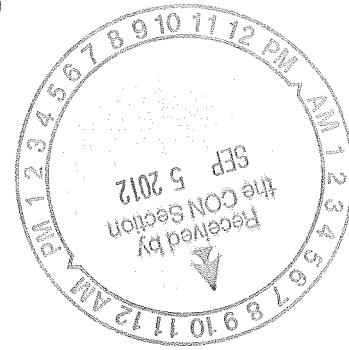
6546-00

2115 Rexford Road
Suite 500
Charlotte, NC 28211
P 704.364.3400
F 704.364.7080

Attachment D

EQUIPMENT COMPARISON

Forsyth Medical Center - CT Scanner Equipment	EXISTING EQUIPMENT	REPLACEMENT EQUIPMENT
Type of Equipment (List Each Component)	CT Scanner - 4 slice	CT Scanner - 64 slice
Manufacturer of Equipment	Siemens	Siemens
Tesla Rating for MRIs	N/A	N/A
Model Number	Sensation 4	Somatom Definition AS 64
Serial Number	02106S50L	TBD
Provider's Method of Identifying 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	April 2002	TBD upon approval
Dues Provider Hold Title to Equipment or Have a Capital Lease?	Title	Title to be held by Forsyth Medical Center upon purchase
Specify if Equipment Was/Is New or Used When Acquired	New	New
Total Capital Cost of Project (Including Construction, etc.) <Use Attached Form>	NA	\$ 1,298,941
Total Cost of Equipment	\$ 993, 121	\$ 900,000
Fair Market Value of Equipment	NA	\$ 900,000
Net Purchase Price of Equipment	NA	\$ 900,000
Locations Where Operated	Forsyth Medical Center	Forsyth Medical Center
Number Days In Use/To Be Used in N.C. Per Year	365	365
Percent of Change in Patient Charges (by Procedure)	NA	None
Percent of Change in Per Procedure Operating Expenses (by Procedure)	NA	None
Type of Procedures Currently Performed on Existing Equipment	CT Imaging	NA
Type of Procedures New Equipment is Capable of Performing	NA	CT Imaging



August 28, 2012

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 - CT Scanner at Novant Health's
Forsyth Medical Center (FMC); Forsyth County

Dear Ms. Randolph:

This letter outlines Forsyth Medical Center's (FMC's) project to replace an existing 4-slice CT scanner with a new 64-slice CT scanner to be located at the hospital in the Radiology Department. See Attachment A for the vendor quote. The estimated total cost to acquire equipment and implement the project is \$1,298,941 of which the equipment cost is \$900,000. This project cost does not include: sales, property or excise taxes since FMC is a non-profit, tax-exempt organization and is not subject to these taxes. In addition, the expense for on-site training on the new unit for the radiology staff is covered by the vendor quote on Pages 5 and 6. The existing equipment is to be removed by Siemens Medical Solutions for an estimated \$70,000 (see Page 1 of the 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).

This exempt project will replace a functionally similar equipment item and will not increase the inventory of approved CT scanners in Forsyth County. The existing CT scanner is used for diagnostic CT scans and the replacement CT scanner will be used for diagnostic CT scans at FMC. The proposed new CT scanner 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.

Pursuant to 10A NCAC 14C.0303 the proposed CT scanner 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 (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).

FMC's acquisition of the replacement CT scanner 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 \$1,298,941. 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 FMC'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.

Kimberly Randolph
August 28, 2012
Replacement Equipment Request – FMC CT Scanner
Page 3

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

File: FMC CT REER Cover Letter 08 28 12.doc

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: 0000006208

Date: 8/15/2012

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

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>
SOMATOM Definition AS 64-slice Configuration Excel Edition	2
General Terms and Conditions	7
Warranty Information	14

Proposal valid until 10/31/2012

Trade-in of existing Siemens CT scanner required.

POS service agreement required.

Quote valid until October 31, 2012.

Promotional trade-in value of \$70,000 and deinstallation of existing Siemens CT scanner included.

*added to CW
(13) OF CAPITAL
COSTS WORKSHEET*

Accepted and Agreed to by:

Siemens Medical Solutions USA, Inc.

