



DEPARTMENT OF HEALTH AND HUMAN SERVICES  
DIVISION OF HEALTH SERVICE REGULATION

ROY COOPER  
GOVERNOR

MANDY COHEN, MD, MPH  
SECRETARY

MARK PAYNE  
DIRECTOR

October 3, 2017

Dee Jay Zerman  
211 Friday Center Drive, Suite G014  
Chapel Hill, NC 27517

**Exempt from Review – Replacement Equipment**

**Record #:** 2408  
**Facility Name:** University of North Carolina Hospitals  
**FID #:** 923517  
**Business Name:** University of North Carolina Hospitals at Chapel Hill  
**Business #:** 1900  
**Project Description:** Replace existing computed tomography (CT) scanner  
**County:** Orange

Dear Ms. Zerman:

The Healthcare Planning and Certificate of Need Section, Division of Health Service Regulation (Agency), determined that based on your letter of September 22, 2017, 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 Somatom Force Dual Source CT scanner to replace the Somatom Definition Dual Source CT scanner located in the Neurosciences Hospital basement. 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 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,

Bernetta Thorne-Williams  
Project Analyst

Martha J. Frisone  
Chief, Healthcare Planning and  
Certificate of Need Section

cc: Construction Section, DHSR  
Sharetta Blackwell, Program Assistant, Healthcare Planning, DHSR  
Acute and Home Care Licensure and Certification Section, DHSR

**HEALTHCARE PLANNING AND CERTIFICATE OF NEED SECTION**  
WWW.NCDHHS.GOV

TELEPHONE 919-855-3873

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





James T. Hedrick Building  
211 Friday Center Drive, Ste G014  
Chapel Hill, NC 27517

September 22, 2017

Ms. Bernetta Thorne-Williams  
Healthcare Planning and Certificate of Need Section  
Division of Health Service Regulation, DHHS  
2704 Mail Services Center  
Raleigh, NC 27699-2704

RE: Request for Exemption / Replacement of CT Scanner / UNC Hospitals / Orange County

Dear Ms. Thorne-Williams:

UNC Hospitals is planning to replace one of its existing CT scanners and is requesting confirmation that the replacement of this equipment is exempt from review pursuant to §NCGS 131E-184(f). The CT Scanner to be replaced is located in UNC Hospitals at 101 Manning Drive in Chapel Hill, NC. The scanner will be replaced for \$2,851,671 and will be replaced with equipment comparable to the existing equipment. The existing lab was placed in service in 2007, and is used on a daily basis. The existing equipment requires replacement due to its age and declining image quality. This type of situation leads to added costs, operational delays, and patient, staff and physician dissatisfaction.

§NCGS 131E-184(f) Exemptions from Review provides that *"The Department shall exempt from certificate of need review the purchase of any replacement equipment that exceeds the two million dollar (\$2,000,000) threshold set forth in G.S. 131E-176(22) [sic should be (22a)] if all of the following conditions are met:*

- (1) The equipment to be replaced is located on the main campus.*
- (2) The Department has previously issued a certificate of need for the equipment being replaced. This subdivision does not apply if a certificate of need was not required at the time the equipment being replaced was initially purchased by the licensed health service facility.*
- (3) The licensed health service facility proposing to purchase the replacement equipment shall provide prior written notice to the Department, along with supporting documentation to demonstrate that it meets the exemption criteria of this subsection."*

*(1) Equipment to be replaced is located on the main campus:* The purpose of this project is to replace an existing CT Scanner that is currently located within UNC Hospitals. See Exhibit 1 for floor plans of the existing and proposed replacement, and the location of the space within the hospital's basement footprint.

(1) *Main Campus.* NCGS §131E-176(14n) defines “Main Campus” as *the site of the main building from which a licensed health service facility provides clinical patient services and exercises financial and administrative control over the entire facility, including the building and grounds adjacent to the main building.”*

The existing equipment is located on the basement level of UNC Hospitals on the main campus of University of North Carolina Hospitals at Chapel Hill. Exhibit 2 contains a map of the UNC Hospitals’ main campus and the buildings. UNC Hospitals is a licensed health service facility (DHSR Acute Care License No. H0157).

The building from which UNC Hospitals provides clinical patient services and exercises financial and administrative control over the entire facility is co-located on the UNC Hospitals main campus along with UNC Hospitals. These offices are physically located on the 3<sup>rd</sup> floor of the Med Wing E, which is connected to the original main hospital building. The locations of the financial officer and administrative officer are also indicated the map in Exhibit 2.

(2) *The Department has previously issued a certificate of need for the equipment being replaced:* See Exhibit 3 for a copy of the Exempt form Review determination issued by the OCN Section when this unit was previously replaced in 2007.

(3) *Prior Written Notice:* This request shall serve of prior written notice of this activity.

(3) *Supporting documentation to demonstrate that it meets the exemption criteria:* We are supplying the following information that the CON Section has requested in the past as a part of its general information request for an equipment replacement.

1. *A comparison of the existing and replacement equipment, using the format in the following table:*

*Equipment Comparisons*

	<i>Existing Equipment</i>	<i>Replacement Equipment</i>
<i>Type of Equipment (List each component)</i>	Somatom Definition Dual Source CT	Somatom Force Dual Source CT
<i>Manufacturer of Equipment</i>	Siemens Medical Solutions USA, Inc.	Siemens Medical Solutions USA, Inc.
<i>Tesla Rating for MRIs</i>	N/A	N/A
<i>Model Number</i>	112457	14440623
<i>Serial number</i>	60210	To be determined
<i>Provider's Method of Identifying Equipment</i>	By model & serial #s	By model & serial #s
<i>Specify if Mobile or Fixed</i>	Fixed	Fixed
<i>Mobile Trailer Serial Number/VIN #</i>	Not applicable	Not applicable
<i>Mobile Tractor Serial Number/VIN #</i>	Not applicable	Not applicable
<i>Date of Acquisition of Each Component</i>	12/31/2007	To be 2018
<i>Does Provider Hold Title to Equipment or Have a Capital Lease?</i>	Hospital owns	Hospital will own
<i>Specify if Equipment Was/Is New or Used When Acquired</i>	New	New
<i>Total Capital Cost of Project (Including Construction, etc.) &lt;See attached certified capital cost in Exhibit 4&gt;</i>	\$1,892,784 estimated	\$2,857,671 see Exhibit 4 for project cost estimate
<i>Total Cost of Equipment</i>	\$1,850,000 gross	\$2,392,615
<i>Fair Market Value of Equipment</i>	Now fully depreciated.	\$2,392,615

	\$45,000 trade in value in quote	
<i>Net Purchase Price of Equipment</i>	\$1,690,000 net	\$2,392,615
<i>Locations Where Operated</i>	UNC Hospitals' Neurosciences Hospital basement	UNC Hospitals' Neurosciences Hospital basement
<i>Number of Days In Use/To be Used in N.C. Per Year</i>	365 days	365 days
<i>Percent of Change in Patient Charges (by Procedure)</i>	N/A	No change
<i>Percent of Change in Per Procedure Operating Expenses (by Procedure)</i>	N/A	No change
<i>Type of Procedures Currently performed on Existing Equipment</i>	CT Imaging	
<i>Type of Procedures New Equipment is Capable of Performing</i>		CT Imaging

2. *A description of the basic technology and functions of the existing and replacement equipment, including the diagnostic and treatment purposes for which the equipment is used or capable of being used.*

*Response:* The existing Somatom Definition Dual Source CT will be replaced with a Somatom Force Dual Source CT. Both systems are used to perform diagnostic adult and pediatric computed tomographic imaging.

3. *Brochures or letters from the vendors describing the capabilities of the existing equipment and the replacement equipment.*

*Response:* We were not able to obtain a product brief for the Somatom Definition Dual Source CT. The specifications of the proposed replacement Somatom Force Dual Source CT are included in the quote attached as Exhibit 5. Both scanners perform the same type of CT imaging procedures.

4. *A copy of the purchase order for the existing equipment, including all components and original purchase price.*

*Response:* A copy of the original purchase order and quote is not available. The original costs are included in the Equipment Comparison table above.

5. *A copy of the title, if any, for the existing equipment or the capital lease for the existing equipment.*

*Response:* Not applicable. The equipment does not have a title and will not be leased.

