



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

Pat McCrory
Governor

Aldona Z. Wos, M.D.
Ambassador (Ret.)
Secretary DHHS

Drexdal Pratt
Division Director

July 24, 2013

Tim Ludwig
Vice President, Ancillary Services
CarolinaEast Medical Center
Post Office Box 12157
New Bern, North Carolina 28561

Exempt from Review - Replacement Equipment

Facility: CarolinaEast Medical Center
Project Description: Replace One Cardiac Catheterization Unit (Integris CV12/Serial# S01H011391)
County: Craven
FID #: 923126

Dear Mr. Ludwig:

In response to your letter of July 3, 2013, the above referenced proposal is exempt from certificate of need review in accordance with N.C.G.S 131E-184(a)(7). Therefore, you may proceed to acquire, without a certificate of need, the Phillips Allura Xper FD20 Cardiovascular Imaging System to replace the existing cardiac catheterization unit (Integris CV12/Serial# S01H011391). This determination is based on your representations that the existing unit will be removed from North Carolina and will not be used again in the State without first obtaining a certificate of need. Further please be advised that as soon as the replacement equipment is acquired, you must provide the Certificate of Need Section and the Medical Facilities Planning Branch with the serial number of the new equipment to update the inventory, if not already provided.

Further you may proceed with using a temporary fixed unit from Phillips while the Integris CV12/Serial# S01H011391 is being replaced. Once the installation of the replacement equipment is complete, Phillips will move the temporary fixed unit out of North Carolina.

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

It should be noted that this Agency's position is based solely on the facts represented by you and that any change in facts as represented would require further consideration by this Agency and a separate determination. If you have any questions concerning this matter, please feel free to contact this office.

Certificate of Need Section

www.ncdhhs.gov

Telephone: 919-855-3873 • Fax: 919-733-8139

Location: Edgerton Building • 809 Ruggles Drive • Raleigh, NC 27603

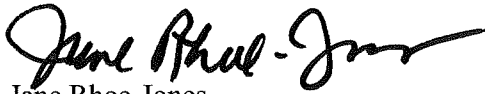
Mailing Address: 2704 Mail Service Center • Raleigh, NC 27699-2704

An Equal Opportunity/ Affirmative Action Employer

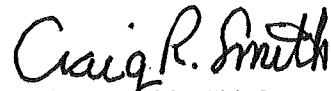


Tim Ludwig
Carolina East Medical Center
Page 2 of 2

Sincerely,



Jane Rhoe-Jones
Project Analyst



Craig R. Smith, Chief
Certificate of Need Section

cc: Acute and Home Care Licensure & Certification Section, DHSR
Construction Section, DHSR
Medical Facilities Planning Branch, DHSR

rhoe-jones, jane e

From: Daniel Carter [DanielCarter@ascendient.com]
Sent: Thursday, July 18, 2013 4:59 PM
To: rhoe-jones, jane e
Cc: DeeDee Murphy
Subject: RE: Exemption request
Follow Up Flag: Follow up
Due By: Monday, July 22, 2013 12:30 PM
Flag Status: Red

*Craig,
 Is this response
 sent's factory?*

Jane,

Thanks for emailing and calling me about this. Here are the responses to your questions, and I have some additional information that might be helpful, which I've stated below the questions.

1. The temporary unit is coming from the vendor for the permanent unit, Phillips; it will be operated by CEMC just like the existing cardiac cath unit.
2. The equipment will not be leased, but will be provided by the vendor for consideration of an additional payment included in the capital cost of the replacement equipment. CEMC will not take ownership of the temporary equipment, but it will continue to be owned by Phillips, who will move it back out of the state after the installation of the replacement equipment is complete.
3. Phillips does business in NC as a vendor; however, the unit is not currently utilized in any fashion in the state, nor will it remain in NC following the installation of the replacement equipment. To the best of CEMC's knowledge, the only two mobile cardiac cath vendors operating in NC are Duke University Hospital and FirstHealth. CEMC does not believe that either would be able to station a full-time temporary cath unit in New Bern during the development of the replacement cath lab, due to the utilization of their current mobile units.

Jane, if the wording in the letter was confusing, I apologize. Perhaps I should have called it a "temporary fixed unit," without the "mobile" reference; the fact is, however, that it will be located outside in a mobile trailer, since it obviously would require construction to get it inside.

In addition, we have requested a similar arrangement on behalf of clients many times and been approved—which is why I'm concerned that I haven't worded it correctly this time. For your reference, two clients we worked with who were approved under similar circumstances were:

1. CMC-Union (Union County): In 2006, following its approval for a fixed PET/CT scanner, CMC-Union requested and was granted approval to utilize temporarily fixed equipment under the CON it had received, until the permanent scanner had been installed.
2. Franklin Regional Medical Center (Franklin County): In 2006, following approval for a fixed MRI scanner, FRMC requested and was granted approval to utilize temporarily fixed equipment under the CON it had received, until the permanent scanner had been installed.

Finally, CMC-University also pursued a similar project in 2012, and based on the letter on the DHSR website, it appears it used a mobile scanner not currently operating in NC. That letter is found here: http://www.ncdhhs.gov/dhsr/coneed/reviews/2012/nov/1212_mecklenburgh_cmcu.pdf

7/19/2013

If it is helpful, we are happy to request that the temporary cardiac cath unit be provided under our recently approved third CON, as opposed to the CON for the lab to be replaced. In either case, only two labs will operate at one time until the second lab is replaced and the third lab is made operational, per the timetable in the CON application and progress reports (to be filed).

Thank you for your help—and please let me know if I can provide additional information.

Daniel

From: rhoe-jones, jane e [mailto:jane.rhoe-jones@dhhs.nc.gov]
Sent: Thursday, July 18, 2013 12:12 PM
To: Daniel Carter
Cc: DeeDee Murphy
Subject: RE: Exemption request

Good Afternoon,

I am requesting additional information before this request is finalized:

1. From where is the temporary mobile unit coming/ who is the operator?
2. Will it be a short-term lease arrangement and with whom?
3. Is the company from where the temporary unit is coming already doing business in North Carolina?

Thank you,
Jane

From: Daniel Carter [mailto:DanielCarter@ascendient.com]
Sent: Monday, July 08, 2013 11:54 AM
To: rhoe-jones, jane e
Cc: Pearson, LaSharta L; DeeDee Murphy
Subject: Exemption request

Jane,

I hope you're doing well and enjoyed some time off last week. I know I did!

I am attaching an exemption request for a cath lab replacement for CarolinaEast—this is separate from the additional one for which you just issued a CON. In the same request, they are asking for permission to have a temporary mobile on site while they replace—as you recall from their CON application, they are too busy to go down to just one unit, and they can't wait until the third lab is complete before replacing this one, so they really need a backup while they replace. They are hoping to do this soon, so we've tried to include all information that the CON Section generally asks for in its supplemental requests for exemptions. If you have any questions, please don't hesitate to contact me or DeeDee (who I've copied on this email), or Mr. Ludwig at the hospital.

Thank you so much.

Daniel

Daniel R. Carter, MBA
Principal
Ascendient Healthcare Advisors, Inc.

7/19/2013

324 Blackwell Street
Suite 1100
Durham, NC 27701
919.226.1705 (office)
919.368.0001 (cell)
919.403.3302 (fax)
www.ascendient.com



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

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Thank you so much.

Daniel

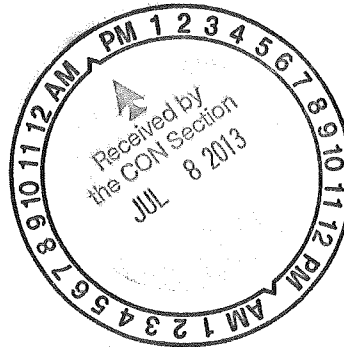
Daniel R. Carter, MBA
Principal
Ascendient Healthcare Advisors, Inc.

7/19/2013

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Suite 1100
Durham, NC 27701
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919.368.0001 (cell)
919.403.3302 (fax)
www.ascendient.com



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Jane

- CarolinaEast Medical Center
- CarolinaEast Diagnostic Center
- CarolinaEast Surgery Center
- CarolinaEast Rehabilitation Hospital
- CarolinaEast Heart Center
- CarolinaEast Urology Center
- CarolinaEast Internal Medicine
- CarolinaEast Pediatrics
- CarolinaEast Gastroenterology
- CarolinaEast Cardiac Thoracic & Vascular Surgeons
- CarolinaEast Home Care
- Crossroads Mental Health

July 3, 2013

Mr. Craig R. Smith, Chief
Certificate of Need Section
Division of Health Service Regulation
2704 Mail Service Center
Raleigh, NC 27699-2704

RE: CarolinaEast Medical Center Replacement Cardiac Catheterization Equipment Exemption and Temporary Fixed Mobile Request (Craven County)

Dear Mr. Smith:

CarolinaEast Medical Center (CEMC), a hospital in New Bern, Craven County, currently owns and operates two cardiac catheterization laboratories and is currently developing a third. CEMC intends to purchase new cardiac catheterization equipment from Phillips to replace one of its two existing cardiac catheterization units, specifically the Integris CV12, serial number S01H011391. The purpose of this letter is to request a determination that CEMC's purchase of the replacement equipment is exempt from Certificate of Need (CON) review under the replacement equipment exemption as stated under N.C. GEN. STAT. § 131E-184(a)(7). In addition, CEMC would like to request permission to use a temporary fixed mobile unit while the existing unit is being replaced.