FORSYTH MEDICAL CENTER

By (sign): _____
Name: Stuart Waddey
Title: Account Executive
Date: _____

By (sign): _____
Name: _____
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 Wadley - (919) 605-9227

Quote Nr: 1-3KFWCY Rev. 2

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

Purchasing Agreement: MedAssets

MedAssets terms and conditions apply to Quote
Nr 1-3KFWCY

SOMATOM Definition AS 64-slice Configuration Excel Edition

All items listed below are included for this system:

Qty	Part No.	Item Description
1	14420814	SOMATOM Definition AS(64 Excel Ed.) The SOMATOM Definition AS (AS Excel Edition, 64-slice configuration) is Siemens' state-of-the-art single source CT that offers the possibility to maximize clinical outcome and to minimize radiation dose. The ultimate goal is to provide medical professionals more time to take better care of their patients. With this, it is set to raise the standard of patient-centric productivity. Using Siemens' z-Sharp technology the SOMATOM Definition AS can provide fast sub-millimeter volume coverage and very high spatial resolution. The high rotation time of 0.33 seconds delivers excellent temporal resolution. With Siemens' new FAST - Fully Assisting Scanner Technologies - the SOMATOM Definition AS can simplify typically time consuming and complex procedures: the scanning process gets more intuitive and the results become more reproducible. Its comprehensive low dose portfolio includes many unique features like CARE kV that sets the ideal voltage for every examination or industry's first Adaptive Dose Shield that prevents clinically irrelevant over radiation in spiral scanning. Additionally, its large bore of 78 cm opens CT to all patients, meaning that virtually no patient is excluded.
1	14408328	ELEVATE O Definition AS Elevate from an old Siemens CT scanner to a new SOMATOM Definition AS.
1	14420773	FAST CARE Platform Siemens' unique FAST CARE platform is set to raise the standard of patient-centric productivity. Utilizing FAST - Fully Assisting Scanner Technologies -, typically time-consuming and complex procedures during the scan process are extremely simplified and automated, not only improving workflow efficiency, but optimizing the overall clinical outcome by creating reproducible results, making diagnosis more reliable and reducing patient burden through streamlined examinations. Siemens' desire for as little radiation exposure as possible lies at the heart of the CARE - Combined Applications to Reduce Exposure - research and development philosophy offering a unique portfolio of dose saving features, many of them being introduced as industry's first.
1	14420771	CARE Child Dedicated pediatric CT imaging, including 70 kV scan modes and specific CARE Dose4D curves and protocols
1	14419143	syngo 3D BoneRemoval #AWP Simple, automated bone removal functionality for the syngo 3D application. Preconfigured algorithms for angiography and hip/pelvis fracture scenarios are included to facilitate fast removal of bone structure for three dimensional presentation and analysis of CT data.
1	14419144	DICOM SR Viewer #AWP The DICOM SR (structured report) Viewer allows to read reports created with specific applications (e.g. Circulation, Lung Care, Calcium Scoring and Onco) without the application itself being on the respective computer.
1	14419142	Workstream 4D #AWP WorkStream 4D further enhances the already superb workflow of the SOMATOM Definition AS CT system by offering direct generation of sagittal, coronal, oblique or double-oblique reconstructed images directly from CT raw data as part of the CT protocol.