6. *If the replacement equipment is to be leased, a copy of the proposed lease that transfers substantially all the benefits and risks inherent in the ownership of the equipment to the lessee of the equipment, in accordance with criteria in Generally Accepted Accounting Principles (GAAP).*

*Response:* Not applicable. The replacement equipment will not be leased.

7. *If the replacement equipment is to be purchased, a copy of the proposed purchase order or quotation, including the amount of the purchase price before discounts and trade-in allowance.*

*Response:* Copies of the quote received from Siemens for the replacement CT Scanner is contained in Exhibit 5.

*8. A letter from the person taking possession of the existing equipment that acknowledges the existing equipment will be permanently removed from North Carolina, will no longer be exempt from requirements of the North Carolina Certificate of Need law, and will not be used in North Carolina without first obtaining a new certificate of need.*

*Response:* As noted on the first page of the Siemens equipment quote in Exhibit 5, Siemens will de-install and take possession of the unit and remove it from the site as the replacement unit is installed. The unit being replaced will not be used in NC without obtaining certificate of need approval if required.

*9. Documentation that the existing equipment is currently in use and has not been taken out of service.*

*Response:* UNCH's existing operational CT Scanners are clearly identified on the most Licensure Renewal Application form on file with DHSR. A copy of the 2017 LRA can be provided upon request.

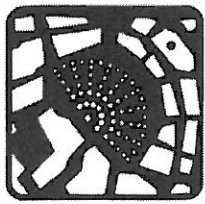
Also attached as Exhibit 4, is a completed 'Proposed Total Capital Cost of Project' form which projects the total capital cost of this replacement project to be \$2,857,671 for the CT Scanner replacement, including removal of the existing equipment and the installation of the replacement unit. The total capital cost includes all costs required to make the scanner operational. Also included in Exhibit 1 are copies of the line drawings for the project. Since the room already exists, minor equipment and furniture will be reused. Beyond the items included in this estimate, no additional renovations, equipment or furniture will be required for this project.

Please do not hesitate to contact me at 984-974-1243 should you require any additional information regarding the replacement of this equipment.

Sincerely,



Dee Jay Zerman, System Director  
Regulatory Planning  
UNC HCS



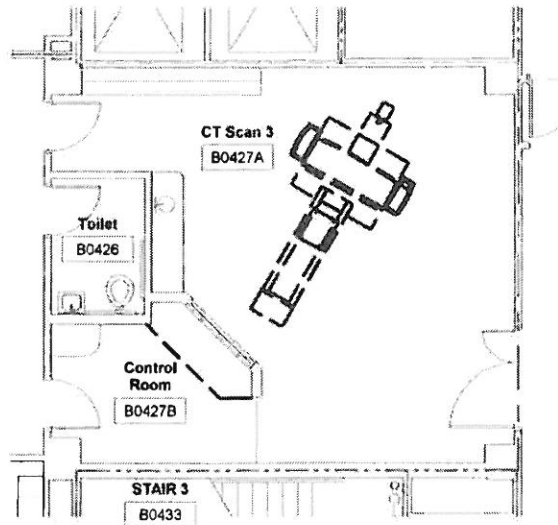
# MHA *works*

PLANNING ARCHITECTURE INTERIORS

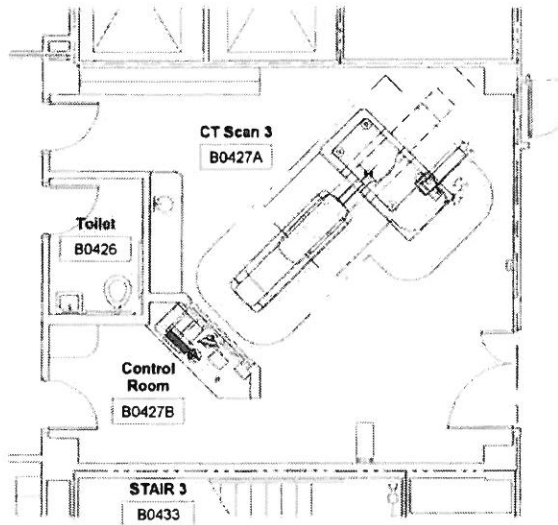
DURHAM OFFICE: CITY PLACE • 501 WASHINGTON ST., STE. G, DURHAM, NORTH CAROLINA 27701 p-919.682.2870 f-919-682-5369

Exhibit 1

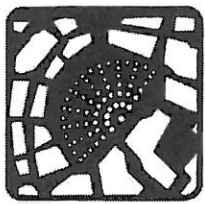
-GREENVILLE  
-PITTSBORO  
-ASHEVILLE



1 Demolition Plan - CT Scan 3  
A01 3/32" = 1'-0"



2 Renovation Plan - CT Scan 3  
A01 3/32" = 1'-0"



# MHAworks

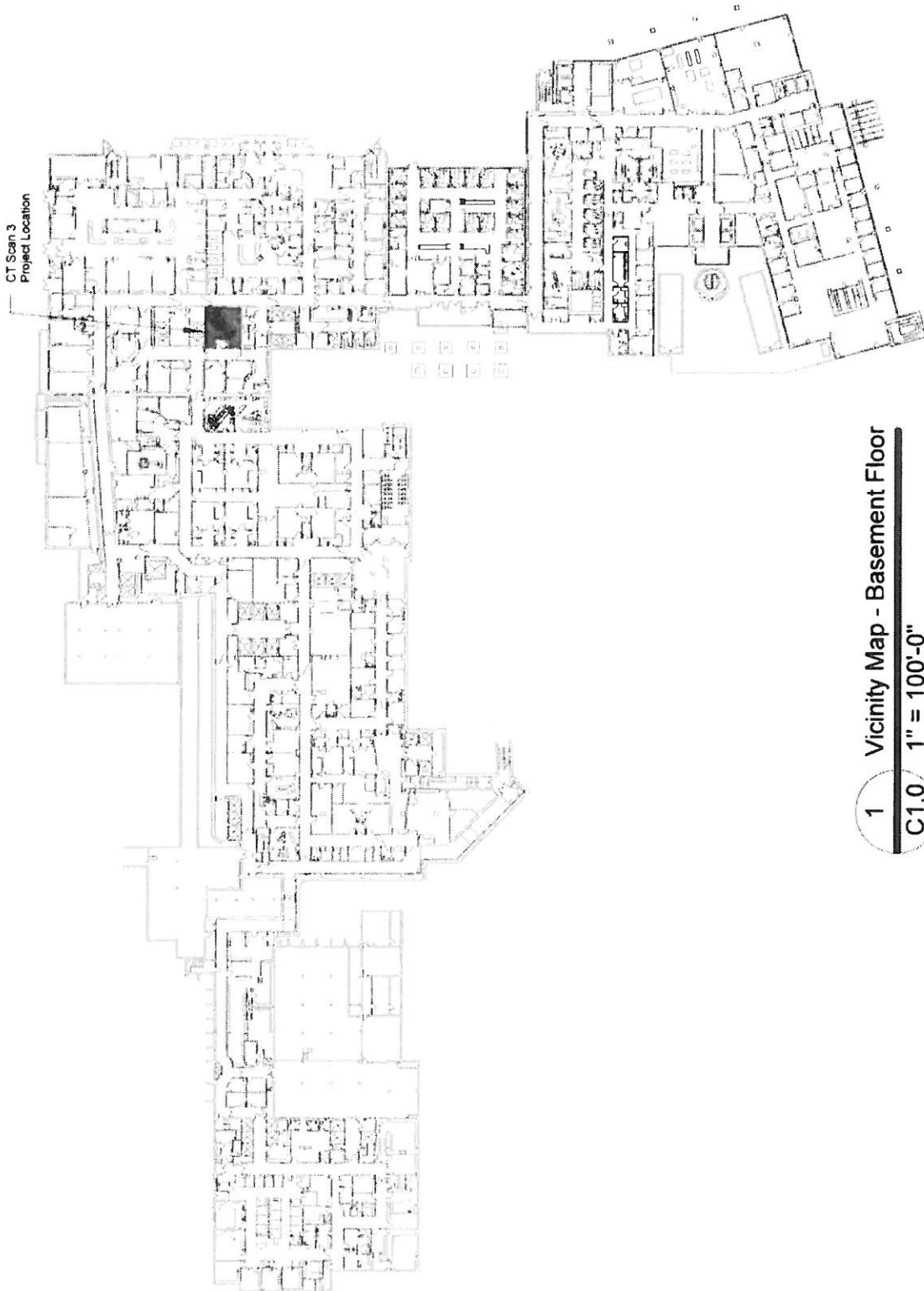
-DURHAM  
-GREENVILLE  
-PITTSBORO  
-ASHEVILLE

