



NC DEPARTMENT OF HEALTH AND HUMAN SERVICES

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

VIA EMAIL ONLY

October 4, 2019

Lisa Griffin
llgriffin@novanthealth.org

Exempt from Review – Replacement Equipment

Record #: 3079
Facility Name: Novant Health Matthews Medical Center
FID #: 945076
Business Name: Novant Health, Inc.
Business #: 1341
Project Description: Replace existing CT scanner
County: Mecklenburg

Dear Ms. Griffin:

The Healthcare Planning and Certificate of Need Section, Division of Health Service Regulation (Agency), determined that based on your letter of September 27, 2019, the above referenced proposal is exempt from certificate of need review in accordance with N.C. Gen. Stat. §131E-184(f). Therefore, you may proceed to acquire without a certificate of need the Siemens Force256 CT Scanner to replace the GE 2374681-6 CT Scanner (ID #179619HM2). This determination is based on your representations that the existing unit will be sold or otherwise disposed of and will not be used again in the State without first obtaining a certificate of need if one is required.

Moreover, you need to contact the Agency’s Construction, Radiation Protection, and Acute and Home Care Licensure and Certification Sections to determine if they have any requirements for development of the proposed project.

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

Sincerely,

Handwritten signature of Julie M. Faenza

Julie M. Faenza
Project Analyst

Handwritten signature of Martha J. Frisone

Martha J. Frisone
Chief

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

NC DEPARTMENT OF HEALTH AND HUMAN SERVICES • DIVISION OF HEALTH SERVICE REGULATION

HEALTHCARE PLANNING AND CERTIFICATE OF NEED SECTION

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

AN EQUAL OPPORTUNITY / AFFIRMATIVE ACTION EMPLOYER

Faenza, Julie M

From: Benos, Kaitlin C <kcbenos@novanthealth.org>
Sent: Monday, September 30, 2019 8:43 AM
To: Faenza, Julie M
Cc: Griffin, Lisa L (CON); Flores, Disraeliza
Subject: [External] Novant Health MMC CT Scanner Replacement Exemption Form 9.30.2019
Attachments: Novant Health MMC_CTREER_Exemption.pdf

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

Julie,

Please see the attached CON exemption form for a replacement CT scanner at Novant Health Matthews Medical Center. Please let me know if you have any questions or need any other information.

Have a great day,

Kaitie Benos, MSHA, MBA

Strategic Planner, Novant Health
Office: (704) 384-7263 | Cell: (205) 910-9838
kcbenos@novanthealth.org

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September 27, 2019



Via Email

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

2085 Frontis Plaza Boulevard
Winston-Salem, NC 27103

Re: Novant Health Matthews Medical Center
Replacement of CT Scanner
Matthews, North Carolina (FID # 945076; Mecklenburg County)

Dear Ms. Faenza:

Novant Health Matthews Medical Center (NHMMC) intends to replace an existing CT scanner located in the Radiology Department at the hospital in Matthews, North Carolina pursuant to N.C. Gen. Stat. 131E-184(f). The existing CT scanner is over ten years old and is past its useful life. NHMMC will acquire a new Siemens Force 256. See **Attachment A** for the equipment quote. Also included is a quote for an injector necessary for CT procedures. As part of the equipment cost, the vendor will provide onsite clinical training for the equipment. The existing equipment will be traded in and will be removed by the vendor and not used within North Carolina without appropriate CON notice. See page 5 of the equipment quote. The total capital cost for the proposed replacement equipment project is estimated to be \$2,481,152¹. See **Attachment B** for the Projected Capital Cost form.

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

Main Campus:

The existing and replacement CT scanner is and will be located in the Radiology Department at NHMMC, which is located at 1500 Matthews Township Parkway, Matthews, North Carolina, 28105. At this location, NHMMC's President and COO, Roland Bibeau's office is located in Administration on the Main Floor and from this location NHMMC provides clinical patient services and exercises financial and administrative control over the entire campus. See **Attachment C** for a campus map. The existing equipment is still in service as reported on the annual License Renewal Application which is excerpted in **Attachment D**.

Previous Certificate of Need:

This letter is to replace the CT scanner acquired by Certificate of Need for Project ID # F-7612-06 issued in September 2006. As indicated on the Equipment Comparison Form, the actual equipment was put in service in 2008 pursuant to this Certificate of Need. See **Attachment E** for a copy of the Certificate of Need.