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
1	14420824	Standard IRS Reconstruction computer for the preprocessing and reconstruction of the CT raw data. The reconstruction computer contains a cluster of 2 high-performance GPU boards performing the preprocessing and reconstruction of the CT data. The raw data memory is 900 GByte. The peak recon performance is 40 frames/sec.
1	14428058	Gantry tilt incl. tilted spiral Allows for sequential scanning with a tilted gantry between +/- 30°, depending on the vertical position of the table. Using the gantry tilt sensitive organs (like eye lenses) can be moved out of the scan range or it eases access during interventional procedures. The tilted spiral allows to utilize the gantry tilt for spiral scan modes.
1	14408111	Extended Field of View #AWP Software program with special reconstruction algorithms that allow for visualization of objects using a FOV up to 78 cm (non-diagnostic image quality). License to use software on a single unit.
1	14408152	UHR UHR mode delivers Ultra High resolution in plane of up to 24lp/cm for high defined imaging of small structures such as inner ear, joints or fractures of the bone
1	14408032	Rear cover incl. gantry panels Rear Cover including gantry control panels with control functionality from the backside.
1	14408094	Keyboard English Keyboard in the above-mentioned language.
1	14408023	Cooling System Water Water heat exchanger for the dissipation of heat loss generated in the gantry to an environmentally friendly cooling water circulation system. This optimizes system availability independently of the ambient conditions. System operating temperature: 18 - 28 degrees C, 18 - 75 % rel. humidity (not condensing).
1	14408026	Hose pipe insulated 30 m Hose pipes to connect the "Cooling System" with the gantry.
1	14408031	Cable loom 25 m Cable loom used to connect the power distribution system (PDS) with the gantry.
1	14420766	SAFIRE #AWP The Sinogram Affirmed Iterative Reconstruction (SAFIRE) enhances spatial resolution, reduces image noise and increases sharpness by introducing multiple iteration steps in the reconstruction process. The resulting superior image quality enables to reduce dose by up to 60%*. *In clinical practice, the use of SAFIRE may reduce CT patient dose depending on the clinical task, patient size, anatomical location, and clinical practice. A consultation with a radiologist and a physicist should be made to determine the appropriate dose to obtain diagnostic image quality for the particular clinical task. The following test method was used to determine a 54 to 60% dose reduction when using the SAFIRE reconstruction software. Noise, CT numbers, homogeneity, low-contrast resolution and high contrast resolution were assessed in a Gammex 438 phantom. Low dose data reconstructed with SAFIRE showed the same image quality compared to full dose data based on this test. Data on file.
1	14420778	Multi Purpose Table Patient table to support up to 200cm scan range. Motor-driven table height adjustment from min. 48 cm to max. 92 cm, longitudinal movement of the tabletop 200 cm in increments of 0.5 mm, positioning accuracy +/- 0.25 mm from any direction. Horizontal scan range 200 cm. Table height can be controlled alternatively by means of foot switch (2 each on both sides of the patient table). In the case of emergency stop or power failure, the tabletop can also be moved manually in horizontal direction. Max. table load: 227 kg/500 lbs, Table feed speed: 2-200 mm/s, Distance between gantry front and table base 40 cm. Positioning aids: Positioning mattress, mattress protector, head-arm support (inclusive cushion), and non-tiltable head holders with positioning cushion set, patient restraining system for head fixation, restraining-strap set with body fixation strap that can be directly connected to the patient table top, headrest, table extension with positioning mattress, knee-leg support.
1	14408217	High Cap. Patient & Trauma Tab.Top The high capacity and trauma table top offers the capability to support up to 300 kg/660 lbs of patient weight. It allows easy positioning and transfer from and to the table, due to its flat surface. Special accessories and an extended table top width of 530 mm ensure a safe and comfortable positioning for obese patients.
1	14408218	High Cap. Patient & Trauma Acc Kit The High capacity and Trauma accessory kit contains additional Patient restraint set with a width of 400mm and additional table extensions for feet and head.