PLANNING

ARCHITECTURE

INTERIORS

DURHAM OFFICE: CITY PLACE \* 501 WASHINGTON ST., STE. G, DURHAM, NORTH CAROLINA 27701 p-919.682.2870 f-919-682-5369



1 Vicinity Map - Basement Floor  
C1.0 1" = 100'-0"

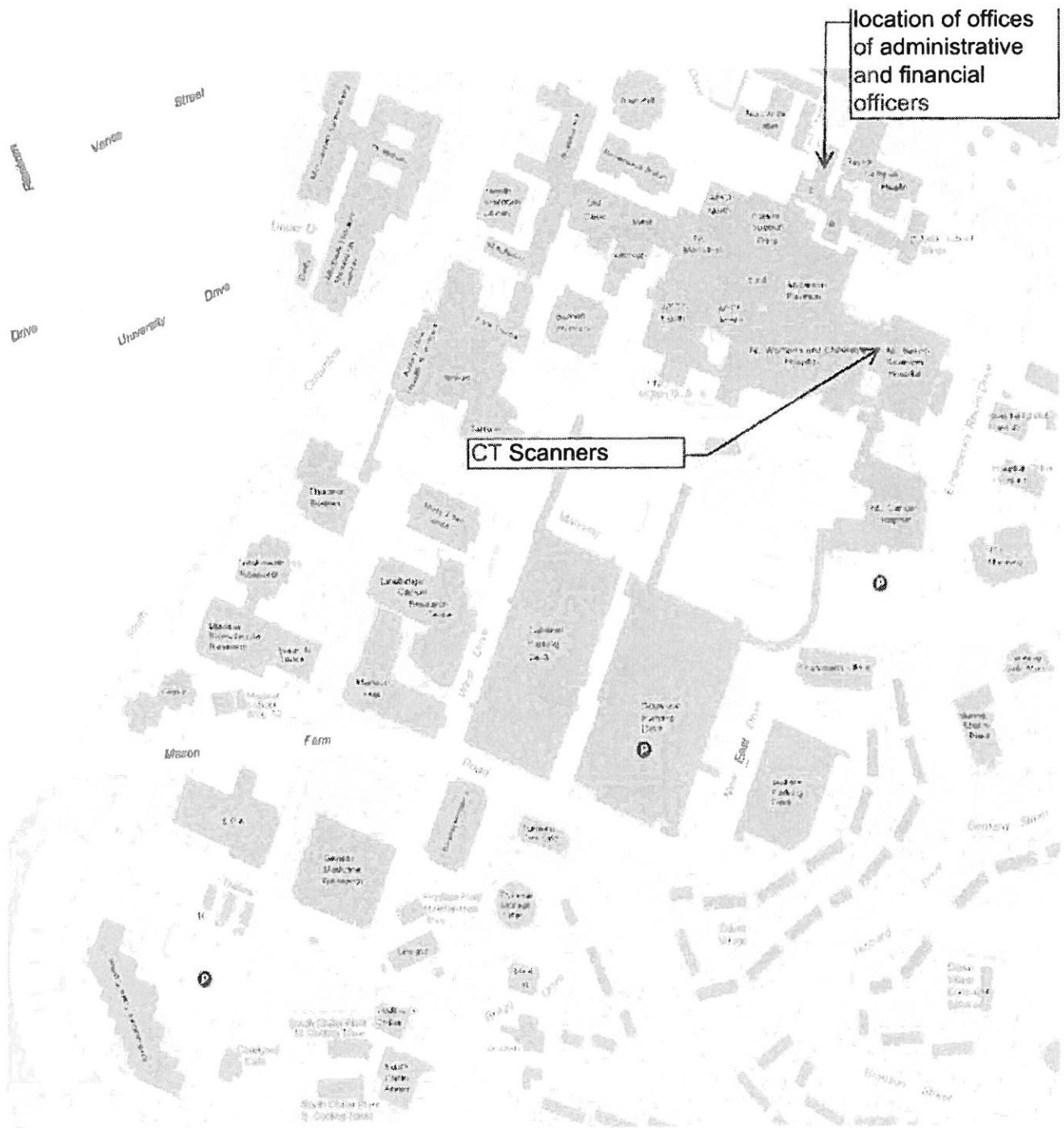






Exhibit 3

**North Carolina Department of Health and Human Services  
Division of Facility Services  
Certificate of Need Section**

2704 Mail Service Center ■ Raleigh, North Carolina 27699-2704

Michael F. Easley, Governor  
Carmen Hooker Odom, Secretary

<http://facility-services.state.nc.us>

Lee Hoffman, Section Chief  
Phone: 919-855-3873  
Fax: 919-733-8139

May 29, 2007

Dee Jay Zerman, Associate Director  
Program Planning and Development  
The University of North Carolina Hospitals  
101 Manning Drive  
Chapel Hill NC 27514

RE: Exempt from Review - Replacement Equipment/UNC Hospitals/Replace existing Siemens Somatom Plus 4 CT scanner with a Siemens Dual Source CT scanner/Orange County FID # 923517

Dear Ms. Zerman:

In response to your letter of March 15, 2007, 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 Siemens Dual Source CT scanner to replace the existing Siemens Somatom Plus 4 CT scanner [Serial # 20380]. 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.

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

Sincerely,

Michael J. McKillip, Project Analyst

Lee B. Hoffman, Chief  
Certificate of Need Section

cc: Construction Section, DFS





May 18, 2007

Ms. Lee B. Hoffman, Chief  
Certificate of Need Section  
Division of Facility Services  
2704 Mail Services Center  
Raleigh, NC 27699-2704

Re: Response to Information Request / Concerning Request for Exemption /  
UNC Hospitals / Replacement of a CT Scanner / Orange County

Dear Ms. Hoffman:

The following responses are being submitted as requested in your letter dated May 11, 2007:

**CON Item 1:** *The costs incurred by any person related to the de-installation and removal of the existing CT Scanner located in the Ambulatory Care Center, as these costs are excluded on page 1 of the quote.*

**Response:** The de-installation and removal costs are already included in the quote. This is a routine practice that is used in UNC Hospitals' negotiations with Siemens. The quote submitted as part of the original Exemption Request was in Siemens' standard format. Although these items were agreed upon upfront, they were not clearly represented in the submitted quote, due to Siemens use of its standard form of quotation. Attached is a copy of a "Revised Quote" from Siemens which more accurately represents the agreement that is proposed between Siemens and UNC Hospitals.

**CON Item 2:** *The costs incurred by any person, for each of the following items which the quote states are specifically excluded from the contract total:*

- (a) alternate items that are listed on pages 33-34 of the quote,*
- (b) out of scope charges (not covered by the standard rigging and installation) discussed on page 27 of the quote,*
- (c) sales, use or manufacturer's taxes imposed on the sale or use of the equipment,*
- (d) excise tax, license and similar fees, and*
- (e) freight costs.*

**Response:** These costs are "zero". The optional items that Siemens listed on pages 33-34 of the "Original Quote" were not proposed to be purchased, were not included in the project, and were not included in the total cost. Reference to these items has been appropriately excluded from the "Revised Quote".

In response to the "*out of scope charges (not covered by the standard rigging and installation) discussed on page 27 of the quote*", Siemens has assured us that they have fully studied this proposed replacement and concluded that there will be no "out-of-scope charges" for this routine replacement. Our in-house experts agree with their assessment.

In response to "*sales, use or manufacturer's taxes imposed on the sale or use of the equipment, excise tax, license and similar fees, and freight costs*", per our in-house legal counsel and in accordance with NC General Statutes 105-164.13(52), UNC Hospitals is exempt from sales and use taxes. Due to this statute, DFS has not required UNC Hospitals to include sale tax in the past on its proposals to calculate total project cost.

In response to "*manufacturer's taxes imposed on the sale or use of the equipment, excise tax, license and similar fees, and freight costs*", both internal staff and Siemens staff agree that there are no applicable manufacturer's taxes, excise taxes, license fees or similar taxes that will be imposed upon this replacement. Additionally, the Siemens quote includes freight costs as correctly identified on the Revised Quote. Again the inclusion of freight costs is routine within the Siemens quote in our negotiation with this vendor, which was not correctly represented in the Original Quote.