Exemptions from CON review are provided under N.C. GEN. STAT. § 131E-184. The exemptions identified under N.C. GEN. STAT. § 131E-184 include replacement equipment. "Replacement equipment" is defined under N.C. GEN. STAT. § 131E-176(22a) as follows:

"[E]quipment that costs less than two million dollars (\$2,000,000.00) and is purchased for the sole purpose of replacing comparable medical equipment currently in use which will be sold or otherwise disposed of when replaced."

Therefore, CEMC may acquire the replacement equipment without having to obtain a CON if it qualifies for the replacement equipment exemption. To qualify for this exemption, the replacement equipment must:

- (1) Cost less than \$2,000,000;
- (2) Be purchased for the sole purpose of replacing comparable medical equipment currently in use; and,
- (3) Be sold or otherwise disposed of when replaced.

As discussed below, CEMC's proposal qualifies for the replacement exemption.

Cost of the Replacement Equipment

The estimated fair market value of the replacement cardiac catheterization equipment is approximately \$1,021,510, based on the quote from the vendor in Attachment 1. Further, as documented in a letter from Bay Shore Medical Equipment, LLC provided in Attachment 2, Bay Shore will remove the existing equipment from the state. As indicated in the capital cost table provided in Attachment 3, there will be \$144,749 in construction costs, \$64,408 in contingency costs and \$3,250 in other costs. In total, the cost for acquiring the replacement equipment, installation of the replacement equipment, and removal of the existing equipment represents a capital cost of \$1,233,917¹. There will be no other construction costs or other capital costs associated with the replacement project. The cost is below the \$2,000,000 threshold as detailed in the table below.

<i>Item</i>	<i>Cost</i>
Replacement Equipment	\$1,021,510
Construction	\$144,749
Contingency	\$64,408
Other (Furniture + Inspection)	\$3,250
Total Project Capital Cost	\$1,233,917

¹ Please note that CEMC will not incur A&E fees for this project, as this work will be performed by CEMC's employed in-house architect. In addition, the cost of the temporary fixed mobile is included in the purchase price for the new equipment.

Comparable Equipment

CEMC proposes to acquire comparable cardiac catheterization equipment to replace the existing cardiac catheterization equipment. "Comparable medical equipment" is defined under 10A NCAC 14C. 0303(c) as follows:

"[E]quipment which is functionally similar and which is used for the same diagnostic or treatment purposes."

Further, replacement equipment is considered comparable to the existing equipment under the following circumstances as outlined under 10A NCAC 14C .0303(d):

- (1) *it has the same technology as the equipment currently in use, although it may possess expanded capabilities due to technological improvements; and*
- (2) *it is functionally similar and is used for the same diagnostic or treatment purposes as the equipment currently in use and is not used to provide a new health service; and*
- (3) *the acquisition of the equipment does not result in more than a 10 percent increase in patient charges or per procedure operating expenses within the first twelve months after the replacement equipment is acquired.*

As discussed below, CEMC's proposed new replacement unit is considered comparable pursuant to 10A NCAC 14C .0303 for the following reasons:

- (1) the proposed replacement equipment will be used specifically for the provision of performing cardiac catheterization cases, as is the existing equipment. The existing equipment was installed new at CEMC in 2001 and has been used for cardiac catheterization procedures since installation. The replacement equipment will perform all procedures currently performed on the existing equipment. Although the replacement equipment possesses some expanded capabilities due to technological improvements, the replacement equipment will perform the same general range of services. Essentially the replacement equipment will have the same functionality as the equipment currently in use.
- (2) the function of, and diagnostic/therapeutic services provided by the replacement equipment will be essentially identical to the existing equipment. CEMC intends to use the replacement equipment for substantially the same procedures for which it currently uses the existing equipment. No new health service will be provided as a result of the replacement. Please refer to Attachment 4, the Equipment Comparison Chart, for a detailed comparison of the existing and replacement equipment.

- (3) the acquisition and operation of the replacement equipment will not result in an increase of more than 10 percent in patient charges or the operational cost per patient of providing the service within the first twelve months after the replacement equipment is acquired.

It is important to note that 10A NCAC 14C .0303 also defines equipment that is "not comparable" under subsection (e). Replacement equipment is not considered comparable if:

- (1) the replacement equipment is new or reconditioned, the existing equipment was purchased second-hand, and the replacement equipment is purchased less than three years after the acquisition of the existing equipment; or*
- (2) the replacement equipment is new, the existing equipment was reconditioned when purchased, and the replacement equipment is purchased less than three years after the acquisition of the existing equipment; or*
- (3) the replacement equipment is capable of performing procedures that could result in the provision of a new health service or type of procedure that has not been provided with the existing equipment; or*
- (4) the replacement equipment is purchased and the existing equipment is leased, unless the lease is a capital lease*
- (5) the replacement equipment is a dedicated PET scanner and the existing equipment is: (A) a gamma camera with coincidence capability; or (B) nuclear medicine equipment that was designed, built, or modified to detect only the single photon emitted from nuclear events other than positron annihilation.*

CEMC owns the existing cardiac catheterization equipment, which was new at the time of acquisition in 2001. The replacement equipment will be acquired more than three years after the installation of the existing unit, will be new at the time of acquisition, and will be owned by CEMC. As noted above, although the replacement equipment possesses some expanded capabilities due to technological improvements, the replacement equipment will perform the same general range of services as the existing unit. Therefore, the replacement equipment does not meet the definition of "not comparable."

As outlined above, the replacement equipment will replace a functionally similar cardiac catheterization unit and will not increase the inventory of cardiac catheterization units in Craven County. Moreover, the replacement equipment meets the definition of "comparable medical equipment" as defined above.

Please see Attachment 5 for a letter confirming that the equipment has been in use since 2001 and that it will be removed from the state following replacement.

Temporary Fixed Mobile Request

In the event that the exemption request is granted and since the permanent replacement cardiac catheterization unit is expected to arrive a few weeks after receiving the response to the exemption letter from the CON Section, CEMC would like to request permission to temporarily replace its existing fixed cardiac catheterization unit referenced above with a mobile cardiac catheterization unit (Philips Integra Allura 15" Combination Cardiac/Angiography Cath). The mobile unit will be provided as a temporary replacement unit while the existing fixed unit is removed from CEMC and the permanent fixed replacement is obtained and installed. As noted previously, given that the permanent replacement cardiac catheterization unit is expected to arrive a few weeks after receiving the exemption from the Agency, CEMC does not expect the temporary mobile cardiac catheterization to be on-site for more than a few weeks (the exact dates of which are unknown pending a response from the Agency on CEMC's exemption letter). Once the permanent fixed replacement unit is installed, the temporary unit will be returned to the vendor.

As noted in the recently-approved CON application for a third unit of cardiac catheterization equipment, CEMC's existing equipment is highly utilized; thus, having only one unit available while the second is being replaced is unacceptable, as patients would be denied access to this necessary service. Since CEMC has a CON for its existing fixed cardiac catheterization equipment that is to be replaced, please confirm that CEMC can utilize temporary mobile equipment from a vendor until the replacement equipment can be installed. Once CEMC's permanent fixed replacement magnet is installed, the temporary equipment would, of course, be returned to the vendor and at no time would CEMC operate more than two cardiac catheterization units (until development of the approved third unit).

Thank you for your consideration of this request. If you have any additional questions, please feel free to contact me.

Sincerely,



Tim Ludwig
Vice President, Ancillary Services
CarolinaEast Medical Center

Attachments

Attachment 1

PHILIPS HEALTHCARE
A division of Philips Electronics North America Corporation
22100 Bothell Everett Highway
P.O. Box 3003
Bothell, Washington 98041-3003

PHILIPS

Quotation #: 1-XH7QQP	Rev: 9	Effective From: 22-Mar-13	To: 05-Apr-13
Presented To: CAROLINA EAST MEDICAL CENTER 2000 NEUSE BLVD NEW BERN, NC 28560-3499		Presented By: Bryan Starling <i>Account Manager</i>	Tel: (888) 564-8643 Fax: (678) 924-6003
		Steve Weiss <i>Regional Manager</i>	Tel: (678) 924-6087 Fax: (678) 924-6003
Tel:			
Alternate Address:			
Date Printed: 22-Mar-13			
Submit Orders To: 22100 BOTHELL EVERETT HWY BOTHELL WA 98021 Tel: (888) 564-8643 Fax: (425) 458-0390			

This quotation contains confidential and proprietary information of Philips Healthcare, a division of Philips Electronics North America Corporation ("Philips") and is intended for use only by the customer whose name appears on this quotation. It may not be disclosed to third parties without the prior written consent of Philips.

IMPORTANT NOTICE: Health care providers are reminded that if the transactions herein include or involve a loan or discount (including a rebate or other price reduction), they must fully and accurately report such loan or discount on cost reports or other applicable reports or claims for payment submitted under any federal or state health care program, including but not limited to Medicare and Medicaid, such as may be required by state or federal law, including but not limited to 42 CFR 1001.952(h).

Quote Solution Summary

<u>Line #</u>	<u>Product</u>	<u>Qty</u>	<u>Price</u>
	100601 iU22 Upgrade	1	\$9,750.00
	100438 Radiography Additional Items	1	\$2,263.00
	100215 Allura Xper FD20	1	\$1,021,510.00
Equipment Total:			\$1,033,523.00

Solution Summary Detail

<u>Product</u>	<u>Qty</u>	<u>Each</u>	<u>Monthly</u>	<u>Price</u>
100601 iU22 Upgrade	1	\$9,750.00		\$9,750.00

Buying Group: MEDASSETS SUPPLY CHAIN SYSTEMS INC **Contract #:** EP 132

Add'l Terms:

Each Quotation solution will reference a specific Buying Group/Contract Number representing an agreement containing discounts, fees and any specific terms and conditions which will apply to that single quoted solution. If no Buying Group/Contract Number is shown, Philips' Terms and Conditions of Sale will apply to the quoted solution.

