



NC DEPARTMENT OF HEALTH AND HUMAN SERVICES

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

January 7, 2020

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

Exempt from Review – Replacement Equipment

Record #: 3171
Facility Name: Novant Health Forsyth Medical Center
FID #: 923174
Business Name: Novant Health, Inc.
Business #: 1341
Project Description: Replace existing angiography/bi-plane unit
County: Forsyth

Dear Ms. Gymer:

The Healthcare Planning and Certificate of Need Section, Division of Health Service Regulation (Agency), determined that based on your letter of December 23, 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 Artis Q angiography bi-plane equipment to replace the Philips FXR201, Serial #06-4899 angiography bi-plane equipment. 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,

[Handwritten signature of Celia C. Inman]

Celia C. Inman
Project Analyst

[Handwritten signature of Martha J. Frisone]

Martha J. Frisone
Chief

cc: Construction 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.ncdhs.gov/dhsr/ • TEL: 919-855-3873

AN EQUAL OPPORTUNITY / AFFIRMATIVE ACTION EMPLOYER

December 23, 2019



Via Email

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

2085 Frontis Plaza Boulevard
Winston-Salem, NC 27103

Re: Novant Health Forsyth Medical Center
Replacement of Angiography Bi-Plane Equipment
Winston-Salem, North Carolina (FID # 923174; Forsyth County)

Dear Ms. Inman:

Novant Health Forsyth Medical Center (NHFMC) intends to replace an existing angiography/bi-plane unit located at the hospital in Winston-Salem, North Carolina pursuant to N.C. Gen. Stat. 131E-184(f). The existing bi-plane lab is over twelve years old and is past its useful life. NHFMC will acquire a new Siemens Artis Q angiography bi-plane system. See **Attachment A** for the Siemens equipment quote as well as an equipment quote for an ultrasound system integral to the operation of the bi-plane. 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 9 of the equipment quote regarding the trade-in. The total capital cost for the proposed replacement equipment project is estimated to be \$2,562,184¹. See **Attachment B** for the Projected Capital Cost form.

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

Main Campus:

The existing and replacement angiography bi-plane equipment is and will be located in the Interventional Radiology, which is located at 3333 Silas Creek Pkwy, Winston-Salem, North Carolina, 27103. At this location, NHFMC's President and COO, Chad Setliff's office is located in Administration on the Main Floor and this location 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 documented in a letter from Christopher Murphy, Vice President of Development for Imaging Services which is included in **Attachment D**.

Previous Certificate of Need:

The existing angiography equipment dates back to 2006 and we believe it was a replacement of earlier angiography equipment; however, we are unable to find the replacement documentation and unable to locate information in our internal asset accounting system on this specific unit.

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

Replacement Equipment:

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

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

In support of our request, please find attached:

- Attachment A – Vendor Equipment Quotes**
- Attachment B – Project Capital Costs**
- Attachment C – Main Campus Map**
- Attachment D - In Use Documentation**
- Attachment E – Equipment Comparison Form**

NHFMC'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 \$2,562,184. The proposed capital cost includes equipment, as well as studies, surveys, designs, plans, working drawings, specifications, construction installation and other activities essential to making the equipment operational.

Based on the information provided, please confirm that NHFMC's replacement equipment 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, CON/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: 0000006208

Date: 11/25/2019

FORSYTH MEDICAL CENTER
3333 SILAS CREEK PKWY
WINSTON SALEM, NC 27103

Quote Nr: 1-QSQSJY Rev. 0

Artis Q biplane

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

Qty	Part No.	Item Description	Extended Price
1	14434122	<p>Artis Q biplane Neurorad. Artis Q biplane for interventional neuroradiology The Artis Q product line is setting new standards in interventional imaging.</p> <p>The Artis Q biplane for interventional neuroradiology now features PURE(r). PURE adds smooth interaction to Siemens' smart technologies. It is designed to boost productivity and enhance outcomes for certain clinical applications while increasing image quality and reducing dose.</p> <p>The GIGALIX X-ray tube concentrates high pulse power on small, square-shaped focal spots (flat emitter technology for all focal spots). This provides unprecedented image quality for confidence in challenging situations.</p> <p>Imaging two projections simultaneously saves time and contrast. With the floor or ceiling-mounted stand full patient coverage is achievable.</p> <p>The patient table is fitted with a freely movable patient positioning tabletop.</p> <p>The as40HDR and as20 flat detectors are optimized for radiology and allow for steep angulations.</p> <p>Digital acquisition technology and digital subtraction angiography with up to 7.5 f/s in 1k/12 bit matrix are available.</p> <p>The complete CARE+CLEAR package offers optimal image quality at the lowest reasonable dose.</p> <p>Live and reference images are displayed on four 19 flat screens in the exam room. In the control room live images are displayed on two additional screens.</p>	\$1,192,681