Please do not hesitate to call me at 919-966-1129 if you have questions or require additional information.

Sincerely,



Dee Jay Zerman, Associate Director  
Planning and Program Development  
UNC Hospitals



**North Carolina Department of Health and Human Services  
Division of Facility Services  
Certificate of Need Section**

2704 Mail Service Center ■ Raleigh, North Carolina 27699-2704

Michael F. Easley, Governor  
Carmen Hooker Odom, Secretary

<http://facility-services.state.nc.us>

Lee Hoffman, Section Chief  
Phone: 919-855-3873  
Fax: 919-733-8139

May 11, 2007

Dee Jay Zerman, Associate Director  
Planning & Program Development  
The University of North Carolina Hospitals  
101 Manning Drive  
Chapel Hill, North Carolina 27514

RE: Information Request/ The University of North Carolina Hospitals/ Replacement CT Scanner/ Orange County

Dear Ms. Zerman:

The Certificate of Need (CON) Section has received your correspondence dated March 15, 2007, regarding acquisition of a CT scanner to replace existing equipment. Additional information is needed to determine if the equipment to be acquired is consistent with the definition of replacement equipment in G.S. 131E-176(22a).

1. The costs incurred by any person related to the de-installation and removal of the existing CT scanner located in the Ambulatory Care Center, as these costs are excluded on page 1 of the quote.
2. The costs incurred by any person, for each of the following items which the quote states are specifically excluded from the contract total:
  - (a) alternate items that are listed on pages 33-34 of the quote,
  - (b) out of scope" charges (not covered by the standard rigging and installation) discussed on page 27 of the quote,
  - (c) sales, use or manufacturer's taxes imposed on the sale or use of the equipment,
  - (d) property tax,
  - (e) excise tax, license and similar fees, and
  - (f) freight costs.

If the cost for any item listed above is "zero", provide an explanation as to why the item is not applicable to the proposed project. If you have any questions concerning this request, please do not hesitate to call me.

Sincerely,

Lee B. Hoffman, Chief  
Certificate of Need Section





March 15, 2007

Mr. Michael J. McKillip  
Certificate of Need Section  
Division of Facility Services, DHHS  
Mail Services Center 2704  
Raleigh, NC 27699-2704

RE: Request for Exemption / Replacement of a CT Scanner / UNC Hospitals

Dear Mr. McKillip:

UNC Hospitals is planning to replace an existing CT Scanner and is requesting a determination that the replacement of this equipment is exempt from review pursuant to 131E-184(7). UNC Hospitals currently operates 6 CT scanners on the hospital's main campus. One of these units is located in the Ambulatory Care Center "ACC". The unit in the ACC is 15 years old and although the unit was upgraded in 1999, its quality is deteriorating. UNC Hospitals proposes to replace the ACC unit and move its replacement unit back into the main CT service in the basement of the Neurosciences Hospital. The proposed replacement unit will be installed in a room currently occupied by another CT scanner, which will in turn be moved and re-installed into a vacant room within the department, which has been used in the past for CT services and required no renovations. The vacated room at the ACC building will be painted and patched and used by the Department of Radiology as a reading room. No new equipment or furniture will be required for this reading room. The total project cost for the replacement unit, relocation and installation expenses and patching and painting is \$1,892,784. See Exhibit 3 for the replacement CT scanner price quote (\$1,850,000), Exhibit 4 for the relocation and reinstallation cost estimate (\$28,409), and Exhibit 5 for the patching and painting costs estimate (\$14,375).

This proposal requests confirmation that this project as proposed does not require a full CON application review. The following information is being supplied in the format previously requested by the CON Section in the past as a part of its general information request for an equipment replacement.

*1. A comparison of the existing and replacement equipment, using the format in the following table:*

### Equipment Comparisons

<i>CT Replacement</i>	<i>Existing Equipment</i>	<i>Replacement Equipment</i>
<i>Type of Equipment (List each component)</i>	Siemens Model Somatom Plus 4 (upgraded)	Siemens Somatom Dual Source CT
<i>Manufacturer of Equipment</i>	Siemens Medical Solutions USA, Inc.	Siemens Medical Solutions USA, Inc.
<i>Tesla Rating for MRIs</i>	Not applicable	Not applicable
<i>Model Number</i>	Somatom Plus 4	Somatom Dual Source CT
<i>Serial number</i>	20380	To be determined
<i>Provider's Method of Identifying Equipment</i>	By model & serial #s	By model & serial #s
<i>Specify if Mobile or Fixed</i>	Fixed	Fixed
<i>Mobile Trailer Serial Number/VIN #</i>	Not applicable	Not applicable
<i>Mobile Tractor Serial Number/VIN #</i>	Not applicable	Not applicable
<i>Date of Acquisition of Each Component</i>	Somatom Plus - 1997; Upgrade 4 - 1999	Projected FY 08
<i>Does Provider Hold Title to Equipment or Have a Capital Lease?</i>	UNC Hospitals owns the equipment	UNC Hospitals will own the equipment
<i>Specify if Equipment Was/Is New or Used When Acquired</i>	Was New	Will be new
<i>Total Capital Cost of Project (Including Construction, etc.) &lt;Use Attached Form&gt;</i>	Not Available	\$1,892,784
<i>Total Cost of Equipment</i>	1992 Unit \$424,000; Upgrade 4 1999 \$652,956	\$1,850,000
<i>Fair Market Value of Equipment</i>	\$0-no trade in value	\$1,850,000
<i>Net Purchase Price of Equipment</i>	1992 Unit \$424,000; Upgrade 4 1999 \$652,956	\$1,850,000
<i>Locations Where Operated</i>	UNC Hospitals	UNC Hospitals
<i>Number of Days In Use/To be Used in N.C. Per Year</i>	365 days	365 days
<i>Percent of Change in Patient Charges (by Procedure)</i>	NA	No change
<i>Percent of Change in Per Procedure Operating Expenses (by Procedure)</i>	NA	No change
<i>Type of Procedures Currently performed on Existing Equipment</i>	Diagnostic procedures	Diagnostic Procedures
<i>Type of Procedures New Equipment is Capable of Performing</i>	CT, CTA procedures	CT, CTA procedures

2. A description of the basic technology and functions of the existing and replacement equipment, including the diagnostic and treatment purposes for which the equipment is used or capable of being used.

*Response:* The existing Siemens Somatom Plus 4 system is proposed to be replaced with a Siemens Somatom Dual Source CT scanner. Both systems are used to perform diagnostic procedures. The replacement CT scanner will provide state-of-the-art imaging for diagnostic adult and pediatric cases. Due to the age of

the existing CT scanner, the quality of images produced by this system has deteriorated.

*3. Brochures or letters from the vendors describing the capabilities of the existing equipment and the replacement equipment.*

*Response:* Information regarding the existing Siemens Somatom Plus 4 system is attached as Exhibit 1. A copy of a brochure from the vendor describing the proposed replacement Siemens Somatom Dual Source CT scanner is attached as Exhibit 2.

*4. A copy of the purchase order for the existing equipment, including all components and original purchase price.*

*Response:* The original purchase order for the existing CT scanner is not available. Due to the large volume of purchasing by our facility, UNC Hospitals fiscal services policy is to destroy purchase orders after five years. However, we have been able to track the purchase of the unit in 1992 for \$424,000 and then a subsequent upgrade in 1999 for \$652,956. See Exhibit 1 for a copy of the Somatom Plus 4 equipment brochure (the existing unit to be replaced).

*5. A copy of the title, if any, for the existing equipment or the capital lease for the existing equipment.*

*Response:* Not applicable. The equipment does not have a title and will not be leased.

---

*6. If the replacement equipment is to be leased, a copy of the proposed lease that transfers substantially all the benefits and risks inherent in the ownership of the equipment to the lessee of the equipment, in accordance with criteria in Generally Accepted Accounting Principles (GAAP).*

*Response:* Not applicable. The replacement equipment will not be leased.

*7. If the replacement equipment is to be purchased, a copy of the proposed purchase order or quotation, including the amount of the purchase price before discounts and trade-in allowance.*

*Response:* A copy of the quote received from Siemens for the replacement CT system is attached as Exhibit 3. The existing unit has deteriorated to the point that it no longer has any trade-in value.