Each equipment system listed on purchase order/orders represents a separate and distinct financial transaction. We understand and agree that each transaction is to be individually billed and paid.

Payment 0% Down, 0% Upon Shipment, Due When the Product is Available for First Patient Use, 100% due upon Invoicing Net 30

100438 Radiography Additional Items	1	\$2,263.00	\$2,263.00
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Buying Group: MEDASSETS SUPPLY CHAIN SYSTEMS INC **Contract #:** EP 135

Add'l Terms:

Each Quotation solution will reference a specific Buying Group/Contract Number representing an agreement containing discounts, fees and any specific terms and conditions which will apply to that single quoted solution. If no Buying Group/Contract Number is shown, Philips' Terms and Conditions of Sale will apply to the quoted solution.

Each equipment system listed on purchase order/orders represents a separate and distinct financial transaction. We understand and agree that each transaction is to be individually billed and paid.

Payment 0% Down, 80% Upon Delivery, 20% Due When the Product is Available for First Patient Use, Net due 30 days from date of invoice

100215 Allura Xper FD20	1	\$1,021,510.00	\$1,021,510.00
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Buying Group: MEDASSETS SUPPLY CHAIN SYSTEMS INC **Contract #:** EP 129

Add'l Terms:

Each Quotation solution will reference a specific Buying Group/Contract Number representing an agreement containing discounts, fees and any specific terms and conditions which will apply to that single quoted solution. If no Buying Group/Contract Number is shown, Philips' Terms and Conditions of Sale will apply to the quoted solution.

Each equipment system listed on purchase order/orders represents a separate and distinct financial transaction. We understand and agree that each transaction is to be individually billed and paid.

Payment 0% Down, 80% Upon Delivery, 20% Due When the Product is Available for First Patient Use, Net due 30 days from date of invoice

System Type: Upgrade
Freight Terms: FOB Destination
Warranty Terms: Part numbers beginning with two (2) asterisks (**) are covered by a ninety (90) day product warranty. All other part numbers are third (3rd) party items.

Special Notations: Contingencies must be removed 120 days before scheduled shipment to assure delivery on specified date.
Any rigging costs are the responsibility of the Purchaser.

Additional Terms:

Line #	Part #	Description	Qty
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1	**FUS7284	C9-5ec Broadband Curved Array transducer Curved Array transducer with 9 to 5 MHz extended operating frequency range, end-fire sector, 8 mm radius of curvature, 150 degree field-of-view, for endocavitary applications including endovaginal and endorectal.	1
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*****PROMOTIONS*****

Promotion Name	Description
Customer Service Discount	35% discount on purchasable upgrades for customers with an existing service contract at Gold, Silver, or First Response level.

NET PRICE

\$9,750.00

Buying Group: MEDASSETS SUPPLY CHAIN SYSTEMS INC

Contract #: EP 132

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Each equipment system listed on purchase order/orders represents a separate and distinct financial transaction. We understand and agree that each transaction is to be individually billed and paid.

Price above does not include any applicable sales taxes.

The preliminary delivery request date for this equipment is: _____.

If you do not issue formal purchase orders indicate by initialing here _____.

Tax Status:

Taxable _____ Tax Exempt _____

If Exempt, please indicate the Exemption Certification Number: _____, and attach a copy of the certificate.

Delivery/Installation Address:

Invoice Address:

Contact Phone #:

Contact Phone #:

Purchaser approval as quoted:

Date:

Title:

This quotation is signed and accepted by an authorized representative in acknowledgement of the system configuration, terms and conditions stated herein.

System Type: Upgrade
Freight Terms: FOB Destination
Warranty Terms: Part numbers beginning with two (2) asterisks (**) are covered by a ninety (90) day product warranty. All other part numbers are third (3rd) party items.
Special Notations: Contingencies must be removed 120 days before scheduled shipment to assure delivery on specified date. Any rigging costs are the responsibility of the Purchaser.
Additional Terms:

Line #	Part #	Description	Qty
--------	--------	-------------	-----

1	**989001087021	CC CASS. 14X17 INCH LEADBACK Eleva/AC/Co... series Cass. 14x17/35x43 with barcode window	4
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Cassette with leaded backside.
For use in conjunction with phosphor imaging plates. IP drop stopper version (mandatory for Eleva S/ S Plus reader)
Size: 14 x 17inch / 35 x 43 cm.

Compatible with:

- image reader PCR Eleva series
- Co... series readers
- image reader AC3, 3000, 500 or 5000 series

2	**989001087141	CC CASS: 10X12 INCH LEADBACK Eleva / AC / Co... series Cassette 10 x 12 inch with barcode window	2
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Cassette with leaded backside.
For use in conjunction with phosphor imaging plates. IP drop stopper version (mandatory for Eleva S/ S Plus reader)
Size: 10 x 12 inch

Compatible with:

- image reader PCR Eleva series
- Co... series readers
- image reader AC3, 3000, 500 or 5000 series

NET PRICE

\$2,263.00

Buying Group: MEDASSETS SUPPLY CHAIN SYSTEMS INC Contract #: EP 135

Add'l Terms:

Each Quotation solution will reference a specific Buying Group/Contract Number representing an agreement containing discounts, fees and any specific terms and conditions which will apply to that single quoted solution. If no Buying Group/Contract Number is shown, Philips' Terms and Conditions of Sale will apply to the quoted solution.

Each equipment system listed on purchase order/orders represents a separate and distinct financial transaction. We understand and agree that each transaction is to be individually billed and paid.

Price above does not include any applicable sales taxes.

The preliminary delivery request date for this equipment is: _____.

If you do not issue formal purchase orders indicate by initialing here _____.

Tax Status:

Taxable _____ Tax Exempt _____

If Exempt, please indicate the Exemption Certification Number: _____, and attach a copy of the certificate.

Delivery/Installation Address:

Invoice Address:

Contact Phone #:

Contact Phone #:

Purchaser approval as quoted:

Date:

Title:

This quotation is signed and accepted by an authorized representative in acknowledgement of the system configuration, terms and conditions stated herein.

System Type: New
Freight Terms: FOB Destination
Warranty Terms: Part numbers beginning with two (2) asterisks (**) are covered by a System 12 Months Warranty. All other part numbers are third (3rd) party items.
Special Notations: Contingencies must be removed 120 days before scheduled shipment to assure delivery on specified date. Any rigging costs are the responsibility of the Purchaser.
Additional Terms:

Line #	Part #	Description	Qty
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1	**NNAE311	Allura Xper FD20 C Rel. 8.1	1
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Allura Xper FD20 monoplane system is a state of art X-ray imaging system that can be customized to support a wide range of applications including peripheral, abdominal, cerebral, thoracic, cardiac and non-vascular interventional and diagnostic procedures.

The Allura Xper FD20 system uses an integrated single-host concept. The system is comprised of five functional building blocks: Geometry, X-ray Generation, User Interface, Image Detection, and Viewing. Each functional building block is explained in further detail.

GEOMETRY

The Allura Xper FD20 Stand

The Allura stand consists of a ceiling-mounted C-arm. The stand has the following capability:

- The L-arm can be rotated and can be moved in longitudinal direction allowing a three-sided patient approach and total body coverage.
- L-arm rotation around the patient table: +90, 0, -90 degrees.
- L-arm longitudinal movement: 300 cm
- This movement features auto-stops at the parking position, cardio/neuro position and lower peripheral position.

The Allura stand allows a very wide range of projections, including PA and AP imaging.

- In the head position (0 degrees position, L-arm parallel to patient table):
 - C-arm rotation range (degrees): 120 LAO to 185 RAO
 - C-arm angulation range (degrees): 90 CA to 90 CR
 - (Full angulation capability determined by patient position)
- In the side position (+90 / -90 degrees position, L-arm perpendicular to patient table):
 - C-arm rotation range (degrees): 90 LAO to 90 RAO
 - C-arm angulation range (degrees): 185 CA to 120 CR or 120 CA to 185 CR
 - (Full angulation capability determined by patient position)
- The stand provides fully motorized fast movements with variable and configurable maximum speed.
 - Variable C-arm rotation speed, up to 25 degrees per second
 - Variable C-arm angulation speed, up to 18 degrees per second
- L-arm rotation and longitudinal movement: motorized and manual
- C-arm depth is 90 cm
- The FD20 Dynamic Flat Detector features Xper Access which allows the flat detector to be positioned in either portrait or landscape imaging modes in 3 seconds.
- The variable source image distance between focus and Dynamic Flat Detector input screen is motorized from 86.5 to 123 cm.

Line #	Part #	Description	Qty
		• The stand features BodyGuard a capacitive sensing collision avoidance system for patient protection.	

Patient support

The Xper Table

Patient support with flat carbon fiber tabletop

- Table top length of 319 cm, width 50 cm
- Metal-free overhang 125 cm
- Floating table-top movement of 120 cm longitudinal and 35 cm transversal range.
- Motorized height adjustment from 79 to 107 cm
- Maximum cantilever of 223 cm , for full patient coverage
- Maximum patient weight 250 kg with 25 kg of accessories plus 500 N for CPR in any longitudinal position of the table top
- Xper Geometry and Imaging Modules for exam room controls.
 - The operating modules can be attached to either side of the table.

