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 10, 2021

Andrea Gymer <amgymer@novanthealth.org>
Griffin, Lisa L <llgriffin@novanthealth.org>

Exempt from Review – Replacement Equipment

Record #:	**3676**
Date of Request:	September 2, 2021
Facility Name:	Novant Health Kernersville Medical Center
FID #:	060620
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 the above referenced project is exempt from certificate of need review in accordance with G.S. 131E-184(a)(7). Therefore, you may proceed to acquire without a certificate of need the Siemens SOMATOM Edge Plus CT scanner to replace the Siemens Axiom CT1 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.

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

Micheala Mitchell
Chief

cc: Radiation Protection Section, DHSR
Construction Section, DHSR

2085 Frontis Plaza Boulevard
Winston-Salem, NC 27103

September 2, 2021

Via Email

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

Re: Novant Health Kernersville Medical Center
Replacement of Existing CT Scanner
Kernersville, NC (FID #060620; Forsyth County)

Dear Ms. Inman:

Novant Health Kernersville Medical Center ("NHKMC") intends to replace an existing CT scanner currently located at its campus of NHKMC in Kernersville, North Carolina. NHKMC is a campus of Novant Health Forsyth Medical Center located in Winston-Salem, North Carolina. The existing CT scanner is located in the Radiology Department at NHKMC and has been in operation since the hospital opened in 2011. As such, the CT scanner is outdated and is need of an upgrade. NHKMC will acquire a new Siemens SOMATOM Edge Plus scanner. In addition, a new injector is required for operation of the new CT scanner. See **Attachment A** for the Equipment Quotes related to the scanner and the injector. As part of the equipment cost, the vendor will remove the existing CT scanner and not return it to use in North Carolina without appropriate Certificate of Need approvals. The total capital cost for the proposed replacement equipment project is estimated to be $1,207,449[1]. See **Attachment B** for the Projected Capital Cost Form.

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) NHKMC will replace the existing CT unit with the proposed CT unit 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 CT unit will not be used to provide a new health service.
(3) The acquisition of the proposed CT unit 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) NHKMC seeks to replace comparable medical equipment currently in use at project cost less than $2 million.
(5) The existing equipment was not purchased second-hand nor was the existing equipment leased.

[1] The project cost does not include sales, property or excise taxes as NHKMC is not subject to these taxes as a non-profit, tax-exempt organization.

In support of our request, please find attached:

Attachment A – Vendor Equipment Quotes
Attachment B – Projected Capital Cost Form
Attachment C –Equipment Comparison Form

NHKMC's acquisition of the replacement CT unit 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 $1,207,449. 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 NHKMC's replacement equipment 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.

Sincerely,

Lisa Griffin

Lisa Griffin
Manager, Strategic Planning & Certificate of Need
Novant Health, Inc.

Enclosures

ATTACHMENT A

Quotation

Quote No. Q-00048217

Sales Support
tel (800) 633-7231
fax (412) 406-0952
radiologysolutions.bayer.com

Bayer HealthCare LLC
1 Bayer Drive
Indianola, PA 15051

This quotation has been prepared for: Kernersville Medical Center

Issued on 6/21/2021 **Valid until** 12/10/2021 **Trade-in required** Yes

Your Bayer Sales Team:

Christopher Delverne 724-940-7873, , christopher.delverne@bayer.com

Quotation Overview

VIZIENT RADIOLOGY - NEW Pricing Applied

Bayer's diagnostic imaging products, software, and equipment service help healthcare teams in radiology address their critical performance, quality, uptime, and scheduling requirements.

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

>See Products and Services Details in this quote , or refer to your invoice, for an itemized breakdown of quoted products.

Imaging Products and Services

Product Name	YOUR PRICE
Stellant FLEX - Medrad® Stellant® FLEX Injection System(s)	$31,626.20
TOTAL(Local taxes, shipping and/or handling to be invoiced when applicable)	**$31,626.20**

All Pricing is in U.S. Currency.

