



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

October 26, 2020

Lisa Griffin
lgriffin@novanthealth.org

Exempt from Review – Replacement Equipment

Record #: 3378
Facility Name: Novant Health Forsyth Medical Center
FID #: 923174
Business Name: Novant Health, Inc.
Business #: 1341
Project Description: Replace existing linear accelerator
County: Forsyth

Dear Ms. Griffin:

The Healthcare Planning and Certificate of Need Section, Division of Health Service Regulation (Agency), determined that based on your letter of October 13, 2020, 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 Varian Truebeam linear accelerator to replace the Varian 21EX-S, 0023/Vault 4 linear accelerator. 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
Celia C. Inman
Project Analyst

Martha J. Frisone
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.ncdhhs.gov/dhsr/ • TEL: 919-855-3873

October 13, 2020



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 (FID 923174)
Replacement of Existing Linear Accelerator #4
Winston-Salem, NC (Forsyth County)

Dear Ms. Inman:

Pursuant to N.C. Gen. Stat. § 131E-184(f), this letter serves as prior written notice that Novant Health Forsyth Medical Center (“NHFMC”) intends to replace an existing fixed linear accelerator currently located in the Radiation-Oncology Department within the Cancer Center on the first floor of the hospital.

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

NHFMC is located at 3333 Silas Creek Parkway, Winston-Salem, North Carolina. The Radiation-Oncology Department is located on the ground floor in the Cancer Center on the rear side of the main hospital on Bethesda Court (Entrance M on the enclosed Campus Map in **Attachment A**). The main hospital building is the location at which NHFMC exercises financial and administrative control over the entire facility and the administrative suite is located on the first floor of NHFMC (per Entrance A on the enclosed Campus Map in **Attachment A**).

Previous Certificate of Need

The existing linear accelerator is a replacement of a unit that dated back to 2004; however, we are unable to find the documentation regarding its original certificate of need. NHFMC has reported four linear accelerators for many years on the Annual License Renewal Application (“LRA”). The most recent LRA is included as support that this linear accelerator has been in use and is still in use. **See Attachment B** for an excerpt of NHFMC’s 2020 LRA.

Replacement Equipment

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

- (1) NHFMC will replace the existing 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.

The replacement involves the existing linear accelerator which was acquired in 2004 and is well past its useful life and is outdated to current equipment capabilities. **Attachment E** contains the Equipment Comparison Form.

See **Attachment C** for the Equipment Quote for the new linear accelerator. As part of the equipment cost, the vendor will provide onsite clinical training for the equipment. Also, the existing equipment will be traded in and removed from North Carolina by Varian as indicated on the cover page of the Varian quote. Also included as medical equipment and copies of the quotes are a Sun Scanning system, a Vision RT system, and breast imaging devices integral to the operation of the linac. The total capital cost for the proposed replacement equipment project is estimated to be \$5,504,636. See **Attachment D – Project Capital Cost Form**.

In support of our request, please find attached:

- Attachment A – NHFMC Campus Map**
- Attachment B – NHFMC 2020 LRA Excerpt**
- Attachment C – Equipment Quotes**
- Attachment D – Project Capital Cost Form**
- Attachment E – NC CON Equipment Comparison chart**

NHFMC's acquisition of the replacement fixed linear accelerator 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 \$5,504,636. 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 request does not constitute a new institutional health service and is exempt from certificate of need review as indicated above.

If you need additional information, please do not hesitate to contact me.

Sincerely,



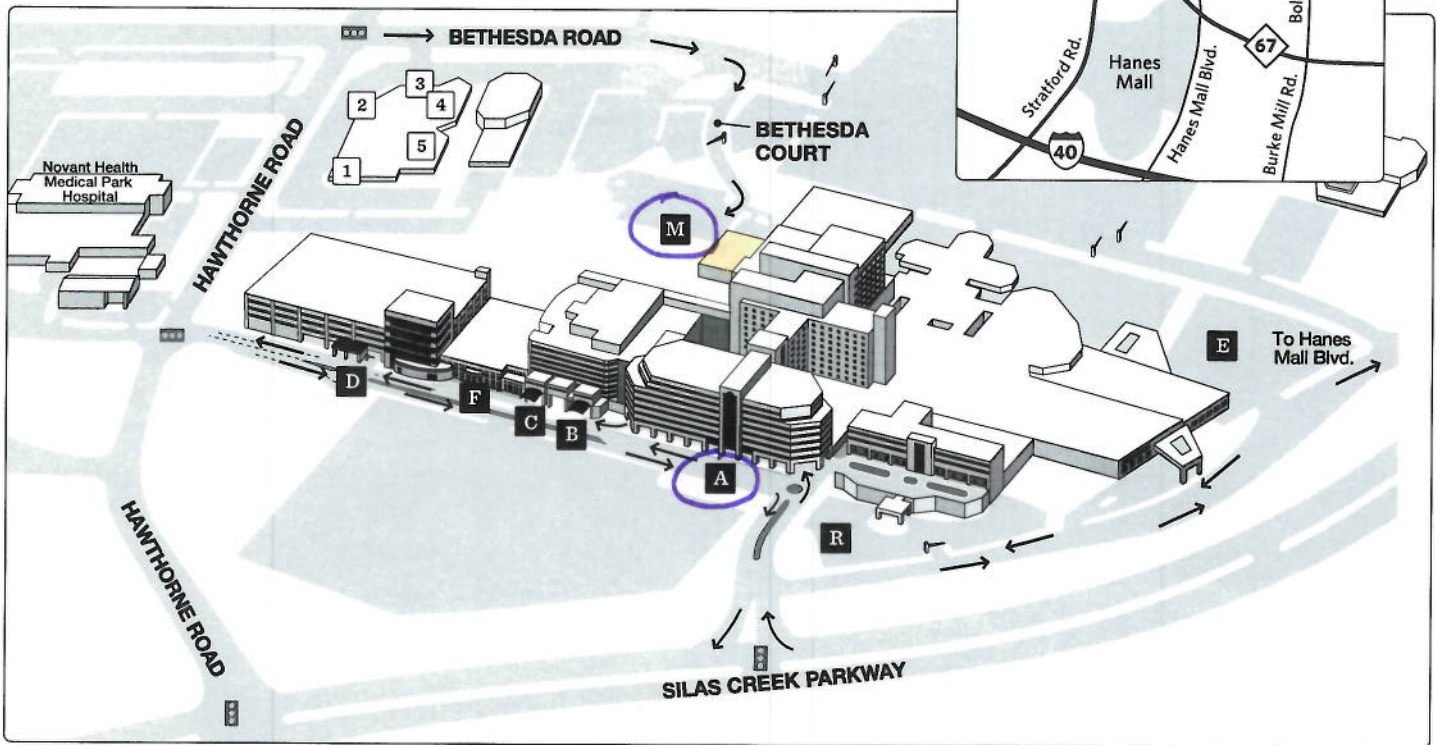
Lisa Griffin
Manager, Operational Planning
Novant Health, Inc.

ATTACHMENT A



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

*Rad-onc & Linacs located

ATTACHMENT B

All responses should pertain to October 1, 2018 through September 30, 2019.

11. Linear Accelerator Treatment Data *continued*

Campus – if multiple sites: FORSYTH MEDICAL CENTER ✓

- a. Number of patients who received a course of radiation oncology treatments on linear accelerators (not the Gamma Knife®). Patients shall be counted once if they receive one course of treatment and more if they receive additional courses of treatment. For example, one patient who receives one course of treatment counts as one, and one patient who receives three courses of treatment counts as three

Number of Patients 1,090

(This number should match the number of patients reported in the Linear Accelerator Patient Origin Table on page 32.)