Patient Support Accessories set

- One cerebral filter
- Three rail accessory clamps
- One IV stand
- One slow recovery foam mattress
- One Set of Arm Supports (FCV0248)
- One Set of Patient Straps (FCV0250)
- One Head Support (FCV0251)
- One Arm Support (FCV0258)
- One Table-mounted Radiation Shield
- One anti-fatigue mat with Philips logo

X-ray Generation

The Allura Xper FD20 comprises an integrated dedicated X-ray system, micro-processor controlled Velara CFD generator based on high frequency converter technique. The user interface control of this X-ray Generator is incorporated in the Xper module, Xper Desktop Viewing Console, and the Xper on-screen displays. The Velara CFD generator comprises:

- X-ray generator 100 kW
- Voltage range is 40 - 125 kV
- Maximum current 1250 mA at 80 kV
- Program selection
 - Pulsed X-ray for pulsed fluoroscopy; 3.75, 7.5, 15 and 30 frames/s
 - Pulsed X-ray for (subtracted) acquisition up to 6 frames/s for vascular applications
 - Minimum exposure time of 1 ms
 - Automatic kV and mA control for optimal image quality prior to run to save dose
 - An X-ray depth collimator with two semi-transparent wedged filters with manual and automatic positioning

Line #	Part #	Description	Qty
		<ul style="list-style-type: none"> • SpectraBeam filtering of low energy radiation to optimize image quality and dose efficiency with MRC-GS 0407 X-ray tube. • Grid switching at dynamic pulsed fluoroscopy • Xper Beam Shaping, positioning of both shutters and wedges on the Last image Hold without the need for X-ray radiation 	

Fluoroscopy

- Three programmable fluoroscopy modes
 - Each mode can be set to different composition of dose rate, pulse speed, filter setting, and image processing (noise reduction, adaptive contour enhancement, and adaptive harmonization).
- Roadmap Pro
 - Roadmap Pro can be selected from the Xper imaging module and/or Xper module.
 - A vessel map is created and superimposed with (un)subtracted live fluoroscopy. Acquisition runs can be done during Roadmap without losing the vessel map. Roadmap Pro features Smart Settings in special clinical modes that are optimized to visualize special materials such as coils and glue. Live processing of the vessel map, the device map and the landmark map can be done on the Xper Module. Xres for vascular procedures is standard part of Roadmap Pro.
 - **Disclaimer:** AMC only corrects movement artifacts in two dimensions. Three dimensional movements such as swallowing or rotation of the head cannot be corrected.
 - In Roadmap Pro R2 "Automatic Motion Compensation" (AMC) is added to the roadmap functionality. During roadmap, small movements of the patient can lead to subtraction artifacts. These artifacts might conceal important clinical information. "Automatic Motion Compensation" compensates for rigid, uniform (skeletal/table) translations and is therefore very effective in interventional (neurology) applications where subtraction imaging is applied.

§ Disclaimer: AMC only corrects movement artifacts in 2 dimensions. 3 dimensional movements like swallowing or rotation of the head cannot be corrected.

- Xper Fluoro Storage, a grab function allows storage and archiving of both a fluoro image and the last 20 seconds of Fluoroscopy, called Xper Fluoro Storage. These fluoro images or fluoro runs can be archived as a regular exposure run.

X-ray tube

The Allura Xper FD20 has the Maximus ROTALIX Ceramic grid switch tube assembly MRC 200 GS 0407 integrated in the C-arc. This MRC tube has an anode heat storage capacity of 2.4 MHU and 0.4/0.7 mm. nominal focal spot values. The tube has a maximal loading of 30 and 67 kW.

Dynamic pulsed fluoroscopy uses grid switching technology to eliminate soft radiation and improve image quality. SpectraBeam allows for filtration of the x-ray beam with (a combination of) 0.2, 0.5 or 1 mm CU-equivalent filters.

Tube housing ROT-GS 1004 is for oil-cooling and has a build-in thermal safety switch. A rotor control unit is build-in for continuous rotation of the anode disk. The heat exchanger CU 3101 is for direct and continuous forced cooling with oil.

IMAGE DETECTION

The Allura Xper FD20 comprises the following image detection chain:

Line #	Part #	Description	Qty
		<ul style="list-style-type: none"> A 30 cm by 40 cm FD20 Dynamic Flat Detector with eight imaging modes. <ul style="list-style-type: none"> 30 x 38, 30 x 30, 26 x 26, 22 x 22, 19 x 19, 16 x 16, 13.5 x 13.5, and 11 x 11 cm The digital output of the FD20 flat detector is 2k*2.5k image matrix at 14 bits depth for the largest mode The flat detector subsystem features Xper Access, the detector can be rotated over 90 degrees, it moves from portrait to landscape back & forth DQE (Detective Quantum Efficiency) >73 % The pixel pitch: 154 x 154 microns 	

Viewing

The Allura Xper FD20 comprises the following components in order to display the clinical images in the control and examination room:

Displays

Examination Room

Two 18-inch monochrome LCD monitors designed for medical applications. The first display is used for viewing live images. The second display is the reference monitor.

- 18-inch monochrome TFT-LCD display with a 160 degree viewing angle.
- Native format 1280x1024 SXGA
- 10-bit gray-scale resolution with gray-scale correction

These monitors are not delivered when FlexVision XL, EP Cockpit or EP Cockpit XL is selected.

The monitor ceiling suspension in the exam room can be configured to accommodate 3, 4, 6 or 8 LCD monitors and includes motorized height adjustment. The height-adjust feature is dependent on the room ceiling height. When FlexVision XL, EP Cockpit or EP Cockpit XL is selected the monitor ceiling suspension is configured for one of those options.

- Of the two medical monochrome LCD monitors included in the MCS, one is used for viewing of live images and the other serves as the first reference display. Reference images or runs are controlled by infra-red remote-control Xper ViewPad.
- The On-Screen Display provides status information on stand rotation, angulation, display of system messages, X-ray tube load status, selected fluoroscopy mode, selected detector Field of View, and both the rate and accumulation of the dose area product and skin dose. For cardiac applications, the system also monitors and displays body zone specific Air Kerma data (10 zones).

Control Room

One 19-inch color LCD monitor used as a data monitor.

- 19-inch color TFT-LCD display
- Native format 1280x1024 SXGA

One 18-inch monochrome LCD monitor (Xper review monitor) designed for medical applications.

- 18-inch monochrome TFT-LCD display

Line #	Part #	Description	Qty
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- Native format 1280x1024 SXGA
- 10-bit gray-scale resolution with gray-scale correction

These control room monitors are not delivered when EP Cockpit or EP Cockpit XL is selected.

The Graphical User Interface on the monochrome monitor has the following features and functions:

- Step through file, run, or images
- File, and run overview
- Contrast, brightness, and edge enhancement settings
- Flagging of runs or images for transfer
- Applying text annotation in images
- Optional DICOM printing
- Executing Quantitative Analysis Packages if available
- Subtraction functionality
- Zoom/pan functionality
- Electronic shutters
- Video invert
- View trace, stacking of images
- Landmarking

Acquisition

The acquisition segment coordinates the parameters for automatic exposure control. The program is selected via the Xper module or Xper Desktop Console.

Exposure techniques:

- Serial imaging for DA and DSA with automatic exposure setting
- Single shot mode
- Acquisition frame rates: 0.5 to 6 images/s at 2048 x 2048, 12-bit matrix

The Allura Xper FD20 offers a storage capacity of:

- 50,000 images at matrix size of 1024 x 1024
- 12,500 images at matrix size of 2048 x 2048
- Maximum number of examinations is 999, with no limit to the maximum number of images per examination

USER INTERFACE

Xper is comprised of three elements: 1) Xper Settings, which customizes the system to each user preferred settings. 2) Xper User Interface 3) Xper Integration, which makes advanced integration functionality available such as DICOM Query / Retrieve, background archiving, and Xper Fluoro Storage.

The Xper User Interface uses User Interface modules in the Examination Room with On-Screen Display.

The On-Screen Display is positioned on the left side of the reference monitor. The following system information is displayed

- X-ray indicator and X-ray tube temperature condition

Line #	Part #	Description	Qty
		<ul style="list-style-type: none"> • Gantry position in rotation, angulation, and Source Image Distance • Detector field size display • General System messages • Selected Frame speed • Fluoroscopy mode • Integrated fluoroscopy time • Skin Dose and Dose Area Product • Stopwatch 	

The Xper ViewPad contains the preprogrammed function settings. The system is provided with two Xper Viewpads. The following functions are provided:

- Run and image selection
- File and run cycle
- File overview
- Store to Reference image file
- Copy image to photo file
- Digital (fixed) zoom and panning
- Recall reference images
- Laser pointer, intended to point at regions of interest on the imaging monitors
 - LED indication of laser pointer on/off and battery low
- Subtraction on/off
- Remasking
- Landmarking

Remote Intercom

The separate intercom which is connected independently from the system that allows separate placement of the intercom at the preferred working position in the control room and examination room.

Table Side Modules

Two Xper Modules are provided for use. The first Xper Module is mounted tableside. The Second Xper Module (NCVA778) is located in the control room. These modules use a touch screen, which can be operated when draped with sterile covers. The Xper Module contains the following functionality:

- Acquisition settings
- Selection of Xper Setting allows the user to set frame rates and X-ray generation settings applicable for the type of the preferred intervention
- Image Processing

The Xper Geometry module can be positioned on all sides of the patient table, while keeping the button operation intuitive. The Xper Geometry module provides the following functionality:

- Tabletop float and table height position
- Source Image Distance selection
- Longitudinal movement of the Gantry along the ceiling
- Gantry rotation in an axis perpendicular to the ceiling

Line #	Part #	Description	Qty
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- Store and recall of two scratch gantry positions including SID
- Emergency stop button

The Xper Imaging module can also be positioned on three sides of the patient table, while keeping the button operation intuitive. The Xper Imaging module provides the following functionality:

- Fluoroscopy Flavor selection defined per Xper Setting
- Shutters and Wedge positioning
- Xper Fluoro Storage and Grab
- Selection of the Detector field size
- Shutter positioning
- Reset of the fluoroscopy buzzer

Pan Handle (NCVA081)

- The Pan Handle is an extension of the control facility for floating movements of the table top.

