



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

September 24, 2020

Aarti Sura
asura@catawbavalleymc.org

Exempt from Review – Replacement Equipment

Record #: 3350
Facility Name: Catawba Valley Medical Center
FID #: 933080
Business Name: County of Catawba
Business #: 2949
Project Description: Replace existing cardiac catheterization equipment
County: Catawba

Dear Ms. Sura:

The Healthcare Planning and Certificate of Need Section, Division of Health Service Regulation (Agency), determined that based on your letter of September 9, 2020 and additional correspondence received on September 23, 2020, the above referenced proposal is exempt from certificate of need review in accordance with N.C. Gen. Stat. §131E-184(a)(7). Therefore, you may proceed to acquire without a certificate of need the GE IGS 520 cardiac catheterization equipment and GE AltiX Mac-Lab to replace the GE IGS 530, serial #759036BU7 cardiac catheterization equipment and existing GE AltiX Mac-Lab P1703SF, serial #SSD1951135TA. Based on your representations, the existing unit of cardiac catheterization equipment consisting of the GE IGS 530 and GE AltiX Mac-Lab P1703SF will be retained and repurposed for interventional radiology.

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,

[Signature of Ena Lightbourne]

Ena Lightbourne
Project Analyst

[Signature of Martha J. Frisone]

Martha J. Frisone
Chief

cc: Construction Section, DHSR
Acute and Home Care Licensure and Certification Sections, 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
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September 9, 2020

*Via Email Only (martha.frisone@dhhs.nc.gov)*  
Ms. Martha Frisone, Chief  
Healthcare Planning and Certificate of Need Section  
Division of Health Service Regulation  
NC Department of Health & Human Services  
809 Ruggles Drive  
Raleigh, NC 27603

RE: Catawba Valley Medical Center (Catawba County) Exemption Request for Hospital Renovation and Acquisition of Replacement Equipment, License # H0223, Facility ID# 933080

Dear Ms. Frisone:

Catawba Valley Medical Center (“CVMC”) is a hospital located in Hickory, North Carolina. CVMC plans to undertake a hospital renovation project (the “Renovation Project”) that will consist of (i) the renovation, replacement, and/or expansion of CVMC’s Emergency Department (“ED”) and CVMC’s space used for cardiology services, all of which are located on the first floor of the hospital’s main campus (the “Space Renovation”), and (ii) the purchase of replacement equipment that will be located on the first floor of hospital’s main campus. This letter and exemption request relates to and updates a prior exemption request that CVMC submitted for the Renovation Project, as is explained below.

By letter dated April 11, 2017, CVMC provided the Healthcare Planning and Certificate of Need Section (the “Agency”) with prior written notice of the Space Renovation and the acquisition of certain replacement equipment needed in connection with the Space Renovation, and CVMC requested that the Agency confirm the project was exempt from certificate of need (“CON”) review pursuant to N.C. Gen. Stat. § 131E-184(a)(7), (f), and (g) (the “Original Request”). A copy of the Original Request is attached hereto as Exhibit 1. On April 21, 2017, the Agency issued three (3) letters determining that the project as a whole was exempt from CON review (the “Original Approvals”). A copy of the Original Approvals are attached hereto as Exhibit 2.

The Original Approvals consisted of:

- (i) a letter determining that the Space Renovation (that is, the renovation, replacement, and expansion of the ED and cardiology space) is exempt from review under N.C. Gen. Stat. § 131E-184(g);

(ii) a letter determining that the proposed acquisition of replacement cardiac catheterization equipment was exempt from review under N.C. Gen. Stat. § 131E-184(f) or alternatively N.C. Gen. Stat. § 131E-184(a)(7); and

(iii) a letter determining that the proposed acquisition of replacement of electrophysiology lab equipment was exempt from review under N.C. Gen. Stat. § 131E-184(f) or alternatively N.C. Gen. Stat. § 131E-184(a)(7).

### **Part I: Increased Capital Costs for Space Renovation**

CVMC has not yet undertaken or developed the Space Renovation for a variety of reasons. CVMC now anticipates undertaking and developing the Space Renovation beginning in 2021.

The Original Approval for the Space Renovation stated that any increases in the capital costs for the Space Renovation would require further review and approval by the Agency. The Original Request (filed in 2017) stated that the capital costs were \$27,040,244. *Because of the passage of time and other factors, the total capital costs for the Space Renovation have increased to \$29,431,556.40.* Exhibit 3 (Revised Capital Costs). However, with the exception of the increased capital costs, the scope of the Space Renovation remains the same, and the Space Renovation continues to meet all of the requirements of N.C. Gen. Stat. § 131E-184(g) as represented in the Original Request, including the representations that the capital costs will exceed \$2 million, the project will concern only the hospital's main campus, the project will not result in a change in bed capacity, and the project will not result in the addition of a health service facility or any other new institutional health service other than that allowed in N.C. Gen. Stat. § 131E-176(16)b. Hence, the Space Renovation (including with the increased capital costs) continues to be exempt from review because it meets the requirements of N.C. Gen. Stat. § 131E-184(g).

### **Part II: Replacement Equipment**

In connection with the Renovation Project, CVMC proposes to acquire additional replacement equipment, as follows: (A) two pieces of equipment to replace certain of CVMC's existing cardiac catheterization equipment and (B) one piece of equipment to replace certain of CVMC's existing EP lab equipment. This replacement equipment is not the same equipment that was requested and approved in the Original Request. Below, CVMC shows that the current equipment request is exempt from review, and for clarification, CVMC explains the status of the replacement requests in the Original Request.

