



NC DEPARTMENT OF  
**HEALTH AND  
HUMAN SERVICES**

ROY COOPER • Governor  
MANDY COHEN, MD, MPH • Secretary  
MARK PAYNE • Director, Division of Health Service Regulation

VIA EMAIL ONLY

September 30, 2019

Andrea Gymer  
amgymer@novanthealth.org

**Exempt from Review – Replacement Equipment**

**Record #:** 3077  
**Facility Name:** Novant Health Forsyth Medical Center  
**FID #:** 923174  
**Business Name:** Novant Health, Inc.  
**Business #:** 1341  
**Project Description:** Replace existing CT Scanner  
**County:** Forsyth

Dear Ms. Gymer:

The Healthcare Planning and Certificate of Need Section, Division of Health Service Regulation (Agency), determined that based on your letter of September 13, 2019, the above referenced proposal is exempt from certificate of need review in accordance with N.C. Gen. Stat. §131E-184(f). Therefore, you may proceed to acquire without a certificate of need the Siemens Somatom Force CT scanner to replace the Siemens Somatom Sensation 64, Serial #54737 CT scanner. This determination is based on your representations that the existing unit will be sold or otherwise disposed of and will not be used again in the State without first obtaining a certificate of need if one is required.

Moreover, you need to contact the Agency's Construction, Radiation Protection, 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 separate determination. If you have any questions concerning this matter, please feel free to contact this office.

Sincerely,

  
Celia C. Inman  
Project Analyst

  
Martha J. Frisone  
Chief

cc: Construction Section, DHSR  
Radiation Protection Section, DHSR  
Acute and Home Care Licensure and Certification Section, DHSR

NC DEPARTMENT OF HEALTH AND HUMAN SERVICES • DIVISION OF HEALTH SERVICE REGULATION  
HEALTHCARE PLANNING AND CERTIFICATE OF NEED SECTION

LOCATION: 809 Ruggles Drive, Edgerton Building, Raleigh, NC 27603  
MAILING ADDRESS: 809 Ruggles Drive, 2704 Mail Service Center, Raleigh, NC 27699-2704  
<https://info.ncdhs.gov/dhsr/> • TEL: 919-855-3873

AN EQUAL OPPORTUNITY / AFFIRMATIVE ACTION EMPLOYER

September 25, 2019



**Via Email**

Celia Inman, Project Analyst, Certificate of Need  
N.C. Department of Health Service Regulation  
809 Ruggles Drive  
Raleigh, North Carolina 27603

2085 Frontis Plaza Boulevard  
Winston-Salem, NC 27103

Re: Novant Health Forsyth Medical Center  
Replacement of CT Scanner  
Winston-Salem, North Carolina (FID # 923174; Forsyth County)

Dear Ms. Inman:

Novant Health Forsyth Medical Center (NHFMC) intends to replace an existing CT Scanner located in the Radiology Department at the hospital in Winston-Salem, North Carolina pursuant to N.C. Gen. Stat. 131E-184(f). The existing CT Scanner is over thirteen years old and is past its useful life. Therefore, NHFMC will acquire a new Siemens Somatom Force CT Scanner. See **Attachment A** for the Equipment Quote. In addition, an injector is included. As part of the equipment cost, the vendor will provide onsite clinical training for the equipment. The existing equipment will be traded in and will be removed by the vendor and not used within North Carolina without appropriate CON notice. See page 8 of the equipment quote. The total capital cost for the proposed replacement equipment project is estimated to be \$2,403,035<sup>1</sup>. See **Attachment B** – Project Capital Cost.

NHFMC's project meets the requirements set forth in N.C. Gen. Stat. 131E-184(f) for "replacement equipment" that exceeds two million (\$2,000,000) threshold in the following ways:

**Main Campus:**

The existing and replacement CT Scanner equipment are and will be located in the Radiology Department at the Novant Health Forsyth Medical Center, which is located at 3333 Silas Creek Pkwy, Winston-Salem, North Carolina, 27103. At this location, NHFMC's President and COO, Chad Setliff's office is located in Administration on the Main Floor and from this location NHFMC provides clinical patient services and exercises financial and administrative control over the entire campus. See **Attachment C** for a campus map. The existing equipment is still in service as reported on the most recent annual License Renewal Application (LRA) in **Attachment D**.

**Previous Certificate of Need:**

The original certificate of need and any documentation of replacements is unavailable for this CT scanner. However, the annual License Renewal Application (LRA) in 2006, when this scanner was put in service indicates four (4) CT scanners in use at NHFMC. NHFMC still operates four CT scanners: 2 in Radiology and 2 in the Emergency Department. The existing scanner that is to be replaced is one of the reported CT scanners in the Radiology Department. See **Attachment D** for the LRA documentation.

<sup>1</sup> The project cost does not include sales, property or excise taxes as NHFMC is not subject to these taxes as a non-profit, tax-exempt organization.

Re: NHPMC Replacement of CT Scanner  
September 25, 2019  
Page 2

Replacement Equipment:

The proposed project meets the definition of "replacement equipment" found in G.S. 131E-176(22a) and 10A N.C.A.C 14C.0303 for the following reasons:

- (1) NHFMC will replace the existing CT Scanner equipment with the proposed equipment that is functionally similar and will be used for the same diagnostic purposes, although it possesses expanded capabilities due to technological improvements.
- (2) The proposed equipment will not be used to provide a new health service.
- (3) The acquisition of the proposed 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.

In support of our request, please find attached:

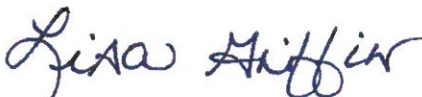
- Attachment A** – Vendor Equipment Quote
- Attachment B** – Project Capital Costs
- Attachment C** – Main Campus Map
- Attachment D** – Excerpts of License Renewal Applications
- Attachment E** – Equipment Comparison Form

NHFMC's acquisition of the replacement equipment does not require a certificate of need because none of the definitions of "new institutional health services" set forth in N.C.G.S. Section 131E-176(16) apply to the proposed project. As outlined above, the total cost for the project is \$2,403,035. The proposed capital cost includes equipment, as well as studies, surveys, designs, plans, working drawings, specifications, construction installation and other activities essential to making the equipment operational.