Control Room

The control room comprises a Xper Review Module, Xper Desktop Module, a keyboard, and a mouse. The Xper Review Module offers the basic functions for review. The Xper Review Module contains the following functionality:

- Power on/off
- Tagarno wheel to control the review of a patient file
- File and run cycle
- Contrast, Brightness, and Edge enhancement settings
- File, Run, Image stepping and run and file overview
- Delete run
- Image invert and digital zoom
- Reset fluoroscopy timer and enable/disable X-ray

System information is displayed on the bottom of the data monitor:

- Stopwatch and Time
- System guidance information
- Dose Area Product (DAP) and Skin Dose, and accumulative dose
- Frame speed settings, fluoroscopy mode, and accumulated fluoroscopy time
- Exposure and fluoroscopy settings as Voltage (kV), Current (mA) and pulse time (ms)
- Geometry information as rotation, angulation, and SID

Scheduling

The patients can be listed and selected per date, physician, and intervention type. Previous DICOM patient studies can be uploaded with the DICOM Query Retrieve function in the Allura system.

Line #	Part #	Description	Qty
		<p>Patient management protocols are flexible and allow for multiple studies to be selected under one patient identification number. This means that new studies can be appended to an earlier patient file. Furthermore, each study can contain multiple examinations to allow for split administrative purposes. Each examination contains multiple files, like acquisition file, reference file, and QA results file.</p>	

Preparation

The preparation page provides the information of the room and patient preparation of each individual physician. The preparation page is customizable per Xper Setting and allows each physician to provide his own room protocols. This preparation page makes hard copies of the protocol instructions redundant.

Acquisition

The acquisition page contains information on the current selected patient.

Review

The review page allows for reviewing of patients:

- Previous examination cases
- Review of other DICOM XA or DICOM SC studies

Radiation Dose Structured Report

Collection of dose relevant parameters and settings and export to a DICOM database (e.g. PACS, RIS), according IEC60601-2-43, 2nd Edition.

The reported data can be used for, for example:

- Quality improvement: evaluating trends in X-ray dose performance per facility, system and operator.
- RDSR enables analysis of average dose levels & variance for routinely performed exams and procedures.
- Typical system usage can be extracted from the data.

Archive

Continuous Autopush (NCVA090)

Continuous Autopush is an archive accelerator, which ensures that background archiving continues with minimal disruptions.

Clinical studies can be archived to a CD or a PACS. The archive process can be completely automated and customized with Xper Settings. Parameters like multiple destinations, archive formats can be selected to the individual needs and wishes for programming under the Xper Settings,

The Xper DICOM Image Interface enables the export of clinical images to PACS. The export formats are based on DICOM 3.0 protocols. The system exports clinical studies in Cardiac DICOM XA Multi-Frame or DICOM Secondary Capture formats.

Line # Part # Description Qty

- The export format is configurable in 512x512, 1024x1024 2048 x 2048 (unprocessed) matrix.
- The examination can be sent to multiple destinations for archiving and reviewing purposes.
- The Xper DICOM Image Interface provides DICOM Storage and DICOM Storage Commitment Services.
- The DICOM Query/Retrieve function allows older DICOM XA MF and DICOM SC studies to be uploaded in the system. Furthermore, additional information can be appended to a study, while keeping the patient identification the same.

Remote Service

Access to the system from a Remote location is possible via network or modem connection. Remote access to a system can shorten the time needed for e.g. changing system settings or problem diagnosis.

Clinical Education Program for the Allura Xper System

Essentials OffSite Education: Philips will provide up to two (2) Cardiovascular Technologists, Registered Technologists Registered Nurses, or other system operators as selected by customer, with in-depth didactic, tutorial, and hands-on training covering basic functionality and work-flow of the cardiovascular imaging system. In order to provide trainees with the ability to apply all fundamental functioning on their system, and to achieve maximum effectiveness, this class should be attended no earlier than two weeks prior to system installation. This twenty-eight (28) hour class is located in Cleveland, Ohio, and is scheduled based on your equipment configuration and availability. Due to program updates, the number of class hours is subject to change without notice. Customer will be notified of current, total class hours at the time of registration. This class is a prerequisite to your equipment handover OnSite Education. CEU credits may be available for each participant that meets the guidelines provided by Philips. Please refer to guidelines for more information. **Travel and lodging are not included, but may be purchased through Philips. It is highly recommended that 989801292102 (CV Full Travel Pkg OffSite) is purchased with all OffSite courses**

Handover OnSite Education: Philips Education Specialists will provide twenty-eight (28) hours of education for up to four (4) students, selected by customer, including technologists from night/weekend shifts if necessary. Students should attend all 28 hours, and must include the two OffSite education attendees. CEU credits may be available for each participant that meets the guidelines provided by Philips. Please refer to guidelines for more information. Note: Site must be patient-ready. Philips personnel are not responsible for actual patient contact or operation of equipment during education sessions except to demonstrate proper equipment operation. **It is highly recommended for systems that are fully loaded or for customers with a large number of staff members to also purchase 989801292099 (CV Add OnSite Clin Educ 24h).**

The above education entitlements expire one (1) year from equipment delivery date. Ref# 106107318-091207

2 ****NCVB629 FlexVision 1**
 XL,XperHD,Snapshot
 FlexVision XL is an integrated viewing solution designed to give you full control over your viewing environment.
 The FlexVision XL provides the ability to:

- Display 2 to 8 screens simultaneously from up to 16 sources (incl. third party systems) on the Philips 56-inch color LCD in the Exam Room.
- Resize and/or enlarge information at any stage during the case.

Line #	Part #	Description	Qty
		<ul style="list-style-type: none"> • Select and customize viewing lay-outs of the Philips 56-inch color LCD via the Xper table-side module <p>XperHD on FlexVision XL brings High Definition viewing for clinical images. Native resolution of FD20 can be displayed. Excellent sharp and crisp clinical images can be displayed at full size without digital zoom.</p> <p>Xper HD brings:</p> <ul style="list-style-type: none"> • High Definition imaging <ul style="list-style-type: none"> – Sharp images at full size without zoom • High Definition display at native resolution <ul style="list-style-type: none"> – Up to 2k*2k image display fully integrated • High Definition for the ultimate detail <ul style="list-style-type: none"> – Enhanced small vessel visualization • Overview connected equipment (incl. third party systems) from a single location. 	

The FlexVision XL consists of:

- OmniSwitch
 - OmniSwitch allows the user to direct and switch the video output of all connected medical equipment to specific sub windows of the Philips 56-inch color LCD in the Exam Room.
 - OmniSwitch is a 16 channel video-switch operated from the Xper tableside module. 16 channels are available for a mix of up to 7 internal and up to 9 external inputs.
 - OmniSwitch supports a wide variety of display formats (up to 1600x1200).
 - External inputs are connected to OmniSwitch via Wall Connection box(es).
- Medical grade, high resolution color LCD in the Exam Room
 - This display supports the image quality requirements for monochrome X-ray images as well as color images and replaces all displays normally delivered with an Allura Xper FD system for the Exam Room.
 - Main characteristics are:
 - 56 inch, 8 Megapixel color LCD
 - Native resolution: 3840x2160
 - Brightness: Max: 450 Cd/m2 (typical) stabilized: 350 Cd/m2
 - Contrast ratio: 1200:1 (typical)
 - Wide viewing angle (approx. 176 degrees)
 - Constant brightness stabilization control
 - Lookup tables for gray-scale, color and DICOM transfer function
 - Full protective screen
 - Ingress Protection: IP-21
- Large color LCD control (Xper Module)
 - Resize and/or enlarge information at any stage during the case via the Xper tableside module in the Exam or Control Room
 - Select viewing lay-outs via the Xper table-side module in the Exam Room
 - Create new layouts by matching inputs to desired locations on preset templates. Monitor Ceiling Suspension
 - Monitor ceiling suspension for use in the Exam Room carries the 56 inch color LCD, providing highly flexible viewing capabilities. The monitor ceiling suspension is height-adjustable and moveable along ceiling rails. It can be positioned on either side of the table.
- Isolated Wall Connection Boxes
 - Up to 8 Isolated Wall Connection Boxes can be connected to FlexVision XL.

Line #	Part #	Description	Qty
		<ul style="list-style-type: none"> Through Isolated Wall Connection Boxes, 3rd party equipment can be connected to the FlexVision Omniswitch. Snapshot <ul style="list-style-type: none"> The snapshot function allows the user to store/save a screen-capture of any image on the 56" display as a DICOM Secondary Capture image to a connected PACS. The snapshot-all function allows the user to store/save a screen-capture for each displayed image in the Exam Room / Control Room as separate DICOM Secondary Capture images. 	

3 ****NCVB591** **2ND REF for FlexVision XL** **1**
 2nd REF for FlexVision XL is optional on FlexVision XL. Second Ref images will be displayed on the large screen monitor.