(CVMC understands that it could have submitted this replacement equipment exemption notice separately from its notice concerning the renovation, relocation, and expansion. However, CVMC believes that submitting a single notice is more efficient for both CVMC and the Agency.)

A. *Replacement Cardiac Catheterization Equipment*

CVMC's proposed replacement of certain existing cardiac catheterization equipment is exempt from CON review pursuant to N.C. Gen. Stat. § 131E-184(f)—or in the alternative, it is exempt pursuant to N.C. Gen. Stat. § 131E-184(a)(7) if the cost of the replacement equipment is deemed to be less than \$2 million.

*Details for the New GE 520.* CVMC's existing cardiac catheterization equipment includes a GE IGS 530 ("GE 530"), which is described on Exhibit 4 (Cath Equipment Comparison Chart—GE 520). The GE 530 was acquired by CVMC pursuant to the Agency's letter dated June 6, 2019 which determined that the acquisition was exempt from review as replacement equipment. See Exhibit 5. The GE 530 was new at the time of purchase, is currently in use at CVMC, is located on CVMC's main campus, and has been continuously in service since its installation at CVMC.

CVMC proposes to acquire a GE IGS 520 ("GE 520") as replacement equipment for the GE 530. The GE 520 is described on Exhibit 4 (Cath Equipment Comparison Chart—GE 520) and Exhibit 6 (Vendor Quote). The GE 520 will be located on CVMC's main campus in the new cardiology suite developed through the Space Renovation.

*Details for the New USCAN AltiX Mac-Lab.* The existing cardiac catheterization equipment includes a USCAN AltiX Mac-Lab, which is described on Exhibit 7 (Cath Equipment Comparison Chart—Mac Lab). The existing USCAN AltiX Mac-Lab was acquired by CVMC pursuant to the Agency's Original Approval letter dated April 21, 2017, which determined that the acquisition was exempt from review as replacement equipment. Exhibit 2 (Original Approval). The existing USCAN AltiX Mac-Lab was new at the time of purchase, is currently in use at CVMC, is located on CVMC's main campus, and has been continuously in service since its installation at CVMC.

CVMC proposes to acquire a new USCAN AltiX Mac-Lab as replacement equipment for the existing USCAN AltiX Mac-Lab. The replacement USCAN AltiX Mac-Lab is described on Exhibit 7 (Cath Equipment Comparison Chart—Mac Lab) and Exhibit 8 (Vendor Quote). The replacement USCAN AltiX Mac-Lab will be located on CVMC's main campus in the new cardiology suite developed through the Space Renovation.

*The New Cardiac Equipment Constitutes Replacement Equipment.* CVMC will acquire the replacement GE 520 and USCAN AltiX Mac-Lab (together, the "Replacement Cath Equipment") by purchase, and the equipment will be new at the time of purchase. The Replacement Cath Equipment will be functionally similar to, and used for the same treatment purposes as, the existing equipment that it replaces. The Replacement Cath Equipment will have the same basic technology as the existing equipment it replaces and will be used to provide cardiac catheterization services.

The acquisition of the Replacement Cath 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 Cath Equipment is acquired.

The total cost of the Replacement Cath Equipment will be \$877,774. See Exhibits 6 and 8 (Cath Vendors Quotes reflecting \$738,929 for the GE 520 and \$138,845 for the USCAN AltiX Mac-Lab). The \$877,774 amount is included in the revised total capital costs for the Renovation Project. It is difficult to determine the precise amount of the total capital costs for the Renovation Project that should be allocated to this replacement equipment as additional costs for all “activities essential to acquiring and making operational the replacement equipment.” However, this appears irrelevant because no matter the amount of such additional costs, the acquisition will be exempt from CON review under either N.C. Gen. Stat. § 131E-184(a)(7) or N.C. Gen. Stat. § 131E-184(f).

Upon the installation of Replacement Cath Equipment, the existing GE 530 and USCAN AltiX Mac-Lab will be repurposed for interventional radiology and no longer used for cardiac catheterizations. Hence, CVMC has elected to repurpose the existing equipment for interventional radiology, instead of selling or otherwise actually disposing of this system.

For the foregoing reasons, the acquisition of the Replacement Cath Equipment is exempt from CON review.

(In addition, CVMC provides the following information to explain the differences between the cardiac catheterization replacement equipment proposed in the Original Request and in this request.

Through the Original Request, CVMC was authorized to replace its then-existing Artis Zee Ceiling cardiac catheterization equipment with another Artis Zee Ceiling with a purchase price of \$773,188. Subsequently, CVMC elected not to proceed with that replacement. Consequently, the \$773,188 is not included in the revised total capital costs for the Renovation Project. However, in 2019, through a separate and independent request, CVMC sought and was authorized to replace the then-existing Artis Zee Ceiling with a GE 530 for a total cost of \$1,067,424. (See Exhibit 5) CVMC acquired and installed the GE 530, and as discussed above, CVMC now proposes to replace the GE 530 with the GE 520 for a price of \$738,929. In sum, the \$773,188 for the Artis Zee Ceiling has been excluded from the revised total capital costs, and in lieu thereof, the \$738,929 for the GE 520 has been included.

Through the Original Request, CVMC was authorized to replace its existing Siemens AXIOM Sensis Hemo Low with a Mac-Lab for a purchase price of 139,425. CVMC acquired the Mac-Lab, and as discussed above, CVMC now proposes to replace the Mac-Lab with a new Mac-Lab for a purchase price of \$138,845. Both the \$139,425 and \$138,845 amounts are included in the revised total capital costs.)

#### *B. EP Replacement Equipment*

CVMC’s proposed replacement of certain existing EP lab equipment is exempt from CON review pursuant to N.C. Gen. Stat. § 131E-184(f)—or in the alternative, it is exempt pursuant to N.C. Gen. Stat. § 131E-184(a)(7) if the cost of the replacement is deemed to be less than \$2 million.