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

Ms. Julie Faenza
September 27, 2019
Page 2

Replacement Equipment:

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

- (1) NHMMC will replace the existing CT scanner equipment with the proposed equipment that is functionally similar and will be used for the same diagnostic purposes, although it possesses expanded capabilities due to technological improvements.
- (2) The proposed equipment will not be used to provide a new health service.
- (3) The acquisition of the proposed equipment will not result in more than a 10% increase in patient charges or per procedure operating expenses within the first twelve months after the replacement equipment is acquired.

In support of our request, please find attached:

- Attachment A** – Vendor Equipment Quote
- Attachment B** – Project Capital Costs
- Attachment C** – Main Campus Map
- Attachment D** – Excerpt of License Renewal Application/In Use Documentation
- Attachment E** – Certificate of Need
- Attachment F** – Equipment Comparison Form

NHMMC's acquisition of the replacement equipment does not require a certificate of need because none of the definitions of "new institutional health services" set forth in N.C.G.S. Section 131E-176(16) apply to the proposed project. As outlined above, the total cost for the project is \$2,481,152. The proposed capital cost includes equipment, as well as studies, surveys, designs, plans, working drawings, specifications, construction installation and other activities essential to making the equipment operational.

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

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

Sincerely,



Lisa Griffin
Manager, Operational Planning
Novant Health, Inc.
Enclosures

ATTACHMENT A

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



SIEMENS REPRESENTATIVE
Stuart Wadley - (919) 605-9227

PRELIMINARY PROPOSAL

Customer Number: 0000012492

Date: 9/10/2019

PRESBYTERIAN HOSPITAL MATTHEWS
1500 MATTHEW TOWNSHIP PKWY
MATTHEWS, NC 28105-4656

Trade-in of existing GE scanner required.

Multi-unit purchase required with CDV options for the following quotes simultaneously by 9/30/19:

1-NZAXEQ
1-P9NV7X
1-PDLV4E
1-QVGX34
1-NT1K67
1-PMKPML

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

Quote valid until 12/31/2019

Quote Nr: **1-P9NV7X Rev. 2**

SOMATOM Force

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

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

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

Besides, it enables reduction in dose, while it improves overall image quality (both high- and low-contrast resolution)

PRELIMINARY PROPOSAL

Qty	Part No.	Item Description
		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.).
1	14440674	CT Replacement SOMATOM Force Conversion to Siemens SOMATOM Force.
1	14460678	Force Imaging We combine our market leading applications to make this the most personalised scanner for our customers. Including SureView, Turbo Flash Spiral, Adaptive Dose Shield, CARE Dose 4D, CARE KV, CARE Child, CARE Profile, CARE Dashboard, CARE Bolus, Dose MAP, FAST Adjust
1	14460679	Force Imaging - Advanced The Imaging Advanced Package combines ADMIRE, X-CARE and CARE Contrast to bring imaging to the next level.
1	14460676	High-speed 0.25 s rotation High-speed 0.25 s rotation
1	14460680	Force Reading We combine our market leading applications to make reporting consistent, fast and simple for our customers. Includes VRT, Workstream 4D and Extended FoV.
1	14460681	Force Reading - Advanced We combine our advanced applications to make reporting of complex and atypical anatomical structures faster and simpler. Includes: iMAR for anatomically driven metal artifact reduction, combining three successful approaches (beam hardening correction, normalized sinogram inpainting and frequency splitting). This reduces artifacts caused by metal implants. FAST Spine, providing anatomically aligned preparation of spine reconstructions with just a single click. HD FoV, special reconstruction algorithms allow for visualization of objects using a FoV up to 65 cm with an image quality suited for radiation therapy planning. 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.
1	14460684	Force Function - Cardiac Cardiac scanning options to enable a simple to use, routine cardiac CTA and calcium scoring workflows. Includes: Heart View, Cardio Best Phase Plus, and FAST Phase.
1	14460685	Force Function - Dynamic Adaptive 4D Spiral - a unique 4D Spiral scan mode that enables the SOMATOM Force to extend beyond restraints experienced when utilizing a static detector and allows for up to 80 cm dynamic CT coverage. This enables use not only in perfusion but also for advanced 4D CT DSA evaluations. Tiltable head holder for optimal positioning of stroke patients.
1	14460770	FAST Integrated Workflow We combine our market leading applications to make positioning simple for our customers. The world's first 3D camera integrated into a CT positioning workflow is available as an option and allows automatic patient positioning in the examination room. The FAST 3D camera captures the patient's shape, position, and height in three dimensions.