- b. TOTAL number of Linear Accelerators:

4

Of the TOTAL above,

Number of Linear Accelerators configured for stereotactic radiosurgery:

2

Number of CyberKnife® Systems:

0

Number of other specialized linear accelerators:

0

- c. Number of Gamma Knife® units

2

- d. Number of treatment simulators

0

("machine that produces high quality diagnostic radiographs and precisely reproduces the geometric relationships of megavoltage radiation therapy equipment to the patient."(GS 131E-176(24b)))

- e. Number of grandfathered Linear Accelerators

For questions, please contact Healthcare Planning and Certificate of Need at 919-855-3873.

- f. CON Project ID numbers for all non-grandfathered Linear Accelerators: G-6586-02

REMAINING ARE GRANDFATHERED.

ATTACHMENT C



Custom System Proposal

Quotation Number - 2019-206493-A1

SPECIAL AMENDED QUOTATION

Removed TVL001001201 LAP Apollo Green Room Laser Kit -\$15,631
Removed TVL001070002 SuperFAST Installation - Existing Baseframe -\$99,835
Removed VAR001001007 Remove/Dispose Existing Equipment -\$18,034
Removed VAR001001004 Trade-In Discount \$25,000

> Removal is trade-in

Add LAS001001051 Gammex Micro+ Fixed Laser System (Green) \$15,631

Reduce contract price: \$-92,869

~~Old~~ Contract Total: \$3,316,152 ✓

New Contract Total: \$3,223,283

PROVIDED TO REMEDY ERROR ON QUOTATION 2019-206493

(Looking further)



**Forsyth Memorial Hospital, Inc. d/b/a Novant Health
Forsyth Medical Center ("Customer")**

Adam Worland
3333 SILAS CREEK PKWY
WINSTON-SALEM, North Carolina 27103 United States
Tel : (704) 920-7900
Fax : 336-718-9257
Email : acworland@novanthealth.org

VMS Inc, Oncology Systems

Jeff Boone
Sales Representative
Work from home
Charlottesville, VA 30327 US
Tel : 434-270-2144
Email : alexis.irizarry@varian.com

*** Confidential - Proposal is intended for Recipient and Recipient's Site Representatives Only ***

Quote Information

Quotation Number :	2019-206493-A1	Sales PO Required :	No
Quotation Valid Until :	December 20, 2019	Service PO Required :	No
Customer Requested Delivery Date :	November 19, 2020	Customer Procurement Contact Name :	Needed
Quotation Date :	September 17, 2020		

Sales

Incoterms : DPU Site Insured
Payment Terms : 40 days net
Shipment : 80.00%
Acceptance : 20.00%
For orders equal or less than \$75k, 100% upon shipment, net 30.

Services

Contract Start Date : December 19, 2019
Contract End Date : November 18, 2022
Payment Terms : Net 30 days
Payment Frequency : Annual
Invoicing : Start of Billing Cycle

Quotation Total

Quotation Total : US \$3,223,283.00
Finance support available: For lease and finance plans, call Toby Wann, Director Varian Customer Finance 408.221.4294 Toby.Wann@varian.com

The quotation is provided in order to remedy an error on Quotation 2019-206493. The products listed on this quotation are to be used exclusively and only by NOVANT HEALTH FORSYTH MEDICAL CENTER.

Terms and Conditions

Products and Services: Customer's access to and use of the Products, Support Services and Services (except Software-as-a-Service or Subscription Services) as indicated in this Quotation are subject to and governed by: (a) the Varian Terms and Conditions of Sale (Form RAD 1652) at: https://www.varian.com/1652V_OCT_2018 and (b) any Schedules, Exhibits and/or additional terms (including third party terms) contained, attached, referenced or otherwise indicated in this Quotation. All terms and conditions provided in the website link listed in item (a) above are incorporated by reference and form part of the contract between Varian and Customer. If there is a separate written agreement (e.g. master agreement) in effect between the parties that expressly provides for and governs the purchase and sale of the specific Products, Support Services, Services, Software-as-a-Service and/or SubscriptionService set forth in this Quotation, such written agreement shall govern. Hard copies of the referenced terms and conditions and any additional terms indicated will be provided to Customer upon request.

For and on behalf of Customer

Authorized Representative : Adam Worland
Title : Dir Strategic Sourcing
Date : September 17, 2020

Varian Medical Systems, Inc.

Authorized Representative : Jeff Boone
Title : Sales Representative
Date : September 17, 2020

Amendment Info

varian

OMNI Quote Number:	N/A
Amended Delta:	\$-92,869
Contract Total:	\$3,223,283
Old Contract Total:	\$3,316,152

Quotation Summary



Offered Products (Sales)	Offer Price
Original Configuration - Scalable TrueBeam	US \$2,890,181.00
Original Configuration - Eclipse HyperArc Planning License	US \$154,722.00
Original Configuration - Removal/Disposal and Trade-In	-US \$6,966.00
Original Configuration - Commissioning Services	US \$114,400.00
Original Configuration - Extended Warranty for Scalable TrueBeam	Included
Amendment - Amend Section 1	-US \$99,835.00
Amendment - Remove Section 3	US \$6,966.00

Item	Description	Qty	Offer Price
Section 1 Original Configuration - Scalable TrueBeam			
1.1	<p>TrueBeam Base System 120 MLC</p> <p>Treatment delivery system supporting X-Ray treatment delivery. Includes 120-leaf MLC with dual independent jaws, enhanced dynamic wedge, 6 MV X-ray treatment energy, 43 cm x 43 cm MV imager for radiographic, cine, and integrated imaging, Motion View CCTV camera system, treatment console with integrated audio and video systems, back pointer lasers, front pointer set and upper port film graticule to support basic quality assurance.</p> <p>Features:</p> <ul style="list-style-type: none"> • Basic X-Ray treatment delivery technique package, including Static Photon, Photon Arc, and Dynamic Conformal Arc treatment delivery techniques • Intensity Modulated RadioTherapy (IMRT) treatment technique, including large field IMRT • Total Body Treatment technique package • 2D MV Radiographic and Cine Image Acquisition, 2D/2D Radiographic Image Review and match, Cine image review • Relative Portal Dosimetry Image and Integrated Image Acquisition • Matching of 2D radiographs to 3D reference images • Online addition of kV and MV imaging protocols to treatment fields, with automated generation of reference images • Online Physician Approval of Images at Treatment Console (compatible with ARIA® only) • Automated Machine Performance Check Testing, Online Machine Performance Check Review • Offline Machine Performance Check Review <p>Prerequisites:</p> <ul style="list-style-type: none"> • ARIA® oncology information system for radiation oncology v11 MR4.1 or higher or compatible third-party oncology information system • Eclipse™ treatment planning system v11 MR3 or higher or compatible third-party treatment planning system • Compatible server hardware and operating system. For detailed specifications, visit: www.varian.com/hardwarespecs <p>Customer Responsibilities:</p> <ul style="list-style-type: none"> • Verify compatibility with third-party oncology information systems • Verify compatibility with third-party treatment planning systems • If using a scale other than IEC 60601 or IEC 61217 in the rest of the department, it may be necessary to change scales on all other machines. This may require additional purchases. 	1	US \$1,466,763.00
1.2	TrueBeam Version 2.7	1	Included
1.3	New Universal Baseframe 52" Fixed Floor	1	Included
1.4	<p>15/16 MV (BJR 11/17)</p> <p>40 cm x 40 cm maximum field size, dose rate range 0-600 MU/Min.</p>	1	US \$16,807.00
1.5	<p>10/10 MV (BJR 11/17)</p> <p>40 cm x 40 cm maximum field size, dose rate range 0-600 MU/Min.</p>	1	US \$16,807.00
1.6	6/6 MV (BJR 11/17)	1	US \$16,807.00