The existing EP lab equipment includes an AXIOM Artis (“AXIOM”), which is described on Exhibit 9 (EP Equipment Comparison Chart). The AXIOM was purchased in 2007. The AXION was new at the time of purchase, is currently in use at CVMC, is located on CVMC’s main campus, and has been continuously in service since its installation at CVMC.

A CON was not required for CVMC’s acquisition of the existing AXIOM. All of CVMC’s EP equipment, including its prior and existing EP equipment, has been acquired for less than \$750,000, which results in the prior and existing equipment not being “major medical equipment” and not requiring the CON. Specifically, the existing AXIOM was acquired for a total cost of \$697,206.

CVMC proposes to acquire a new GE 520 as replacement equipment for the existing AXIOM. The GE 520 is described on Exhibit 9 (EP Equipment Comparison Chart) and Exhibit 10 (Vendors Quotes). The GE 520 will be located on CVMC’s main campus in the new cardiology suite developed through the Space Renovation.

CVMC will acquire the GE 520 by purchase, and it will be new at the time of purchase. The GE 520 will be functionally similar to, and used for the same treatment purposes as, the AXIOM. The GE 520 will have the same basic technology as the existing equipment and will be used to provide electrophysiology services.

The acquisition of the GE 520 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 GE 520 is acquired.

The cost of the replacement GE 520 will be \$738,929. See Exhibit 10 (EP Vendor Quote). It is difficult to determine the precise amount of the total capital costs for the Renovation Project that should be allocated to the GE 520 equipment as additional costs for all “activities essential to acquiring and making operational the replacement equipment.” However, this appears irrelevant because no matter the amount of such additional costs, the acquisition will be exempt from CON review either under N.C. Gen. Stat. § 131E-184(a)(7) or N.C. Gen. Stat. § 131E-184(f).

Upon the installation of GE 520, the existing AXION will be repurposed for general imaging studies and no longer used EP services. Hence, CVMC has elected to repurpose the AXION for general imaging studies, instead of selling or otherwise actually disposing of this system.

For the foregoing reasons, the acquisition of the replacement EP lab equipment is exempt from CON review.

(In addition, CVMC provides the following information to explain the differences between the EP replacement equipment proposed in the Original Request and in this request. Through the Original Request, CVMC was authorized to replace its existing AXIOM with an Artis Zee Ceiling for its EP lab with a purchase price of \$773,188. Subsequently, CVMC elected not to proceed with that replacement. Consequently, the \$773,188 is not included in the revised total capital costs for the Renovation Project. In this current request, CVMC proposes to replace the same existing AXIOM

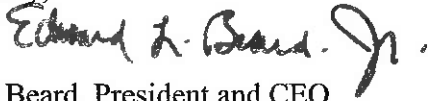
Ms. Martha Frisone, Chief  
September 9, 2020  
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with the GE 520 for a price of \$738,929, all as discussed above. In sum, the \$773,188 for the Artis Zee Ceiling has been excluded from the revised total capital costs, and in lieu thereof, the \$738,929 for the GE 520 has been included.)

### **Conclusion**

We would appreciate written confirmation from the Agency that the Renovation Project—including the Space Renovation and the acquisition of the three pieces of replacement equipment—is exempt from CON review. Please contact Aarti Sura at 828-732-7162 or [asura@catawbavalleyinc.org](mailto:asura@catawbavalleyinc.org) if you have questions related to the proposal or if you need additional information.

Sincerely,



Eddie Beard, President and CEO

cc: Aarti Sura  
Forrest W. Campbell, Jr.

### **Exhibits**

- 1: Original Request
- 2: Original Approval
- 3: Revised Total Capital Costs
- 4: Cath Equipment Comparison Chart—GE 520
- 5: Agency Replacement Letter dated June 6, 2019
- 6: Vendor Quote—GE 520
- 7: Cath Equipment Comparison Chart—Mac Lab
- 8: Vendor Quote—Mac Lab
- 9: EP Equipment Comparison Chart
- 10: Vendor Quote—GE 520

# **EXHIBIT NO. 1**



April 11, 2017

Ms. Martha Frisone  
Assistant Chief  
Certificate of Need Section  
Division of Health Service Regulation  
809 Ruggles Drive  
Raleigh, NC 27603

RE: Catawba Valley Medical Center (Catawba County) Exemption Request for Hospital Renovation and Acquisition of Replacement Equipment, License # H0223, Facility ID# 933080

Dear Ms. Frisone:

Catawba Valley Medical Center (“CVMC”) is a general acute care hospital located in Hickory, North Carolina. CVMC plans to undertake a hospital renovation project (the “Renovation Project”) designed to (i) improve the capacity of Emergency Department services and (ii) consolidate and relocate existing cardiology-related services so they are contiguous to the Emergency Department. The Renovation Project will also include the acquisition of replacement equipment.

CVMC is hereby providing the N.C. Department of Health and Human Services, Healthcare Planning and Certificate of Need Section, with prior written notice as required by N.C. Gen. Stat. §§ 131E-184 (a)(7), (f)1-3, and (g)1-3. As described herein, all components of the Renovation Project meet the requirements of the foregoing exemption statutes. Consequently, the Renovation Project is exempt from certificate of need (“CON”) review. We respectfully request that, after you review this matter, you provide CVMC with written confirmation that the Renovation Project is exempt from CON review.