4 ****NCVA614** **Monoplane LCD support for control room** **1**
 Display support to increase display height and create storage volume to put away keyboard, mouse and cabling

5 ****NCVA089** **RIS / CIS DICOM interface** **1**
 This package allows communication of the Allura Xper system with a local information system (CIS or RIS). The interface uses the DICOM Worklist Management (DICOM WLM) and Modality Performed Procedure Step (DICOM MPPS) standards.

If a hospital has an Allura Xper system and an information system it can receive patient and examination request information from the information system and report examination results in order to:

- Eliminate the need for retyping patient information on the Allura Xper
- Prevent errors in typing patient names and registration numbers (ensuring consistency with IS information to prevent problems in archive clusters or to search for a name in case of later retrieval)
- Inform the IS about the acquired images and radiation dose

Upon request from the Allura Xper system the complete worklist with all relevant patient and examination data is returned from the IS to the Allura Xper system. For each patient the following information will be shown on the Allura Xper after it has been retrieved from the IS:

Patient Identification:

- Patient name
- Patient ID
- Birth date
- Sex

Examination/Request Information:

- Accession number
- Scheduled procedure step start time
- Scheduled performing physician's name

It is possible at all times to enter patient demographics information manually within the Allura Xper system in case of an emergency or in case the local Information System connection is down.

On request of the clinical user the Allura Xper will report the following information about the

Line #	Part #	Description	Qty
		<p>selected patient to the IS:</p> <p>Patient Identification:</p> <ul style="list-style-type: none"> • Patient name • Patient ID • Birth date • Sex <p>Examination/Request Information:</p> <ul style="list-style-type: none"> • Accession number • Performed procedure step status start/end date and time • Performing physician's name • Referenced image sequence <p>Radiation dose:</p> <ul style="list-style-type: none"> • Total time of fluoroscopy • Accumulated fluoroscopy dose • Accumulated exposure dose • Total dose • Total number of exposures • Total number of frames <p>Further detailed information can be found in the Allura Xper DICOM Conformance Statement.</p> <p>The interface requires an EasyLink (hardware and software) if the IS is not compliant with DICOM Work List Management and Modality Performed Procedure Step.</p>	
6	**NCVA092	Lab Reporting	1
		<p>Lab Reporting allows the user to generate and print simple reports in modality stand-alone situations. The user is able to incorporate free text and clinical images. The reporting functionality is suited for local printing and email. Part of the report is generated automatically from administrative data (e.g. patient/exam data hospital name) and required data (e.g. run-log dose information and event-log).</p>	
7	**NCVB879	Aut Pos Contr Xper sys & table	1
		<p>This Automatic Position Controller (APC) combines APC for Allura Xper FD10 and FD20 systems with table APC.</p> <p>System APC provides two modes of operation:</p> <p>Preset Position Sequence: the sequence of projections is determined through personalized Xper Settings. Each set contains a maximum of 10 positions. Positions can be recalled in sequence or directly. The projection sequence comprises rotation angulation and SID settings related to the selected reference image.</p> <p>Reference driven positioning: The projections on the reference monitors can be recalled with the push of a button. The reference driven positioning recollects the C-arm rotation angulation Flat detector image format and SID.</p> <p>Table APC</p> <p>The Automatic Position Controller (APC) for the table provides</p>	

Line #	Part #	Description	Qty
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two modes of operation:

Auto positioning. The tabletop position and table height will be adjusted automatically to the pre-defined default point of interest.

This to save time and x-ray dose at the start of an exam or for setting up the system for rotation scans.

Store/recall of a position of the table top. This includes the height-, longitudinal- and lateral position of the table top.

8	**NCVA695	FD Rotational Angio	1
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Rotational angiography provides real-time 3D impressions of complex vasculature and coronary artery tree. It acquires multiple projections with just one contrast injection via a fast rotational scan of the region of interest.

Rotational Angiography can be used during screening procedures to quickly determine the optimal projection for the study as the angle (rotation/angulation) of the projection is indicated on each image.

Compared with traditional angiography, Rotational Angiography can save considerable time, dose and contrast, while providing image detail required for diagnostic and therapeutic decisions.

A rotational scan is possible both with the Allura Xper systems in the side position (ceiling mounted systems) and in the head position, providing the flexibility to perform procedures virtually from head to toe.

C-arm in side position:

- Max. rotation Speed: 30 degrees/s
- Max. rotation Angle: 180 degrees

C-arm in head position:

- Max. rotation Speed: 55 degrees/s
- Max. rotation Angle: 305 degrees

Max. Frame speeds are given by the framespeed specifications of the system configuration.

The speed and range of rotation are the highest available (see table). The very high speed allows using less contrast, whereas the very wide rotation range provides a complete evaluation of the anatomy.

A contrast run can be followed up with a mask run, to allow image/run subtraction.

The stand is designed for a very high mechanical stability. It offers precise positioning and high reproducibility, assuring you of high quality images and excellent subtraction studies.

Operation of Rotational Angiography is extremely easy. The procedure is selected, set up and executed virtually in a matter of seconds, supporting the highest patient throughput.

A set of dedicated acquisition programs is available on the Xper Module and can be selected at the touch of a button. The rotation end- and start-positions are easily selected. The procedure is controlled from the exposure hand- or footswitch.

Line #	Part #	Description	Qty
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9	**NCVA694	Subtracted Bolus Chase	1
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For visualization of vessel structures when the blood flow is difficult to estimate, in particular in the lower peripherals.

Bolus Chase solves the problem of cumbersome step movements, the mismatch between blood flow and selected program, and lack of real-time image information.

During digital acquisition in non-subtracted mode with uninterrupted real-time image display, the contrast bolus is followed (chased) interactively by a motorized table scan movement using a hand-held speedcontroller to adapt the speed of the table scan to the contrast flow. The framespeed can be adapted as well.

The bolus run is followed with a mask run while using the same speedcurve and framespeed as generated during the bolus run. Viewing is possible in the subtracted and non-subtracted mode. If subtracted viewing is not required, the mask run can be skipped.

Subtracted Bolus Chase gives fast, accurate results for increased patient throughput and improved patient management. Automated exposure control and precise speed control assure a high quality images and excellent subtraction studies.

Comprising:

- automatic exposure control
- tabletop motordrive and hand-held speed controller (tableside)
- technique selection using Xper module, available both tableside and in control room (Xper FD20, FD20/10)

10	**NCVA672	FD SmartMask	1
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SmartMask simplifies roadmapping procedures by overlaying a selected reference image with fluoroscopy on the live monitor in the exam room. The reference image can be faded in/out with variable intensity, controlled from tableside. SmartMask uses the reference image displayed on the reference monitor. Any previously acquired image can be used as reference.

SmartMask facilitates pre- and post- intervention comparisons to assess treatment results

11	**NCVB880	extension to 30Fr/sec (mono)	1
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Frame Rate Extension increases the system acquisition speed for cardiac applications that require high speed imaging. The frame rate extension increases the acquisition speed to 15fps and 30fps with a 1024x1024 matrix.

12	**NCVA121	FULL AUTOCAL	1
----	-----------	---------------------	---

The AutoCal option is a software package to be used in conjunction with quantitative analysis software packages. It provides an auto calibration procedure for an object to be analyzed that is placed in the iso-center. When the object to be analyzed (e.g. Left Ventricle Vessel Segment) is placed in the iso-center AutoCal avoids the need to:

- acquire an additional image series containing a sphere or grid for calibration purposes
- calibrate manually on a calibration object (e.g. catheter) displayed in the image or image series to be analyzed

Line # Part # Description Qty

13 **NCVA784 Ventricular Quant.Sw pkg(Xper) 1

Left Ventricular Quantification Software Package. Software package for the analysis of single plane Left ventricular angiograms. Calculates the Ejection fraction and local wall motion parameters in different formats.

Functions:

- Various LV-volumes
- Ejection Fraction
- Cardiac Output
- Centerline Wall Motion
- Slager Wall Motion
- Regional Wall Motion
- Calibration routines

In addition the package allows manual measurements of line lengths (absolute and ratio's) and angulations. Multiple measurements in one image are possible.

Comprising:

- software license

Compatible with:

- . Allura Xper FD 10 Rel 3 and FD10/10 Rel 2 onwards
- . Allura Xper FD20 Rel 2, FD20/10 Rel 2 onwards

14 **NCVA785 Coronary Quant.Sw pkg(Xper) 1

Functions:

- diameter measurement along the selected segment
- cross sectional area
- %-stenosis
- pressure gradient values
- stenotic flow reserve
- calibration routines

In addition the package allows manual measurements of line lengths (absolute and ratio's) and angulations. Multiple measurements in one image are possible.

Comprising:

- software license

Compatible with:

- . Allura Xper FD 10 Rel 3 and FD10/10 Rel 2 onwards
- . Allura Xper FD20 Rel 2, FD20/10 Rel 2 onwards

15 **NCVA786 Vascular Quant.Sw pkg(Xper) 1

Line #	Part #	Description	Qty
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Functions:

- vessel diameter / stenotic index
- automated vessel analysis
- calibration routines

In addition the package allows manual measurements of line lengths (absolute and ratio's) and angulations. Multiple measurements in one image are possible.