Item	Description	Qty	Offer Price
	40 cm x 40 cm maximum field size, dose rate range 0-600 MU/Min.		
1.7	16 MeV, 0-1000 MU/Min	1	US \$16,807.00
	25 cm x 25 cm maximum field size, dose rate range 0-1000 MU/Min.		
1.8	12 MeV, 0-1000 MU/Min	1	US \$16,807.00
	25 cm x 25 cm maximum field size, dose rate range 0-1000 MU/Min.		
1.9	9 MeV, 0-1000 MU/Min	1	US \$16,807.00
	25 cm x 25 cm maximum field size, dose rate range 0-1000 MU/Min.		
1.10	6 MeV, 0-1000 MU/Min	1	US \$16,807.00
	25 cm x 25 cm maximum field size, dose rate range 0-1000 MU/Min.		
1.11	PerfectPitch 6DoF Couch	1	US \$126,054.00
	Fully integrated 6-Degrees of Freedom (6DoF) couch system.		
	Features:		
	<ul style="list-style-type: none"> Manual and automated positioning of the patient Image-based 6DoF patient positioning with remote couch motion 		
	Prerequisites:		
	<ul style="list-style-type: none"> ARIA® Oncology Information System for Radiation Oncology v.11 or later 		
1.12	10X High Intensity Mode	1	US \$25,211.00
	40 cm x 40 cm maximum field size, dose rate range 400-2400 MU/min in 400 MU/min steps.		
1.13	6X High Intensity Mode	1	US \$25,211.00
	40 cm x 40 cm maximum field size, dose rate range 400-1400 MU/Min in 200 MU/min steps.		
1.14	Low-X Imaging Energy	1	US \$8,404.00
	Low-X imaging energy configuration, providing high soft tissue contrast when imaging in-line with the treatment beam.		
1.15	HyperArc Treatment Delivery Capability	1	US \$133,628.00

Item	Description	Qty	Offer Price
	<p>Frameless, MLC-based technique for multiple intracranial SRS targets. Automated non-coplanar treatment delivery with integral intrafraction imaging at specified couch angles.</p> <p>Features:</p> <ul style="list-style-type: none"> HyperArc™ Delivery License. <p>Prerequisites:</p> <ul style="list-style-type: none"> TrueBeam™ or Edge® system v2.7 or higher RapidArc® delivery license PerfectPitch™ 6-Degrees of Freedom (6DoF) couch Varian IGRT couch top or QFix KVue™ or KVue Calypso® couch top Encompass™ SRS Immobilization System by Qfix® Eclipse™ treatment planning system v15.5 or higher HyperArc treatment planning license Eclipse RapidArc® planning license ARIA® oncology information system for radiation oncology v15.1 or higher <p>Notes:</p> <ul style="list-style-type: none"> Use of external devices connected to Motion Management or ADI interfaces with HyperArc are not validated or supported by Varian. It is recommended that the patient CT scan used for treatment planning be acquired at a slice thickness of 1.25 mm or better 		
1.16	<p>RapidArc Treatment Delivery</p> <p>RapidArc® Treatment Delivery is a volumetric modulated arc treatment delivery technique.</p> <p>Features:</p> <ul style="list-style-type: none"> Simultaneous modulation of MLC aperture shape, beam dose rate, and gantry angle and rotation speed during beam delivery Supports dynamic jaw tracking and collimator rotation with supporting treatment planning system <p>Prerequisites:</p> <ul style="list-style-type: none"> 120 Multi Leaf Collimator or HD120™ Multi Leaf Collimator Eclipse™ treatment planning system v11.0 or higher RapidArc treatment planning license Compatible server hardware and operating system. For detailed specifications, visit: www.varian.com/hardwarespecs 	1	US \$126,054.00
1.17	<p>kV Imaging System</p> <p>kV Imaging system, providing 2D radiographic and fluoroscopic and 3D CBCT imaging capability.</p> <p>Features:</p> <ul style="list-style-type: none"> kV CBCT image acquisition, review, and match to 3D reference image Radiographic image acquisition, with 2D/2D and 2D/3D image matching to reference image Fluoroscopic image acquisition, with structure overlay on fluoroscopic images. kV CBCT image acquisition with a long field of view, provided by merging multiple indexed CBCT images. Online data acquisition and viewing only. 	1	US \$210,090.00
1.18	<p>Advanced Resp Motion Management System</p> <p>Stereoscopic optical system for managing patient respiration motion during treatment delivery and imaging.</p> <p>Features:</p> <ul style="list-style-type: none"> Stereoscopic optical imager, including marker block for tracking patient respiration motion Respiratory gated treatment delivery Respiratory gated MV image acquisition and online review, respiration synchronized cine image acquisition and online review Respiratory gated kV image acquisition and online review, respiration synchronized fluoroscopic image acquisition and online review 	1	US \$60,086.00

Item	Description	Qty	Offer Price
1.19	<p>VCD Option, couch mounted</p> <p>Couch-mounted display system provides visual feedback to the patient for respiration stabilization or breath hold position during respiratory gated image acquisition or treatment delivery.</p> <p>Features:</p> <ul style="list-style-type: none"> • 2 rechargeable batteries and charging system • Video interface for optional use of customer-provided video goggles • Wireless display system with adjustable count mount. <p>Prerequisites:</p> <ul style="list-style-type: none"> • TrueBeam® v2.7 or higher • One of the following: <ul style="list-style-type: none"> ◦ Advanced Respiratory Motion Management System ◦ Basic Respiratory Motion Management System ◦ Respiratory Motion Management System ◦ Optical Imager 	1	US \$13,446.00
1.20	<p>Gated CBCT</p> <p>Provides the ability to acquire CBCT images synchronized with patient respiration (free-breathing or breath hold).</p> <p>Features:</p> <ul style="list-style-type: none"> • Gated CBCT Imaging License: CBCT image acquisition, image review, and image match to respiratory gated reference image. • Short Arc CBCT Imaging License: CBCT image acquisition using a 120-150 degree arc, image review, and image match to respiratory gated reference image. Short arc CBCT is an option for single breath hold CBCT data acquisition. <p>Prerequisites:</p> <ul style="list-style-type: none"> • One of the following: <ul style="list-style-type: none"> ◦ Advanced Respiratory Motion Management System ◦ Basic Respiratory Motion Management System ◦ Respiratory Motion Management System ◦ Optical Imager • kV Imaging System 	1	US \$33,614.00
1.21	<p>Iterative CBCT</p> <p>Iterative CBCT provides improved detectability of stationary or gating-immobilized soft tissue anatomy.</p> <p>Features:</p> <ul style="list-style-type: none"> • Iterative CBCT license • Reconstruction computer with GPU hardware 	1	US \$62,216.00
1.22	<p>LAP Apollo Green Room Laser Kit</p> <p>Features:</p> <ul style="list-style-type: none"> • One Apollo Green Remote Controlled Ceiling Crosshair Laser • Two Apollo Green Remote controlled Lateral Crosshair Lasers • One Apollo Green Remote Vertical or Horizontal Controlled Sagittal Line Laser (selected prior to system production) 	1	US \$15,631.00
1.23	<p>Additional MotionView CCTV Camera System</p>	1	US \$13,446.00