#### **Overview of CON Exemption Statutes Applicable to the Renovation Project**

The total cost of the Renovation Project is estimated to be \$27,040,244. The Renovation Project will consist of both (i) the renovation, replacement, and/or expansion of portions of CVMC’s hospital that is located on its main campus, and (ii) the purchase of replacement equipment that will be located on the hospital’s main campus. The Renovation Project is exempt from CON review under the statutory provisions in N.C. Gen. Stat. §§ 131E-184(a)(7), 131E-184(f), and 131E-184(g), which are discussed immediately below.

1. *Exemption to Renovate, Replace, or Expand Facility— N.C. Gen. Stat. § 131E-184(g)*

A capital expenditure that exceeds two million dollars to renovate, replace, or expand an existing health service facility is except from CON review under N.C. Gen. Stat. §§ 131E-184(g), as follows:

- (g) The Department shall exempt from certificate of need review any capital expenditure that exceeds the two million dollar (\$2,000,000) threshold set forth in G.S. 131E-176(16)b. if all of the following conditions are met:
  - (1) The sole purpose of the capital expenditure is to renovate, replace on the same site, or expand the entirety or a portion of an existing health service facility that is located on the main campus.
  - (2) The capital expenditure does not result in (i) a change in bed capacity as defined in G.S. 131E-176(5) or (ii) the addition of a health service facility or any other new institutional health service other than that allowed in G.S. 131E-176(16)b.
  - (3) The licensed health service facility proposing to incur the capital expenditure shall provide prior written notice to the Department along with supporting documentation to demonstrate that it meets the exemption criteria of this subsection.

The CON law defines certain terms that are relevant to this exemption statute, as follows:

“Health service facility” includes a hospital.

“Main campus” means all of the following (a) 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 buildings and grounds adjacent to that main building, and (b) other areas and structures that are not strictly contiguous to the main building but are located within 250 yards of the main building.

“Change in bed capacity” means (a) any relocation of health service facility beds, or dialysis stations from one licensed facility or campus to another, or (b) any redistribution of health service facility bed capacity among the categories of health service facility bed as defined in G.S. 131E-176(9c), or (c) any increase in the number of health service facility beds, or dialysis stations in kidney disease treatment centers, including freestanding dialysis units.

*See* N.C. Gen. Stat. § 131E-176 (5), (9b), (14n) (CON definitions).

2. Exemptions for Replacement Equipment— N.C. Gen. Stat. §§ 131E-184(a)(7), (f)

The CON statutes contain two exemptions provisions for replacement equipment. The first is in N.C. Gen. Stat. §§ 131E-184(a)(7):

- (a) Except as provided in subsection (b), the Department shall exempt from certificate of need review a new institutional health service if it receives prior written notice from the entity proposing the new institutional health service, which notice includes an explanation of why the new institutional health service is required, for any of the following:

\* \* \*

- (7) To provide replacement equipment.

The second is in N.C. Gen. Stat. §§ 131E-184(f):

- (f) 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(22a) if all of the following conditions are met:
- (1) The equipment being 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.

The CON statutes and regulations define certain terms that are relevant to both of these exemption provisions, as follows:

*“Replacement equipment”* means equipment that costs less than two million dollars (\$ 2,000,000) and is purchased for the sole purpose of replacing comparable medical equipment currently in use which will be sold or otherwise disposed of when replaced. In determining whether the replacement equipment costs less than two million dollars (\$ 2,000,000), the costs of equipment, studies, surveys, designs, plans, working Drawings, specifications, construction, installation, and other activities essential to acquiring and making operational the replacement equipment shall be included. The capital expenditure for the equipment shall be deemed to be the fair market value of the equipment or the cost of the equipment, whichever is greater.

*“Comparable medical equipment”* means equipment which is functionally similar and which is used for the same diagnostic or treatment purposes.

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

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

See N.C. Gen. Stat. § 131E-176 (22a); 10A NCAC 14C .0303 (replacement equipment regulations).

Below, we explain the details of the Renovation Project and how the Renovation Project meets the requirements for being exempt from CON review.

**Part I:**  
**The Facility Renovation, Replacement, and Expansion**  
**Components of the Renovation Project**

CVMC is a general acute care hospital with a total licensed bed capacity of 258 beds. CVMC's licensed bed capacity includes 200 general acute care beds, 20 inpatient rehabilitation beds, and 38 inpatient psychiatric beds. See Attachment I for a copy of CVMC's 2017 Hospital License. The hospital has undergone multiple expansion and renovation projects throughout the years, with its most recent major renovation project approved by the Certificate of Need Section in 2008 (Project ID# E-8126-08). That project involved the construction of a new hospital pavilion which

in turn allowed for the relocation of multiple inpatient units with an expanded number of private rooms.

*A. Facility Renovation Project Overview*

The purpose of CVMC's Renovation Project is to "right size" facilities to match the changing needs of its patient population, by renovating, replacing, and/or expanding sections of the hospital that are located on the first floor of its main campus. Specifically, the Renovation Project involves renovating, replacing, and expanding space within the existing Emergency Department ("ED") to improve patient flow for both medical and behavioral health patients. It also involves relocating all existing cardiology services and equipment to space that will be renovated, replaced, and expanded and contiguous to the ED, the entry point for many cardiac patients. The relocation of these existing services will allow CVMC to consolidate related cardiology services. All totaled, the Renovation Project will involve 39,046 square feet, of which 28,331 square feet will be renovated and 10,715 square feet will be an expansion through new construction.

*B. The Facility Renovation Project Is Exempt From CON Review*

All components of the Renovation Project for renovating, replacing, and/or expanding existing sections of the hospital that are located on the first floor of its main campus are exempt from CON review pursuant to N.C. Gen. Stat. § 131E-184(g)1-3.