SIEMENS

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

SIEMENS REPRESENTATIVE
Stuart Wadley - (919) 605-9227

Qty	Part No.	Item Description
1	14414734	Mattress for Bariatric Table Top This mat is used for scanning non-bariatric patients on the flat, bariatric table top. Placing this mat on the bariatric table top eliminates the need to exchange the table top when non-bariatric patients are scanned. This mat has a curved profile and enables comfortable positioning of non-bariatric patients.
1	14408037	HeartView CT Scanning technique and program for ECG controlled data acquisition and image reconstruction with SOMATOM. The package comprises: HeartView CT option on the syngo Acquisition Workplace console for the ECG-controlled acquisition and reconstruction of artifactfree images of the heart. The ECG signal is supplied by an ECG device integrated in the gantry. The use of the software of this option is restricted to a single system unit.
1	14408219	Physiological Monitoring Module The Physiological Monitoring Module allows to connect a 3 Channel ECG cable for ECG controlled cardiac acquisition.
2	14408040	ECG cable IEC2 #D ECG cable, IEC2 (AHA/US color coding).
1	14408302	Adapt. 3D Intervent. Suite Wireless The complete solution for 2D and 3D non fluoroscopic and 2D fluoroscopic minimal invasive volume interventions. The Adaptive 3D Intervention Suite contains Adaptive 3D Intervention for 3D volume intervention. Intervention Pro for spiral and sequential non- fluoroscopic interventional procedures and complete organ coverage with maximal flexibility and with minimal single click effort i-Fluoro CT for CT allows for 2 dimensional interventional fluoroscopic procedures i-Control CT supports interventional procedures as independent remote unit Foot switch for radiation release (x-ray).
1	14420921	Table Side Rails Side rails enable the quick and easy attachment of additional accessories such as an infusion bottle holder and i-control intervention module to the standard patient table.
1	14408105	Dual 19" Monitor #AWP Second 19-inch monitor for the Acquisition workplace (AWP)
1	14408306	Dual-Monitor Cart Intervention Mobile equipment cart for the accommodation and safe installation of one or two monitors in the examination room.
1	14408319	19" flat screen monitor The 19" monitor option supports CT interventions and CT fluoroscopy with a display in the examination room.
1	14408106	syngo Security Package #AWP Software option for syngo based SOMATOM systems, providing enhanced security features including user management and audit trail functionality.
1	14408114	syngo CT Workplace #CTWP The syngo CT Workplace is a dedicated CT processing workplace that provides instant access to image and scan data via a shared database with the syngo Acquisition Workplace.
1	14420796	Standard Kit #CTWP Graphics accelerator Quadro FX 1800 1280x1024, 768MB Standard RAM storage 8 GB
1	14420798	SAFIRE #CTWP The Sinogram Affirmed Iterative Reconstruction (SAFIRE) enhances spatial resolution, reduces image noise and increases sharpness by introducing multiple iteration steps in the reconstruction process. The resulting superior image quality enables to reduce dose by up to 60%*. *In clinical practice, the use of SAFIRE may reduce CT patient dose depending on the clinical task, patient size, anatomical location, and clinical practice. A consultation with a radiologist and a physicist should be made to determine the appropriate dose to obtain diagnostic image quality for the particular clinical task. The following test method was used to determine a 54 to 60% dose reduction when using the SAFIRE reconstruction software. Noise, CT numbers, homogeneity, low-contrast resolution and high contrast resolution were assessed in a Gammex 438 phantom. Low dose data reconstructed with SAFIRE showed the same image quality compared to full dose data based on this test. Data on file.
1	14408128	syngo Security Package #D# CTWP Software option for syngo based SOMATOM systems, providing enhanced security features including user management and audit trail functionality.

SIEMENS

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

SIEMENS REPRESENTATIVE
 Stuart Wadley - (919) 605-9227

Qty	Part No.	Item Description
1	14408094	Keyboard English Keyboard in the above-mentioned language.
1	14408134	Cable 25m #CTWP 25 meter connection between CT workplace and CT system. Contains both, power and network connection between workplace and the CT system, makes additional power supply unnecessary.
1	CT_PM	CT Project Management A Siemens Project Manager (PM) will be the single point of contact for the implementation of your Siemens equipment. The assigned PM will work with the customer's facilities management, architect or building contractor to assist you in ensuring that your site is ready for installation. Your PM will provide initial and final drawings and will coordinate the scheduling of the equipment, installation, and rigging, as well as the initiation of on-site clinical education.
1	CT_BIOMED_T RN	CT2DEFFAM- Somatom Definition Family incld. Definition AS/AS+, Definition Flash System (13 Days) \$21,300.00 (Includes all e-learning- WBT CT5DEFFLUP access information prior to attending the course)
1	CT_BUDG_AD DL_RIG	Budgetary Add'l/Out of Scope Rigging \$4,900
1	CT_STD_RIG_I NST	CT Standard Rigging and Installation This quotation includes standard rigging and installation of your CT new system. Standard rigging into a room with reasonable access, as determined by Siemens Project Management, during standard working hours (Mon. - Fri./ 8 a.m. to 5 p.m.) It remains the responsibility of the Customer to prepare the room in accordance with the SIEMENS planning documents. Any special rigging requirements (Crane, stairs, etc.) and/or special site requirements (e.g. removal of existing systems, etc.) is an incremental cost and the responsibility of the Customer. All other "out of scope" charges (not covered by the standard rigging and installation) will be identified during the site assessment and remain the responsibility of the Customer.
1	CT_STD_DEIN STALL	CT Standard De-Installation
1	CTSP4002	CT SLICKER; SENSATION AND VOLUME ZOOM
1	4SPAS014	Low Contrast CT Phantom & Holder
1	APTTE4XGA24 0DC	HARDWIRED TYPE 2 Surge protective Device
1	CT_PR_AS64X _EO_BON	AS64 Excel Elevate O Bonus
1	M2SCT222LDF	Stellant Dual Flow CT Inj.(Ceiling-long)
3	CT_DEFSYNG O_BCLS	Definition Systems Basic syngo Class Tuition for (1) imaging professional to attend Siemens Classroom Course at Siemens Training Center. The objectives of this basic syngo class are to introduce the user to the Siemens SOMATOM CT Definition user interface of the syngo platform, scanning parameters and their effect on image quality, and instructions on building protocols, demonstration of software functions, and hands-on sessions. 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	CT_INITIAL_32	Initial onsite training 32 hrs 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.
1	CT_FOLLOWU P_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.