Item	Description	Qty	Offer Price
	<p>Additional set of two Motion View CCTV cameras and displays. Camera placement is at customer discretion.</p> <p>Features:</p> <ul style="list-style-type: none"> • Two pan, tilt, zoom CCTV cameras • Two desktop LCD displays with built in camera controls • Adjustable viewing angle for patient privacy • Push button pan, tilt, zoom, and home position control <p>Prerequisites:</p> <ul style="list-style-type: none"> • Motion View camera system, provided with linac system. 		
1.24	<p>Main Circuit Breaker Panel</p> <p>Main circuit breaker panel, interfacing to a single power input feed from the facility Mains. Circuit breakers provide independent over-current protection for equipment at the console and in the treatment room. UL and IEC/CE certified.</p>	1	US \$5,883.00
1.25	<p>SuperFAST Installation - Existing Basefr</p> <p>Accelerated 12-day installation of TrueBeam®, TrueBeam STx, VitalBeam™, or Edge® on existing base frame with prior system rigging and network availability.</p> <p>Features:</p> <ul style="list-style-type: none"> • Completion of installation of all features required for commissioning readiness <p>Prerequisites:</p> <ul style="list-style-type: none"> • Recently ordered new system that has not yet been installed • Eclipse™ Treatment Planning System • 24/7 access to the facility • All items on pre-installation checklist complete • Customer agreement to scope of work <p>Notes:</p> <ul style="list-style-type: none"> • Varian will complete installation to a minimum of beam, collimator, and MV imaging system readiness for commissioning activities. • Varian will return within 30 days from completion of customer commissioning to complete installation and acceptance of all remaining items that were not required for system commissioning, including kV imaging, Rapid Arc, respiratory motion management system. • This service does not include additional construction or commissioning support. 	1	US \$99,835.00
1.26	<p>RPC Lung Phantom Voucher Option</p> <p>A service provided through the MD Anderson Dosimetry Lab (MDADL) to supply a Radiological Physics Center (RPC) lung phantom for QA and commissioning of advanced technologies.</p> <p>Features:</p> <ul style="list-style-type: none"> • Roundtrip shipment of anthropomorphic lung phantom with imageable targets, avoidance structures, and heterogeneities that contain thermoluminescent dosimeter (TLD) and radiochromic film dosimeters • Remote analysis by MDADL of the planning and dose delivery of the treatment on the phantom <p>Report of analysis from MDADL</p> <p>Prerequisites:</p> <p>Acceptance of TrueBeam® or Edge™ system with which the lung phantom will be used</p> <p>Customer Responsibilities:</p> <ul style="list-style-type: none"> • Login to www.myvarian.com to access the Customer Technical Bulletin CTB-GE-930 for instructions on redeeming the lung phantom service. <p>Non-printing</p>	1	US \$3,736.00
1.27	<p>CatPhan Phantom</p>	1	US \$16,879.00

Item	Description	Qty	Offer Price
	Phantom for measuring CBCT image contrast, spatial resolution, and uniformity. Features: <ul style="list-style-type: none"> • Modules for measuring CBCT image contrast, spatial resolution, and uniformity Prerequisites: <ul style="list-style-type: none"> • kV Imaging system with CBCT 		
1.28	Supp. Phantom Kit Supplemental imaging phantom kit for measuring resolution and contrast of kV and MV imaging systems. Features: <ul style="list-style-type: none"> • Leeds TOR 18FG phantom for measuring spatial resolution and contrast of kV imaging system • MV contrast phantom for measuring contrast performance of MV imaging system • Geometric phantom, mounted on IGRT couch top-compatible lock bar. Can be used for quality assurance of image guidance workflow. Prerequisites: <ul style="list-style-type: none"> • MV imaging system 	1	US \$6,958.00
1.29	Integrated Collimator Verification & Interlock System (ICVI) for TrueBeam® platform The Integrated Collimator Verification & Interlock (ICVI) system provides electronically-verified conical collimators for use in radiosurgical treatment delivery. Features: <ul style="list-style-type: none"> • Conical collimator mounting system with integrated mount verification • Set of 7 conical collimators with integrated verification • Conical collimator set (in mm diameter): 4, 5, 7.5, 10, 12.5, 15, and 17.5 • ICVI QA Toolkit Prerequisites: <ul style="list-style-type: none"> • ARIA® oncology information systems for radiation oncology v11.0 or higher or compatible third-party oncology information system • Eclipse™ Cone Planning v11.0 or higher or compatible third-party treatment planning system Customer Responsibilities: <ul style="list-style-type: none"> • Verify compatibility with third-party treatment planning systems if applicable • Verify compatibility with third-party oncology information systems if applicable Notes: <ul style="list-style-type: none"> • Includes MPC ICVI isocenter license and MPC ICVI conical collimator alignment license. 	1	US \$50,422.00
1.30	Motion Management Interface Motion management interface is an integrated interface for validated external devices that provide patient positioning, patient and target motion monitoring, and/or respiratory gating. The Motion management interface supports connection of up to four external devices, two of which may be used for respiratory motion management or high speed beam hold. Features: <ul style="list-style-type: none"> • 4-DoF or 6-DoF patient positioning capability for compatible validated devices and couch configurations • Integrated external device beam hold and image-based patient repositioning workflow • Patient-specific external device activation and patient plan verification 	1	US \$33,614.00
1.31	STD TRNG: TB Platform On-Site The on-site review of the TrueBeam/Edge/VitalBeam components includes imaging and use cases for support of patient treatment for therapists. This support is to ensure that personnel who attended the classroom training are able to operate the TrueBeam Platform machine in a safe and effective manner in the clinical environment.	1	Included

Item	Description	Qty	Offer Price
	<p>Features:</p> <ul style="list-style-type: none"> Includes support for TrueBeam/Edge/VitalBeam, Offer is valid for 18 months after installation of product. <p>Prerequisites:</p> <ul style="list-style-type: none"> TrueBeam Platform classroom trainings <p>Notes:</p> <ul style="list-style-type: none"> Training is non-refundable and non-transferable 		
1.32	<p>INCL ED: TB201 TB Platform Physicists</p> <p>TrueBeam Physics and Administration: TrueBeam Physics and Administration course is designed for personnel (primarily Medical Physicists) responsible for the acceptance, commissioning, and QA program development of the TrueBeam in the clinical environment. It is recommended that the student attend the TrueBeam Physics and Administration course shortly before the installation of the TrueBeam. The course provides instruction of the basic delivery components, basic imaging components, and a general overview of the motion management system components. Machine commissioning, calibration, and QA of the machine are included. The course subject matter is presented from a clinical use perspective. Primary emphasis is on the overall commissioning, calibration, and QA of the TrueBeam and its components. Extensive hands-on laboratory exercises are included.</p> <p>Features:</p> <ul style="list-style-type: none"> Includes support for TrueBeam/Edge/VitalBeam Includes Tuition and Materials for ONE person Length: 4.5 days Offer is valid for 18 months after installation of product <p>Customer Responsibilities:</p> <ul style="list-style-type: none"> Customer is responsible for all travel expenses (airfare, hotel, rental car, meals and travel incidentals) <p>Notes:</p> <ul style="list-style-type: none"> Training is non-refundable and non-transferable 	1	Included
1.33	<p>INCL ED: TB101 TB Platform Operations</p> <p>TrueBeam Operations is a course designed for personnel (primarily Radiation Therapists) responsible for the routine operation and clinical use of the TrueBeam. It is recommended that students attend the TrueBeam Operations course shortly before clinical use and the commencement of patient treatments. The course provides instruction of the basic delivery components, basic imaging components, and a general overview of the motion management system components. The course subject matter is presented from a clinical use perspective. Primary emphasis is on the overall understanding of the TrueBeam function and operation to include imaging and respiratory gating. Extensive hands-on laboratory exercises are included. The attendees of this class will be provided tools to allow them to instruct other clinical staff upon their return.</p> <p>Features:</p> <ul style="list-style-type: none"> Includes support for TrueBeam/Edge/VitalBeam Includes Tuition and Materials for ONE person Length: 4 days Offer is valid for 18 months after installation of product <p>Customer Responsibilities:</p> <ul style="list-style-type: none"> Customer is responsible for all travel expenses (airfare, hotel, rental car, meals and travel incidentals) <p>Notes:</p> <ul style="list-style-type: none"> Training is non-refundable and non-transferable 	1	Included
1.34	<p>INCL ED: CL222 Respiratory Gating</p> <p>The Respiratory Gating course provides training for physicists and therapists, to obtain knowledge of principles and practices of respiratory gating in radiation oncology for clinical implementation.</p> <p>Features:</p> <ul style="list-style-type: none"> Includes support for TrueBeam Platform 	1	Included