Quotation continued

Quotation prepared for: Kernersville Medical Center **Issued on** 6/21/2021 **Valid until** 12/10/2021

Products and Services Details

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

Item(s)							YOUR PRICE
Medrad® Stellant® Flex® OCS CT Injection System	Stellant Flex OCS	1			Stellant 34646		$24,475.00
Certegra Patient Weight Dosing Software - Abdomen Application	MIS P3TA	1					$3,750.00
Installation - Medrad® Stellant® FLEX CT Injection System - Overhead Counterpoise System	INS SCT FLEX CS	1					$3,185.00
2-150 ml FLEX Syringes, 60" Tubing w T-Connector, 2 Small Spikes / 20 per box	FLEXD-150-SPK	1					$216.20
Subtotal							$31,626.20

TOTAL	**$31,626.20**
GRAND TOTAL (Local taxes, shipping and/or handling to be invoiced when applicable)	**$31,626.20**

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

All Pricing is in U.S. Currency.

Quotation continued

Quotation prepared for: Kernersville Medical Center **Issued on** 6/21/2021 **Valid until** 12/10/2021

VirtualCARE Remote Support Acknowledgement

Please note, VirtualCARE® is available for most MEDRAD® Injection Systems. Please discuss any possible exclusions or capability limitations with your Sales Representative.
I acknowledge VirtualCARE® Remote support as an entitlement of our injector warranty and agree to the install at the time of the injector install.

IT Contact Name

Type or write name

Phone

(000) 000-0000

Email

Type or write email address

Customer Approver Name

Type or write name

Customer Approver Title

Type or write title

Customer Approver Signature

X

Please print and sign

Date

MM/DD/YY

☐ I would like to opt out of VirtualCARE Remote Support.

Quotation continued

This quotation has been prepared for: Kernersville Medical Center

Issued on 6/21/2021 **Valid until** 12/10/2021 **Trade-in required** Yes

Your Bayer Sales Team:

Christopher Delverne 724-940-7873, , christopher.delverne@bayer.com

If you are using this quote as a purchase order, please complete the Acceptance and Billing information below:

Acceptance and Billing

Your signature below indicates your acceptance of this Agreement, including the terms and conditions included as part of this document. Please complete the information below, along with your Purchase Order referencing Quote # Q-00048217, and email this form to Sales Support at risalessupport@bayer.com AND your Service Inside Sales, Christopher Delverne, at christopher.delverne@bayer.com.

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

Payment terms
30 days due net

Terms of Delivery
WINSTON SALEM

Customer contact

Address
2085 Frontis Plaza Blvd
Winston Salem, NC 27103

Billing Information
2085 Frontis Plaza Blvd
Winston Salem, NC 27103

Customer Number
3897527

Phone

Additional Customer Comments

PO#
Write PO number

PO Amount
Write PO amount

Customer Approver
Write customer name

Customer Approver Title
Write customer title

Billing Email Address (if applicable)
Write email address

Customer Approver Signature
X
Please print and sign

Date
MM/DD/YYYY

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Bayer Product Terms and Conditions

Please click on the relevant product name below to review terms and conditions

DEVICES

Bayer Product Terms and Conditions

Quotation continued

Quotation prepared for: Kernersville Medical Center **Issued on** 6/21/2021 **Valid until** 12/10/2021

Siemens Medical Solutions USA, Inc.
40 Liberty Boulevard, Malvern, PA 19355

SIEMENS REPRESENTATIVE
Mathew Hayes - +1 (336) 263-4273
mathew.hayes@siemens-healthineers.com

PRELIMINARY PROPOSAL

Customer Number: 0000187513

Date: 09/02/2021

KERNERSVILLE MEDICAL CENTER
654 WISHBONE FARM RD
KERNERSVILLE, NC 27284

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

Quote Nr. **CPQ-226807 Rev. 0**

SOMATOM Edge Plus

All items listed below are included for this system:

Qty	Part No.	Item Description
1	14449715	**SOMATOM Edge Plus** The SOMATOM Edge Plus is based on a Straton MX Sigma tube and Sigma generator to boost the power and enable an industry standard of low kV imaging. Straton MX Sigma also enables to use 10kV steps from 70-140kV. The system contains unique Split Filter Technology, which enables routine ready TwinBeam Dual Energy imaging by simultaneous acquisition of a tin filtered and gold filtered spectrum as well as low dose non-contrast imaging using the Tin Filter part only. This in conjunction with the StellarInfinity Detector & Integrated IR (Iterative Reconstruction), including key technologies, TrueSignal and Edge Technology, the SOMATOM Edge Plus routinely generates ultra-thin 0.5 mm slices e.g. for most accurate stenosis, plaque and stent analysis. The system is also available with 142 ms temp. resolution, long dynamic range imaging and routine Dual Energy scans. The SOMATOM Edge Plus offers world's first 3D camera integrated workflow (optional). The FAST 3D camera captures the patient's shape, position, and height in three dimensions. These technologies are enabling new applications to automate positioning and safeguard correct and consistent imaging: 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 automatically aligning the 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.

With all this SOMATOM Edge Plus - provides the capabilities to “Changing views in CT”.

1 14460723

ELEVATE R <=32 slice >Edge Plus

Elevate from <= 32 slice configuration system to the SOMATOM Edge Plus

1 14449774

FAST Integrated Workflow

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 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 14449878

High-speed 0.28 s rotation

Fast rotation time of 0.28 seconds for unprecedented image quality and highest scan speed. Fast gantry rotation times are the prerequisite for highest temporal resolution and are therefore essential for brilliant, motion artifact free cardiovascular imaging.

1 14449877

100 kW Power

Increase the X-ray generator power to a full potential of 100kW.

1 14449767

iMAR #AWP

The iMAR metal artifact reduction algorithm combines three successful iterative approaches to reduce metal artifacts (beam hardening correction, normalized sinogram inpainting, and frequency split). Siemens algorithm allows for artifact

reduction based on the unique composition of metal implants such as coils, metal screws and plates, dental fillings or implants.

iMAR is compatible with extended FoV and all Siemens dose reduction features.

1 14449861

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 14449798

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 patient table.

1 14468106

Dual Mon. Ceil. Supp. with Shield

The dual monitor solution with integrated radiation protection shield 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 displays are 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 and the radiation protection shield.

Ceiling Support Base
Ceiling support including radiation protection shield for the accommodation and safe installation of one or two flat screen monitors in the examination room.

19" flat screen monitors (2x)
The 19" monitors support CT interventions and CT fluoroscopy with a display in the examination room.

1 14449830

Dual Monitor 19" Intervention #AWP

Siemens proprietary syngo software visualizes the examination workflow in individual process steps on so-called task cards, such as the patient registration, examination, viewing or 3D task card. The dual monitor feature enables the split of the syngo task cards on two monitors in two different ways. This option includes the syngo dual monitor software and a second high resolution, flicker-free, 19-inch (48 cm) color flat panel display for medical diagnostic applications. This display provides a resolution of 1280 x 1024 and has a wide viewing angle, features high contrast even under high ambient light conditions. Display light output stability is ensured by controlled backlight throughout the whole lifetime.
The dual monitors provide two possibilities for viewing:
- One monitor can display the viewing task card, for instance for the interactive review of image data. All other syngo task cards are displayed on the second monitor.
- Both monitors display the 3D-Basic task card, enabling the viewing and manipulation of two different datasets on two monitors. It enables the comparison of

two series from the same patient e.g. pre- and post-contrast or the comparison of two studies from the same patient e.g. pre- and post-surgery.