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PRELIMINARY PROPOSAL

Qty	Part No.	Item Description	Extended Price
1	14434150	FD as40HDR (B) ANGIO/SUR ins as20 Enlarging your field of view When ordering this flat detector, the following components of the basic configuration - as20 flat detector - Cardiac collimator in plane B has been replaced by - as40HDR flat detector - Angio collimator	\$27,247
1	14432949	MULTISPACE.F Manual stand rotation for additional work positions.	\$2,627
1	14432948	Automap Automatic stand positioning depending on the selected reference image and automatic reference image selection depending on the stand positioning.	\$1,328
1	14434153	8P wireless footswitch ins. of cbl For release of fluoroscopy, exposure and table brake, roadmap selection and mask reset as well as a configurable additional function. Note: This 8-pedal wireless footswitch replaces the 4-pedal or 8-pedal wired footswitch described in the basic configuration.	\$3,630
1	14432894	Laser crosshairs Laser crosshairs integrated in the cover of the flat detector and tableside operation for easier, quicker and dose-saving positioning of the patient (with biplane systems only plane A).	\$4,199
1	14434160	Fuoro Loop Storage and review of dynamic fluoroscopic sequences for both planes. This saves an additional acquisition and helps to reduce dose. The maximum storable fluoroscopic time is limited by the maximum DICOM file size of 4 Gbyte.	\$18,437
1	14432943	Vascular analysis Vessel analysis with determination of degree of stenosis, distance measurement and calibration.	\$5,170
1	14455817	syngo Interv. Neuro Engine Pro #P A workstation for reconstruction, post-processing and handling of 3D information including specific 2D and 3D applications for Interventional neuroradiology. The package includes the following functionalities: <ul style="list-style-type: none"> - 3D high-contrast and CT-like soft-tissue imaging (syngo DynaCT) - - 3D roadmap for dynamic overlay of planning data and 3D volumes on live images (fluoroscopy or roadmap) - In-room control for table-side operation of advanced applications - Expert-i functionality for remote operation of the XWP - 3D functional imaging providing physiologic blood volume information (syngo DynaPBV Neuro), dedicated workflow support and measurements for aneurysm analysis and 3D stenosis measurements. - Extended visualization and post-processing functionalities for DSA and native scenes (Angio Viewer) incl. 2D functional imaging for visualization of blood flow characteristics (syngo iFlow) and side-by-side comparison of images or scenes (Scene Compare). 	\$76,198

PRELIMINARY PROPOSAL

Qty	Part No.	Item Description	Extended Price
		<ul style="list-style-type: none"> - 3D Wizard for expert step-by-step guidance in 3D acquisition - Parallel patient processing capabilities - Full fusion functionality (2D/3D and 3D/3D) for integration of pre-interventional 3D datasets also from other modalities - Marking of points or lines on the 3D information and overlay of these markings on live images (e.g. fluoroscopy). 	
1	14434185	<p>syngo DynaCT Micro</p> <p>Enables unique detail resolution (+40%) in interventional 3D imaging by using all detector pixels in a 22 cm FOV (zoom 3). In conjunction with the zen40HDR detector technology, syngo DynaCT Micro can also be used in the full 50 cm FOV (zoom 0).</p>	\$6,190
1	14446025	<p>syngo DynaCT SMART</p> <p>Streak Metal Artifact Reduction Technique for syngo DynaCT images.</p> <p>Metal implants, like coils and stent markers, create artifacts in the reconstructed images that might make it difficult to detect bleedings or restenosis around the ends of the stent, for instance. syngo DynaCT SMART is a dedicated reconstruction algorithm to reduce metal artefacts.. This type of integrated image reconstruction protocol results in 3D volumes with reduced metal artefacts.</p>	\$25,750
1	14432994	<p>DICOM Attribute Converter</p> <p>Individual solution via software-/XML-files, to solve compatibility problems.</p>	\$515
2	14432953	<p>Lower body radiation protection</p> <p>This radiation shield protects the user from scattered radiation when standing at the table side. It can be attached to the accessory rails either on the right or on the left side of the patient positioning table.</p> <p>It provides the user an additional accessory rail.</p> <p>It includes a basic unit (71.5 cm x 75 cm / 28.2" x 29.5" (l x w); 7.7 kg / 16.98 lb), one lower body radiation protection pivot swivel element (77 cm x 48 cm / 30.3" x 18.9" (l x w); 3.8 kg / 8.4 lb) and three clip-on units (57 cm / 22.4" x 33 cm / 12.99" (l x h), 2.2 kg / 4.85 lb; 27 cm / 10.6" x 33cm / 12.99", 0.9 kg / 1.98 lb and 27 cm / 10.6" x 25cm / 9.8", 1 kg / 2.2 lb) with a lead of 0.5 mm / 0.02" Pb.</p> <p>The maximum weight of the accessory rails is 40 kg (88.2 lb).</p> <p>Intended only for use with Artis / ARTIS tables.</p>	\$9,448
2	14434157	<p>Moveable upper body rad. protection</p> <p>This radiation shield protects the user from scattered radiation.</p> <p>For room heights up to 290 cm / 114.2".</p> <p>It includes a ceiling rail (4 m / 157.5"), a ceiling mounted and movable stand (80 cm or 57 cm / 31.5" or 22.4"), a support arm (94 cm x 91 cm / 37" x 35.8") and an acrylic glass.</p> <p>The shield is made of acrylic glass with lead equivalent of 0.5 mm (w x h: 61 cm x 76 cm / 24" x 29.9"), which can pivot and rotate around a fixed point with a range of 360 degrees.</p> <p>The operation range is limited when used with Artis floor/biplane MN.</p> <p>Max. weight: 18 kg / 39.68 lb.</p>	\$14,200