Capital Costs Exceed \$2 Million. The total capital costs for the Renovation Project will be \$27,040,244. A breakdown of the proposed costs is provided in Attachment II.<sup>1</sup> Attachment III is a letter from the architect attesting to the completeness and correctness of the construction-related costs.

Renovation, Replacement & Expansion of Existing Hospital Located on Main Campus. All of the proposed renovations, replacements, and/or expansions of the hospital will occur on the "main campus" of the existing hospital, which is located at 810 Fairgrove Church Road, Hickory, NC. Drawings of the appropriate portions of the existing hospital first floor where renovation, replacement, and expansion are proposed is provided in Attachment IV. The building in which this work will occur is the "main campus" of the hospital because this site is "the main building from which [the hospital] provides clinical patient services and exercises financial and administrative control over the entire facility, including the buildings and grounds adjacent to that main building." See N.C. Gen. Stat. § 131E-176(14n) (defining main campus). For example, CVMC's entire executive administrative suite, including the office of its President and CEO, is located on the lower level of this building.

No Change in Bed Capacity. The Renovation Project will not result in any change in bed capacity as defined in N.C. Gen. Stat. § 131E-176(5). Specifically, Renovation Project does not involve

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<sup>1</sup> The capital cost total includes the cost of all replacement equipment involved in the Renovation Project. The exemption requirements for the replacement equipment are addressed in Part II.

any relocation of any health service facility beds or dialysis stations from one licensed facility or campus to another; any distribution of health service facility beds among the categories defined in N.C. Gen. Stat. § 131E-176(9c); or any increase in the number of health service facility beds or dialysis stations, including freestanding dialysis units.

*No Other New Institutional Health Services.* The Renovation Project to renovate, replace, and/or expand portions of the existing hospital will not result in the addition of a “health service facility” or any other “new institutional health service” other than that allowed in G.S. 131E-176(16)b. For instance, the Renovation Project does not result in the development or offering of a new health service (131E-176(16)f); the acquisition of regulated equipment (131E-176(16)fl.); the conversion of non-health service facility beds to health service facility beds (131E-176(16)m); the construction, development, establishment, increase in the number or relocation of an operating room or gastrointestinal endoscopy room in a licensed health service facility (131E-176(16)u); the change in designation of an operating room to a gastrointestinal endoscopy room or a gastrointestinal endoscopy room to an operating room; (131E-176(16)v); the acquisition of major medical equipment, other than replacement equipment that is exempt for CON review as addressed in Part II of this letter; or any other matter requiring a CON.

### *C. Emergency Department Renovation Details*

*The Need for Renovations and Expansion.* The ED at CVMC was last renovated in 2003. Since that time the number of visits has risen from 44,752 to 59,259 in 2016. The acuity of patients has increased such that admissions from the ED now account for 67% of total inpatient admissions in 2016, up from 51% of inpatients in 2003. Likewise, the number of patients seen in the ED in need of behavioral health services has also risen. Behavioral health patients treated in the ED, whether adult or adolescent, require significant resources. To avoid potential safety risks, these patients require close observation to minimize risks to themselves or others. They routinely require extensive time in the ED until their emergent issues can be resolved. Adult and geriatric behavioral health patients requiring inpatient admission can often be accommodated at CVMC which operates an inpatient psychiatric unit. However, because the unit often operates at capacity, even adult patients routinely require lengths of stay in the ED averaging approximately eight (8) hours. Children and adolescents with behavioral health issues routinely encounter even longer stays in the ED since CVMC’s psychiatric unit is not capable of treating these patients. Because CVMC’s ED routinely encounters difficulties finding appropriate inpatient placement for these patients, they may encounter lengths of stay in the ED averaging approximately 24 hours, with some stays extending several days.

Patients arriving to the ED by ambulance have also shown tremendous volume growth over a relatively short timeframe. CVMC has realized a 41% growth in ambulance arrivals since 2013 which is an increase from 16 patients per day to 27 patients per day. This, combined with the multiple ED and inpatient transfers out of the facility often times leaves the existing 2 ambulance bays bottle-necked, requiring ambulances to off-load in the drive.

According to the latest statistics from the Emergency Department Benchmarking Alliance, the median “door to provider” time for all Emergency Departments in its database has decreased to about 28 minutes; however the median “door-to-provider” time at CVMC in 2016 was approximately 45 minutes. To better accommodate these challenges, CVMC plans to expand the existing ED to improve capacity as well as the flow of patients within the department.

*Details of the ED Renovation and Expansion.* The ED renovation, replacement, and expansion will include a renovation of an existing 23,342 square feet within the current ED, and an addition of 6,595 square feet in new construction for a total of 29,937 square feet. The expansion will increase the number of treatment spaces from 34 to 45. The renovation will also include the redesign of the triage area and result in four (4) vertical care treatment bays. These vertical care spaces allow for quick treatment and disposition for patients that would otherwise be treated in an urgent care setting. The renovation will also allow for the redesign of the care team structure to include care team pods that can be quickly opened during times of volume surges.

Care for morbidly obese patients will be improved by developing a bariatric patient room. This room will be equipped with a ceiling lift to assist staff with patient movement and located next to bathroom and shower facilities appropriately sized for bariatric patients. This will provide these patients with personal care opportunities they may not have access to at their own home.

Other features of the ED renovation include two new isolation rooms located near the ambulance bay to better deal with the increase in communicable diseases. These rooms will safely accommodate patients with Ebola and other highly contagious and deadly communicable diseases. Renovations are also planned to the decontamination room to create more usable space to better handle hazardous material exposures. Clinical support space will also be expanded to improve work flow within the department.