1	14449718	**Imaging Package** We combine our market leading technologies and applications to make this the most personalized scanner for our customers. Including SureView, High Pitch Spiral 1.7, Adaptive Dose Shield, CARE Dose 4D, CARE kV, CARE Child, CARE Profile, CARE Dashboard, CARE Bolus, Dose MAP, FAST Adjust and ADMIRE.
1	14449719	**Advanced Imaging Package** We combine the unique features of the SOMATOM Edge Plus, to push the most distinct CT scanner to its maximum potential, including the full power of the Straton MX Sigma tube - Sigma High Power including, High Power 70 and High Power 80, High Power 90, High Power 100 and 10kV Steps. Additionally Tin Filter scanning allows reaching new levels in low dose non-contrast scans.
1	14449764	**Reading Package** We combine our market leading applications to make reading and reporting consistent, fast and simple for our customers. Includes VRT, Workstream 4D and Extended FoV.
1	14449716	**X-CARE** Partial scanning to reduce direct X-ray exposure for the most dose-sensitive body regions, e.g. the breasts, thyroid gland or eye lens.
1	14449772	**Function - Cardiac Package** Cardiac scanning options to enable a simple to use, routine cardiac CTA and calcium scoring workflows. Includes: Heart View, Cardio Best Phase Plus, syngo Calcium Scoring CT and FAST Phase.
1	14449855	**Physiological Measurement Module** The Physiological Measurement Module allows connection of a 3 Channel ECG cable for ECG controlled cardiac acquisition. Item includes ECG cable.
1	14460573	**Function - DE Package** This package includes the Dual Spiral Dual Energy scan mode as well as FAST DE Results for a straight forward Dual Energy workflow. syngo DE Scan for Single Source # AWP offers the possibility to acquire two spiral data sets in sequence at different energies. The results are two data sets with diverse information. All features to reduce patient radiation like dose modulation or iterative reconstruction can be applied. With FAST DE Results you can select Dual Energy applications at the AWP and the results will be sent directly to the PACS without any interaction needed. FAST DE Results is as easy as selecting a recon job and will enhance you daily workflow significantly.
1	14449760	**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.

Siemens Medical Solutions USA, Inc.
40 Liberty Boulevard, Malvern, PA 19355

SIEMENS REPRESENTATIVE
Mathew Hayes - +1 (336) 263-4273
mathew.hayes@siemens-healthineers.com

PRELIMINARY PROPOSAL

1	14449759	**FAST IRS** 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. The peak reconstruction performance is up to 80 frames/sec.
1	14449784	**Patient Table 2000 mm** 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: 1-200 mm/s, Distance between gantry front and table base 40 cm. Positioning aids: 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, knee-leg support.
1	14449787	**Mattress for Patient Table** For the comfortable positioning of the patient on the CT table.
1	14449720	**Cooling System Air** SOMATOM Edge Plus air cooling for the dissipation of heat generated in the gantry.
1	4SPAS014	**Low Contrast CT Phantom & Holder**
1	PSPD250480Y3K	**Surge Protective Device (SPD)**
1	CTSDEF01	**CT Slicker** 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. 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. Shipped with main cover, a catheter bag holder, and 3 restraining belts unless otherwise noted. Includes warranty from RADSCAN Medical.
1	SURE_VIEW	**SureView** 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_DETECTOR	**UFC Detector** 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	ADAPT_DOSE_SHIELD	**Adaptive Dose Shield** Adaptive Dose Shield for spiral acquisition to eliminate pre- and post-spiral over-radiation.
1	FAST_SCAN_ASSIST	**FAST Scan Assistant** 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	CARE_DOSE4D	**CARE Dose4D** 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	CT_LUNGIMAGEDGEPL	**Lung Imaging** For well over a decade, CT has been recognized and used as the standard of care for lung nodule detection and sizing. This is due to CT's spatial resolution, geometric accuracy, and ability to create various reconstructions and 3D views. The high contrast environment in the chest between the lungs and the nodules makes for a relatively easy detection task for clinicians using CT images. Recent advances in CT technology have allowed these scans to be effectively performed at lower doses, higher resolutions, and faster scan times. The SOMATOM Edge Plus CT is indicated for use in low dose lung cancer screening for high risk populations*. The Edge Plus is delivered with two specific scan protocols to provide low dose lung cancer screening exams at approximately 0.33 mGy CTDI for a standard size adult. These default protocols utilize Siemens proprietary dose reducing features such as CARE Dose4D™, automatic exposure control technology that modulates and adapts dose for every patient, for high image quality at low dose. *.As defined by professional medical societies. Please refer to clinical literature, including the results of the National Lung Screening Trial (N Engl J Med 2011; 365:395-409) and subsequent literature, for further information
1	NEURO_BESTCONTRAST	**Neuro BestContrast** 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	DICOM_SR	**DICOM SR Dose Reports** DICOM structured file allows for the extraction of dose values (CDTIvol, DLP)
1	DOSE_ALERT	**Dose Alert** 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_NOTIFICATION	**Dose Notification** 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	ACCESS_PROTECT	**Access Protection** Scan Protocols are password protected allowing only authorized staff members to access and permanently change protocols
1	CT_TILTED_SPIRAL	**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	NEMA_XR-29	**NEMA_XR-29 Standard** 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_EDGE_PLUS	**Standard UPS for Edge Plus** The standard partial system uninterruptible power supply (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.
1	CT_PM	**CT Project Management** A Siemens Project Manager (PM) will be the single point of contact for the implementation of your Siemen's 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_ADDL_RIGGING	**Additional Rigging CT @ $5,000**
1	CT_BTL_INSTALL	**CT Standard Rigging and Installation**
1	CT_PR_ELV_EPLUS	**CT Edge Plus Elevate Bonus**
1	CT_TRADE_IN_ALLOW	**Trade-in of existing Definition AS20; FL# 400-358921; Proj.# 2021-2393 (-$60,400)**