PRELIMINARY PROPOSAL

Qty	Part No.	Item Description	Extended Price
2	14440512	<p>LED Exam Light</p> <p>Ceiling-mounted, flexible positionable examination light with focusable light system. It is fully integrated into the ceiling-installed radiation protection mounting unit.</p> <ul style="list-style-type: none"> - Luminance: 60,000 Lux for 100 cm / 39.4" distance - Working distance: 70 to 140 cm / 27.6" to 55.1" - Color rendering Index Ra at 4500 Kelvin: 95 - Color temperature: 4,300 Kelvin - Focusable light field: 14 to 25 cm / 5.5" to 9.8" - Diameter of light head: 33 cm / 13" - Number of LEDs: 19 - Total input power: 20 VA 	\$11,330
1	14440411	<p>Intercom - Comfort</p> <p>Intercom system for communication between examination room and control room. It includes</p> <ul style="list-style-type: none"> - a microphone with a control box for the control room - a microphone with an adaptive acoustic filter for background noise suppression for the examination room - a footswitch for conversation selection for the examination room 	\$927
1	14443011	<p>Large Display diagn. Protection</p> <p>The high quality laminated glass protective screen protects the panel of the monitor against mechanical damage and fluid ingress on the front. It is suited for clinical image evaluation.</p> <p>Features:</p> <p>The laminated glass enforces high mechanical strength and resistivity against mechanical impact, the special coating reduces reflections for a continuous image quality, excellent spectral transmission of at least 98%, can be added to existing Artis Large Display installations.</p> <p>Weight: approx. 12kg (55) up to 16kg (60)</p> <p>Note: Observe the maximum permissible load of the display suspension, a combination with other options mounted to the display suspension might be restricted.</p>	\$4,750
1	14440474	<p>Body strap set</p> <p>Can be used to secure patient to the patient table and to compress patient anatomy. It consists of two belts with Velcro straps (l x w: 185 cm x 10 cm / 72.8" x 3.94").</p> <p>Intended only for use with Artis / ARTIS tables.</p>	\$83
1	14434204	<p>Secondary operation on cart</p> <p>Control module trolley as an alternative or supplement to the positioning of the control modules at the patient table.</p>	\$6,277
1	14434206	<p>System secondary operation</p> <p>Touchscreen control with a multi-functional joystick for the selection of the organ programs, operation of the imaging system, including post-processing and quantification.</p>	\$3,878
1	14434207	<p>Device secondary operation</p> <p>Additional control module, monoplane, for all functions of the C-arm movements and multileaf collimator. For both acquisition planes for a biplane system.</p>	\$4,090