*8. A letter from the person taking possession of the existing equipment that acknowledges the existing equipment will be permanently removed from North Carolina, will no longer be exempt from requirements of the North Carolina*

*Certificate of Need law, and will not be used in North Carolina without first obtaining a new certificate of need.*

*Response:* The existing unit has deteriorated to the point that it no longer has any trade-in value. Siemens will remove the unit from the site as they install the replacement unit. The unit will be destroyed by Siemens and no longer used for procedures.

*9. Documentation that the existing equipment is currently in use and has not been taken out of service.*

*Response:* UNC Hospitals currently has seven diagnostic CT systems. The fifth and sixth units recently became operational as part of CON Project ID # J-7263-05. The seventh unit is installed off-campus at the Carolina Point I Medical Office Building pursuant to a No Review Determination issued by the CON Section dated January 23, 2006. Exhibit 6 contains copies a line drawing showing the ACC CT Scanner room and the rooms involved in the main Department of Radiology.

Also, enclosed as Exhibit 3, 4 and 5 are estimates of the costs which comprise this project. The total capital cost of this replacement project to be \$1,892,784 including: \$1,850,000 for CT unit (Exhibit 3); \$28,409 installation move and reinstallation costs (Exhibit 4); and \$14,375 in patching and painting of rooms (Exhibit 5). This includes all installation costs required to make the unit operational. No additional renovations, equipment or furniture beyond the costs indicated in the attached Exhibits are anticipated to be required for this project.

---

Should you require any additional information regarding the replacement of this equipment, please do not hesitate to contact me at 919-966-1129.

Sincerely,



Dee Jay Zerman, Associate Director  
Planning & Program Development



**PROPOSED TOTAL CAPITAL COST OF PROJECT**

**A. Site Costs**

(1) Full purchase price of land	\$	0
Acres _____ Price per Acre \$ _____		
(2) Closing costs	\$	0
(3) Site Inspection and Survey	\$	0
(4) Legal fees and subsoil investigation	\$	0
(5) Site Preparation Costs		
Sub-Total Site Preparation Costs	\$	0
(6) Other (Specify)	\$	0
<b>(7) Sub-Total Site Costs</b>	\$	0

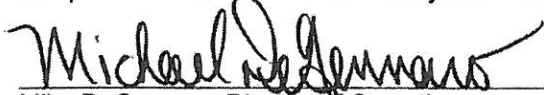
**B. Construction Contract**

(8) Cost of Materials		
Sub-Total Cost of Materials	\$	0
(9) Cost of Labor	\$	0
(10) Other (Patch and Paint)	\$	14,375
<b>(11) Sub-Total Construction Contract</b>	\$	14,375

**C. Miscellaneous Project Costs**

(12) Building Purchase	\$	0
(13) Fixed Equipment Purchase	\$	1,850,000
(14) Movable Equipment Purchase	\$	0
(15) Furniture	\$	0
(16) Landscaping	\$	0
(17) Consultant Fees		
Architect and Engineering Fees	\$	0
Legal Fees	\$	0
Market Analysis	\$	0
Other (Specify)	\$	0
Sub-Total Consultant Fees	\$	0
(18) Financing Costs (e.g. Bond, Loan, etc.)	\$	0
(19) Interest During Construction	\$	0
(20) Other (Relocation and installation)	\$	28,409
<b>(21) Sub-Total Miscellaneous</b>	\$	1,878,409
<b>(22) Total Capital Cost of Project (Sum A-C above)</b>		<b>\$ 1,892,784</b>

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



Mike DeGennaro, Director of Operations,  
Radiology and Imaging, Musculoskeletal and Vascular Services

# NEW REPLACEMENT SOMATOM FORCE

Exhibit 4

## PROPOSED TOTAL CAPITAL COST OF PROJECT

### CT SCANNER

**A. Site Costs**

(1) Full purchase price of land	\$	0
Acres _____ Price per Acre \$ _____		
(2) Closing costs	\$	0
(3) Site Inspection and Survey	\$	0
(4) Legal fees and subsoil investigation	\$	0
(5) Site Preparation Costs		
Soil Borings	\$	0
Clearing - Earthwork	\$	0
Fine Grade for Slab	\$	0
Roads - Paving	\$	0
Concrete Sidewalks	\$	0
Water and Sewer	\$	0
Footing Excavation	\$	0
Footing Backfill	\$	0
Termite Treatment	\$	0
Other (Specify)	\$	0
Sub-Total Site Preparation Costs	\$	0
(6) Other (Specify)	\$	0
(7) Sub-Total Site Costs		\$ 0

**B. Construction Contract**

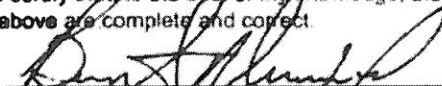
(8) Cost of Materials		
General Requirements	\$	10,181
Concrete/Masonry	\$	2,036
Woods/Doors & Windows/Finishes	\$	28,506
Thermal & Moisture Protection	\$	3,054
Equipment/Specialty Items	\$	8,144
Mechanical/Electrical	\$	46,831
Other ( )	\$	3,054
Sub-Total Cost of Materials	\$	101,806
(9) Cost of Labor	\$	180,989
(10) Other: Construction Contingency	\$	42,419
(11) Sub-Total Construction Contract		\$ 325,214

**C. Miscellaneous Project Costs**

(12) Building Purchase	\$	0
(13) Fixed Equipment Purchase	\$	2,392,615
(14) Movable Equipment Purchase	\$	0
(15) Furniture	\$	0
(16) Landscaping	\$	0
(17) Consultant Fees		
Architect and Engineering Fees	\$	58,539
Legal Fees	\$	0
Market Analysis	\$	0
Sub-Total Consultant Fees	\$	58,539
(18) Financing Costs (e.g. Bond, Loan, etc.)	\$	0
(19) Interest During Construction	\$	0
(20) Other: Project Contingency	\$	81,304
IT Costs	\$	0
(21) Sub-Total Miscellaneous		\$ 2,532,457

(22) Total Capital Cost of Project (Sum A-C above)	\$	2,857,671
--	----	-----------

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

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





Siemens Medical Solutions USA, Inc.  
40 Liberty Boulevard, Malvern, PA 19355  
Fax: (336) 856-9995

SIEMENS REPRESENTATIVE  
Edwin Winicki - (336) 688-0978

## PRELIMINARY PROPOSAL

Customer Number: 0000010805

Date: 9/10/2017

UNIVERSITY OF NORTH CAROLINA HEALTH CARE SYSTEM  
101 MANNING DR  
CHAPEL HILL, NC 27514

Quote Number:	1-IDEVRS Rev. 0
Groups Purchasing Organization	MedAssets
Contract Terms and Conditions	MedAssets
Pricing Terms	00% Down, 80% Delivery, 20% Installation Free On Board: Destination
Price Valid Through	9/30/17
Trade Information	Siemens Dual Source (400-212527)
Note	The existing unit will be sold or otherwise disposed of and will not be used in the State without first obtaining a certificate of need if one is required.

### Siemens Force Dual Source CT

Qty	Part No.	Item Description
1	14440623	<p><b>SOMATOM Force</b></p> <p>The all new SOMATOM Force contains two new Vectron X-ray tubes with unprecedented 2 x 1,300 mA tube current at 2 x 120 kW generator power. The new Stellar Infinity detector, including TrueSignal and Edge Technology providing increased in plane resolution (1,840 channels) and ~ 50% increased z-coverage, compared to SOMATOM Definition Flash. SOMATOM Force takes CT imaging where it has never gone before by routinely generating ultra-thin 0.5 mm slices e.g. for most accurate stenosis, plaque and stent analysis and for low-kV imaging without compromises, even in adults or obese patients at scan speeds up to 737 mm/s (opt.). Additionally, the all new measurement system sets the benchmark in low contrast detectability. An object size of 2 mm, at a contrast difference of 3 HU, with a CTDIvol (Ø 32 cm) of only 12.3 mGy (with Phantom CATPhan (20 cm)) can be detected.</p> <p>The all new SOMATOM Force gantry, with its powerful hollow shaft motor achieves maximum rotation speeds of up to 0.25 seconds (optional) resulting in down to 66 ms, heart rate independent temporal resolution to freeze motion. It features the all new Turbo Flash mode, with a dynamic Field of View (FoV) of up to 50 cm, even in ultra-high pitch applications (737 mm/s table speeds, Opt.).</p> <p>Besides, it enables reduction in dose, while it improves overall image quality (both high- and low-contrast resolution) for all scans, resulting, e.g. in dose down to sub-mSv for cardiac imaging and below. In its third generation, Dual Energy with Selective Photon Shield II (~ 30% better energy separation, for more precise Dual Energy quantification), automatically provides a second contrast for the best possible diagnosis without any extra dose at a Dual Energy Field of View (FoV) of up to 35 cm at scan speeds up to 285 mm/s (opt.).</p>
1	14440641	<p><b>ELEVATE O SOMATOM Force</b></p> <p>ELEVATE from an outdated Siemens CT scanner to SOMATOM Force</p>