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
1	CT_ADD_32	Additional onsite training 32 hours 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 if applicable. 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	CT_IKMSUITE_ ECLS	CT syngo Security Virtual Instructor Led Tuition for up to (4) professionals to participate in a Siemens instructor led virtual class. The objectives of this virtual class are to introduce the user interface and configuration options of the syngo Security Package. The training is best suited for the IT 6 and/or PACS administrator. The virtual setting allows the participant to benefit from a 4 hour online virtual training session without the need to travel to a Siemens training center. 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.

System Total: \$900,000

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.

ACCESSORIES: Don't forget to ask us about our line of OEM imaging accessories to complete your purchase. All accessories can be purchased or financed as part of this order. To purchase accessories directly or to receive our accessories catalog, please call us directly at 1-888-222-9944 ext. 7 or contact your local Sales Representative.

COMPLIANCE: Compliance with legal and internal regulations is an integral part of all business processes at Siemens. Possible infringements can be reported to our Helpdesk "Tell us" function at www.siemens.com/tell-us.

Attachment B

Attachment C



architecture

engineering

interior design

planning

August 24, 2012

Mr. Mike Bolt
Novant Health
Planning, Design and Construction
3600 Country Club Road, Suite 102
Winston-Salem, North Carolina 27104

Re: Forsyth Medical Center
CT Scan A Equipment Replacement
Winston-Salem, North Carolina

Dear Mike:

We have prepared our estimate for the CT Scan "A" Equipment Replacement project. We estimate the construction labor cost will be \$105,840.00 and the construction material cost will be \$129,361.00. Therefore we estimate the total construction cost to be \$235,201.00.

The architectural and engineering design fees and project reimbursables are \$24,820.00. Therefore, the total estimated construction cost including fees and reimbursables is \$260,021.00.

If I can be of further assistance, please do not hesitate to contact me.

Sincerely,

PETERSON ASSOCIATES, p.a.

Nelson C. Soggs, AIA, LEED AP, Associate
Project Architect

NCS/jtj

6546-00

2115 Rexford Road
Suite 500
Charlotte, NC 28211
P 704.364.3400
F 704.364.7080

Attachment D

EQUIPMENT COMPARISON

Forsyth Medical Center - CT Scanner Equipment	EXISTING EQUIPMENT	REPLACEMENT EQUIPMENT
Type of Equipment (List Each Component)	CT Scanner - 4 slice	CT Scanner - 64 slice
Manufacturer of Equipment	Siemens	Siemens
Tesla Rating for MRIs	N/A	N/A
Model Number	Sensation 4	Somatom Definition AS 64
Serial Number	02106S50L	TBD
Provider's Method of Identifying 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	April 2002	TBD upon approval
Dues Provider Hold Title to Equipment or Have a Capital Lease?	Title	Title to be held by Forsyth Medical Center upon purchase
Specify if Equipment Was/Is New or Used When Acquired	New	New
Total Capital Cost of Project (Including Construction, etc.) <Use Attached Form>	NA	\$ 1,298,941
Total Cost of Equipment	\$ 993, 121	\$ 900,000
Fair Market Value of Equipment	NA	\$ 900,000
Net Purchase Price of Equipment	NA	\$ 900,000
Locations Where Operated	Forsyth Medical Center	Forsyth Medical Center
Number Days In Use/To Be Used in N.C. Per Year	365	365
Percent of Change in Patient Charges (by Procedure)	NA	None
Percent of Change in Per Procedure Operating Expenses (by Procedure)	NA	None
Type of Procedures Currently Performed on Existing Equipment	CT Imaging	NA
Type of Procedures New Equipment is Capable of Performing	NA	CT Imaging