Based on the information provided, please confirm that NHFMC's replacement equipment exemption request does not constitute a new institutional health service and is exempt from certificate of need review.

If you need additional information, please do not hesitate to contact me at (704) 384 – 3462 or [lgriffin@novanthealth.org](mailto:lgriffin@novanthealth.org)

Sincerely,



Lisa Griffin  
Manager, Operational Planning  
Novant Health, Inc.

Enclosures

# ATTACHMENT A

Siemens Medical Solutions USA, Inc.  
40 Liberty Boulevard, Malvern, PA 19355  
Fax: (866) 309-6967



SIEMENS REPRESENTATIVE  
Stuart Waddey - (919) 605-9227

## PRELIMINARY PROPOSAL

Customer Number: 0000006208

Date: 9/17/2019

**FORSYTH MEDICAL CENTER**  
3333 SILAS CREEK PKWY  
WINSTON SALEM, NC 27103

Trade-in of existing Sensation 64 required.

Multi-unit purchase required with CDV options for the following quotes simultaneously by 12/31/19:

1-NZAXEQ  
1-P9NV7X  
1-PDLV4E  
1-QVGX34

This Quotation contains information which is confidential and proprietary to Siemens, including but not limited to discounts and pricing. The Customer may not distribute or disclose this quotation or any portion hereof to, or discuss any of the information (including pricing) contained herein with, any other customer or consultant, buying group, or other third party.

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Quote Nr: **1-NZAXEQ Rev. 0**

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### SOMATOM Force

All items listed below are included for this system: *(See Detailed Technical Specifications at end of Proposal.)*

Qty	Part No.	Item Description
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1	14460675	<b>SOMATOM Force</b>
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The all new SOMATOM Force contains two Vectron X-ray tubes with unprecedented tube current (2 x 1,300 mA) and generator power (2 x 120 kW). The StellarInfinity detector, including TrueSignal and Edge Technology provides increased in plane resolution (1,840 channels) and ~ 50% increased z-coverage, compared to SOMATOM Definition Flash. SOMATOM Force takes CT imaging where it has never gone before by routinely generating ultra-thin 0.5 mm slices e.g. for most accurate stenosis, plaque and stent analysis and for low-kV imaging without compromises, even in adults or obese patients at scan speeds up to 737 mm/s (opt.). Additionally, the all new measurement system sets the benchmark in low contrast detectability. An object size of 2 mm, at a contrast difference of 3 HU, with a CTDIvol (Ø 32 cm) of only 12.3 mGy (with Phantom CATPhan (20 cm)) can be detected.

The all new SOMATOM Force gantry, with its powerful hollow shaft motor achieves maximum rotation speeds of up to 0.25 seconds (opt.) resulting in 66 ms temporal resolution, enabling you to freeze motion independent of heart rate. It features the industry leading Turbo Flash mode, with a dynamic Field of View (FoV) of up to 50 cm, even in ultra-high pitch applications (up to 737 mm/s table speeds, Opt.).

Besides, it enables reduction in dose, while it improves overall image quality (both high- and low-contrast resolution) for all scans, resulting, e.g. in dose down to sub-mSv for cardiac imaging and below. In its third generation, Dual Energy with Selective Photon Shield II (~ 30% better energy separation, for more precise Dual Energy quantification), automatically provides a second contrast for the best possible diagnosis without any extra dose at a Dual Energy Field of View (FoV) of up to 35 cm at scan speeds up to 285 mm/s (opt.).

## PRELIMINARY PROPOSAL

Qty	Part No.	Item Description
1	14440641	<b>ELEVATE O SOMATOM Force</b> ELEVATE from an outdated Siemens CT scanner to SOMATOM Force
1	14460678	<b>Force Imaging</b> We combine our market leading applications to make this the most personalised scanner for our customers. Including SureView, Turbo Flash Spiral, Adaptive Dose Shield, CARE Dose 4D, CARE KV, CARE Child, CARE Profile, CARE Dashboard, CARE Bolus, Dose MAP, FAST Adjust
1	14460679	<b>Force Imaging - Advanced</b> The Imaging Advanced Package combines ADMIRE, X-CARE and CARE Contrast to bring imaging to the next level.
1	14460680	<b>Force Reading</b> We combine our market leading applications to make reporting consistent, fast and simple for our customers. Includes VRT, Workstream 4D and Extended FoV.
1	14460676	<b>High-speed 0.25 s rotation</b> High-speed 0.25 s rotation
1	14460684	<b>Force Function - Cardiac</b> Cardiac scanning options to enable a simple to use, routine cardiac CTA and calcium scoring workflows. Includes: Heart View, Cardio Best Phase Plus, and FAST Phase.
1	14460685	<b>Force Function - Dynamic</b> Adaptive 4D Spiral - a unique 4D Spiral scan mode that enables the SOMATOM Force to extend beyond restraints experienced when utilizing a static detector and allows for up to 80 cm dynamic CT coverage. This enables use not only in perfusion but also for advanced 4D CT DSA evaluations. Tiltable head holder for optimal positioning of stroke patients.
1	14460683	<b>Force Function - DE</b> The syngo Dual Energy Scan with Tin Filter option allows the use of both SOMATOM Force X-ray sources simultaneously at different energies, while the Tin Filter reduces dose and at the same time increases energy separation by blocking unnecessary parts of the energy spectrum. syngo Dual Energy offers the possibility to acquire two spiral data sets simultaneously from a single scan running the tubes at 80/Sn150 kV, 90/Sn150 kV and 100/Sn150 kV (for obese Dual Energy imaging). The results are two data sets with diverse information.
1	14460770	<b>FAST Integrated Workflow</b> We combine our market leading applications to make positioning simple for our customers.

The world's first 3D camera integrated into a CT positioning workflow is available as an option and allows automatic patient positioning in the examination room.

The FAST 3D camera captures the patient's shape, position, and height in three dimensions.

Using infrared measurement, it even recognizes body contours: for example, when people are wearing heavy clothes or blankets.

Specialized applications support accurate and reproducible positioning:

FAST Isocentering, at the push of a button, provides the correct isocenter position, enabling the right dose modulation and consistent images.