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Qty	Part No.	Item Description	Extended Price
1	14434208	Table secondary operation Second control module to remote-control the patient table in the examination room. Table control within the degrees of freedom supported by the motor drive. Release knob in connection with the standard table for the table with stepping. Joystick in connection with the operating table or the table with tilting.	\$1,149
1	14434231	Sec. operation in the control room Interface for connecting the additional system control from the control room. Rail profile for hanging control modules (e.g. the table module) in the control room. Safety button for switching off all system functions from the control room.	\$3,518
1	14440510	Secondary Hand Switch Ctrl (C Room) Additional hand switch for radiation release and additional control functions.	\$661
1	14432950	DICOM RIS-Modality Worklist Import of patient/examination data from an external RIS/HIS patient management system with DICOM MWL (Modality Worklist).	\$789
1	14434232	Injector conn. in the control room Interface for controlling the contrast medium injector in the control room. Injectors can be offered by Siemens Healthcare Accessory Solutions	\$2,907
1	14443056	AX ELEVATE #O outdated/EOS (FD bi) AT Elevate program for AXIOM Artis biplane systems with flat detector that will be replaced by a new Artis Q or Artis Q.zen system or Artis zee system.	\$0
1	14434176	Large Display video controller 18 Large Display Video Controller 18 is the middle of three different video controller sizes. A maximum of 18 video signals can be connected and displayed simultaneously on the Large Display. The Large Display video controller 18 receives various internal and external video signals for presentation to scale on the Large Display. Up to 18 external and internal video sources can be connected (max. 14 DVI-D and 4 analog (VGA) channels).	\$30,900
1	14443012	LD High Contrast panel size 55 Large color flat screen display (including cables) for the examination room, with a panel diagonal of 55. This large display version provides an excellent clinical image quality due to its new IPS panel technology.	\$0
1	14455630	Large Display plus two Preparation for the large color flat screen display on a ceiling-mounted, longitudinally mobile, swivelling, rotating, and height-adjustable display holder in the examination room. This preparation contains the possibility to mount up to two additional smaller monitors besides the large display Note: If a large display is selected, the Artis basic configuration includes a connection kit for the large display instead of the displays for the examination room. The type of large display panel can be chosen with a separate position.	\$46,299

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Qty	Part No.	Item Description	Extended Price
1	14434235	Artis Cockpit -2 consoles (biplane) The Artis Cockpit enables the operation of up to 9 systems and the presentation of up to 9 video signals on up to two high-resolution High Bright 30 displays. The connected systems are operated via keyboard and mouse. Configuring an additional keyboard and mouse for a second operator is also possible as an option. Attention: If a Cockpit is selected, the Artis basic configuration includes a connection kit for the Cockpit instead of the display for the control room.	\$38,466
1	AXA_EDU_INT NEURO	Interventional Neuro Education Pkg This Interventional Neurology education package includes Post-Go Live training: - Dedicated Siemens Education Consultant: partnering with your Education Coordinator to create a blended curriculum adapted to your facility's individual needs. - Blended Learning: onsite, digital (immersive, online & virtual), and instructor-led classroom fortified by an ASRT approved checklist. - On-site Customization: optimizing system hardware, software, clinical workflow and operating safety consistent with the cleared use of the system. - Ongoing Educational Case Support: ability to request onsite case-support with a Siemens Clinical Education Specialist for your advanced procedures. This education package includes: - Go Live: Onsite clinical applications sessions, guiding staff members, reinforcing concepts and practices acquired during pre-training during operation. - Warranty / Post-Go Live: Continuation of the CEP delivery. Ongoing case support on advanced request and subject to availability. Parties will mutually agree on deliverables and scheduling of the requested training. This educational offering must be utilized within 12 months following install end date. If this offering is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.	\$59,200
1	AXA_INITIAL_2 8	Initial onsite training 28 hrs Up to (28) 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.	\$7,800
1	AXA_FOLLOW UP_28	Follow-up training 28 hrs Up to (28) 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.	\$7,800
1	AXA_ECLASS	e.class-Virtual Instructor Led Training AXA_ECLASS Tuition for up to (4) imaging professionals to participate in a Siemens instructor led virtual class. The virtual setting allows the participant to benefit from classroom training without the need to travel to a Siemens training center. 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.	\$450
1	BART700TABL	Mark 7 Arterion, Table Mount Injector The Arterion Mark 7 Table contrast medium injector allows for the remote installation of the system power supply and installation of the injector head onto a table bracket. The injector system includes: Power supply and injector head with corresponding cabling An adjustable height table bracket for the injector head A desk mounted user control console with large touch screen	\$27,840

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Qty	Part No.	Item Description	Extended Price
		<p>Functions</p> <p>Pressure limitation: for 150 ml syringes 689 to 8273 kPa, corresponds to 100 to 1200 psi .</p> <p>Flow rates for 150 ml syringes: 0.1 to 45 ml/s in increments of 0.1 ml/s 0.1 to 59.9 ml/min in increments of 0.1 ml/min rise/fall: 0 to 9.9 s in increments of 0.1 seconds</p> <p>Release delay for Injection or radiation: 0 to 99.9 s in increments of 0.1 s.</p> <p>Adjustable volume for 150 ml syringes: 1 ml to the max. syringe capacity in increments of 1 ml.</p> <p>Fill rate: Variable syringe filling speed 1-20ml/s.</p> <p>Injection protocols: Up to 40 injection protocols possible.</p> <p>Parameters currently displayed on the touch screen display and on the head display: Injection speed Injection volume Remaining volume Injection duration Applied pressure</p> <p>Contrast medium heating: Nominal 35°C (95°F)+-5°C (9°F)</p> <p>Injection data memory Up to 50 Injection data items stored</p> <p>Included in the scope of delivery Injector standard configuration 150 ml SIEMENS interface cable Operator Manual Service manual (English).</p> <p>Power supply 200 V to 250 V; 50/60 Hz.</p>	
1	BINSART700R	Arterion Rack Mnt Install	\$2,225
1	E93PM150UAX	Eaton 93PM-150 kW UPS Complete system backup without interruption. One UPS per lab.	\$56,909