Item	Description	Qty	Offer Price
	<ul style="list-style-type: none"> Includes Tuition and Materials for ONE person Length: 2 days Offer is valid for 18 months after installation of product Customer Responsibilities: <ul style="list-style-type: none"> Customer is responsible for all travel expenses (airfare, hotel, rental car, meals and travel incidentals) Notes: <ul style="list-style-type: none"> Training is non-refundable and non-transferable 		
1.35	NLS: English	1	Included
1.36	20 MeV, 0-1000 MU/Min 25 cm x 25 cm maximum field size, dose rate range 0-1000 MU/Min.	1	US \$16,807.00
1.37	Filtrine Water Chiller A closed loop water cooling system, providing clean water at a constant flow, pressure, and temperature for cooling a high energy medical linear accelerator. Ideal for sites where a dependable source of clean water for cooling is not available.	1	US \$67,229.00
1.38	Additional In-Room Monitor System Additional in-room monitors that can be placed at customer discretion.	1	US \$6,933.00
1.39	Power Cond., 3phase 50KVA Transtector 50KVA, 3-phase power conditioning unit, providing transient protection, line power regulation, and Input and Output circuit breakers for over-current protection. UL and IEC/CE certified. Notes: <ul style="list-style-type: none"> Supports voltage configurations from 208 to 600 VAC and in 50 or 60 Hz for US and ROW applications. 	1	US \$42,018.00
1.40	IGRT Couch Top Image Guided RadioTherapy (IGRT) carbon fiber treatment couch top, free of metal or other radiation-opaque materials. Features: <ul style="list-style-type: none"> Indexed Immobilization® for compatible accessories Couch top interface for mounting patient immobilization and quality assurance devices at the head of the couch Lock bar for indexed positioning of equipment or immobilization devices on the couch top Handrail for couch positioning, with hooks for temporary pendant placement during patient set up 	1	US \$16,807.00
1.41	VCD w/Couch Mount - IGRT	1	Included

Item	Description	Qty	Offer Price
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1.42	4D CBCT Imaging Package	1	US \$36,976.00
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4D Cone-Beam Computed Tomography (CBCT) Package. Provides the ability to acquire an 4D CBCT images for patient positioning and review target motion analysis at the time of treatment delivery or review target motion analysis post treatment delivery.

Features:

- 4D kV CBCT Image Match Review License: 4D CBCT image acquisition, image review, and image match to structure or Maximum Intensity Projection (MIP) at the time of treatment delivery
- 4D CBCT Image Acquisition License: 4D kV CBCT image acquisition in Advanced Reconstructor Mode for post-treatment image reconstruction, viewing, and offline analysis

Prerequisites:

- TrueBeam® v2.7
- One of the following:
 - Advanced Respiratory Motion Management System
 - Basic Respiratory Motion Management System
 - Respiratory Motion Management System
 - Optical Imager
- kV Imaging System
- ARIA® oncology information system v11.1 MR1 (11.0.55) or higher or compatible third-party oncology information system
- ARIA oncology information system for radiation oncology or Eclipse™ treatment planning system v11 MR3 (11.0.47) or higher
- ARIA oncology information system v15.1 or higher is required for review of 4D kV CBCT images in ARIA Offline Review
- Compatible server hardware and operating system. For detailed specifications, visit: www.varian.com/hardware-specs

Customer Responsibilities:

- Verify compatibility third-party oncology information system
- Initiate Smart Connect application to allow remote monitoring

1.43	SRS Encompass IMB IGRT Couchtop	1	US \$49,581.00
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The SRS Encompass™ Immobilization package from Qfix™ is a dedicated SRS immobilization package specifically tailored for use with the IGRT couch top.

Features:

- Encompass Intracranial Standalone Device (quantity: 2)
- Encompass mask system (quantity: 10)
- Direct Indexing™ Adapter for Varian IGRT couch top (quantity: 1)
- Locating bar (quantity: 1)

Prerequisites:

- IGRT couch top
- TrueBeam® v2.0 and higher
- VitalBeam® v2.5 (China only) and higher

Notes:

- Training will be provided by Qfix

Offer Price

Section Total : US \$2,890,181.00

Section 2 Original Configuration - Eclipse HyperArc Planning License

2.1	Install on Existing/Customer Server	1	Included
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Item	Description	Qty	Offer Price
2.2	<p>HyperArc Planning</p> <p>Eclipse external beam planning for frameless, MLC-based delivery technique for single or multiple intracranial SRS targets in support of HyperArc™ delivery.</p> <p>Features:</p> <ul style="list-style-type: none"> HyperArc™ Planning License for one user <p>Prerequisites:</p> <ul style="list-style-type: none"> HyperArc delivery license TrueBeam® or EDGE™ system software v2.7 or higher Eclipse RapidArc Planning License 	1	US \$154,722.00
2.3	<p>STD TRNG: HyperArc Consultant Suprt</p> <p>Standard Training HyperArc™ Consultant Support</p> <p>Features:</p> <ul style="list-style-type: none"> Consultant will provide clinical support to establish a Stereotactic Radiosurgery (SRS) Program at customer site. The consultant will cover the necessary workflow for the following: <ul style="list-style-type: none"> patient selection positioning and imaging treatment planning dose prescriptions and organ at risk sparing quality assurance treatment imaging and delivery patient follow up Duration and Location: 2 days at customer site plus 4 hours of remote support <p>Prerequisites:</p> <ul style="list-style-type: none"> HyperArc v15.5 or higher installed Truebeam v2.7 or higher installed <p>Notes:</p> <ul style="list-style-type: none"> Offer is valid for up to 18 months after installation of product Non-transferable to other products and services and non-refundable This entitled training is for up to 3 users. The intended audience includes physicists, physicians, dosimetrists, treatment planners and other staff as appropriate 	1	Included
2.4	<p>STD TRNG: HyperArc- Onsite</p> <p>Standard Training for HyperArc™ Planning. Intended audience includes physicists, dosimetrist/ treatment planners and other staff as appropriate.</p> <p>Features:</p> <ul style="list-style-type: none"> Training Plan details will be provided by the training management team as part of your product implementation process. Topics covered can include: <ul style="list-style-type: none"> Workflow treatment planning from CT protocol Plan generation Fixation device Optimization Plan preparation for imaging and treatment Duration and Location: 1 day at customer site <p>Prerequisites:</p> <ul style="list-style-type: none"> HyperArc installed <p>Notes:</p> <ul style="list-style-type: none"> This entitled training is for up to 3 users Offer is valid for up to 18 months after installation of product Non-transferable to other products and services and non-refundable 	1	Included
2.5	<p>STD TRNG: HyperArc Follow Up Trng</p> <p>Standard Training HyperArc™ Follow Up Training Onsite</p> <p>Features:</p>	1	Included

Item	Description	Qty	Offer Price
	<ul style="list-style-type: none"> Applications trainer will provide on-site follow up visit to answer questions related to use of the system Duration and Location: 1 day at customer site Prerequisites: <ul style="list-style-type: none"> Customer must have already treated patients using the HyperArc system Customer must have completed the HyperArc Consultant Support standard training Notes: <ul style="list-style-type: none"> Offer is valid for up to 18 months after installation of product Non-transferable to other products and services and non-refundable This entitled training is for up to 3 users. The intended audience includes physicists, physicians, dosimetrists, treatment planners and other staff as appropriate This training will optimally occur approximately 4 weeks after HyperArc go live. 		
2.6	Non-Clinical HyperArc Eclipse™ external beam planning for frameless, MLC-based delivery technique for single or multiple intracranial SRS targets in support of HyperArc™ delivery. Features: <ul style="list-style-type: none"> Non-Clinical HyperArc Planning License for one (1) user Prerequisites: <ul style="list-style-type: none"> Eclipse T-Box Software Package or Eclipse Educational/Research SFW Package Non-Clinical RapidArc Planning 	1	Included
			Offer Price
Section Total :			US \$154,722.00
Section 3 Original Configuration - Removal/Disposal and Trade-In			
3.1	Remove/Dispose Existing Equipment Remove/Dispose Existing Equipment	1	US \$18,034.00
3.2	Trade-In Discount Trade-In Discount	1	-US \$25,000.00
			Offer Price
Section Total :			-US \$6,966.00
Section 4 Original Configuration - Commissioning Services			
4.1	Advantage Contract Credits Advantage Credits can be utilized for Varian's Professional Services, such as consulting, on-site applications training, education, and third-party services including physics services and clinical		US \$114,400.00

Item	Description	Qty	Offer Price
	schools that are purchased through Varian. For further details, please reference the attached Terms and Conditions.		