FAST Range supports scanning the correct body region in the topogram with no cut-off - by aligning the automatically identified anatomical position with the protocol.

FAST Direction helps safeguard the right scan direction of the topogram, which is crucial when moving the table with infused patients.

FAST Topo - enables faster scan speeds in topograms, which minimizes breath-hold artifacts. It also has the

## PRELIMINARY PROPOSAL

Qty	Part No.	Item Description
		potential to decrease the topogram dose.
		FAST Planning - assists scan and reconstruction planning, based on a topogram, to provide an easier, faster and standardized workflow in CT scanning.
		FAST 3D Align - automatically corrects misalignment of anatomic structures, organs of the patient. It aligns those to fit it to the selected reconstruction plane for a highly automated reconstruction workflow. Additionally, it minimizes the black area in the image by automatically adjusting the recon field of view selection.
1	14460677	<b>FAST IRS</b> Reconstruction computer for the preprocessing and reconstruction of the CT raw data. The reconstruction computer contains of a cluster of high-performance GPU boards performing the preprocessing and reconstruction of the CT data.
1	14460975	<b>Adapt. 3D Intervent. Suite Wireless</b> 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 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	14441495	<b>Table Side Rails</b> Side rails enable the quick and easy attachment of additional accessories such as an infusion bottle holder and i-control intervention module to the patient table.
1	14447342	<b>Single Monitor Ceiling Support</b> The single monitor solution enables access to images and scan data while interacting with the patient in the scan room. The high resolution, flicker free, 19-Inch (48 cm) color flat panel display is mounted at the ceiling support. The space-saving ceiling installation along with the large movement range of the support allows maximum operating convenience when positioning the monitor.  Ceiling Support Base  Ceiling support for the accommodation and safe installation of one flat screen monitor in the examination room.  19 flat screen monitor The 19 monitor supports CT interventions and CT fluoroscopy with a display in the examination room.
1	14460771	<b>Tunnel Light</b> SOMATOM Force offers a tunnel mood light (LED) in different, preset, adjustable colors that are synchronized with the gantry ring light. It makes the gantry bore appear wider thus making it easier for patients with claustrophobia to undergo their examination.
1	14460772	<b>Ring Light</b> SOMATOM Force offers a gantry ring mood light (LED) in different, preset, adjustable colors that are synchronized with the gantry tunnel light. They help create a relaxing atmosphere for your patients, making a SOMATOM Force examination even more exciting and memorable.
1	14449417	<b>Multi-purpose table</b> The Multi-Purpose table is especially designed for multi-disciplinary use, while still enabling ultra-fast spiral scanning (up to 737 mm/s with HeartView in Turbo Flash spiral). Its flexible design allows exchanging table tops for routine radiology, trauma or bariatric use.
1	14410230	<b>Mat for MPT Standard Table Top</b> Replacement for the positioning mattress for Standard Multi Purpose Table Top

**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description
1	14408231	<p><b>High Cap. Patient &amp; Trauma Tab.Top</b></p> <p>The high capacity and trauma table top offers the capability to support up to 307 kg/676 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.</p>
1	14408232	<p><b>High Cap. Patient &amp; Trauma Acc Kit</b></p> <p>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.</p>
1	14414739	<p><b>Mattress for Bariatric Table Top</b></p> <p>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.</p>
1	14460681	<p><b>Force Reading - Advanced</b></p> <p>We combine our advanced applications to make reporting of complex and atypical anatomical structures faster and simpler.</p> <p>Includes:</p> <p>IMAR for anatomically driven metal artifact reduction, combining three successful approaches (beam hardening correction, normalized sinogram inpainting and frequency splitting). This reduces artifacts caused by metal implants.</p> <p>FAST Spine, providing anatomically aligned preparation of spine recons with just a single click.</p> <p>HD FoV, special reconstruction algorithms allow for visualization of objects using a FoV up to 65 cm with an image quality suited for radiation therapy planning</p> <p>UHR mode, with the wide large UHR-Comb, delivers Ultra High resolution in plane of up to 32lp/cm (0.16 mm) for high defined imaging of small structures such as inner ear or even the lung, joints or fractures of the bone. The UHR Collimation could be increased to 32 x 0.6 mm collimation.</p>
1	14402956	<p><b>Computer Desk</b></p> <p>New CT desk to accommodate the control components and color monitor.</p> <p>Width: 1200 mm,          Depth: 800 mm,          Height: 720 mm.</p>
1	14444626	<p><b>s.via CT bundle A (Identfler)</b></p> <p>CT system bundled with syngo.via</p>
1	14456962	<p><b>syngo.via Workstation Software VB30</b></p> <p>The syngo.via Workstation offers 2D, 3D, 4D multi-modality routine reading capabilities and a variety of advanced applications tailored to the Workstation. The combination of syngo.via Software and Workstation Hardware is ideal for 1 - 2 users. The availability of all applications and workflows included in syngo.via Workstation is virtually unlimited, i.e. the number of opened cases is only constrained by server HW resources.</p> <p>The syngo.via client runs on standard Windows computers in the network and integrates into radiologist's reading workplace (RIS; PACS) for efficient image reading based on a wide range of clinical applications (advanced visualization applications) for different clinical cases. Those applications are available as additional options for syngo.via.</p> <p>The optional advanced visualization applications/Engines follow the flexible concurrent user model (users working at the same time).The service support for syngo.via requires the provision of an administrator with dedicated tasks and a minimum broadband Internet connection bandwidth.</p>