Includes the following:

PRELIMINARY PROPOSAL

Qty	Part No.	Item Description	Extended Price
		<p>Eaton 93PM UPS Electronics Cabinet w/integrated maintenance bypass sidecar Eaton 93PM Single Battery Cabinet System (Full load back-up time @ 150kW of 7.1 minutes.) Eaton 93PM Remote Monitoring Panel Network Card Eaton 24x7 start-up One year (24x7) warranty through Eaton Corp.</p> <p>Not approved for sites that require OSHPD.</p> <p>Shipment is to customer's dock. Customer is responsible for logistics from the dock to inside location.</p>	
2	GEL104013660 1278	<p>Black anti-fatigue mat 36x60 Black NewLife EcoPro anti-fatigue mat (36 inches x 60 inches), 3/4 inch polyurethane foam, fluid and dirt resistant with anti-microbial properties, matte textured surface.</p> <p>The ultimate employee benefit for workers who stand, are ergonomically designed to provide the perfect balance of premium comfort and optimal support. Proprietary Cellulon(r)Polyurethane Technology stands up to the tough demands of commercial environments while providing lasting comfort that won't bottom out over time. This eco-friendly line of anti-fatigue mats is certified by the National Floor Safety Institute for its high traction bottom surface.</p>	\$400
1	AM0160C	<p>Adept STARSystem Radial positioning equipment intended for clinicians working on the right.</p> <p>Includes STARBoard, leg arm support and STARTable.</p> <p>A key function of the STARBoard is its ability to present the patient's wrist in the hyper-extended position whilst access is achieved, then simply return it to a more relaxed, medially-rotated position, for the duration of the procedure, allowing greater patient comfort. Crafted in carbon fiber for superior strength, radiolucency and durability, the STARBoard is light weight and compact.</p> <p>STARSupport connects to the STARBoard after radial access is gained facilitating left arm procedures for superior patient comfort.</p> <p>STARTable not only provides clinicians with an adjustable work surface, the vertical shield reduces X-ray scatter.</p> <p>Includes one year warranty through Adept.</p>	\$7,367
1	AXA_RIG_QBP _STD	<p>Standard Rigging Q Q.Zen BP</p>	\$17,500
1	CS11945	<p>3rd TCM (mushroom button) on table The CS kit offers to install a second table control module on the Artis patient table. Parts of the CS kit: The CS kit includes the table control module-S for Artis table with tilt function, connection cable, accessory rail clamp and control modules connection kit for the serial modules for clustering, as well as all required documentation and the release for this modification. Notes: This CS is not valid with an ecoline system. The option Secondary Table Control (C Room) #14440509 is no longer possible in combination with this CS. The first set of control modules on the Artis patient table must be clustered to achieve a connection possibility for the second table control module Restrictions: n.a.</p>	\$6,757

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Qty	Part No.	Item Description	Extended Price
1	AXA_TRADE_I N_ALLOW	AXA Trade-in-Allowance XPER FD20 601/123265, Project # 2019-2554 De Install 12/2019, for (\$19,550)	- \$19,550 [Ⓢ]
1	AXA_BUDG_A DDL_RIG	Annual IQ eveluation by Siemens service engineer \$3,000/year for 5 years	\$15,000
1	AXA_ADDL_RI GGING	Additional Rigging AXA \$8,500	\$8,500
1	14434184	4x1 video signal distribution With this item you can show one video signal each from up to 4 units (such as a cardiac catheter recording system, workstation, ultrasound unit, PACS, etc.) on up to two displays (not a Large Display) in the display holder in the examination room.	\$8,963

Note the following conditions if video signals are to be shown on a third-party provider display:

- The display of external video signals depends on the operational state of the Artis system. If the Artis system has a malfunction or is shut down, the display of external video signals is no longer possible. For this reason, do not feed the video signal into the Artis system if lacking the external video signal could result in a hazardous situation.
- A third-party provider's unit may be connected only if it corresponds to the specifications of the video interface on the Siemens system.
- The connection may only be established by a Siemens service technician. Note: The connection must be made with fiber-optic cables to ensure that the unit's galvanic isolation is maintained.
- A third-party provider's unit must be connected by a technician from the third-party provider or by a hospital technician responsible for the equipment.
- It is strongly recommended that a test of image quality be performed by the third-party provider prior to start-up. This test ensures that the required image quality is achieved.
- The system configurator is responsible for ensuring that applicable standards are maintained in the current version, e.g. 4 kV insulation

Siemens will not be held liable for the inclusion of third-party provider units with respect to image quality and their suitability for clinical diagnosis.