PRELIMINARY PROPOSAL

Qty	Part No.	Item Description
		Using infrared measurement, it even recognizes body contours: for example, when people are wearing heavy clothes or blankets.
		Specialized applications support accurate and reproducible positioning: FAST Isocentering, at the push of a button, provides the correct isocenter position, enabling the right dose modulation and consistent images.
		FAST Range supports scanning the correct body region in the topogram with no cut-off - by aligning the automatically identified anatomical position with the protocol.
		FAST Direction helps safeguard the right scan direction of the topogram, which is crucial when moving the table with infused patients.
		FAST Topo - enables faster scan speeds in topograms, which minimizes breath-hold artifacts. It also has the potential to decrease the topogram dose.
		FAST Planning - assists scan and reconstruction planning, based on a topogram, to provide an easier, faster and standardized workflow in CT scanning.
		FAST 3D Align - automatically corrects misalignment of anatomic structures, organs of the patient. It aligns those to fit it to the selected reconstruction plane for a highly automated reconstruction workflow. Additionally, it minimizes the black area in the image by automatically adjusting the recon field of view selection.
1	14460677	FAST IRS Reconstruction computer for the preprocessing and reconstruction of the CT raw data. The reconstruction computer contains a cluster of high-performance GPU boards performing the preprocessing and reconstruction of the CT data.
1	14449417	Multi-purpose table The Multi-Purpose table is especially designed for multi-disciplinary use, while still enabling ultra-fast spiral scanning (up to 737 mm/s with HeartView in Turbo Flash spiral). Its flexible design allows exchanging table tops for routine radiology, trauma or bariatric use.
1	14410230	Mat for MPT Standard Table Top Replacement for the positioning mattress for Standard Multi Purpose Table Top
1	14408231	High Cap. Patient & Trauma Tab.Top 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	High Cap. Patient & Trauma Acc Kit 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	Mattress for Bariatric Table Top 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.
1	14460771	Tunnel Light SOMATOM Force offers a tunnel mood light (LED) in different, preset, adjustable colors that are synchronized with the gantry ring light. It makes the gantry bore appear wider thus making it easier for patients with claustrophobia to undergo their examination.
1	14460772	Ring Light SOMATOM Force offers a gantry ring mood light (LED) in different, preset, adjustable colors that are synchronized with the gantry tunnel light. They help create a relaxing atmosphere for your patients, making a SOMATOM Force examination even more exciting and memorable.

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



SIEMENS REPRESENTATIVE
 Stuart Waddey - (919) 605-9227

PRELIMINARY PROPOSAL

Qty	Part No.	Item Description
1	14402933	Computer Cabinet 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	14410345	Cooling System Water/Air #split Water-to-air heat exchanger for the dissipation (to the air outside) of heat, generated in the gantry.
1	14402886	Trafo for cooling system water/air For adequate power consumption the chiller system may need an additional transformer. If the electrical connection to be used can not provide either 400V at 50Hz or 460V at 60Hz this transformer is needed.
1	14410242	Service Switch Service switch to shut off the outdoor cooling unit for maintenance or in case of emergency
1	SURE_VIEW	SureView Provides exceptional image quality at any pitch setting, enabling you to scan faster because you can scan at any pitch without degrading image quality
1	UFC_DETECT OR	UFC Detector Ultra Fast Ceramics (UFC) technology is a unique type of scintillation technology material that quickly and efficiently transforms radiation from the X-ray tube into light signals. Its superb overall quantum efficiency and unique short afterglow enable time-critical X-ray detection at low doses and extremely fast data collection.
1	FAST_ADJUST	FAST Adjust 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_ASSIST	FAST Scan Assistant FAST Scan Assistant: An intuitive user interface for solving conflicts by changing the scan time, resp. the pitch and/or the maximum tube current manually.
1	ADAPT_DOSE_SHIELD	Adaptive Dose Shield Adaptive Dose Shield for spiral acquisition to eliminate pre- and post-spiral over-radiation.
1	CARE_DOSE4D	CARE Dose4D CARE Dose4D delivers the highest possible image quality at the lowest possible dose for patients - maximum detail, minimum dose. Adaptive dose modulation for up to 60% dose reduction
1	CARE_KV	CARE kV 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_PROFILE	CARE Profile CARE Profile: Visualization of the dose distribution along the topogram prior to the scan
1	CARE_DASHBOARD	CARE Dashboard 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	ACCESS_PROTECT	Access Protection Scan Protocols are password protected allowing only authorized staff members to access and permanently change protocols
1	NEMA_XR-29	NEMA_XR-29 Standard This system is in compliance with NEMA XR-29 Standard Attributes on CT Equipment Related to Dose Optimization