**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description
1	14456957	<p><b>syngo.via General Engine WS</b>            The syngo.via General Engine provides functionalities for highly efficient reading and reporting of routine to advanced cases.</p> <p>The syngo.via General Engine comprises the following software modules:</p> <p>ALPHA technology speeds up the workflow by automating and standardizing reconstructions and improves consistency in image presentation.</p> <p>syngo.via Advanced Reporting enables efficient and structured management and communication of syngo.via results plus easy creation and administration of report templates.</p>
1	14460509	<p><b>syngo.CT DE Advanced Package #1</b>            The syngo.CT Dual Energy Advanced Package includes all Dual Energy Applications that are available for syngo.via.</p>
1	14456549	<p><b>syngo.via Project Identifier</b>            System Identifier for syngo.via project</p>
1	14456827	<p><b>Workplace/Workstation Hardware</b>            syngo.via Server-based Workstation HW, tower floorstand configuration.</p>
1	14457028	<p><b>Prime HW Support WS 5y</b>            Prime HW Support (Workplace/Workstation HW ? ML110 Gen10) for 5 years</p>
1	14413099	<p><b>EIZO MX241W Display</b>            The EIZO MX 242W is a color widescreen LCD monitor for diagnostic use and clinical review with a resolution of 1920 x 1200 pixels.</p>
1	14456981	<p><b>WebViewer User #1 Integrated Server</b>            syngo.via WebViewer is a web-based client server add-on to syngo.via.            It provides high-speed 2D and 3D image data review and basic manipulation functionality within the healthcare institution's network and through secure VPN connection both over LAN and wireless connections. The integrated server can be used for internal image distribution only (internet access only by VPN infrastructure).            The syngo.via WebViewer runs on PC, Mac and laptops equipped with appropriate browsers, as well as on Apple iPad.</p>
1	14445228	<p><b>syngo.via local Impl. (Identifier)</b>            Identifier for professional services completely provided by locally organized resources.</p>
1	14429311	<p><b>PACS-Driven Implementation Pkg.</b>            This PACS-Driven Implementation Package includes installation and integration services for syngo.via in a radiologic workflow mainly supported by the PACS functionality.            This package includes professional services, such as:</p> <ul style="list-style-type: none"> <li>- Installation of the syngo.via server software on the server hardware</li> <li>- Installation of the syngo.via client software on one clinical workplace for one user</li> <li>- Connection to up to 5 DICOM nodes</li> <li>- Image call-up of syngo.via from the PACS' user interface</li> <li>- Assistance in setting up image call-up of syngo.via from the PACS' user interface. This may require the purchase of software and services from the PACS vendor.</li> <li>- Configuration of basic syngo.via workflows and rules</li> <li>- Integration of one syngo.via client workplace with one syngo MultiModality Workplace.</li> </ul> <p>- Installation of WebViewer integrated license (syngo.via SW version VA30 or higher, country restrictions might apply).</p> <p>- Installation of the syngo.via WebViewer client application on one Mobile Device or Web Client system if requested</p>

**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description
		by the customer. Ensure that the customer's Web Clients / Mobile Devices fulfill the minimum requirements according to the syngo.via WebViewer Data Sheet. Verification of the syngo.via WebViewer basic functionality - If applicable: Integration into the Local Area Network of the customer and to Siemens Remote Service over the internet connection plus basic installation service for the syngo.via HW system at the customer's site.
1	14429312L	<b>Via Workstation Server HW Installation</b> Basic installation of the syngo.via Workstation hardware with the operating system at the customer's site by the hardware supplier. Integration into the Local Area Network of the customer and to Siemens Remote Service over internet connection. Please check that the following information is included in the customer quote: correct and complete delivery location, customer's contact person for implementation planning. See also the questions in the Sales Checklist, which supports you in evaluation of the customer's requirements.
1	SY_VIRINTL_4	<b>Virtual Initial Consultation, syngo.via</b> This virtual initial consultation session, up to 4 hrs in duration, is designed to define the clinical customization of syngo.via specific to radiology workflow. Through direct communication with a clinical education specialist, this session will identify and configure site-specific workflow and imaging storage and retrieval parameters. This educational offering must be conducted no more than 4 weeks before the scheduled system turnover event. This consultation session will be scheduled during standard business hours, Monday through Friday. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	SY_INITIAL_16	<b>Initial onsite training 16 hrs syngo.via</b> Up to (16) hours of on-site clinical applications training on syngo.via basic navigation and modality specific clinical workflows, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4)users. Training will focus on the use of syngo.via in clinical routine and customization of systems based on workflow needs. This educational offering must be completed (12) months from turnover date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	SY_ADDTL_24	<b>Add'l training 24hrs, syngo.via</b> Up to (24) hours of on-site clinical applications training on syngo.via navigation and modality specific clinical workflows, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4)users. The training offering must be completed (12) months from the later of turnover date or offering purchase date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	SURE_VIEW	<b>SureView</b> Provides exceptional image quality at any pitch setting, enabling you to scan faster because you can scan at any pitch without degrading image quality
1	UFC_DETECT OR	<b>UFC Detector</b> Ultra Fast Ceramics (UFC) technology is a unique type of scintillation technology material that quickly and efficiently transforms radiation from the X-ray tube into light signals. Its superb overall quantum efficiency and unique short afterglow enable time-critical X-ray detection at low doses and extremely fast data collection.
1	FAST_SCAN_A SSIST	<b>FAST Scan Assistant</b> FAST Scan Assistant: An intuitive user interface for solving conflicts by changing the scan time, resp. the pitch and/or the maximum tube current manually.
1	FAST_ADJUST	<b>FAST Adjust</b> FAST Adjust: assists the user to handle system settings in a fast and easy way by automatically solving of conflicts within user defined limits by one single click on the FAST Adjust button. The limits for scan time and tube current per scan are defined via the Scan Protocol Assistant. FAST Adjust offers an undo functionality to return to previously set values.
1	ADAPT_DOSE _SHIELD	<b>Adaptive Dose Shield</b> Adaptive Dose Shield for spiral acquisition to eliminate pre- and post-spiral over-radiation.
1	CARE_PROFL E	<b>CARE Profile</b> CARE Profile: Visualization of the dose distribution along the topogram prior to the scan

Siemens Medical Solutions USA, Inc.  
 40 Liberty Boulevard, Malvern, PA 19355  
 Fax: (866) 309-6967