System Total: \$1,750,804
 add Trade-IN + 19,550[Ⓢ]
 Total 1,770,354



SonoSite

Confidential Quotation

21919 30th Drive, SE
 Bothell, WA 98021
 Phone: (425) 951-1200
 Email: fss-orders@fujifilm.com
 Federal Tax ID# 91-1405022

Quote:612468
 Date: 7/2/2019
 Expires: 8/16/2019
 Market Specialty: Hospital - Interv Rad
 FOB: Destination
 Corp. Acc: Vizient - MNS Supply Chain Network
 Corp. Contract #: XR0433AA
 Corp. Acc. Member #: W432

CONFIDENTIAL QUOTATION

Sales Rep:Gregg Nicks Rep Phone:+1 3364136360 Rep Email:gregg.nicks@fujifilm.com

CUSTOMER BILL TO: CUSTOMER SHIP TO: USER/CONTACT:

Novant Health Forsyth Medical Center Novant Health Forsyth Medical Center
 3333 Silas Creek Pkwy 3333 Silas Creek Pkwy
 Winston Salem, NC27103-3013 Winston Salem, NC 27103-3013

ATTN: Annette Peak BS, R.T. (R) ATTN: Annette Peak BS, R.T. (R) ATTN: Annette Peak BS, R.T. (R)
 Radiology Manager Radiology Manager Radiology Manager
 P: (336) 718-5822 P: (336) 718-5822 P: (336) 718-5822
 F: (336) 277-8141 F: (336) 277-8141 F: (336) 277-8141
 ampeak@novanthealth.org ampeak@novanthealth.org ampeak@novanthealth.org

INSTALL CONTACT (if install contact should be someone else, please provide on purchase order if install is indicated.)

NAME: Annette Peak BS, R.T. (R) Phone:(336) 718-5822 Email:ampeak@novanthealth.org

Purchase of SonoSite System includes four consecutive hours of installation provided by a SonoSite Clinical Specialist. The installation includes an overview of the product and accessories purchased, including the features, functions, user interface, and system care/maintenance. Additional system installation can be purchased separately as needed.

Excludes Distributors, Resellers, US Government Customers (Outside the United States), and Humanitarian Programs.

Configuration - Included Items

Item	Part Number - Description	Qty	List Per Unit	Unit Price	Extended Price
1	L22406 - SonoSite S II Ultrasound System	1	\$22,995.00	\$15,176.70	\$15,176.70
2	P22167 - Steep Needle Profiling Technology (SNP)	1	\$2,000.00	\$1,320.00	\$1,320.00
3	P22162 - DICOM (Print, Store, Worklist, MPPS, Storage Commit)	1	\$4,000.00	\$2,640.00	\$2,640.00
4	P21070 - rC60xi / 5-2 MHz transducer Biopsy Compatible	1	\$10,000.00	\$6,600.00	\$6,600.00
5	P07691 - L25X / 13-6 MHZ Transducer Transverse Biopsy Compatible	1	\$11,500.00	\$7,590.00	\$7,590.00
6	L21432 - SII Stand	1	\$1,950.00	\$1,287.00	\$1,287.00
7	P25058 - 2.4GHz and 5GHz Wireless Connectivity	1	\$500.00	\$330.00	\$330.00
8	S_SII_TRADE_IN - S-Series to SII-Series Trade In Credit Serial No:03NKR5 - S Cath	1	-\$5,000.00	-\$5,000.00	-\$5,000.00
9	S_XDUCR_TRADE - S-Series Transducer Trade-In Credit Serial No:L25 S/N 03NXV7, P21 S/N 03N3D4, & C60 S/N 04C0VJ	3	-\$1,200.00	-\$1,200.00	-\$3,600.00
10	5-YR-WARRANTY - 60 MONTHS - STANDARD COVERAGE WARRANTY Please refer to Warranty Schedule.	1	Included	Included	Included



SonoSite

Confidential Quotation

21919 30th Drive, SE
Bothell, WA 98021
Phone: (425) 951-1200

Federal Tax ID# 91-1405022
Email: ffss-orders@fujifilm.com
Sales Rep: Gregg Nicks

Quote: 612468
Date: 7/2/2019
Expires: 8/16/2019
FOB: Destination

Market Specialty: Hospital - Interv Rad
Corp. Acc: Vizient - MNS Supply Chain Network
Corp. Acc. Member #: W432
Corp. Contract #: XR0433AA

Quotation Pricing

Novant Health Forsyth Medical Center - Quote # 612468

Total List Price: \$52,945.00 Price for Reen

Subtotal: \$26,343.70
Shipping/Handling: \$0.00
**Estimated Sales Tax: TBD

Quotation Total: \$26,343.70

Tax exempt customers must supply a copy of certificate. Shipping, Handling, and any applicable Sales Taxes to be determined and added to final invoice. All orders subject to credit review. Upon acceptance by Customer and by FUJIFILM SonoSite this Quotation will become a binding Sales Agreement whereby the Customer orders, and whereby FUJIFILM SonoSite agrees to deliver, the above Products and Services in accordance with and subject to the terms, conditions and other provisions of this Sales Agreement.