Siemens Medical Solutions USA, Inc.
40 Liberty Boulevard, Malvern, PA 19355

SIEMENS REPRESENTATIVE
Mathew Hayes - +1 (336) 263-4273
mathew.hayes@siemens-healthineers.com

PRELIMINARY PROPOSAL

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	SY_PR_TEAMPLAY	**teamplay Welcome & Registration Package** teamplay 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: http://teamplay.siemens.com/#/institutionRegistration/1

System Total **$ 875,530.00**

Siemens Medical Solutions USA, Inc.
40 Liberty Boulevard, Malvern, PA 19355

SIEMENS REPRESENTATIVE
Mathew Hayes - +1 (336) 263-4273
mathew.hayes@siemens-healthineers.com

PRELIMINARY PROPOSAL

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.

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

Siemens Healthcare
Mathew Hayes
+1 (336) 263-4273
mathew.hayes@siemens-healthineers.com

ATTACHMENT B

Projected Capital Cost Form

NH Kernersville Medical Center CT #1 Replacement

Building Purchase Price	$	-
Purchase Price of Land	$	-
Closing Costs	$	-
Site Preparation	$	-
Construction/Renovation Contract(s)	$	247,500
Landscaping	$	-
Architect / Engineering Fees	$	29,500
Medical Equipment	$	907,156
Non-Medical Equipment	$	-
Furniture	$	-
Information Technology (IT)	$	-
Financing Costs	$	-
Interest during Construction	$	-
Other: Contingency	$	23,293
Total Capital Cost	**$**	**1,207,449**

CERTIFICATION BY A LICENSED ARCHITECT OR ENGINEER

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

DocuSigned by:
Daniel Kinken
7B6D3EA2C3374AA...

Date Signed: 09/02/2021 | 9:16:48 EDT

Signature of Licensed Architect or Engineer

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.

DocuSigned by:
Matthew Stiene
9BCFAC883516459...