To address the increase in behavioral health patients treated in the ED, a dedicated access-controlled area will be developed. This space will include a patient day room with natural lighting, two shower/bathrooms, two group rooms, four private rooms, and a control/sitter station. The control/sitter area will provide staff with direct visualization of patients along with monitored camera observation. The location of this area provides private entry for direct access from the ambulance bay for patients arriving via ambulance or by law enforcement vehicle. In addition to improvements to the physical space, the number of pneumatic tube stations will be increased from two to three to improve lab turn-around time and improve patient throughput.

To address the increase in ambulance traffic to and from the ED, the Renovation Project includes the construction of a third ambulance bay adjacent to the existing two bays.

See Attachment IV for Drawings showing the ED renovation and expansion and the proposed ambulance bay location.

*D. Cardiology Services Renovation Details*

Cardiology services are presently provided in multiple locations on the first floor of the main campus of the hospital. The Renovation Project will provide for the consolidation of cardiology services into one Cardiology Suite on the first floor. Currently, the Cardiac Catheterization Lab and the Electrophysiology (EP) Lab are located within the Radiology Suite on the first floor—while Nuclear Medicine, Cardiovascular Ultrasound, and the Cardiac Stress Lab are located in another area on the first floor of the hospital. The Renovation Project will allow for the relocation of all these departments to newly constructed space contiguous to the ED. The creation of a consolidated cardiology area will allow for more efficient utilization of staff and will improve physician productivity.

Cardiology services have grown significantly over the past few years as evidenced by the growth from 2013 to 2016 listed in the table below.

	<b>CY2013 Procedures</b>	<b>CY2016 Procedures</b>	<b>Percent Increase</b>
Cardiac Catheterization	439	734	67.20%
Electrophysiology Lab	226	354	56.64%
Cardiac Stress Lab	432	1173	171.53%
Cardiac Nuclear Medicine	905	1116	23.31%
Cardiovascular Ultrasound	3579	7752	116.59%
Holter Monitors	541	1106	104.44%

Clinical support space for these departments is currently inadequate to meet the needs of patients and provide the equipment and supplies needed. Expanded clinical support space will include an appropriately-sized physician reading area, a separate reception and waiting area for cardiology patients and the creation of six (6) prep/recovery areas dedicated to cardiology patients. The prep/recovery area will include a private room equipped with a bariatric patient lift to allow for the care of the morbidly obese as well as isolation patients. Other areas to be expanded include equipment storage areas, supply and implant storage rooms, staff locker rooms and a staff/physician break room. At 3,249 square feet, the current allocated “footprint” for cardiology services is simply inadequate to accommodate current patient loads. The Cardiology expansion will include a renovation of an existing 4,989 square feet, and an addition of 4,120 square feet in new construction for a total of 9,109 square feet—all of which will be located on the first floor of the hospital’s main campus and be contiguous to the ED. This new consolidated cardiology service area will provide adequate space to safely care for the increasing number of cardiac patients.

Certain of the capital costs of this Renovation Project will be shared between the ED and Cardiology renovations. Those are:

- Upgraded nurse call system at a price of \$300,000. The current system has reached its useful life and will be replaced with a safer, more reliable system.
- Central cardiac monitoring system at \$675,000. This equipment upgrade will increase the number of monitored beds from 18 to 33 in the ED and include the addition of six prep/recovery bays in the Cardiology Service suite.



- Information Technology at \$1,000,000. This cost will cover cabling, telecommunications and computer workstations.
- Overhead Paging System at \$100,000.
- Security Cameras and Doors at \$170,000.

Much of the equipment proposed for the Cardiology Suite will be relocated from existing areas within the hospital. Equipment from Nuclear Medicine, Cardiovascular Ultrasound, and the Cardiac Stress Lab will be relocated to the new Cardiology Suite. New equipment proposed for new Cardiology Suite will also involve replacement equipment for (i) Cardiac Catheterization Lab imaging and hemodynamic system and (ii) Electrophysiology (“EP”) Lab imaging system, as discussed in the next section.

## **Part II:** **Replacement Equipment**

The Renovation Project includes the acquisition of replacement equipment for both CVMC’s (i) existing cardiac catheterization lab imaging system and hemodynamic system (collectively, the “Cath System”) and (ii) existing EP lab imaging system (“EP Imaging System”). (CVMC understands that it could have submitted this replacement equipment exemption notice separately from its notice concerning the renovation, relocation, and expansion. However, CVMC believes that submitting a single notice is more efficient for both CVMC and the CON Section.)

### *A. Cath System Replacement Equipment*

The replacement of the existing Cath System is exempt from CON review pursuant to N.C. Gen. Stat. § 131E-184(f)—or in the alternative, it is exempt pursuant to N.C. Gen. Stat. § 131E-184(a)(7) if the cost of the replacement equipment is deemed to be less than \$2 million.

The existing Cath System is described on Attachment V (Cath Equipment Comparison Chart). The existing Cath System was purchased in 2008. The Cath System was new at the time of purchase, is currently in use at CVMC, and has been continuously in service since its installation at CVCM.

A CON was not required for CVMC’s acquisition of the existing Cath System. CVMC’s original cardiac catheterization equipment was purchased in 1989, prior to changes to the CON law that required CON approval for acquiring cardiac catheterization equipment. Since that time, on a number of occasions, CVMC has acquired new cardiac catheterization equipment that the CON Section determined was exempt from CON review as “replacement equipment.” In this regard, the most recent replacement of existing cardiac catheterization equipment was undertaken in 2008, and a copy of CON Section’s letter approving the acquisition as exempt from CON review is attached as Attachment VI (CON Cath Exemption Letter).