4.2	LMP4a Comm custom 5X+SRS	208.0	Included
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(Qty: 1, Credit per Qty: 208.0)

Advantage Commissioning of TrueBeam with custom Models and SRS and Eclipse Treatment Planning System

Landauer Medical Physics will commission TrueBeam accelerator for up to 3 flattened and 2 unflattened X-ray and up to 6 electrons energies. This group will also commission SRS for MLC and cones for one photon energy. The service will be performed by 2 physicists and is estimated to be 9 calendar days.

Scope of Work:

- SRS Cone configuration for one energy ,

Deliverables:

- Commissioning Review with Customer physicist
- Sample of various plans for end to end testing with Portal Dosimetry
- Review of TPS configuration and settings
- Data book
- Commissioning report

Prereq:

- Customer site physicist must be present for deliverables and approvals
- Must have acceptance of accelerator and Eclipse before Advantage Commissioning can start
- Full access to the accelerator, accessories and the control room
- Secured Internet access Not included: This service does not include any commissioning for Hard Wedge. Customer must purchase Hard Wedge commissioning separately

Total Advantage Credits for this Section: 208.0

	Offer Price
Section Total :	US \$114,400.00

Section 5 Original Configuration - Extended Warranty for Scalable TrueBeam

5.1	TrueBeam. iCBCT G/SA CBCT VCD-TBM ARMM KV Imager Rapid Arc/VVMAT Hyper Arc PerfectPitch Couch MLC 120 MV Imager	1	Included
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	Offer Price
Section Total :	Included

Section 6 Amendment - Amend Section 1

6.1	LAP Apollo Green Room Laser Kit	[Remove] -1	-US \$15,631.00
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Features:

- One Apollo Green Remote Controlled Ceiling Crosshair Laser

Item	Description	Qty	Offer Price
	<ul style="list-style-type: none"> Two Apollo Green Remote controlled Lateral Crosshair Lasers. One Apollo Green Remote Vertical or Horizontal Controlled Sagittal Line Laser (selected prior to system production). 		
6.2	Gammex Micro+ Fixed Laser System (Green)	[Add] 1	US \$15,631.00
	<p>The MICRO+™ Fixed Laser System (Green) is comprised of three crosshair lasers, one sagittal laser and one remote control.</p> <p>Features:</p> <ul style="list-style-type: none"> One (1) MICRO+ Green Remote-Controlled Ceiling Crosshair Laser Two (2) MICRO+ Green Remote-Controlled Lateral Crosshair Lasers One (1) MICRO+ Green Remote-Controlled Sagittal Line Laser <p>Prerequisites:</p> <ul style="list-style-type: none"> TrueBeam® v2.5 MR2 or higher 		
6.3	SuperFAST Installation - Existing Basefr	[Remove] -1	-US \$99,835.00
	<p>Accelerated 12-day installation of TrueBeam®, TrueBeam STx, VitalBeam™, or Edge® on existing base frame with prior system rigging and network availability.</p> <p>Features:</p> <ul style="list-style-type: none"> Completion of installation of all features required for commissioning readiness <p>Prerequisites:</p> <ul style="list-style-type: none"> Recently ordered new system that has not yet been installed Eclipse™ Treatment Planning System 24/7 access to the facility All items on pre-installation checklist complete Customer agreement to scope of work <p>Notes:</p> <ul style="list-style-type: none"> Varian will complete installation to a minimum of beam, collimator, and MV imaging system readiness for commissioning activities. Varian will return within 30 days from completion of customer commissioning to complete installation and acceptance of all remaining items that were not required for system commissioning, including kV imaging, Rapid Arc, respiratory motion management system. This service does not include additional construction or commissioning support. 		
			Offer Price
Section Total :			-US \$99,835.00

Section 7 Amendment - Remove Section 3

7.1	Remove/Dispose Existing Equipment	[Remove] -1	-US \$18,034.00
7.2	Trade-In Discount	[Remove] -1	US \$25,000.00

The trade-in value provided for the equipment is based upon the successful inspection by Purchaser and removal of the equipment on or before the shipping allocation date or other removal date agreed upon in writing. Delays to this schedule or failure of inspection may reduce the trade-in value.

Equipment must be kept in clinical operating condition and serviced according to the original manufacture's recommendations until time of removal from site. This will be the responsibility of the customer. Customer must allow Purchaser to bring potential buyer(s) to the site to inspect the unit on a mutually agreeable schedule.

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Item	Description	Qty	Offer Price
	Unless otherwise noted, trade-in values include standard rigging. Shoring of floors, elevators, cranes and other non-standard rig item are excluded and are the responsibility of the customer. Trade-in includes all parts, spare parts, accessories, technical manuals and all service records.		
			Offer Price
		Section Total :	US \$6,966.00

Summary of Advantage Contract Credits Quoted Above

Section 4

Year 1 Total	208.0
Total Credits	208.0

Sales Price Table

TradeIn-Cancellations	-US \$25,000.00
Sales Total	US \$3,059,468.00
Quotation Total	US \$3,223,283.00

Prepared For: Michelle Roddy, Manager, Radiation
 Oncology

Customer: Novant Health
 Novant Health Forsyth Medical Center-
 CAPITAL
 3333 Silas Creek Parkway
 Forsyth Medical Capital
 Winston Salem NC 27103
 USA

Date Issued: 31 July 2019

Reference: TTH1906839-Default V3

Date 01 September 2020

Revised:

Prepared By: Trip Thomas

Email: tthomas@visionrt.com

Mobile:

Offer Expires: 30 November 2020

Summary of offer	Site	Qty
AlignRT system for patient setup, surveillance (including advanced treatments) for the TrueBeam Linac. Includes three camera units and interface to MMI2.	Novant - Forsyth	1
Stereotactic calibration cube phantom, levelling plate and software. Allows direct calibration of AlignRT to MV iso-centre.	Novant - Forsyth	1
Perpetual license of 3D Photo module	Novant - Forsyth	1
6DoF support for systems configured with Varian Perfect Pitch Couches.	Novant - Forsyth	1
The AlignRT Real Time Coach is a visual coaching tool to indicate to a patient when their vertical breathing motion and postural alignment are within the user-defined position for delivery of treatment.	Novant - Forsyth	1