Date Signed: 09/02/2021 | 9:30:46 EDT

Signature of Officer/Agent

Senior Vice-President, Construction & Facility Services, Novant Health

Title of Officer/Agent

ATTACHMENT C

EQUIPMENT COMPARISON

KMC CT Scanner #1 Replacement	**EXISTING EQUIPMENT**	**REPLACEMENT EQUIPMENT**
Type (e.g., Cardiac Catheterization, Gamma Knife®, Heart-lung bypass machine, Linear Accelerator, Lithotriptor, MRI, PET, Simulator, CT Scanner, Other Major Medical Equipment)	CT Scanner	CT Scanner
Manufacturer	Siemens	Siemens
Model number	Axiom	SOMATOM Edge Plus
Other method of identifying the equipment (e.g., Room #, Serial Number, VIN #)	CT1	TBD
Is the equipment mobile or fixed?	Fixed	Fixed
Date of acquisition	May 2011	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 for New Equipment>	n/a	$1,207,449
Total cost of the equipment	n/a	$875,530
Location of the equipment <Attach a separate sheet for mobile equipment if necessary>	Radiology/CT Dept.	Radiology/CT Dept.
Document that the existing equipment is currently in use	LRA Excerpt Attached	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

d. Mobile MRI Services **Campus – *if multiple sites*:** N/A

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:

_____

Did the facility contract for mobile MRI services? ___ Yes ✓ No

If Yes, name of mobile vendor: _____

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*: NHKMC

How many fixed CT scanners does the hospital have? 1

Does the hospital contract for mobile CT scanner services? ___ Yes ✓ No

If yes, identify the mobile CT vendor _____

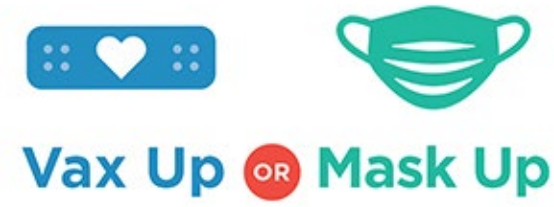
Complete the following table for fixed and mobile CT scanners.

	Type of CT Scan	FIXED CT Scanner # of Scans	MOBILE CT Scanner # of Scans
1	Head without contrast	3,758	N/A
2	Head with contrast	664	N/A
3	Head without and with contrast	19	N/A
4	Body without contrast	3,808	N/A
5	Body with contrast	5,886	N/A
6	Body without contrast and with contrast	147	N/A
7	Biopsy in addition to body scan with or without contrast	2	N/A
8	Abscess drainage in addition to body scan with or without contrast	20	N/A
	Total	14,304	N/A

From: Inman, Celia C
To: Waller, Martha K
Cc: Hale, Gloria
Subject: FW: [External] Replacement Equipment Exemption for CT Scanner at NH Kernersville Medical Center
Date: Friday, September 3, 2021 8:48:09 AM
Attachments: KMC CT REER to Agency 09.02.2021.pdf

MW,
Please log this exemption request.
Thanks,

Celia C. Inman
Project Analyst, Certificate of Need
Division of Health Service Regulation, Healthcare Planning and Certificate of Need Section
NC Department of Health and Human Services



Find a vaccine location, get questions answered and more at YourSpotYourShot.nc.gov.

Office: 919-855-3873 *(Due to the pandemic, I am primarily working from home, so e-mail works best to reach me at this time.)*
Celia.Inman@dhhs.nc.gov

809 Ruggles Drive, Edgerton
2704 Mail Service Center
Raleigh, NC 27603

Twitter | Facebook | YouTube | LinkedIn

From: Griffin, Lisa L <llgriffin@novanthealth.org>
Sent: Thursday, September 2, 2021 5:03 PM
To: Inman, Celia C <celia.inman@dhhs.nc.gov>
Cc: Hale, Gloria <gloria.hale@dhhs.nc.gov>
Subject: [External] Replacement Equipment Exemption for CT Scanner at NH Kernersville Medical Center

CAUTION: External email. Do not click links or open attachments unless you verify. Send all suspicious email as an attachment to Report Spam.

Celia,

Attached is a replacement equipment exemption for an existing CT scanner located at Novant Health Kernersville Medical Center. Please let me know if you have any questions or need additional information.

Regards,

Lisa Griffin
Manager, Strategic Planning & Certificate of Need
Novant Health | Internal Consulting Group
(704) 351 – 1132

We are here to help you get the care you need. Visit Novant Health or Novant Health UVA for up-to-date information.

Estamos aquí para ayudarle con el cuidado que usted necesita. Visite Novant Health o Novant Health UVA para información actualizada.

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