SIEMENS REPRESENTATIVE  
 Stuart Waddey - (919) 605-9227

### PRELIMINARY PROPOSAL

Qty	Part No.	Item Description
1	CARE_DOSE4 D	<b>CARE Dose4D</b> CARE Dose4D delivers the highest possible image quality at the lowest possible dose for patients - maximum detail, minimum dose. Adaptive dose modulation for up to 60% dose reduction
1	CARE_KV	<b>CARE kV</b> CARE kV: First automated, organ-sensitive voltage setting to improve image quality and contrast-to-noise-ratio while optimizing dose and potentially reducing it by up to 60%.
1	DOSE_ALERT	<b>Dose Alert</b> Dose Alert: Dose Alert automatically adds CTDIvol and DLP values depending on z-position (scan axis). The Dose Alert window appears, if either of these cumulative values exceeds a user-defined threshold.
1	DOSE_NOTIFI CATION	<b>Dose Notification</b> Dose Notification: Dose Notification provides the ability to set dose reference values (CTDIvol, DLP) for each scan range. If these reference values are exceeded the Dose Notification window informs the user.
1	NEURO_BEST CONTRAST	<b>Neuro BestContrast</b> The Neuro BestContrast algorithm can provide enhanced tissue contrast, resulting in improved contrast between gray and white matter without increasing image noise. This post processing step is rapid and can be easily incorporated into clinical workflow where it can be used with other dose reduction approaches such as iterative reconstruction.
1	ACCESS_PRO TECT	<b>Access Protection</b> Scan Protocols are password protected allowing only authorized staff members to access and permanently change protocols
1	NEMA_XR-29	<b>NEMA_XR-29 Standard</b> This system is in compliance with NEMA XR-29 Standard Attributes on CT Equipment Related to Dose Optimization and Management, also known as Smart Dose.
1	CT_UPS_FOR CE	<b>Standard UPS for Force</b> The standard partial system uninterruptible power system (UPS) is built directly into the power distribution cabinet (PDC) and supports the critical circuits for table and gantry electronics, console computer, image reconstruction system, and the internal Ethernet switch (to ensure connectivity). This enables safe removal of patient if outage occurs during scanning.  The UPS allows for a safe shutdown of the CT scanner in the event of power interruption. The UPS provides 5-7 minutes of power, during which the user is prompted and guided through the process to perform a safe shutdown of the system. This safe shutdown ensures that no data is lost.
1	CT_PM	<b>CT Project Management</b> 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_BUDG_AD DL_RIG	<b>Budgetary Add'l/Out of Scope Rigging @ \$7,000</b>
1	CT_BTL_INST ALL	<b>CT Standard Rigging and Installation</b>
1	4SPAS014 PSPD250480Y	<b>Low Contrast CT Phantom &amp; Holder</b>
1	3K	<b>Surge Protective Device (SPD)</b>
1	CTSP4002	<b>CT Slicker</b> Thermoseal seams and flaps deflect fluids, reducing contaminant penetration into the cushion and table. Contaminants are retained on the tabletop or shunted to the floor. Cleanup is faster, more thorough, and contaminant build-up is reduced.

Siemens Medical Solutions USA, Inc.  
 40 Liberty Boulevard, Malvern, PA 19355  
 Fax: (866) 309-6967



SIEMENS REPRESENTATIVE  
 Stuart Waddey - (919) 605-9227

**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description
		Built using heavy, clear, micro matte vinyl, and top grade hook and loop fastening strips (Velcro) to better fit the specified table. Custom vinyl resists tears and minimizes radiologic interference. Latex free. Set includes CT Skirts.
1	CT_PR_ELV_F ORCE	Includes warranty from RADSCAN Medical. <b>CT Force Elevate Bonus</b>
1	CT_TRADE_IN _ALLOW	<b>Trade-in of existing Sensation 64</b>
1	CT_ONSYT2	<b>(2), 4hr Wrkshps In 24 consecutive hrs</b> This (4) hour customized workshop will take place onsite at the customer's facility and will be facilitated by Siemens Clinical Education Specialists. Through the use of didactic and/or hands-on training attendees will be able to increase their knowledge and skills to help improve their clinical practice. Workshop must be scheduled consecutively (Monday - Friday) during standard business hours. This educational offering must be completed (12) months from date of purchase order. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	CT_INITIAL_32	<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.
1	CT_FOLLOWU P_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.
1	CT_ADD_24	<b>Additional onsite training 24 hours</b> Up to (24) hours of on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Training will cover agenda items on the ASRT approved checklist 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_ADD_16	<b>Additional onsite training 16 hours</b> Up to (16) 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.
2	CT_DEWSPTL	<b>Dual Energy Workshop w/T&amp;L</b> This workshop tuition for (1) attendee includes didactic lectures on physics, patient selection, scanning and protocols, post processing data sets, and interpretations. Economy airfare, lodging and lunch is included for (1) attendee. All arrangements must be arranged through Siemens designated travel agency. Workshop must be scheduled consecutively (Monday - Friday) during standard business hours. 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.
1	SY_PR_TEAM PLAY	<b>teamply Welcome &amp; Registration Package</b> teamply is a cloud-based network that brings together your imaging modality users, the systems' dose and utilization data, and the users' expertise to help you improve the delivery of care to your patients. Basic features are provided free of charge. Premium features (benchmarking, non-Siemens devices) are provided on a trial basis for three months at no charge, and may be used thereafter on a subscription fee basis. To register: <a href="http://teamply.siemens.com/#/institutionRegistration/1">http://teamply.siemens.com/#/institutionRegistration/1</a>

# Quotation continued



Quotation prepared for: Novant Health Forsyth Medical Center

Issued on 8/23/2019

Valid until 10/31/2019

## Products and Services Details

### Stellant FLEX - Medrad® Stellant® FLEX Injection System(s) and Related Products/Services

Item(s)	Catalog No.	Qty	Unit List Price	Contracted Price	Trade-In Amount	Multi-Unit Discount	Additional Discounts	YOUR PRICE
Medrad® Stellant® FLEX CT Injection System Bridge Program - Overhead Counterpoise System Mount	SCT 322	1			Stellant 21406			
Installation - Medrad® Stellant® CT Injection System - Overhead Counterpoise System	INS SCT CS	1						
Certegra Patient Weight Dosing Software - Pulmonary Angiography Application	CWKS P3TPA	1						
Subtotal								\$30,150.00

**TOTAL**

**\$30,150.00**

**GRAND TOTAL** (Local taxes, shipping and/or handling to be invoiced when applicable)

**\$30,150.00**

If your organization is tax exempt, please notify Sales Support at 1-800-633-7231.