The proposed replacement Cath System is described on Attachment V (Cath Equipment Comparison Chart) and Attachments VIII and IX (Cath Vendors Quotes)<sup>2</sup>. The replacement Cath System will be located in the new Cardiology Suite, which, as Part I demonstrates, will be located on CVMC's main campus. See Attachment IV (Drawings).

CVMC will acquire this equipment by purchase, and it will be new at the time of purchase. The replacement Cath System will be functionally similar to, and used for the same treatment purposes as, the existing Cath System. The replacement Cath System will have the same basic technology as the existing equipment and will be used to provide cardiac catheterization services. Further details about the replacement Cath System are contained in Attachment V (Cath Equipment Comparison Chart) and Attachments VIII and IX (Cath Vendors Quotes).

The acquisition of the replacement Cath System 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 Cath System is acquired. For additional information comparing the existing and replacement Cath System, please see Attachment V (Cath Equipment Comparison Chart).

The cost of the replacement Cath System will be \$1,001,518. See Attachments VIII and IX (Cath Vendors Quotes reflecting \$773,118 for the imaging system and \$228,330 for the hemodynamic system)<sup>3</sup>. It is difficult to determine the precise amount of the total capital costs for the Renovation Project that should be allocated to the replacement equipment as additional costs for all "activities essential to acquiring and making operational the replacement equipment." However, this appears irrelevant because no matter the amount of such additional costs, the acquisition will be exempt from CON review. For instance, as long as the total additional costs for all activities essential to acquiring and making the replacement equipment operational do not exceed \$998,481.99, the acquisition of the equipment would cost less than \$2 million and would be exempt under N.C. Gen. Stat. § 131E-184(a)(7). However, if the total additional costs for all activities essential to acquiring and making the replacement equipment operational exceed \$998,481.99, the acquisition of the equipment would cost \$2 million or more and would be exempt under N.C. Gen. Stat. § 131E-184(f). Either way, the acquisition is exempt.

As noted above, the replacement Cath System will be installed and located in the new Cardiology Suite that is developed as part of the Renovation Project. Upon the installation of the new replacement Cath System, the existing Cath System will be repurposed for interventional radiology and no longer used for cardiac catheterizations, as follows:

- The existing Cath System will remain in its current location within the radiology suite on the first floor.

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<sup>2</sup> CVMC proposes to acquire the Cath System's imaging system component from Seimens for \$773,118 (see Attachment VIII) and the Cath System's hemodynamic system from GE for \$228,330 (see Attachment IX).

<sup>3</sup> CVMC proposes to acquire the Cath System's imaging system component from Seimens for \$773,118 (see Attachment VIII) and the Cath System's hemodynamic system from GE for \$228,330 (see Attachment IX).

- That location will be used as an interventional radiology room.
- The existing Cath System will be “repurposed” and used exclusively for interventional radiology and will not be used at all for cardiac catheterizations.

Hence, CVMC has elected to repurpose the existing Cath System for interventional radiology, instead of selling or otherwise actually disposing of this system.<sup>4</sup>

For the foregoing reasons, the acquisition of the replacement Cath System is exempt from CON review.

*B. EP Replacement Equipment*

The replacement of the existing EP Imaging System is exempt from CON review pursuant to N.C. Gen. Stat. § 131E-184(f)—or in the alternative, it is exempt pursuant to N.C. Gen. Stat. § 131E-184(a)(7) if the cost of the replacement is deemed to be less than \$2 million.

The existing EP Imaging System is described on Attachment X (EP Equipment Comparison Chart). The existing EP Imaging System was purchased in 2007. The EP Imaging System was new at the time of purchase, is currently in use at CVMC, and has been continuously in service since its installation at CVCM.

A CON was not required for CVMC’s acquisition of the existing EP Imaging System. All of CVMC’s EP Imaging System equipment, including its prior and existing EP Imaging System, has been acquired for less than \$750,000, which results in the prior and existing equipment not being “major medical equipment” and not requiring the CON. Specifically, the existing EP Imaging System was acquired for a total cost of \$697,206.

The proposed replacement EP Imaging System is described on Attachment X (EP Equipment Comparison Chart) and Attachment XI (EP Vendor Quote). The replacement EP Imaging System will be located in the new Cardiology Suite, which, as Part I demonstrates, will be located on CVMC’s main campus. See Attachment IV (Drawings).

CVMC will acquire this equipment by purchase, and it will be new at the time of purchase. The replacement EP Imaging System will be functionally similar to, and used for the same treatment purposes as, the existing EP Imaging System. The replacement EP Imaging System will have the same basic technology as the existing equipment and will be used to provide electrophysiology

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<sup>4</sup> Because CVMC already owns this equipment and will limit its use to interventional radiology, the repurposing of the equipment is not subject to CON review. Further, even if the repurposing were deemed to be an “acquisition,” the acquisition would not be subject to review. The fair market value of the repurposed equipment is only \$100,000 (see Attachments V (Cath Equipment Comparison Chart) and Attachment VII (FMV Correspondence)), which means the repurposed equipment is not “major medical equipment” under N.C. Gen. Stat. § 131E-176(14o) (major medical equipment is equipment that costs more than \$750,000).

services. Further details about the replacement EP Imaging System are contained in Attachment X (EP Equipment Comparison Chart) and Attachment XI (EP Vendor Quote).

The acquisition of the replacement EP Imaging System 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 EP Imaging System is acquired. For additional information comparing the existing and replacement EP Imaging System, please see Attachment X (EP Equipment Comparison Chart).