PRELIMINARY PROPOSAL

Qty	Part No.	Item Description
1	CT_UPS_FOR CE	and Management, also known as Smart Dose. Standard UPS for Force 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	CT Project Management 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	Budgetary Add'l/Out of Scope Rigging @ \$8,500
1	CT_BTL_INST ALL	CT Standard Rigging and Installation
1	4SPAS014	Low Contrast CT Phantom & Holder
1	PSPD250480Y 3K	Surge Protective Device (SPD)
1	CTSP4002	CT Slicker Thermoseal seams and flaps deflect fluids, reducing contaminant penetration into the cushion and table. Contaminants are retained on the tabletop or shunted to the floor. Cleanup is faster, more thorough, and contaminant build-up is reduced. Built using heavy, clear, micro matte vinyl, and top grade hook and loop fastening strips (Velcro) to better fit the specified table. Custom vinyl resists tears and minimizes radiologic interference. Latex free. Set includes CT Skirts. Includes warranty from RADSCAN Medical.
1	CT_INST_RIED EL_01	Riedel Chiller Start-up by SBT
1	CT_PR_ELV_F ORCE	CT Force Elevate Bonus
1	CT_TRADE_IN _ALLOW	Trade-in of existing GE scanner
1	CT_EDUOPTIO N5	Clinical Education & Training: Option 5 Siemens offers multiple options for clinical education and training on your new system. These options enable a more personalized approach to the introduction to system operation, features, and benefits and will help ensure that your technologists and physicians have the opportunity to engage in the level of training that best meets your current clinical needs and business objectives. The following items are the education and training modules are highly recommended for the operation of your new Siemens system and are most effective for sites where technologists and/or physicians have limited experience on Siemens' systems. In addition to covering routine procedures, this option also provides additional opportunities to learn more specialized procedures and further increase efficiencies.
1	CT_CONVERP KG	Education Pkg for Conversion Customers 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.

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



SIEMENS REPRESENTATIVE
 Stuart Waddey - (919) 605-9227

PRELIMINARY PROPOSAL

Qty	Part No.	Item Description
1	CT_INITIAL_32	Initial onsite training 32 hrs Up to (32) hours of on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Training will cover agenda items on the ASRT approved checklist. Uptime Clinical Education phone support is provided during the warranty period for specified posted hours. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	CT_FOLLOWU P_16	Follow-up training 16 hrs Up to (16) hours of follow-up on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Uptime Clinical Education phone support is provided during the warranty period for specified posted hours. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	CT_FOLLOWU P_24	Follow-up training 24 hrs Up to (24) hours of follow-up on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Uptime Clinical Education phone support is provided during the warranty period for specified posted hours. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
4	CT_ADSCAN_1 _TL	CT Advanced Scanning Class 1 w/Travel The CT Advanced Scanning Class 1 is for the following CT scanners: SOMATOM Definition AS, SOMATOM Definition Edge, SOMATOM Definition Flash, SOMATOM Drive, and SOMATOM Force scanners. This includes tuition for (1) imaging professional to attend Siemens Classroom Course at Siemens Training Center. This class provides the experienced Siemens' CT user with in-depth training on advanced system capabilities and examination procedures. Topics include the review of scan acquisition and reconstruction parameters, protocol management, dose reduction features, anatomy, contrast administration, and a variety of post-processing strategies. Workflow for advanced examination procedures including CT Angiography, Neuro Perfusion, Single Source and Dual Source Dual Energy, Cardiac CTA and TAVR will be reviewed and discussed. Prior participation in a Siemens' CT Basic syngo class and/or a minimum of 6 months clinical experience is not mandatory, but highly recommended. This class includes lunch, economy airfare, and lodging for (1) imaging professional. All arrangements must be arranged through Siemens designated travel agency. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	SY_PR_TEAM PLAY	teampay Welcome & Registration Package 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: http://teampay.siemens.com/#/institutionRegistration/1

PRELIMINARY PROPOSAL

Quote Nr: 1-PDLV4E Rev. 0

SOMATOM Definition AS - Options and Upgrades for Installed Base

All items listed below are included for this system:

Qty	Part No.	Item Description
1	14447623	<p>Adapt. 3D Intervent. Suite Wireless</p> <p>The complete solution for 2D and 3D non fluoroscopic and 2D fluoroscopic minimal invasive volume interventions.</p> <p>The Adaptive 3D Intervention Suite contains Adaptive 3D Intervention for 3D volume intervention.</p> <p>Intervention Pro for spiral and sequential non- fluoroscopic interventional procedures and complete organ coverage with maximal flexibility and with minimal single click effort</p> <p>i-Fluoro CT for CT allows for 2 dimensional interventional fluoroscopic procedures</p> <p>i-Control CT supports interventional procedures as independent remote unit.</p>
1	14408105	<p>Dual 19" Monitor #AWP</p> <p>Second 19-inch monitor for the Acquisition workplace (AWP)</p>
1	14444416	<p>Dual Monitor Ceiling Support short</p> <p>The dual monitor solution enables access to images and scan data while interacting with the patient in the scan room. The high resolution, flicker free, 19-inch (48 cm) color flat panel displays are mounted at the ceiling support.</p>
1	14444404	<p>Ceiling Support Base</p> <p>Ceiling support for the accommodation and safe installation of one or two flat screen monitors in the examination room.</p>
1	14408319	<p>19" flat screen monitor</p> <p>The 19" monitor option supports CT interventions and CT fluoroscopy with a display in the examination room.</p>
1	14433645	<p>Foot Switch</p> <p>Foot switch for triggering scans from the gantry and the patient positioning table areas.</p>
1	CT_BUDG_AD DL_RIG	<p>Budgetary Add'l/Out of Scope Rigging</p>
1	CT_ADD_24	<p>Additional onsite training 24 hours</p> <p>Up to (24) hours of on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Training will cover agenda items on the ASRT approved checklist if applicable. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.</p>

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



SIEMENS REPRESENTATIVE
 Stuart Waddey - (919) 605-9227

PRELIMINARY PROPOSAL

Quote Nr: **1-QVGX34 Rev. 0**

SOMATOM Force - Options and Upgrades for Installed Base

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

Qty	Part No.	Item Description
1	14460934	<p>Order depends on syngo CT VB10A Please be aware that certain or all positions of this quote have the software version syngo CT VB10A as prerequisite. With the order confirmation you accept the software upgrade to syngo CT VB10A.</p>
1	14460936	<p>FAST 3D Camera The world's first 3D camera integrated into a CT positioning workflow is available as an option and allows automatic patient positioning in the examination room.</p> <p>The FAST 3D camera captures the patient's shape, position, and height in three dimensions. Using infrared measurement, it even recognizes body contours: for example, when people are wearing heavy clothes or blankets.</p> <p>Specialized applications support accurate and reproducible positioning: FAST Isocentering, at the push of a button, provides the correct isocenter position, enabling the right dose modulation and consistent images.</p> <p>FAST Range supports scanning the correct body region in the topogram with no cut-off - by aligning the automatically identified anatomical position with the protocol.</p> <p>FAST Direction helps safeguard the right scan direction of the topogram, which is crucial when moving the table with infused patients.</p>
1	CT_ADD_8	<p>Additional onsite training 8 hours Up to (8) 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.</p>
1	14460940	<p>Front and rear cover w. Ring Light The Front and rear cover with Ring Light exchanges both, the front cover and rear cover to the current cover version of the SOMATOM Force including new touch panels and ring light.</p>
1	CT_INSTALL_L ABOR	<p>CT Installation Labor \$4200</p>

Contract Total: \$1,800,002

Quotation continued



Quotation prepared for: Presbyterian Hospital Matthews

Issued on 9/10/2019

Valid until 12/31/2019

Products and Services Details

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

Item(s)								YOUR PRICE
Medrad® Stellant® D CT Injection System with Certegra Workstation - OCS Mount	SCT 322	1						\$23,750.00
Installation - Medrad® Stellant® CT Injection System - Overhead Counterpoise System	INS SCT CS	1						\$2,650.00
Certegra Patient Weight Dosing Software - Abdomen Application	CWKS P3TA	1						\$3,750.00
Subtotal								\$30,150.00

TOTAL

\$30,150.00

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

\$30,150.00

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

ATTACHMENT B

Projected Capital Cost Form
NHMMC CT Scanner Replacement

Building Purchase Price	N/A
Purchase Price of Land	N/A
Closing Costs	N/A
Site Preparation	N/A
Construction/Renovation Contract(s)	\$596,000
Landscaping	N/A
Architect / Engineering Fees (Including Contingency)	\$56,000
Medical Equipment (MRI & Injector)	\$1,830,152
Non-Medical Equipment	0
Furniture	\$5,000
Consultant Fees (specify)	N/A
Financing Costs	N/A
Interest during Construction	N/A
Other (Construction Contingency)	\$50,000
Total Capital Cost	\$2,537,152

CERTIFICATION BY A LICENSED ARCHITECT OR ENGINEER

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

Daniel A. Kimbren
Signature of Licensed Architect or Engineer

Date Signed: 9-24-19

CERTIFICATION BY AN OFFICER OR AGENT FOR THE PROPONENT

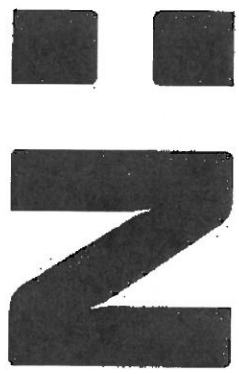
I certify that, to the best of my knowledge, the projected total capital cost for the proposed project is complete and correct and that it is our intent to carry out the proposed project as described.