**Applicable Sales Tax, Shipping & Handling charges are the responsibility of the customer. For non-exempt orders, sales tax will be charged at the rates in effect for your state at the time of shipment and will be adjusted accordingly.

Notes To Customer:

Please sign and return along with your payment option, P.O. and any needed attachments by emailing ffss-orders@fujifilm.com
Please Reference the above quote # on P.O. to expedite order processing.

Customer must provide all Trade-In Equipment to FUJIFILM SonoSite in good working condition, reasonable wear and tear expected. In the event the equipment is not returned to FUJIFILM SonoSite within 30 days after installation of new equipment, FUJIFILM SonoSite may opt to Invoice customer for the non-returned equipment.

- SonoSite Institute is included with your purchase of the above equipment.

ATTACHMENT B

**Projected Capital Cost Form
NHFMC Bi-Plane Replacement**

Building Purchase Price	NA
Purchase Price of Land	NA
Closing Costs	NA
Site Preparation	NA
Construction/Renovation Contract(s)	\$625,385
Landscaping	NA
Architect / Engineering Fees	\$63,500
Medical Equipment	\$1,823,299
Non-Medical Equipment	NA
Furniture	NA
Consultant Fees (specify)	NA
Financing Costs	NA
Interest during Construction	NA
Other (construction contingency)	\$50,000
Total Capital Cost	\$2,562,184

Biplane: ^{\$}1,770,354
 US System: 52,945
1,823,299

CERTIFICATION BY A LICENSED ARCHITECT OR ENGINEER

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



 Signature of Licensed Architect or Engineer

Date Signed: 12/12/2019

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 of Officer/Agent *Chad Setliffe*
 Chief Executive Officer