Compatible with:

- Allura Xper FD10 Rel 3 and FD10/10 Rel 2 onwards
- Allura Xper FD20 Rel 2 and FD20/10 Rel 2 onwards
- Allura CV20 R1 onwards

16	**NCVA097	Cath Arm Support	1
		For brachial catheterisation and digital imaging technique The support is made of X-ray transparent material with exception of the fixingclamp and pivots.	
17	**NCVA098	Pulse Cath Arm Support	1
		Facilitates catheterization trough the pulse and provides room for placing catheterization instruments. It is a flat radio translucent board and is placed under the patient while a part projects at either the left or right side of the tabletop to support the arm. Size: 100 x 85 cm Material: carbon-fibre reinforced material	
18	**NCVA101	Peripheral X-ray Filter	1
		Set of flexible x-ray filters to provide an uniform density in angiographic examinations of the lower peripheral area. Comprising: • one central filter, at the top edge provided with sizing markers at every 5 cm, length : 1 m • two side filters, length: 1 m	
19	**NCVA783	Pivot for table base.	1
		For angiographic- and interventional procedures of the upper peripherals. Provides improved table access for patient transfer. Allows pivoting of the table base around its vertical axes. Pivot range from -90 degrees to + 180 degrees (or -180 to +90 degrees) with locked positions on 0, -13/+13 (facilitating arm-angiography) and -90/+90 and 180 degrees. Comprising: • pivot device with graduated scale to be mounted on the universal floor plate of the table. Compatible with Xper Table	
20	**NCVB199	Table top brake kit for the Xper Table	1
		The table top brake kit prevents the table top from floating in case of a power off situation. A friction brake is applied to stop the longitudinal and lateral movement of the table top.	

Line #	Part #	Description	Qty
21	**FCV0510	Long mattress cardio Patient mattress, thickness 70 mm, length 3165 mm, width 500 mm	2
22	**FCV0258	Arm support Arm support for brachial and radial artery access and arm angiography. The support is made of X-ray transparent material and includes a mattress pad for increased patient comfort.	1
23	**FCV4894	Add.op-rail with cable ext.kit The content of the additional OP-Rail kit is: <ul style="list-style-type: none"> • [A] One additional OP-Rail (mechanical) • [B] Cable Extension for OP-Rail <ul style="list-style-type: none"> • One Extension cable for Geo Module • One Extension cable for Imaging Module • One connection box (wherein the extension cables are coupled with the UI-Module cables. <p>[A]</p> <ul style="list-style-type: none"> • An extension for the table op-rail (30cm). • The additional op-rail can be mounted at the both sides of the tabletop part where no op-rails are mounted. • The additional op-rail is compatible with AD5 and XperTable (cardio and neuro) patient-tabletops. • The op-rail has the same profile /dimensions as the current standard op-rail • The maximum load (downwards) on the additional op-Rail is 100 N (F=100N) <ul style="list-style-type: none"> • (this is limited by the tabletop of the Patient Table) • The maximum mechanical moment on the additional op-Rail is 40Nm downwards and 20Nm upwards <ul style="list-style-type: none"> • (this is limited by the tabletop of the Patient Table) <p>[B]</p> <ul style="list-style-type: none"> • The cable extension consists out of two cables with a length of 1.3 m; one for the Geo and one for the Imaging module, and an interface box were the coupling to the • Geo and Imaging module cables can be made. 	1
24	**FCV0017	CABLE CARRIER CS Additional carrier for suspension of cable hose from X-ray tube assembly or TV monitor.	2
25	**989801292098	CV Add OnSite Clin Educ 16h Clinical Education Specialists will provide sixteen (16) hours of CV OnSite Education for up to four (4) students, selected by customer, including technologists from night/weekend shifts if necessary. CEU credits may be available for each participant that meets the guidelines provided by Philips. Note: Philips personnel are not responsible for actual patient contact or operation of equipment during education sessions except to demonstrate proper equipment operation. Education expires one (1) year from the earlier of equipment delivery date or purchase date.	1
26	**989801292102	CV Full Travel Pkg OffSite	2

Line #	Part #	Description	Qty
		Includes one (1) participant's airfare from North American customer location to Cleveland, Ohio, with lodging, ground transportation, and meal expenses. Breakfast/dinner provided by the hotel, and lunch/breaks are catered by Philips. All other expenses will be the responsibility of the attendee. Details are provided during the scheduling process. Note: Cancellation/rescheduling policy strictly enforced.	
		Education expires one (1) year from equipment installation date (or purchase date if sold separately).	
27	**980306640009	Blue Anti-Fatigue Floor Mat w/ Logo Blue Anti-Fatigue Floor Mat w/ Logo	3
28	**980406041009	Rad Shield w/ Arm (Contoured) 61X76 Contoured Rad Shield with Arm rest. 61X76	2
29	**980406190009	PIVOTING TABLE-MOUNTED RADIATION SHIELD Table-mounted radiation shield for additional protection of physician and staff against scatter radiation. The shield consists of two protective parts: a lower shield and an upper shield. The shield is specially designed for use with the AD5 patient table.	1
		The table mounted radiation shield provides the following features:	
		<ul style="list-style-type: none"> • Mounting to either the right or left table accessory rails; • Pivoting into the required working position; • Pivoting into the parking underneath the tabletop facilitating patient preparation; • The upper shield can be positioned upright providing optimal protection or can be folded down for free access to the patient. 	
		The table mounted radiation shield includes:	
		<ul style="list-style-type: none"> • Lower shield measuring 70 cm high 80 cm wide 0.5 mm Pbequivalence; • Upper shield measuring 40 cm high 50 cm wide 0.5 mm Pbequivalence; • Mounting clamp; 	
		Docking device for wall mounting.	
30	**989801220012	Cable Spooler	1
31	**989801220037	M LED 3MC Light MAVIG M3 MC LED - Multi Color / power Supply Included Includes Portegra2 Ext Spring Arm 75/90cm	1
32	**989801220080	Portegra 2 360 Ceiling Column Portegra 2 360 Column w/ trolley and ceiling track	2
33	**NNAE391	FlexVision XL 8 Input Package	1

Line #	Part #	Description	Qty
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The FlexVision XL8 input package provides eight isolated wall connection boxes and eight legacy converters.

Isolated Wall Connection Box

This Isolated Wall connection Box facilitates connection of the video source via standard DVI cable/connector and lossless transfer of the video signal over the approximate 30 m cable distance. It can be mounted in the exam room or in the control room, depending on the location of the video source.

The quantity of the VWCB's has to be calculated as follows:

For each video signal to FlexVision XL on Vascular System: 8 VWCB

Note:

No VWCB is required in case a video signal is connected directly to a dedicated LCD from the following sources:

- 1) Xper Live/ref Slaving
- 2) Interventional HW (XtraVision), ViewForum, Xcelera (only if workstations are powered by Allura Xper)
- 3) Xper IM

Legacy Video Converter

The Legacy Video Converter enables conversion from VGA towards DVI for supported input resolutions as listed in the table below.

Signal type Native resolution Image Aspect Ratio

- VGA 640x480 4:3
- SVGA 800x600 4:3
- XGA 1024x768 4:3
- SXGA 1280x1024 5:4
- SXGA+ 1400x1050 4:3
- UXGA 1600x1200 4:3
- WXGA 1280x800 16:10 (8:5)
- WSXGA 1440x900 16:10 (8:5)
- WSXGA+ 1680x1050 16:10 (8:5)
- WUXGA 1920x1200 16:10 (8:5)
- 2K 2048x1080 19:10
- TV1080I/P 1920x1080 16:9
- TV 480I 720x480 4:3
- TV 480P 704x480 4:3

34	**989600213942	AD5 TO XPER TABLE ADAPT. PLATE	1
35	SP103	Philips Rental Quote from Image Bridge for Allura 15 Rental for Mobile Cath for 2 months. Quote per Jeff Zupke with DMS Image Bridge 02.28.13.	1
36	SP005	Contract Labor MR Heat Exchanger- per Revels quote dated 02.04.13, both equipment and labor.	1
37	SP019	Trade in Allowance Customer represents and warrants that (i) Customer has, and shall have when title passes, good and marketable title to the equipment being traded in and (ii) has the authority to effect such trade in.	1

Line #	Part #	Description	Qty
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Product: MCV3652 INTEGRIS CV 9
 Serial Number: site id 102650
 Manufacturer: PHILIPS HEALTHCARE

Trade-In authorization number: pending
 Trade-In Value: \$0.00
 De-install Date: 7/31/2013

Customer will be trading-in equipment that is described on the attached System Disclosure Form (the "Trade-In"), which Trade-In the parties agree (i) will be removed on the De-install Date and (ii) is currently in the condition as represented on the System Disclosure Form. In addition, the parties agree as follows:

1. Customer represents and warrants that Customer has good and marketable title to the Trade-In as of the date of this Quotation and will have good and marketable title when Philips removes the Trade-In from Customer's site (the "Removal Date");
2. Title to the Trade-In shall pass from Customer to Philips on the Removal Date, unless otherwise agreed by Philips and the Customer;
3. Notwithstanding anything to the contrary in any Business Associate Addendum, Customer represents and warrants that as of the Removal Date all Protected Health Information will have been de-identified or removed from the Trade-In;
4. Philips may test and inspect the Trade-In prior to de-installation. If the condition of the Trade-In is not substantially the same on the Removal Date (ordinary wear and tear excepted) as it is identified on the System Disclosure Form, then Philips may reduce the price quoted for the Trade-In;
5. If the removal date is delayed until after the De-Install Date, unless Philips causes the delay, then Philips may reduce the price quoted for the Trade-In by six percent (6%) per month.
6. Philips is responsible for normal de-installation costs of the Trade-In.
7. The trade-in value will not include costs associated for any facility modifications and/or rigging required for de-installation and must be accounted for separately.
8. Customer is responsible for all plumbing necessary to properly drain coolant from chiller system and cap the lines.
9. Prior to the Removal Date, Customer shall remove from the room all equipment that is not being de-installed.