**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description
1	14440672	<p><b>ADMIRE</b></p> <p>ADMIRE (Advanced Modeled Iterative REconstruction) is the next generation of Iterative Reconstruction. ADMIRE offers on the fly powerful dose reduction, excellent image quality and everyday suitability. Other unique qualities of ADMIRE are: Supert details, Positive impact on the reconstructed image quality in comparison to SAFIRE, Reader-ready reconstructions deliver the desired image impression on the fly. Due to the computer power of the new Image Reconstruction System (IRS), ADMIRE has a potential to lower radiation, and to offer a routine-ready performance.</p>
1	14420827	<p><b>FAST CARE Platform</b></p> <p>Siemens' unique FAST CARE platform is set to raise the standard of patient-centric productivity. Utilizing FAST - Fully Assisting Scanner Technologies - typically time-consuming and complex procedures during the scan process are extremely simplified and automated, not only improving workflow efficiency, but optimizing the clinical outcome by creating reproducible results, making diagnosis more reliable and reducing patient burden through streamlined examinations. Siemens' desire for as little radiation exposure as possible lies at the heart of the CARE - Combined Applications to Reduce Exposure - research and development philosophy offering a unique portfolio of dose saving features, many of them being introduced as industry's first.</p>
1	14433987	<p><b>FAST Planning #AWP</b></p> <p>Direct, organ-based setting of scan and recon ranges for a faster and more standardized workflow.</p>
1	14440678	<p><b>FAST 3D Align</b></p> <p>FAST 3D Align enables automated alignment of FOV, adjustments and reconstructions of standard views.</p>
1	14433988	<p><b>FAST Spine #AWP</b></p> <p>Accurate and anatomically aligned preparation of spine recons with just a single click.</p>
1	14441180	<p><b>CARE Child</b></p> <p>Dedicated pediatric CT imaging, including 70 kV scan modes and specific CARE Dose4D curves and protocols</p>
1	14410507	<p><b>X-CARE</b></p> <p>Partial scanning to reduce direct X-ray exposure for the most dose-sensitive body regions, e.g. the breasts, thyroid gland or eye lens</p>
1	14402943	<p><b>Extended Field of View</b></p> <p>Software program with special reconstruction algorithms that allow for visualization of objects using a FoV up to 78 cm (non-diagnostic image quality). License to use software on a single unit.</p>
1	14440680	<p><b>syngo Dual Energy Scan with SPS II</b></p> <p>The syngo Dual Energy Scan with SPS II (Selective Photon Shield II) option allows the use of both SOMATOM Force X-ray sources simultaneously at different energies, while the Selective Photon Shield II reduces dose and at the same time increases energy separation by blocking unnecessary parts of the energy spectrum. syngo Dual Energy offers the possibility to acquire two spiral data sets simultaneously from a single scan running the tubes at 80/140 kV, 100/140 kV and newly with 80/150 kV (for obese Dual Energy imaging). The results are two data sets with diverse information.</p>
1	14428553	<p><b>FAST DE (DE WorkStream 4D)</b></p> <p>FAST Dual Energy (DE) is a 4D workflow for the Dual Energy data with direct generation of axial, sagittal, coronal, or double-oblique images from standard Dual Energy scanning protocols. The Advantage: the elimination of time consuming, error prone, manual reconstruction steps and a reduction of data volume up to a factor of 10, since virtually all diagnostic information is captured in 3D slices.</p>
1	14440629	<p><b>Edge Technology #AWP</b></p> <p>The new fully-integrated Stellar Infinity detector combined with EdgeTechnology allows for high resolution scanning in daily clinical practice.</p>
1	14440630	<p><b>UHR with extra wide comb</b></p> <p>The new UHR mode, with the wide large UHR-Comb, delivers Ultra High resolution in plane of up to 32lp/cm (0.16 mm) for high defined imaging of small structures such as inner ear or even the lung, joints or fractures of the bone. The UHR Collimation could be increased to 32 x 0.6 mm collimation.</p>

Siemens Medical Solutions USA, Inc.  
 40 Liberty Boulevard, Malvern, PA 19355  
 Fax: (336) 856-9995

SIEMENS REPRESENTATIVE  
 Edwin Winicki - (336) 688-0978

**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description
1	14440627	<p><b>A4D Spiral w/ Adaptive Dose Shield</b></p> <p>The unique Adaptive 4D Spiral, in combination with the new Adaptive Dose Shield, moves beyond fixed detector limitations to provide full coverage of any organ in 4D, while it block unnecessary radiation during the examination. It introduces up to 80 cm range for dynamic CTA imaging and 4D Noise Reduction to significantly improve image quality with no increase in dose or, alternately, reduce dose up to 50 % without compromising image quality (4D Noise Reduction requires Volume Perfusion CT Neuro or Body).</p>
1	14440657	<p><b>HeartView 0.25 s rotation</b></p> <p>Scanning technique and program for ECG controlled data acquisition and image reconstruction with lowest possible dose. Dual Source acquisition mode with single segment reconstruction enables heart-rate independent temporal resolution of 66 ms (factor 2 higher than single source acquisition with same parameter) that allows to reliably scan high heart rates, e.g. in acute chest pain evaluation, in coronary visualization, and in functional analysis of the heart.</p>
1	14440682	<p><b>Cardio BestPhase Plus #AWP</b></p> <p>Cardio BestPhase, a software dedicated to automatically detect the optimal phase for motion-less coronary visualization. The phase is defined in either end-systole, end-diastole or both timepoints and automatically reconstructed. Includes DirectViewing™, a tool for real time navigation through full volumes of up to 24 heart phases by using an integrated fast 3D volume viewer, available both on the Examination and Recon subtask card. Furthermore it provides easy VRT visualization of the coronaries with removal of all parts of the chest in up to 20 phases within 15 seconds. DirectViewing™ completes the workflow of Cardio BestPhase™ by giving you the flexibility to individually visualize phases for all coronary arteries.</p>
1	14440654	<p><b>Physiological Monitoring Module</b></p> <p>The Physiological Measurement Module allows to connect a 3 Channel ECG cable for ECG controlled cardiac acquisition.</p>
1	14403008	<p><b>ECG Cable IEC2 #D</b></p> <p>ECG cable, IEC2 (AHA/US color coding).</p>
1	14406461	<p><b>syngo Expert-I #AWP</b></p> <p>Expert-i enables the physician to interact with the syngo CT Workplace from virtually anywhere in your hospital.</p>
1	14441045	<p><b>Rear cover incl. gantry panels</b></p> <p>Standard CT gantry back cover, including two gantry panel control units.</p>
1	14440651	<p><b>Tunnel Light</b></p> <p>SOMATOM Force offers a funnel mood light (LED) in different, preset, adjustable colors that are synchronized with the gantry ring light. It makes the gantry bore appearing wider thus making it easier for patients with claustrophobia to undergo their examination.</p>
1	14440652	<p><b>Ring Light</b></p> <p>SOMATOM Force offers a gantry ring mood light (LED) in different, preset, adjustable colors that are synchronized with the gantry funnel light. They help creating a relaxing atmosphere for your patients. making a SOMATOM Force examination even more exciting and memorable.</p>
1	14440653	<p><b>Patient Table</b></p> <p>Patient table to support ultra-fast spiral scanning and up to 200cm scan range. Motor-driven table height adjustment from min. 49 cm to max. 92 cm, longitudinal movement of the tabletop 200 cm in increments of 0.5 mm, positioning accuracy +/- 0.25 mm from any direction. Horizontal scan range 200 cm. Table height can be controlled alternatively by means of foot switch (2 each on both sides of the patient table). In the case of emergency stop or power failure, the tabletop can also be moved manually in horizontal direction. Max. table load: 227 kg/500 lbs, Table feed speed: 2-737 mm/s. Positioning aids: Positioning mattress, mattress protector, head-arm support (inclusive cushion), non-tiltable and tiltable head holders with positioning cushion set, patient restraining system for head fixation, restraining-strap set with body fixation strap that can be directly connected to the patient table top, headrest, table extension with positioning mattress, knee-leg support.</p>
1	14402979	<p><b>Mat for Patient Table</b></p> <p>For the comfortable positioning of the patient on the CT table.</p>