# ATTACHMENT B

**Projected Capital Cost Form  
FMC CT Replacement**

Building Purchase Price		
Purchase Price of Land		
Closing Costs		
Site Preparation		
Construction/Renovation Contract(s)	\$	335,000
Landscaping		
Architect / Engineering Fees	\$	35,400
Medical Equipment	\$	2,006,400
Non-Medical Equipment	\$	-
Furniture		
Consultant Fees (Engineering Fees)		
Financing Costs		
Interest during Construction		
Other (Contingency)	\$	26,235
<b>Total Capital Cost</b>	<b>\$</b>	<b>2,403,035</b>

>Sum Quotes:     \$30,150 - Medrad / Bayer Injector  
                            \$1,976,250 - CT Scanner  
                            \$2,006,400

**CERTIFICATION BY A LICENSED ARCHITECT OR ENGINEER**

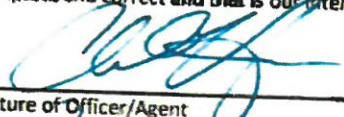
I certify that, to the best of my knowledge, the projected capital cost for the proposed project is complete and correct.

  
 \_\_\_\_\_  
 Signature of Licensed Architect or Engineer

Date Signed: 09/20/2019

**CERTIFICATION BY AN OFFICER OR AGENT FOR THE PROPONENT**

I certify that, to the best of my knowledge, the projected total capital cost for the proposed project is complete and correct and that is our intent to carry out the proposed project as described.

  
 \_\_\_\_\_  
 Signature of Officer/Agent  
 President, COO, ATFM C  
 \_\_\_\_\_  
 Title of Officer/Agent

Date Signed: 9/25/19

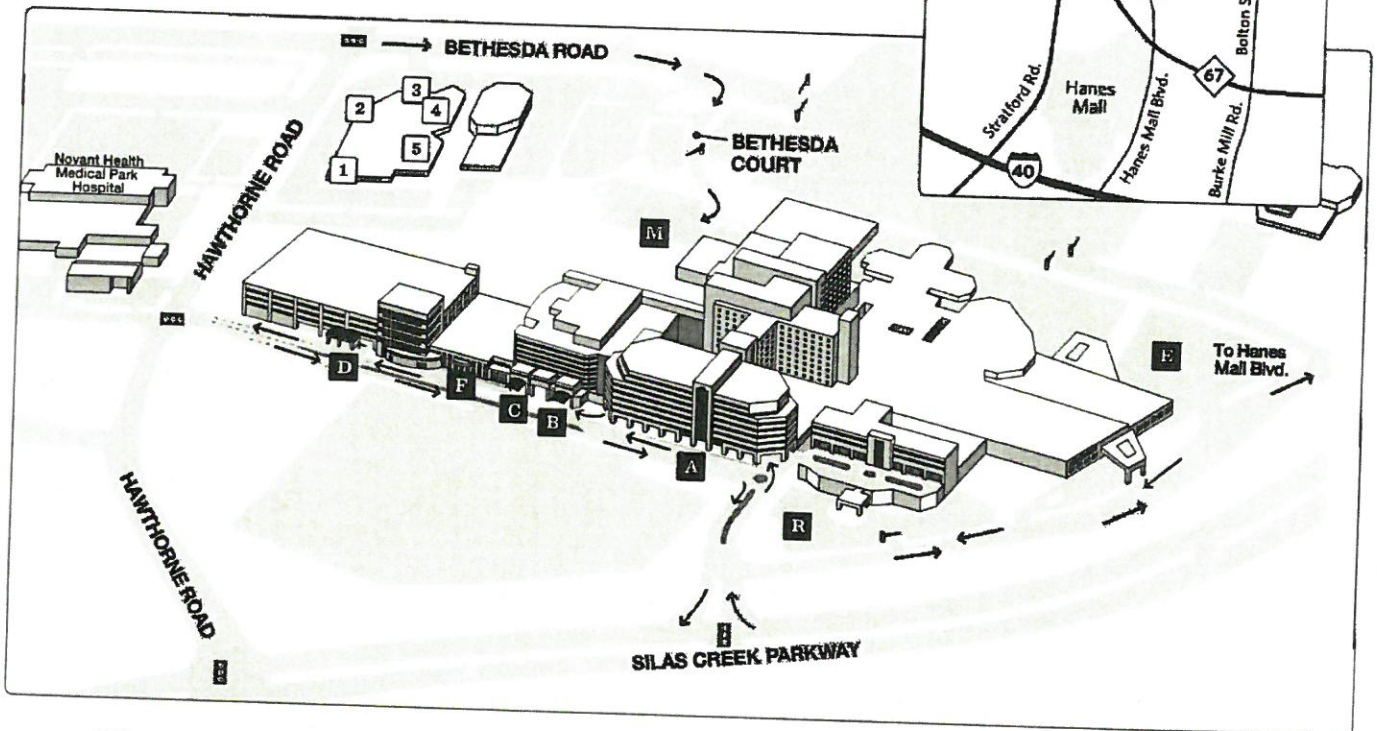
# ATTACHMENT C





# Campus map

## Novant Health Forsyth Medical Center



### Entrance A

- Administration
- Cashier/business office
- EKG
- Endoscopy lab
- EOPS
- Lab services
- Outpatient day center
- Patient registration
- Radiology
- SPPU (Day of surgery)
- Valet parking

### Entrance B

- All registration from 7 p.m.-5:30 a.m. and weekends (after 5:30 a.m.)*
- Birthing center
  - Community rooms
  - Gyn anesthesia unit
  - Gyn surgery
  - Prenatal care
  - Novant Health Maya Angelou Women's Health & Wellness Center
  - Valet parking

### Entrance C

- Cardiac procedures
- Preanesthesia visits
- Valet parking

### Entrance D

- Handicapped
- Public parking deck

### Entrance E

- Emergency Services

### Entrance F

- Conference center

### Entrance M

1010 Bethesda Court  
Winston-Salem, NC 27103

- Novant Health Cancer Center
- Patient parking (Radiology and Cancer Center only)
- PET/CT, nuclear medicine & MRI
- Novant Health Imaging
- Novant Health Oncology Specialists
- Valet parking