*****PROMOTIONS*****

Promotion Name	Description
Mono Closer Q1, 2013	All orders for this promotion must be received on or before April 5, 2013.
SmartPath Loyalty Promotion Q1, 2013	This special Customer Loyalty promotion provides an additional discount to existing Interventional X-ray customers with selected Integris systems installed. In addition to the dollar discount this promotion provides, the Customer Loyalty Program can reduce room down time and room construction costs by installing the Allura Xper System within the existing room footprint. All orders for this promotion must be received on or before April 5, 2013.



NET PRICE

\$1,021,510.00

Buying Group: MEDASSETS SUPPLY CHAIN SYSTEMS INC

Contract #: EP 129

Add'l Terms:

Each Quotation solution will reference a specific Buying Group/Contract Number representing an agreement containing discounts, fees and any specific terms and conditions which will apply to that single quoted solution. If no Buying Group/Contract Number is shown, Philips' Terms and Conditions of Sale will apply to the quoted solution.

Each equipment system listed on purchase order/orders represents a separate and distinct financial transaction. We understand and agree that each transaction is to be individually billed and paid.

Price above does not include any applicable sales taxes.

The preliminary delivery request date for this equipment is: _____.

If you do not issue formal purchase orders indicate by initialing here _____.

Tax Status:

Taxable _____ Tax Exempt _____

If Exempt, please indicate the Exemption Certification Number: _____, and attach a copy of the certificate.

Delivery/Installation Address:

Invoice Address:

Contact Phone #:

Contact Phone #:

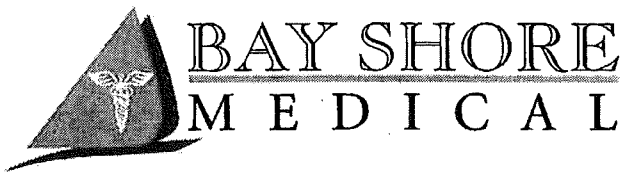
Purchaser approval as quoted:

Date:

Title:

This quotation is signed and accepted by an authorized representative in acknowledgement of the system configuration, terms and conditions stated herein.

Attachment 2



Bay Shore Medical Equipment, LLC
3075 Veterans Highway, Suite 280
Ronkonkoma, NY 11779
Phone: (800) 471-1189
Fax: (631) 467-5734
www.bayshore-medical.com

Rick Fisher
Director Imaging Services
CarolinaEast Health System / P.O. Box 12157
New Bern, NC 28561
Phone: 252-633-8726
Fax: 252-633-8014
rfisher@carolinaeasthealth.com

Dear Rick:

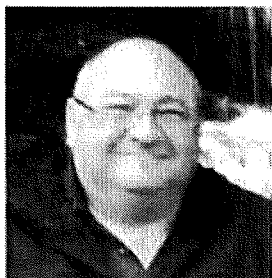
This letter is to confirm that Bay Shore Medical Equipment LLC will be De-Installing and Removing the 2002 Philips CV-12 Cath / Angio System (S/N S01H011391) from CarolinaEast Medical Center as part of a Trade-In agreement with Philips. This system will be professionally de-installed and loaded on a truck at your site.

Bay Shore Medical disposes of systems such as yours in a variety of ways including Legal Disposal, Disassembling for Parts, Resale as Used or Resale after Refurbishment. As part of our agreement to remove your system, BSM will remove the system and will not re-sell it for re-installation in North Carolina.

Please feel free to contact me if you have any questions regarding the removal or disposition of the system.

Best Regards,

Phil Ebel



Phil Ebel
Cath/Angio - X-ray - Mammo Product Specialist
Bay Shore Medical Equipment, LLC

Direct: 631.820.8120
Office: 631.467.5555 X 310.

Fax: 631.467.5734

Email: PhilipE@Bayshore-Medical.com

Website: www.Bayshore-Medical.com

Connect with us for daily promotions and industry

info:   

Attachment 3

PROPOSED CAPITAL COSTS

Project Name: CarolinaEast Medical Center Cardiac Catheterization Replacement

Proponent: CarolinaEast Medical Center

A. Site Costs

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

B. Construction Contract

(8)	Cost of Materials		
	General Requirements	\$ _____	
	Concrete/Masonry	\$ _____	
	Woods/Doors & Windows/Finishes	\$ _____	
	Thermal & Moisture Protection	\$ _____	
	Equipment/Specialty Items	\$ _____	
	Mechanical/Electrical	\$ _____	
	Other (Specify)	\$ _____	
	Sub-Total Cost of Materials	\$ _____	
(9)	Cost of Labor	\$ _____	
(10)	Other (Specify)	\$ _____	
(11)	Sub-Total Construction Contract		\$ <u>144,749</u>

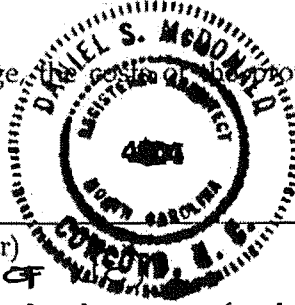
C. Miscellaneous Project Costs

(12)	Building Purchase	\$ _____	
(13)	Fixed Equipment Purchase/Lease	\$ <u>1,021,510</u>	
(14)	Movable Equipment Purchase/Lease	\$ _____	
(15)	Furniture	\$ <u>700</u>	
(16)	Landscaping	\$ _____	
(17)	Consultant Fees		

Architect and Engineering Fees	\$ _____	
Legal Fees	\$ _____	
Market Analysis	\$ _____	
Other (Specify) Inspec fee	\$ <u>2,550</u>	
Sub-Total Consultant Fees		\$ <u>2,550</u>
(18) Financing Costs (e.g. Bond, Loan, etc.)	\$ _____	
(19) Interest During Construction	\$ _____	
(20) Other (Specify) Contingency	\$ <u>64,408</u>	
(21) Sub-Total Miscellaneous		\$ <u>1,089,168</u>
(22) Total Capital Cost of Project (Sum A-C above)		\$ <u>1,233,917</u>

I certify that, to the best of my knowledge, the costs of the proposed project named above are complete and correct.

[Handwritten Signature]



Date Certified: 7.1.13

(Signature of Licensed Architect or Engineer)
 LICENSE # 4304 (STATE OF NORTH CAROLINA)

I assure that, to the best of my knowledge, the above costs for the proposed project are complete and correct and that it is my intent to carry out the proposed project as described.

[Handwritten Signature]
 (Proponent - Signature of Officer)

VP Ancillary Services
 (Title of Officer)

Date Signed: 7-1-13

Attachment 4

EQUIPMENT COMPARISON

	EXISTING EQUIPMENT	REPLACEMENT EQUIPMENT
Type of Equipment (List Each Component)	Cardiac Cath	Cardiac Cath
Manufacturer of Equipment	Philips	Philips
Tesla Rating for MRIs	NA	NA
Model Number	Integris CV12	Allura Xper FD20
Serial Number	S01H011391	TBD
Provider's Method of Identifying Equipment	Serial and Asset Number	Serial and Asset Number
Specify if Mobile or Fixed	Fixed	Fixed
Mobile Trailer Serial Number/VIN #	NA	NA
Mobile Tractor Serial Number/VIN #	NA	NA
Date of Acquisition of Each Component	Sept 28, 2001	TBD
Does Provider Hold Title to Equipment or Have a Capital Lease?	Holds Title	Will Hold Title
Specify if Equipment Was/Is New or Used When Acquired	New	new
Total Capital Cost of Project (Including Construction, etc.)	\$892,934.99	\$1,233,917
Total Cost of Equipment	\$675,428	\$1,021,510
Fair Market Value of Equipment	\$675,428	\$1,021,510
Net Purchase Price of Equipment	\$675,428	\$1,021,510
Locations Where Operated	CarolinaEast Medical Center	CarolinaEast Medical Center
Number Days In Use/To be Used in N.C. Per Year	365	365
Percent of Change in Patient Charges (by Procedure)	NA	0%
Percent of Change in Per Procedure Operating Expenses (by Procedure)	NA	<10%
Type of Procedures Currently Performed on Existing Equipment	Cardiac Catheterization	NA
Type of Procedures New Equipment is Capable of Performing	NA	Cardiac Catheterization

Attachment 5



CarolinaEast
Medical Center

CarolinaEast
Diagnostic Center

CarolinaEast
Surgery Center

CarolinaEast
Rehabilitation
Hospital

CarolinaEast
Heart Center

CarolinaEast
Urology Center

CarolinaEast
Internal Medicine

CarolinaEast
Pediatrics

CarolinaEast
Gastroenterology

CarolinaEast
Cardiac Thoracic &
Vascular Surgeons

CarolinaEast
Home Care

Crossroads
Mental Health

July 1, 2013

Mr. Craig Smith, Chief
Certificate of Need Section
Division of Health Service Regulation
2704 Mail Service Center
Raleigh, NC 27699-2704

Dear Mr. Smith:

CarolinaEast Medical Center (CEMC) currently owns and operates a Philips CV12 Cardiovascular Imaging System that has been in operation continuously at CEMC since it was originally acquired in 2001. The existing equipment has not been taken out of service since originally installed in 2001.

CEMC proposes to replace the existing equipment with a new Philips Allura Xper FD20 Cardiovascular Imaging System through a purchase order. CEMC understands that the existing equipment will be removed from North Carolina. CEMC has no intention to use the existing equipment after its replacement.

Please contact me with any questions regarding this matter.

Sincerely,

A handwritten signature in black ink, appearing to read "Tim Ludwig", with a long horizontal flourish extending to the right.

Tim Ludwig
Vice President, Ancillary Services