[Signature]
Signature of Officer/Agent

Date Signed: 9/25/19

VP System Professional & Support Svcs.
Title of Officer/Agent

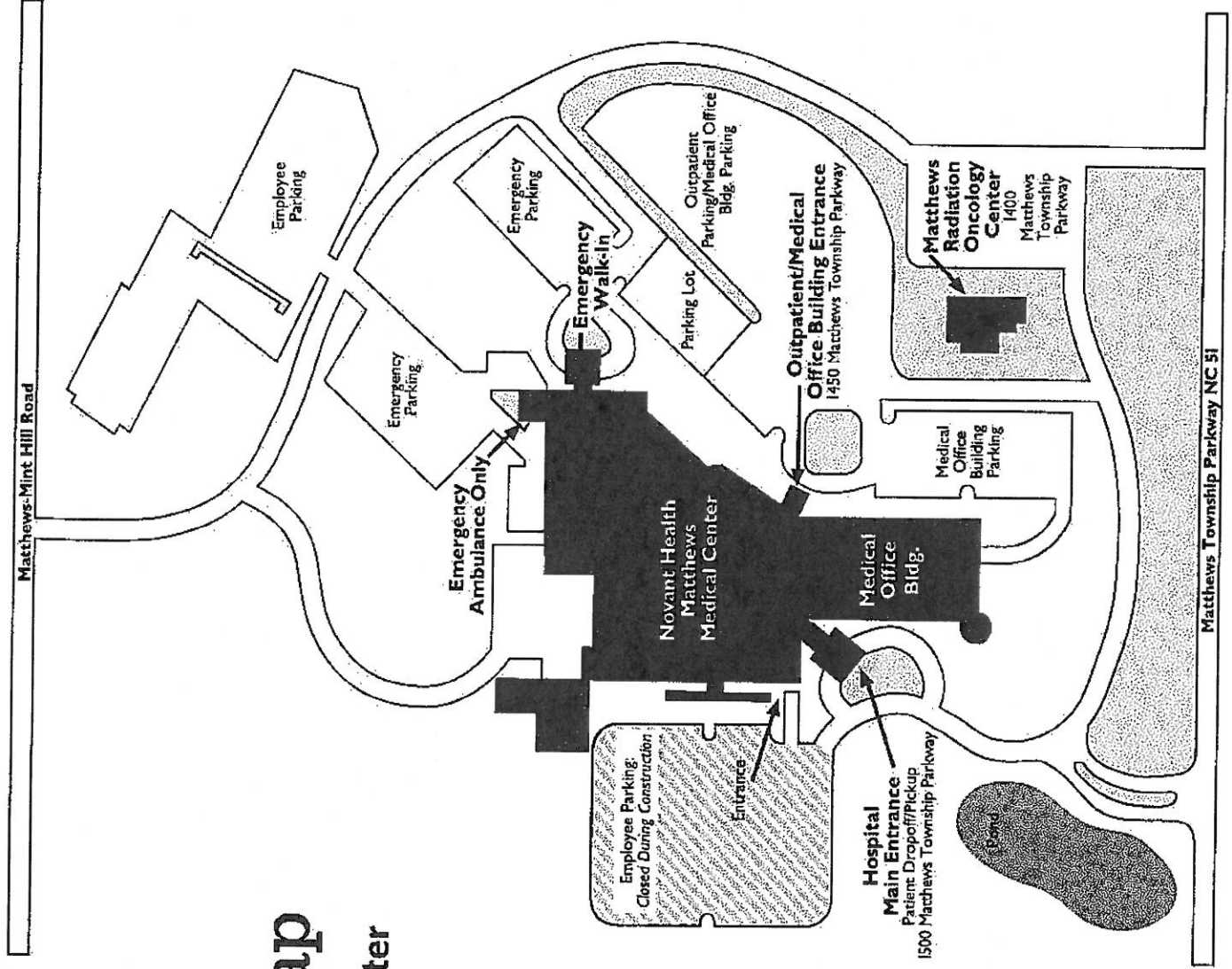
ATTACHMENT C

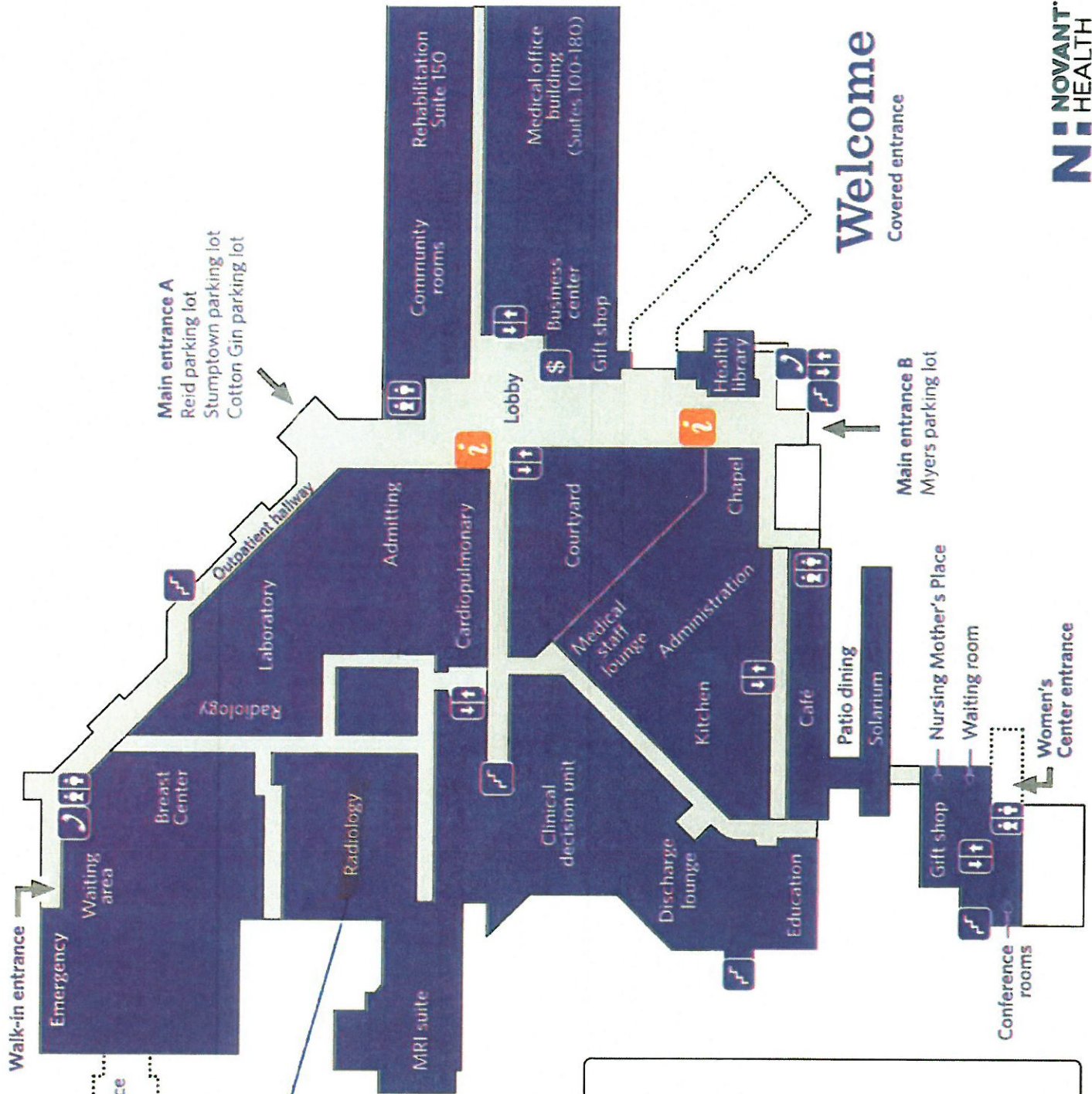


Campus map

Matthews Medical Center

1500 Matthews Township Parkway
Matthews, NC 28105
NovantHealth.org





NHMMC
Radiology
Dept.

First floor

**Novant Health
Matthews Medical Center**

- Information
- Stairs
- Elevator
- Restrooms
- Pay phone
- Vending
- ATM

ATTACHMENT D

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

d. Mobile MRI Services Campus – *if multiple sites:* NA
 During the reporting period.

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

If Yes, how many? _____ Of these, how many are grandfathered? _____
 CON Project ID numbers for non-grandfathered mobile scanners owned by facility:

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

If Yes, name of mobile vendor: _____

e. Other MRI

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

Campus – *if multiple sites:* Novant Health Matthews Medical Center

Other Scanners	Units	Inpatient Procedures*			Outpatient Procedures*			TOTAL Procedures
		With Contrast or Sedation	Without Contrast or Sedation	TOTAL Inpatient	With Contrast or Sedation	Without Contrast or Sedation	TOTAL Outpatient	
Other Human Research MRI scanners	0	0	0	0	0	0	0	0
Intraoperative MRI (iMRI)	0	0	0	0	0	0	0	0

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

f. Computed Tomography (CT). Campus – *if multiple sites:* _____

How many fixed CT scanners does the hospital have? 2
 Does the hospital contract for mobile CT scanner services? ___ Yes No
 If yes, identify the mobile CT vendor NA

Complete the following table for fixed and mobile CT scanners.