### Entrance R

- CHF clinic
- Infant audiology
- Heart & Wellness
- Rehabilitation services
- Wellness programs

- 1 Novant Health Hawthorne Outpatient Surgery
- 2 Novant Health Rehabilitation Center
- 3 Novant Health Wound Care
- 4 Forsyth Nutrition Center
- 5 Salem Room

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4/18 • NH299476a



# First floor and ICU visitor information

## Novant Health Forsyth Medical Center

### To access all areas of Forsyth Medical Center

- Exit the parking deck
- Follow sidewalk
- Enter through any of our three main entrances
- Proceed straight to visitor information

#### **A** Administration

- Cashier
- EOPS
- Lab services
- Patient registration
- SPPU

#### **B** Birthing center

- Gyn anesthesia unit
- Gyn surgery
- Prenatal care

#### **C** Cardiac procedures

- Preanesthesia visits

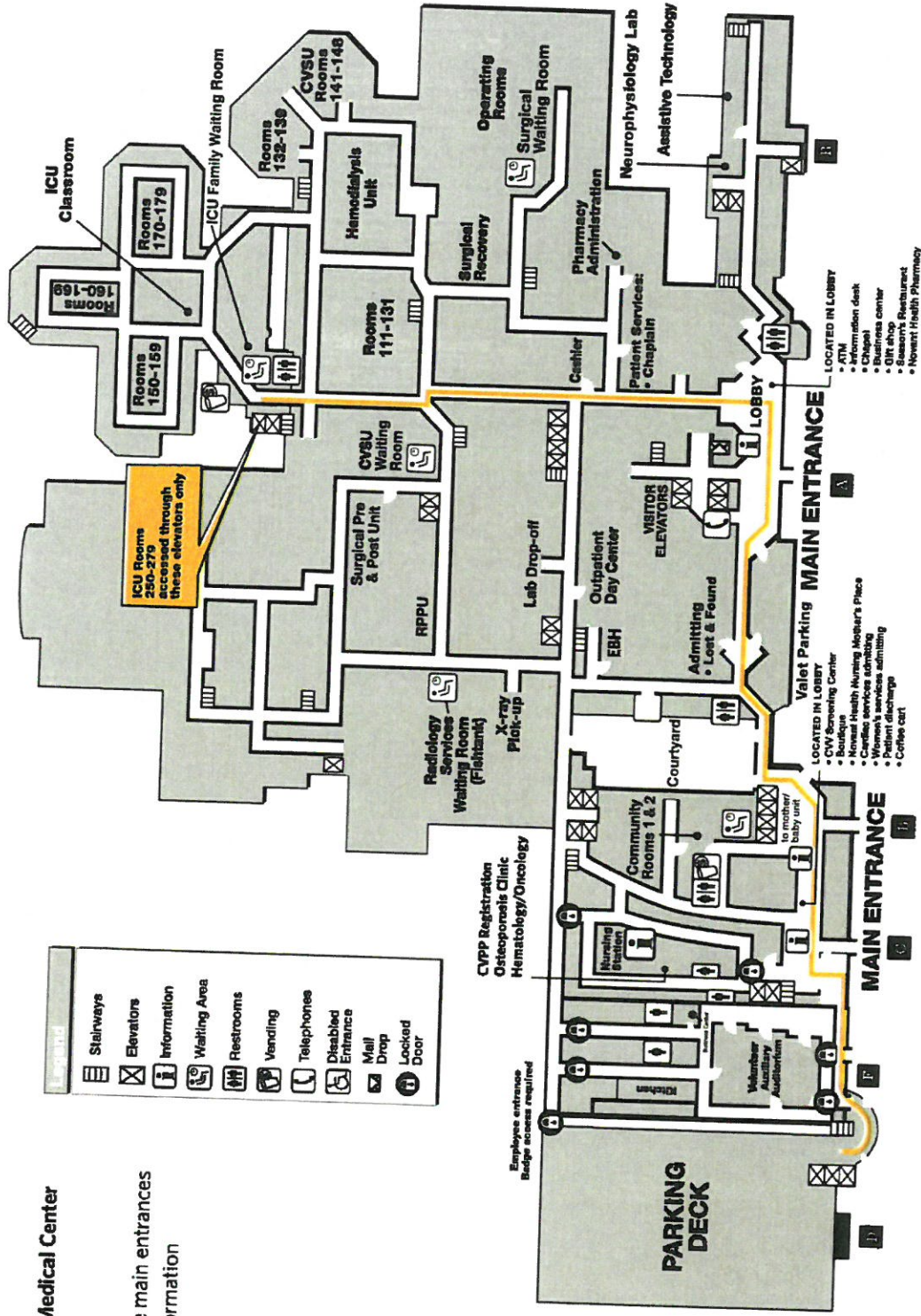
#### **D** Parking deck

- Handicap parking

#### **E** Conference center

#### **F** Novant Health Rehabilitation Center

- CHF clinic
- Infant audiology
- Novant Health Heart & Vascular Institute



# ATTACHMENT D

All responses should pertain to October 1, 2017 through September 30, 2018.

**d. Mobile MRI Services** Campus - if multiple sites: NHFMC ONLY  
 During the reporting period

1. Did the facility own one or more mobile MRI scanners? \_\_\_ Yes  No

If Yes, how many? \_\_\_ Of these, how many are grandfathered? \_\_\_  
 CON Project ID numbers for non-grandfathered mobile scanners owned by facility:  
G-7065-04

Did the facility contract for mobile MRI services? \_\_\_ Yes  No

If Yes, name of mobile vendor: Medquest

**e. Other MRI** N/A

Patients served on units listed in the next table should not be included in the MRI Patient Origin Table on page 30 of this application. For hospitals that operate medical equipment at multiple sites/campuses, please copy the MRI pages and provide separate data for each site/campus.

Campus - if multiple sites: \_\_\_\_\_

Other Scanners	Units	Inpatient Procedures*			Outpatient Procedures*			TOTAL Procedures
		With Contrast or Sedation	Without Contrast or Sedation	TOTAL Inpatient	With Contrast or Sedation	Without Contrast or Sedation	TOTAL Outpatient	
Other Human Research MRI scanners								
Intraoperative MRI (iMRI)								

\* An MRI procedure is defined as a single discrete MRI study of one patient (single CPT coded procedure). An MRI study means one or more scans relative to a single diagnosis or symptom.