Code #	Description	Qty	Price
ALRT-PS3C-STD	AlignRT: 3 Camera System Real Time Patient Positioning, Tracking and Surveillance	1	Included
	<i>Including</i>		
	AlignRT HD camera unit	3	Included
	AlignRT software upgrade: 3 camera support	1	Included
	AlignRT workstation; Remote console in control room	1	Included
	AlignRT v.5.x Patient Tracking Software	1	Included
	DICOM RT Import Module	1	Included
	AlignRT calibration plate	1	Included
	PSU for AlignRT HD Camera	1	Included
	Portable device to allow the remote control of key functions of AlignRT software	3	Included
ALRT-VAR-TB-MMI2	MMI2 interface to TrueBeam Linac	1	Included
	<i>Including</i>		
	Vision RT's Gating (Beam Hold) Interface to the Varian TrueBeam Linac. The MMI interface must be purchased separately and is not included. See note below. (see note 2)	1	Included

SW-ACO-CALIB	Advanced Camera Optimization	1	Included
	<i>Including</i> Advanced optical set-up and verification of the AlignRT system.	1	Included
SRS-CALIB-Mk2-STD	Stereotactic calibration cube phantom, levelling plate and software	1	Included
	<i>Including</i> Stereotactic calibration cube phantom and levelling plate. (see note 3)	1	Included
	Stereotactic calibration module: includes analysis software	1	Included
ALRT-3DP-NOEXP	Pricing for perpetual access to 3D Photo module	1	Included
	<i>Including</i> Monochrome texture mapping to overlay photo-realistic texture-map of patient on 3D surface. (see note 4)	1	Included
SW-VAR-6DOF	License for 6DoF Couch Control for use with Varian Perfect Pitch Couches	1	Included
	<i>Including</i> Move Couch capability to adjust patient position with six degrees of freedom.	1	Included
	Ability to fine-tune patient position to minimise deltas. (see note 5)		
ALRT-RTC	Real Time Coach	1	Included
	<i>Including</i> Real Time Coach: Wireless couch mounted patient feedback unit.	1	Included
	Installation and training for all items quoted (see note 1)		

List price	479,200 USD
Discount	148,775 USD
Offer price	330,425 USD

* The above price excludes shipping costs, import duties and any applicable sales taxes.

Comprehensive Service And Support Contract Price for all systems in this quote, 5 Years Annual Fee, Reflects 16% discount, net* **33,352 USD**

***Annual Service FEE NOT INCLUDED in Equipment total and to be billed separately beginning in month 13 post-acceptance. Special service pricing valid only if service contract is executed at time of system purchase. Subject to terms and conditions as per attached Support Contract Price sheet.**

Notes:

- 1 For AlignRT or GateCT systems, any additional mounting or fixing mechanism or construction costs required to use the Product in treatment or CT room(s) shall be the responsibility of the customer.
- 2 Please contact your Vision RT sales representative to confirm any required prerequisites for MMI and for a quotation for this interface which can be supplied by Vision RT.
- 3 The Stereotactic module may only be used on AlignRT systems that utilise the HD camera platform.
- 4 Customer is responsible for providing access to the database during system installation and support when required. An additional fee will apply for systems that are not available for remote access.
- 5 Requires Varian 6DoF couch to be installed and configured (not included). Contact your Varian Sales representative for details.

This Quotation is subject to Vision RT's standard terms and conditions of sale (the "Terms and Conditions") as attached. Defined Terms in this Quotation shall have the same meaning as given to them in the Terms and Conditions.

Warranty period is 12 months as per the attached Terms and Conditions of Sale.

2/2



Bill To
RS & A Incorporated
465 Forum Parkway
Rural Hall, NC 27045
United States

Ship To
Novant Health Forsyth Medical Center
3333 Silas Creek Parkway
Winston-Salem, NC 27103
United States

Date	10/8/2020
Quote #	Q-14201-7
Date Exp.	10/31/2020

Questions? Contact: Josh Sykes at joshsykes@sunnuclear.com or by phone at +1 314-497-5959

Important:

Please provide a desired ship date when submitting your PO (For Capital Product Purchases only).

For Purchase Order processing, please email orders to Orders@sunnuclear.com and reference the Sun Nuclear quote number on the Purchase Order.

Part #	Description	Qty
1122000-OZ	IC PROFILER Beam Scanning System A linac radiation beam scanning system providing real-time beam profile data for beam alignment during LINAC factory testing, for field installation and service, and for routine trending of LINAC beam characteristics in clinical site. IC PROFILER uses 251 ionization chambers placed in four linear arrays (X,Y and two diagonals) on a 5mm grid. Measurement range is specified as 32cm on both X and Y axes and 45cm on the diagonals. Comprehensive PC analysis software included. 25 meter power-data cable, USB/serial power data supply, USB cable, Serial cable, 1 year warranty. Includes case. See product datasheet for minimum PC requirements.	1
1122000-VZ	Gantry Mounting Fixture, Varian Holds IC PROFILER at 100cm SDD. Fits Varian.	1
805885	9.3cm of Solid Water HE for the IC Profiler with custom wheeled case 7 Pieces of Solid Water® HE accurately mimics true water within 0.5% for therapeutic and diagnostic energies. This Slab Kit, designed for the IC Profiler, includes (1) 0.2cm, (2) 0.3cm, (1) 0.5cm, (1) 1.0cm, (1) 2.0cm and (1) 5cm for a total of 7 slabs and 9.3cm depth. The kit includes a watertight wheeled case. Chamber slabs are not included and must be ordered separately.	1
1122655Z	Photon Energy Quad Wedge Plate Photon quad wedge plate (Cu Wedges) designed for precise photon energy measurements independent of wedge positioning. Suitable for 16 MV to 18 MV measurements with the IC Profiler. Compatible with FFF beams. If ordering to replace the old electron quad plate (p/n 1122607Z), it is recommended that a new storage case (p/n 1122690) be ordered also, as the new wedge plates will not fit into the old case design. Case 1122690 is the IC PROFILER storage case, and holds the IC PROFILER, new wedge plates, solid water, and accessories.	1
1122656Z	Electron Energy Quad Wedge Plate Electron quad wedge plate (Al wedges) designed for precise electron energy measurements independent of wedge positioning. Suitable for 4MeV to 22MeV measurements with the IC PROFILER. If ordering to replace the old electron quad plate (p/n 1122606Z), it is recommended that a new storage case (p/n 1122690) be ordered also, as the new wedge plates will not fit into the old case design. Case 1122690 is the IC PROFILER storage case, and holds the IC PROFILER, new wedge plates, solid water, and accessories.	1
1179000-P	SRS MapCHECK & StereoPHAN Package SRS MapCHECK & StereoPHAN Package Package for SRS delivery QA including: SRS MapCHECK (1179000-0Z), StereoPHAN package w/ MRI Support (1255000-0). Includes SNC Patient analysis software, 25 meter power-data cable, USB cable, power supply (110/220 V), and 1 year of hardware and 1 year of software maintenance. See product datasheet for minimum PC requirements.	1
AC/SRS Insert	ArcCHECK and StereoPHAN Custom Insert IMPORTANT: SNC ArcCHECK Cavity and Multiplug packages and the SNC StereoPHAN include a custom insert drilled/milled to your specifications. Please provide chamber	1

1/2

manufacturer and model with PO to ensure timely shipment of your device. This information is required before release of shipment. Please provide: Ion Chamber Manufacturer: _____ Ion Chamber Part Number: _____ Ion Chamber Type: _____