	Type of CT Scan	FIXED CT Scanner # of Scans	MOBILE CT Scanner # of Scans
1	Head without contrast	8491	0
2	Head with contrast	1955	0
3	Head without and with contrast	18	0
4	Body without contrast	8351	0
5	Body with contrast	11862	0
6	Body without contrast and with contrast	559	0
7	Biopsy in addition to body scan with or without contrast	45	0
8	Abscess drainage in addition to body scan with or without contrast	3	0
	Total	31,284	0

ATTACHMENT E

STATE OF NORTH CAROLINA

Department of Health and Human Services

Division of Facility Services

CERTIFICATE OF NEED

for

Project Identification Number F-7612-06

FED#945076

ISSUED TO: Presbyterian Medical Care Corporation & Novant Health, Inc.
d/b/a Presbyterian Hospital - Matthews
1500 Matthews Township Parkway
Matthews, NC 28105

Pursuant to N.C. Gen. Stat. § 131E-175, et. seq., the North Carolina Department of Health and Human Services hereby authorizes the person or persons named above (the "certificate holder") to develop the certificate of need project identified above. The certificate holder shall develop the project in a manner consistent with the representations in the project application and with the conditions contained herein and shall make good faith efforts to meet the timetable contained herein. The certificate holder shall not exceed the maximum capital expenditure amount specified herein during the development of this project, except as provided by N.C. Gen. Stat. § 131E-176(16). The certificate holder shall not transfer or assign this certificate to any other person except as provided in N.C. Gen. Stat. § 131E-189(c). This certificate is valid only for the scope, physical location, and person(s) described herein. The Department may withdraw this certificate pursuant to N.C. Gen. Stat. § 131E-189 for any of the reasons provided in that law.

SCOPE: Presbyterian Medical Care Corporation & Novant Health, Inc. d/b/a Presbyterian Hospital Matthews shall acquire and install a Computed Tomography (CT) Scanner and enlarge the Radiology Department/Mecklenburg County

CONDITIONS: See Reverse Side

PHYSICAL LOCATION: Presbyterian Hospital Matthews
1500 Matthews Township Parkway
Matthews, NC 28105

MAXIMUM CAPITAL EXPENDITURE: \$2,351,580

TIMETABLE: See Reverse Side

FIRST PROGRESS REPORT DUE: December 29, 2006

This certificate is effective as of the 29th day of September, 2006.

Lee B. Hoffman by *CLB/AC*
Chief, Certificate of Need Section
Division of Facility Services

ATTACHMENT F

EQUIPMENT COMPARISON

NHMMC CT Scanner Replacement	EXISTING EQUIPMENT	REPLACEMENT EQUIPMENT
Type (e.g., Cardiac Catheterization, Gamma Knife®, Heart-lung bypass machine, Linear Accelerator, Lithotriptor, MRI, PET, Simulator, CT Scanner, Other Major Medical Equipment)	CT	CT
Manufacturer	GE	Siemens
Model number	2374681-6	Force256
Other method of identifying the equipment (e.g., Room #, Serial Number, VIN #)	179619HM2	TBD
Is the equipment mobile or fixed?	Fixed	Fixed
Date of acquisition	2008	2019
Was the existing equipment new or used when acquired? / Is the replacement equipment new or used?	New	New
Total projected capital cost of the project <Attach a signed Projected Capital Cost form>	\$2,351,580	\$2,537,152
Total cost of the equipment	\$851,624	\$1,831,152
Location of the equipment <Attach a separate sheet for mobile equipment if necessary>	MIMC Radiology Dept	MIMC Radiology Dept.
Document that the existing equipment is currently in use	Yes	NA
Will the replacement equipment result in any increase in the average charge per procedure?	NA	No
If so, provide the increase as a percent of the current average charge per procedure	NA	NA
Will the replacement equipment result in any increase in the average operating expense per procedure?	NA	No
If so, provide the increase as a percent of the current average operating expense per procedure	NA	NA
Type of procedures performed on the existing equipment <Attach a separate sheet if necessary>	CT Scans	---
Type of procedures the replacement equipment will perform <Attach a separate sheet if necessary>	---	CT Scans

Date of last revision: 5/17/19