**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description
1	14402956	<b>Computer Desk</b> New CT desk to accommodate the control components and color monitor. Width: 1200 mm, Depth: 800 mm, Height: 720 mm.
1	14402933	<b>Computer Cabinet</b> New cabinet to accommodate the computer system and UPS. Matched to the design of the control console table. Width: 800 mm, Depth: 800 mm, Height: 720 mm
1	14443870	<b>syngo.CT DE Advanced Package @via#1</b> The syngo.CT Dual Energy Advanced Package includes all Dual Energy applications that are available for syngo.via.
1	ADAPT_DOSE _SHIELD	<b>Adaptive Dose Shield</b> Adaptive Dose Shield for spiral acquisition to eliminate pre- and post-spiral over-radiation.
1	FAST_ADJUST	<b>FAST Adjust</b> FAST Adjust: assists the user to handle system settings in a fast and easy way by automatically solving of conflicts within user defined limits by one single click on the FAST Adjust button. The limits for scan time and tube current per scan are defined via the Scan Protocol Assistant. FAST Adjust offers an undo functionality to return to previously set values.
1	FAST_SCAN_A SSIST	<b>FAST Scan Assistant</b> FAST Scan Assistant: An intuitive user interface for solving conflicts by changing the scan time, resp. the pitch and/or the maximum tube current manually.
1	CARE_DOSE4 D	<b>CARE Dose4D</b> CARE Dose4D delivers the highest possible image quality at the lowest possible dose for patients - maximum detail, minimum dose. Adaptive dose modulation for up to 60% dose reduction
1	CARE_KV	<b>CARE kV</b> CARE kV: First automated, organ-sensitive voltage setting to improve image quality and contrast-to-noise-ratio while optimizing dose and potentially reducing it by up to 60%.
1	CARE_PROFL E	<b>CARE Profile</b> CARE Profile: Visualization of the dose distribution along the topogram prior to the scan
1	CARE_DASHB OARD	<b>CARE Dashboard</b> Visualization of activated dose reduction features and technologies for each scan range of an examination to analyze and manage the dose to be applied in the scan
1	DOSE_ALERT	<b>Dose Alert</b> Dose Alert: Dose Alert automatically adds CTDIvol and DLP values depending on z-position (scan axis). The Dose Alert window appears, if either of these cumulative values exceeds a user-defined threshold.
1	DOSE_NOTIFI CATION	<b>Dose Notification</b> Dose Notification: Dose Notification provides the ability to set dose reference values (CTDIvol, DLP) for each scan range. If these reference values are exceeded the Dose Notification window informs the user.
1	ACCESS_PRO TECT	<b>Access Protection</b> Scan Protocols are password protected allowing only authorized staff members to access and permanently change protocols
1	NEMA_XR-29	<b>NEMA_XR-29 Standard</b> This system is in compliance with NEMA XR-29 Standard Attributes on CT Equipment Related to Dose Optimization

**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description
		and Management, also known as Smart Dose.
1	CT_UPS_FOR CE	<b>Standard UPS for Force</b> The standard partial system uninterruptible power system (UPS) is built directly into the power distribution cabinet (PDC) and supports the critical circuits for table and gantry electronics, console computer, image reconstruction system, and the internal Ethernet switch (to ensure connectivity). This enables safe removal of patient if outage occurs during scanning. The UPS allows for a safe shutdown of the CT scanner in the event of power interruption. The UPS provides 5-7 minutes of power, during which the user is prompted and guided through the process to perform a safe shutdown of the system. This safe shutdown ensures that no data is lost.
1	CT_PM	<b>CT Project Management</b> A Siemens Project Manager (PM) will be the single point of contact for the implementation of your Siemens equipment. The assigned PM will work with the customer's facilities management, architect or building contractor to assist you in ensuring that your site is ready for installation. Your PM will provide initial and final drawings and will coordinate the scheduling of the equipment, installation, and rigging, as well as the initiation of on-site clinical education.
1	CT_BUDG_AD DL_RIG	<b>Budgetary Add'l/Out of Scope Rigging @ \$6,695</b>
1	CT_STD_RIG_I NST	<b>CT Standard Rigging and Installation</b> This quotation includes standard rigging and installation of your CT new system. Standard rigging into a room with reasonable access, as determined by Siemens Project Management, during standard working hours (Mon. - Fri./ 8 a.m. to 5 p.m.) It remains the responsibility of the Customer to prepare the room in accordance with the SIEMENS planning documents. Any special rigging requirements (Crane, stairs, etc.) and/or special site requirements (e.g. removal of existing systems, etc.) is an incremental cost and the responsibility of the Customer. All other "out of scope" charges (not covered by the standard rigging and installation) will be identified during the site assessment and remain the responsibility of the Customer.
1	4SPAS014 PSPD250480Y	<b>Low Contrast CT Phantom &amp; Holder</b>
1	3K	<b>Surge Protective Device (SPD)</b>
1	CTSDEF01	<b>CT Slicker</b> Thermoseal seams and flaps deflect fluids, reducing contaminant penetration into the cushion and table. Contaminants are retained on the tabletop or shunted to the floor. Cleanup is faster, more thorough, and contaminant build-up is reduced. Built using heavy, clear, micro matte vinyl, and top grade hook and loop fastening strips (Velcro) to better fit the specified table. Custom vinyl resists tears and minimizes radiologic interference. Latex free. Set includes CT Skirts. Shipped with main cover, a catheter bag holder, and 3 restraining belts unless otherwise noted. Includes warranty from RADSCAN Medical.
1	CT_TRADE_IN _ALLOW	<b>Trade-in of existing Definition Dual Source @ -\$45,000</b>
1	CT_PR_ELV_F ORCE	<b>CT Force Elevate Bonus</b>
1	CT_PR_LTY_D S_FORCE	<b>CT DS to Force Loyalty Bonus</b>
1	CT_CONVERP KG	<b>Education Pkg for Conversion Customers</b> This educational package is designed to assist customers in the transition to Siemens CT scanning systems. The package offering consists of two 4 hour customized workshop sessions at the customer's facility-both sessions must be scheduled for and subsequently completed within a 24 hour window, access to Siemens Learning Center for 12 months and up to a total of 100 CE's. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	CT_INITIAL_32	<b>Initial onsite training 32 hrs</b> Up to (32) hours of on-site clinical education training, scheduled consecutively (Monday - Friday) during standard

**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description
		business hours for a maximum of (4) imaging professionals. Training will cover agenda items on the ASRT approved checklist. Uptime Clinical Education phone support is provided during the warranty period for specified posted hours. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	CT_ADD_32	<b>Additional onsite training 32 hours</b> Up to (32) hours of on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Training will cover agenda items on the ASRT approved checklist if applicable. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	CT_ADD_32	<b>Additional onsite training 32 hours</b> Up to (32) hours of on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Training will cover agenda items on the ASRT approved checklist if applicable. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	CT_ADD_32_I NS	<b>Additional onsite training 32 hours</b> Up to (32) hours of on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Training will cover agenda items on the ASRT approved checklist. Uptime Clinical Education phone support is provided during the warranty period for specified posted hours. This educational offering must be completed (12) months from date of purchase order. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	SY_PR_TEAM PLAY	<b>teampay Welcome &amp; Registration Package</b> teampay is a cloud-based network that brings together your imaging modality users, the systems' dose and utilization data, and the users' expertise to help you improve the delivery of care to your patients. Basic features are provided free of charge. Premium features (benchmarking, non-Siemens devices) are provided on a trial basis for three months at no charge, and may be used thereafter on a subscription fee basis. To register: <a href="http://teampay.siemens.com/#/institutionRegistration/1">http://teampay.siemens.com/#/institutionRegistration/1</a>
1	MSCT322	<b>Stellant D Dual Ceiling w/Certegra WS</b> New Stellant D Dual Ceiling mounted with Certegra Workstation NO Informatics. Short ceiling post - 580 mm. Other ceiling post lengths are available (different part numbers): 850 mm and 1000 mm. Includes Stellant D, Dual Head, ceiling mounted injector; Certegra workstation; installation and warranty through Medrad.
1	14444341	<b>CT with syngo.via (identifier)</b> CT with syngo.via (identifier)
1	14444626	<b>s.via CT bundle A (Identifier)</b> CT system bundled with syngo.via
1	14445285	<b>syngo.via Workstation Software</b> The syngo.via Workstation offers 2D, 3D, 4D multi-modality routine reading capabilities and a variety of advanced applications tailored to the Workstation. The combination of syngo.via Software and Workstation Hardware is ideal for 1 - 2 users. The availability of all applications and workflows included in syngo.via Workstation is virtually unlimited, i.e. the number of opened cases is only constrained by server HW resources. The syngo.via client runs on standard Windows computers in the network and integrates into radiologist's reading workplace (RIS; PACS) for efficient image reading based on a wide range of clinical applications (advanced visualization applications) for different clinical cases. Those applications are available as additional options for syngo.via. The optional advanced visualization applications/Engines follow the flexible concurrent user model (users working at the same time).The service support for syngo.via requires the provision of an administrator with dedicated tasks and a minimum broadband Internet connection bandwidth.
1	14445105	<b>WebViewer User #1 Integrated Server</b> syngo.via WebViewer is a web-based client server add-on to syngo.via.