**f. Computed Tomography (CT).** Campus - if multiple sites: NHFMC

How many fixed CT scanners does the hospital have? 4

Does the hospital contract for mobile CT scanner services? \_\_\_ Yes  No

If yes, identify the mobile CT vendor N/A

Complete the following table for fixed and mobile CT scanners.

	Type of CT Scan	FIXED CT Scanner # of Scans	MOBILE CT Scanner # of Scans
1	Head without contrast	13,196	N/A
2	Head with contrast	14,253	N/A
3	Head without and with contrast	6,517	N/A
4	Body without contrast	19,165	N/A
5	Body with contrast	181	N/A
6	Body without contrast and with contrast	3,910	N/A
7	Biopsy in addition to body scan with or without contrast	917	N/A
8	Abscess drainage in addition to body scan with or without contrast	377	N/A
	Total	59,116	N/A

All responses should pertain to October 1, 2004 through September 30, 2005. If otherwise, indicate the actual reporting period used on Page 3 of this document.

**10a. Diagnostic Imaging and Lithotripsy Data**

Indicate the number of machines/instruments and the number of the following types of procedures performed during the 12-month reporting period at your facility. For Hospitals that operate medical equipment at multiple sites, please provide a separate page for each site.

Note 1 - This count includes MRI procedures performed on temporary mobile MRI scanner in lieu of CON-FMC approved fixed MRI scanner #2 from ~ Oct 04 - Feb 05.

Imaging									
Fixed Equipment (Exclude Research & Policy AC-3 Units)	Number of Units	No. of Procedures			No. of MRI Procedures *				
		Inpatient	Outpatient	Total	With Contrast or Sedation	Without Contrast or Sedation	Total		
CT Scanner	4	13585	35488	49073					
MRI Note 1	2	8211	2073	10284	8518	1766	10284		
Mammogram									
Other radiographic & fluoroscopic (See Note Below)	11	68047	79128	147175					
Mobile Equipment									
Identify Vendor/Owner in space ( ) below:	Number of Units	No. of Procedures			No. of MRI Procedures				
		Inpatient	Outpatient	Total	With Contrast or Sedation	Without Contrast or Sedation	Total		
MRI #1 ( )									
MRI #2 ( )									
CT Scan ( )									
Nuclear Medicine									
Fixed Equipment	Number of Units	No. of Procedures			Note: Totals of MRI inpatients and outpatients should equal MRI totals with and without contrast or sedation				
Dedicated PET Scanner Note 2	1	225	1354	1579					
Coincidence Camera									
SPECT	7	15	159	174					
Gamma Camera	7	7261	5841	13102					
Mobile Equipment									
Identify Vendor/Owner in space ( ) below:	Number of Units	No. of Procedures							
		Inpatient	Outpatient	Total					
Dedicated PET Scanner ( )									
Coincidence Camera ( )									
SPECT ( )									
Gamma Camera ( )									
Policy AC-3 or Research Equipment									
	Number of Units	No. of Procedures			No. of Procedures **				
MRI pursuant to Policy AC-3:					Clinical	Research	Total		
Other Human Research MRI Scanner									
PET pursuant to Policy AC-3									
Other Human Research PET Scanner									
Lithotripsy									
(Identify Vendor/Owner in space ( ) below:)	Number of Units	No. of Procedures			Note: Totals of MRI inpatients and outpatients should equal MRI totals for clinical and research procedures				
		Inpatient	Outpatient	Total					
Fixed ( )									
Mobile ( )									

Note 2 - This count includes PET/CT procedures performed on temporary mobile PET/CT scanner in lieu of CON-FMC approved fixed PET/CT scanner from ~ Oct 1, 04 - Feb 05.

MRI procedure is defined as a single discrete MRI study of one patient (single CPT coded procedure). An MRI study means one or more scans relative to a single diagnosis or symptom. **NOTE:** Please Report ALL Angiography procedures on page 10, in Table 9 under Special Procedures/Angiography Rooms.

PET procedure is defined as a single discrete PET scan of a patient (single CPT coded procedure), not counting other radiopharmaceutical or supply charge codes.

# ATTACHMENT E

## EQUIPMENT COMPARISON

NH Forsyth Medical Center CT Scanner	EXISTING EQUIPMENT	REPLACEMENT EQUIPMENT
Type (e.g., Cardiac Catheterization, Gamma Knife®, Heart-lung bypass machine, Linear Accelerator, Lithotripter, MRI, PET, Simulator, CT Scanner, Other Major Medical Equipment)	CT Scanner	CT Scanner
Manufacturer	Siemens	Siemens
Model number	Somatom Sensation 64	Somatom Force
Other method of identifying the equipment (e.g., Room #, Serial Number, VIN #)	Function # 400-191316 CT Room 302 Serial Number 54737	TBD
Is the equipment mobile or fixed?	Fixed	Fixed
Date of acquisition	7/19/06	TBD
Was the existing equipment new or used when acquired? / Is the replacement equipment new or used?	New	New
Total projected capital cost of the project <Attach a signed Projected Capital Cost form>	\$1,503,812.18	\$2,403,035
Total cost of the equipment	\$1,207,425	\$2,006,400
Location of the equipment <Attach a separate sheet for mobile equipment if necessary>	FMC Radiology Dept.	FMC Radiology Dept.
Document that the existing equipment is currently in use	See Cover Letter Attachment A	NA
Will the replacement equipment result in any increase in the average charge per procedure?	NA	No
If so, provide the increase as a percent of the current average charge per procedure	NA	NA
Will the replacement equipment result in any increase in the average operating expense per procedure?	NA	No
If so, provide the increase as a percent of the current average operating expense per procedure	NA	NA
Type of procedures performed on the existing equipment <Attach a separate sheet if necessary>	CT Scans	NA
Type of procedures the replacement equipment will perform <Attach a separate sheet if necessary>	NA	CT Scans

Date of last revision: 5/17/19