1257000-0MR	<p>MultiMet-WL Cube Cube includes six tungsten carbide spheres to perform Winston Lutz test and verify targeting accuracy of single isocenter multiple metastasis SRS treatments, from commissioning to routine QA</p>	1
TRNG-T2	<p>Customer Training (Additional Day) Customer Training (Additional Day) Training Voucher for an additional on site product training day. TRNG-T1 or install required. Training must take place on consecutive day to that purchased in TRNG-T1 or after the installation. Refer to attached training datasheet for number of training units (days) required per product. Allow 4 weeks minimum for scheduling. Training for SRS MapCHECK & StereoPHAN Package</p>	1
1014000-2Z	<p>PC Electrometer Reference Class Dual-Channel Electrometer (BNC) Calibrated 2 Channels Compact and portable with a weight of only 0.4kg. The electrometer is accessed with customizable PC software (included). Power and data is provided via USB cable connection to the computer – no internal battery or external power supply is necessary. (2) BNC Triax inputs, plus external temperature probe input. 1 year hardware warranty included. Includes 2-Channel calibration. Stocked in this configuration, available for quick shipment. See product datasheet for minimum PC requirements.</p>	1
1083000-0	<p>MapPHAN-MC2/MC3 (5cm) Water equivalent phantom securely holds MapCHECK 2 and MapCHECK 3 array at measurement plane depth of 5cm and backscatter depth of 5cm. Measurement may occur in the coronal and sagittal positions.</p>	1
1142000-15	<p>SunCHECK Machine Comprehensive Daily, Monthly, Annual Machine QA SunCHECK Platform - Unified database for all SunCHECK patient and machine QA data - Browser-based software for access from anywhere with connection to the clinical network - Integration within the clinical network SunCHECK Machine Comprehensive Radiation Oncology machine QA test and data management. - SNC Routine: Complete, customizable templates for TG-142 daily, monthly, and annual QA of mechanical, safety, accessories, dosimetry, and more. Collection, analysis, review, and trending of data in the SunCHECK database. Direct connectivity to SNC Daily QA 3 and IC PROFILER devices. - SNC Machine: Image Analysis software for automated imaging system quality tests, plus image-based Linac MLC and VMAT QA. License valid for one Linac. One year of software maintenance included. Please confirm required server specifications, software environment requirements and third-party system compatibility and pre-requisites with Sun Nuclear.</p>	5
1299-SDP	<p>SunDEPLOYS SunDEPLOYS provides Project Management, Deployment Planning, Software Installation, Linac configuration & verification, Beam Modeling (if applicable), and clinical education to launch your SunCHECK solution. Your dedicated SunDEPLOYS team works with your needs and staff to maximize technology adoption and train your team on the most efficient clinical workflow options. (note: customer provided project management, IT, and clinical resources are also required in order to ensure successful implementation)</p>	1
1299-E1	<p>SunDEPLOYS Education Units Education Units – Product and workflow training, based upon your team’s priorities, to ease clinical adoption. Can be used towards on-site and on-line training.</p>	8
1254000-0	<p>Sun Nuclear QA Phantom Kit Includes kV imaging QA phantom (1250000-0), MV imaging QA phantom (1251000-0), field size QA phantom (1252000-0), and “Winston Lutz” phantom (1253000-0). Kit also includes stand for kV/MV imaging phantom and storage case.</p>	1

Subtotal	USD 286,190.00
Discount Amount	(USD 26,904.00)
Total	USD 259,286.00

2/2



Qfix
 440 Church Road
 Avondale, PA 19311-9786, USA
 +1 610.268.0585 / 800.526.5247 Phone
 +1 610.268.0588 / 800.831.8174 Fax

QUOTE

Quote #	Print Date	Print Time	Page
90091503	5/11/2020	2:14:02PM	1 of 1

Bill To:

Novant Health, Inc.
 P.O. Box 25686
 Corporate Finance
 Winston-Salem, NC 27114
 USA

Ship To:

NH Forsyth Medical Center
 3333 Silas Creek Pkwy
 Forsyth Non-Stock Supplies
 Winston Salem, NC 27103
 USA

REFERENCE NUMBER		TERMS		SHIP VIA		QUOTE CURRENCY		F.O.B. POINT	
		Net 30		Fedex Ground Collect		USD		ORIGIN	
REQUESTED BY		SALES REPRESENTATIVE		QUOTE DATE		OUR QUOTE #		CUSTOMER ID	
RSM Peter /E/ TAG		Peter W. Pecorella		5/11/2020		90091503		WF-001588	
LN	DL	ORDER QUANTITY	DESCRIPTION		UNIT PRICE		EXTENDED PRICE		
			COMMENTS						
01	01	1.00	RT-4544-01	Access Prone G2 Breast Treatment Device with headrests and hand grips	EA	\$ 8,906.25	\$ 8,906.25		
02	01	1.00	8002580	Access Prone G2 Additional Shim Set	EA	\$ 366.94	\$ 366.94		
						Total:.....	USD	9,273.19	

Quote Valid for 30 Days

Please remit payment to:

P.O. Box 37578, Baltimore, MD 21297-3578

1/1

ATTACHMENT D

Projected Capital Cost Form
NH Forsyth Linear Accelerator #4 Replacement

Building Purchase Price	\$	-
Purchase Price of Land	\$	-
Closing Costs	\$	-
Site Preparation	\$	-
Construction/Renovation Contract(s)	\$	486,879
Landscaping	\$	-
Architect / Engineering Fees	\$	50,734
Medical Equipment	\$	4,390,815
Non-Medical Equipment	\$	86,300
Furniture	\$	12,000
IT & CATV Cabling	\$	23,800
Financing Costs	\$	-
Interest during Construction	\$	54,108
Other: Contingency	\$	400,000
Total Capital Cost	\$	5,504,636

Linac	\$	3,616,152
VRT System		479,200
Sun Scan Sys		286,190
Breast Devices		9,273
----->		<u>\$ 4,390,815</u>

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:

Nelson C. Briggs

Date Signed: 10/12/2020

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
000000000000000000000000

Date Signed: 10/12/2020 | 2:27:46 EDT

Signature of Officer/Agent

Vice President, Construction & Engineering, Novant Health

Title of Officer/Agent

ATTACHMENT E

EQUIPMENT COMPARISON

NH Forsyth Medical Center Linear Accelerator #4	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)	Linear Accelerator	Linear Accelerator
Manufacturer	Varian	Varian
Model number	21EX-S	Truebeam
Other method of identifying the equipment (e.g., Room #, Serial Number, VIN #)	0023/Vault 4	TBD
Is the equipment mobile or fixed?	Fixed	Fixed
Date of acquisition	2004	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>	NA	\$5,504,636
Total cost of the equipment	NA	\$4,390,815
Location of the equipment <Attach a separate sheet for mobile equipment if necessary>	FMC Rad Onc Dept.	FMC Rad Onc Dept.
Document that the existing equipment is currently in use	See Enclosed LRA Excerpt	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>	Radiation Therapy	NA
Type of procedures the replacement equipment will perform <Attach a separate sheet if necessary>	NA	Radiation Therapy

Date of last revision: 5/17/19

From: [Inman, Celia C](#)
To: [Waller, Martha K](#)
Subject: FW: [External] NH Forsyth Medical Center Replacement Equipment Exemption Notice re: Linear Accelerator #4
Date: Tuesday, October 13, 2020 12:25:32 PM
Attachments: [FMC Linac4 REER to Agency 10.13.20.pdf](#)

FYI

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](#)

Help protect your family and neighbors from COVID-19.

[Know the 3 Ws. Wear. Wait. Wash.](#)

#StayStrongNC and get the latest at nc.gov/covid19.

Office: 919-855-3873

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: Tuesday, October 13, 2020 11:37 AM
To: Inman, Celia C <celia.inman@dhhs.nc.gov>
Cc: Flores, Disraeliza <Disraeliza.Flores@dhhs.nc.gov>
Subject: [External] NH Forsyth Medical Center Replacement Equipment Exemption Notice re: Linear Accelerator #4

CAUTION: External email. Do not click links or open attachments unless you verify. Send all suspicious email as an attachment to report.spam@nc.gov

Good morning,

Attached is an exemption notice regarding the replacement of Linear Accelerator #4 at Novant Health Forsyth Medical Center. Please confirm receipt of this email and let me know if you have any questions or need more information.

Thank you in advance,

Lisa Griffin

Manager, Operational Planning
Novant Health, Inc.
(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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