**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description
		It provides high-speed 2D and 3D image data review and basic manipulation functionality within the healthcare institution's network and through secure VPN connection both over LAN and wireless connections. The integrated server can be used for internal image distribution only (internet access only by VPN infrastructure). The syngo.via WebViewer runs on PC, Mac and laptops equipped with appropriate browsers, as well as on Apple iPad.
1	14445150	<b>syngo.via General Engine WS</b> The syngo.via General Engine provides functionalities for highly efficient reading and reporting of routine to advanced cases. The syngo.via General Engine comprises the following software modules: ALPHA technology speeds up the workflow by automating and standardizing reconstructions and improves consistency in image presentation. syngo.via Advanced Reporting enables efficient and structured management and communication of syngo.via results plus easy creation and administration of report templates.
1	SY_PR_VIA_G EN_ENG	<b>Syngo.via Promo SY Gen Eng (FMV-\$20,000)</b> This promotion enables customers with purchase of syngo.via Server or Syngo Via Workstation solution, a reduction in the price of Syngo General Engine by the amount of \$20,000. To qualify, Customer's binding purchase order must be received by Siemens on or before July 31, 2017 and syngo.via system delivery if not purchased with a Siemens scanner, must occur no later than November 1, 2017.
1	14444622	<b>Server-based Workstation</b> syngo.via Server-based Workstation HW, tower floorstand configuration.
1	14432643	<b>HP Care Pack. 5y WS HW Support</b> Prime HW Support for 5 years (for Workstation/Workplace HW ? ML30 Gen9)
1	14413099	<b>EIZO MX241W Display</b> The EIZO MX 242W is a color widescreen LCD monitor for diagnostic use and clinical review with a resolution of 1920 x 1200 pixels.
1	14429311	<b>PACS-Driven Implementation Pkg.</b> This PACS-Driven Implementation Package includes installation and integration services for syngo.via in a radiologic workflow mainly supported by the PACS functionality. This package includes professional services, such as: - Installation of the syngo.via server software on the server hardware - Installation of the syngo.via client software on one clinical workplace for one user - Connection to up to 5 DICOM nodes - Image call-up of syngo.via from the PACS' user interface - Assistance in setting up image call-up of syngo.via from the PACS' user interface. This may require the purchase of software and services from the PACS vendor. - Configuration of basic syngo.via workflows and rules - Integration of one syngo.via client workplace with one syngo MultiModality Workplace. - Installation of WebViewer integrated license (syngo.via SW version VA30 or higher, country restrictions might apply). - Installation of the syngo.via WebViewer client application on one Mobile Device or Web Client system if requested by the customer. Ensure that the customer's Web Clients / Mobile Devices fulfill the minimum requirements according to the syngo.via WebViewer Data Sheet. Verification of the syngo.via WebViewer basic functionality - If applicable: Integration into the Local Area Network of the customer and to Siemens Remote Service over the internet connection plus basic installation service for the syngo.via HW system at the customer's site.
1	14445228	<b>syngo.via local Impl. (Identifier)</b> Identifier for professional services completely provided by locally organized resources.
1	SY_VIRINTL_4	<b>Virtual Initial Consultation, syngo.via</b> This virtual initial consultation session, up to 4 hrs in duration, is designed to define the clinical customization of syngo.via specific to radiology workflow. Through direct communication with a clinical education specialist, this session will identify and configure site-specific workflow and imaging storage and retrieval parameters. This

Siemens Medical Solutions USA, Inc.  
 40 Liberty Boulevard, Malvern, PA 19355  
 Fax: (336) 856-9995



SIEMENS REPRESENTATIVE  
 Edwin Winicki - (336) 688-0978

**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description
		educational offering must be conducted no more than 4 weeks before the scheduled system turnover event. This consultation session will be scheduled during standard business hours, Monday through Friday. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	14429312L	<b>Via Workstation Server HW Installation</b> Basic installation of the syngo.via Workstation hardware with the operating system at the customer's site by the hardware supplier. Integration into the Local Area Network of the customer and to Siemens Remote Service over internet connection. Please check that the following information is included in the customer quote: correct and complete delivery location, customer's contact person for implementation planning. See also the questions in the Sales Checklist, which supports you in evaluation of the customer's requirements.
1	SY_INITIAL_16	<b>Initial onsite training 16 hrs syngo.via</b> Up to (16) hours of on-site clinical applications training on syngo.via basic navigation and modality specific clinical workflows, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4)users. Training will focus on the use of syngo.via in clinical routine and customization of systems based on workflow needs. This educational offering must be completed (12) months from turnover date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	SY_ADDTL_16	<b>Add'l training 16hrs, syngo.via</b> Up to (16) hours of on-site clinical applications training on syngo.via navigation and modality specific clinical workflows, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4)users. The training offering must be completed (12) months from the later of turnover date or offering purchase date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	14440655	<b>Multi-purpose table</b> The Multi-Purpose table is especially designed for multi-disciplinary use, while still enabling ultra-fast spiral scanning up to 800 mm/s (737 mm/s with HeartView in Turbo Flash spiral). Its flexible design allows exchanging table tops for routine radiology, Trauma or bariatric use.
1	14410230	<b>Mat for MPT Standard Table Top</b> Replacement for the positioning mattress for Standard Multi Purpose Table Top
1	14408231	<b>High Cap. Patient &amp; Trauma Tab.Top</b> The high capacity and trauma table top offers the capability to support up to 307 kg/676 lbs of patient weight. It allows easy positioning and transfer from and to the table, due to its flat surface. Special accessories and an extended table top width of 530 mm ensure a safe and comfortable positioning for obese patients.
1	14408232	<b>High Cap. Patient &amp; Trauma Acc Kit</b> The High capacity and Trauma accessory kit contains additional Patient restraint set with a width of 400mm and additional table extensions for feet and head.
1	14414739	<b>Mattress for Bariatric Table Top</b> This mat is used for scanning non-bariatric patients on the flat, bariatric table top. Placing this mat on the bariatric table top eliminates the need to exchange the table top when non-bariatric patients are scanned. This mat has a curved profile and enables comfortable positioning of non-bariatric patients.

**System Total: \$2,392,615**

Siemens Medical Solutions USA, Inc.  
40 Liberty Boulevard, Malvern, PA 19355  
Fax: (336) 856-9995



SIEMENS REPRESENTATIVE  
Edwin Winicki - (336) 688-0978

## PRELIMINARY PROPOSAL

### Optional items for Force (not included in System Total above)

Qty	Part No.	Item Description	Extended Price
1	14443984	<b>syngo.CT Dynamic Angio #1</b> syngo.CT Dynamic Angio visualizes blood flow dynamically. Movies and images are created to visualize blood flowing from the arterial to the venous phases. This may support the inspection of diseases which affect the vessel system. In ischemic stroke, visualization of delayed collaterals with tMIP images may help clinicians to select patients more likely to benefit from further treatment. User Licence: 1	+ \$14,000