Date Signed: 12/12/2019

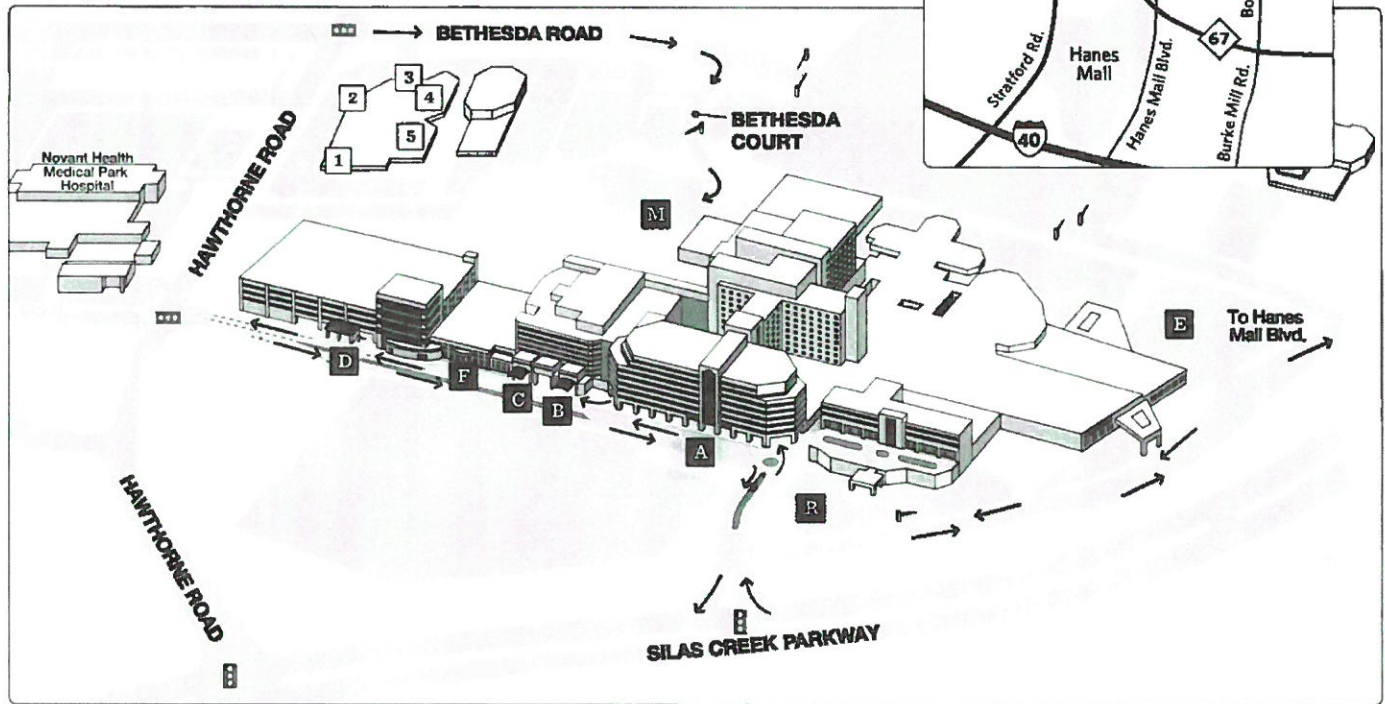
Title of Officer/Agent

ATTACHMENT C



Campus map

Novant Health Forsyth Medical Center



Entrance **A**

- Administration
- Cashier/business office
- EKG
- Endoscopy lab
- EOPS
- Lab services
- Outpatient day center
- Patient registration
- Radiology
- SPPU (Day of surgery)
- Valet parking

Entrance **B**

- All registration from 7 p.m.-5:30 a.m. and weekends (after 5:30 a.m.)*
- Birthing center
 - Community rooms
 - Gyn anesthesia unit
 - Gyn surgery
 - Prenatal care
 - Novant Health Maya Angelou Women's Health & Wellness Center
 - Valet parking

Entrance **C**

- Cardiac procedures
- Preanesthesia visits
- Valet parking

Entrance **D**

- Handicapped
- Public parking deck

Entrance **E**

- Emergency Services

Entrance **F**

- Conference center

Entrance **M**

- 1010 Bethesda Court
Winston-Salem, NC 27103
- Novant Health Cancer Center
 - Patient parking (Radiology and Cancer Center only)
 - PET/CT, nuclear medicine & MRI
 - Novant Health Imaging
 - Novant Health Oncology Specialists
 - Valet parking

Entrance **R**

- CHF clinic
- Infant audiology
- Heart & Wellness
- Rehabilitation services
- Wellness programs

- 1 Novant Health Hawthorne Outpatient Surgery
- 2 Novant Health Rehabilitation Center
- 3 Novant Health Wound Care
- 4 Forsyth Nutrition Center
- 5 Salem Room

3333 Silas Creek Parkway, Winston-Salem, NC 27103 • 336-718-5000 • NovantHealth.org

ATTACHMENT D



December 12, 2019

2085 Frontis Plaza Boulevard
Winston-Salem, NC 27103

Via Email

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

RE: Novant Health Forsyth Medical Center
Documentation of Existing Angiography Equipment/Bi-Plane Still in Use

Dear Ms. Inman:

This letter serves as documentation that the existing angiography equipment/bi-plane is currently in use at Novant Health Forsyth Medical Center located at 3333 Silas Creek Parkway, Winston-Salem, North Carolina, 27103. We propose to relocate this replace this equipment in its current location.

Please let me know if you have questions or need more information.

Sincerely,

A handwritten signature in black ink, appearing to read 'Chris'.

Christopher Murphy
Vice President, Development

ATTACHMENT E

EQUIPMENT COMPARISON

NHFMC Bi-Plane Replacement Type	EXISTING EQUIPMENT	REPLACEMENT EQUIPMENT
(e.g., Cardiac Catheterization, Gamma Knife®, Heart-lung bypass machine, Linear Accelerator, Lithotripter, MRI, PET, Simulator, CT Scanner, Other Major Medical Equipment)	Angiography Bi-Plane	Angiography Bi-Plane
Manufacturer	Philips	Siemens
Model number	FXR201	Artis Q
Other method of identifying the equipment (e.g., Room #, Serial Number, VIN #)	06-4899	TBD
Is the equipment mobile or fixed?	Fixed	Fixed
Date of acquisition	2006	2020
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>	Note (1)	\$2,562,184
Total cost of the equipment	NA	\$1,823,299
Location of the equipment <Attach a separate sheet for mobile equipment if necessary>	Interventional Rad. Dept.	Interventional Rad. Dept.
Document that the existing equipment is currently in use	Attached	NA
Will the replacement equipment result in any increase in the average charge per procedure?	NA	No
If so, provide the increase as a percent of the current average charge per procedure	NA	NA
Will the replacement equipment result in any increase in the average operating expense per procedure?	NA	No
If so, provide the increase as a percent of the current average operating expense per procedure	NA	NA
Type of procedures performed on the existing equipment <Attach a separate sheet if necessary>	IR Scans	IR Scans
Type of procedures the replacement equipment will perform <Attach a separate sheet if necessary>	NA	IR Scans

Date of last revision: 5/17/19

(1) COSTS UNAVAILABLE GIVEN AGE OF UNIT