The cost of the replacement EP Imaging System will be \$773,188. See Attachment XI (EP Vendor Quote). It is difficult to determine the precise amount of the total capital costs for the Renovation Project that should be allocated to the replacement equipment as additional costs for all “activities essential to acquiring and making operational the replacement equipment.” However, this appears irrelevant because no matter the amount of such additional costs, the acquisition will be exempt from CON review. For instance, as long as the total additional costs for all activities essential to acquiring and making the replacement equipment operational do not exceed \$1,226,811.99, the acquisition of the equipment would cost less than \$2 million and would be exempt under N.C. Gen. Stat. § 131E-184(a)(7). However, if the total additional costs for all activities essential to acquiring and making the replacement equipment operational exceed \$1,226,811.99, the acquisition of the equipment would cost \$2 million or more and would be exempt under N.C. Gen. Stat. § 131E-184(f). Either way, the acquisition is exempt.

CVMC’s existing EP Imaging System, together with CVMC’s other existing EP equipment (the “Other EP Equipment”), are currently located in the EP lab (which is part of the radiology suite). Upon the development of the new cardiology suite and the acquisition of the replacement EP System, both the replacement EP System and the existing Other EP Equipment will be located in the new cardiology suite. At that time, the existing EP Imaging System will be repurposed for general imaging studies and no longer used for EP services, as follows:

- The existing EP Imaging System will remain in its current location in the radiology suite on the first floor.
- That location will be used for general imaging studies.
- The existing EP Imaging System will be “repurposed” and used exclusively for general imaging studies and will not be used at all for EP services.

Hence, CVMC has elected to repurpose the existing EP Imaging System for general imaging services, instead of selling or otherwise actually disposing of this system.<sup>5</sup>

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<sup>5</sup>Because CVMC already owns this equipment and will limit its use to general imaging services, the repurposing of the equipment is not subject to CON review. Further, even if the repurposing were deemed to be an “acquisition,” the acquisition would not be subject to review. The fair market value of the repurposed equipment is only \$50,000 (see Attachments X (EP Equipment Comparison Chart) and Attachment XII (EP FMV correspondence), which means the

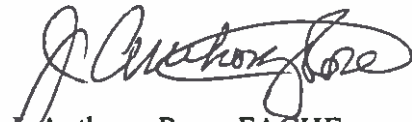
J. Anthony Rose, FACHE  
Exemption Catawba Valley Medical Center  
April 11, 2017  
Page 13

For the foregoing reasons, the acquisition of the replacement EP Imaging System is exempt from CON review.

### **Conclusion**

We would appreciate written confirmation from the CON Section that the Renovation Project as proposed is exempt from CON review. Please contact Aarti Sura at 828-732-7162 or [asura@catawbavalley.com](mailto:asura@catawbavalley.com) if you have questions related to the proposal or if you need additional information.

Sincerely,



J. Anthony Rose, FACHE  
President and CEO

cc:

### **Attachments**

- I: 2017 Hospital License
- II: Capital Costs Entire Project
- III: Architect Cost Certification Letter
- IV: Drawings
- V: Cath Equipment Comparison Chart
- VI: 2008 CON Section Correspondence
- VII: Cath System Fair Market Value Communication
- VIII: Cath System Seimens Quote
- IX: Cath System GE Quote
- X: EP Equipment Comparison Chart
- XI: EP Seimens Quote
- XII: EP System Fair Market Value Communication

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repurposed equipment is not "major medical equipment" under N.C. Gen. Stat. § 131E-176(14o)(major medical equipment is equipment that costs more than \$750,000).

# State of North Carolina

Department of Health and Human Services  
Division of Health Service Regulation

*Effective January 01, 2017, this license is issued to  
County of Catawba*

*to operate a hospital known as  
Catawba Valley Medical Center  
located in Hickory, North Carolina, Catawba County.*

*This license is issued subject to the statutes of the  
State of North Carolina, is not transferable and shall remain  
in effect until amended by the issuing agency.*

*Facility ID: 933080  
License Number: H0223*

**Bed Capacity: 258**

**General Acute 200, Rehabilitation 20, Psych 38,**

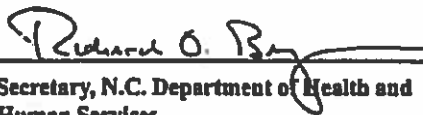
**Dedicated Inpatient Surgical Operating Rooms: 1**

**Dedicated Ambulatory Surgical Operating Rooms: 0**

**Shared Surgical Operating Rooms: 12**

**Dedicated Endoscopy Rooms: 2**

Authorized by:

  
Secretary, N.C. Department of Health and  
Human Services



  
Director, Division of Health Service Regulation

**PROPOSED TOTAL CAPITAL COST OF PROJECT**

Project Name: ED & Cardiology Expansion Project

Provider/Company: Catawba Valley Medical Center


<b>A. Site Costs</b>		
Full purchase price of land .....		
Closing costs .....		
Site Inspection and Survey .....		
Legal fees and subsoil investigation .....		
Site Preparation Costs .....		
Soil Borings .....		
Clearing Landwork .....		
Final Grade for Slab .....		
Roads/Paving .....		
Concrete Sidewalks .....		
Water and Sewer .....		
Footing Excavation .....		
Footing Backfill .....		
Termite Treatment .....		
Other (Specify) .....		
Sub-Total Site Costs .....		<u>In Construction</u>
<b>B. Construction Contract</b>		
Cost of Materials .....		
General Requirements .....		
Concrete/Masonry .....		
Woods/Doors & Windows/Finishes .....		
Thermal & Moisture protection .....		
Equipment/Specialty Items .....		
Mechanical/Electrical .....		
Sub-Total Cost of Materials .....		
Cost of Labor .....		
Ambulance Bay .....		
Sub-Total Construction Contract .....		<u>\$17,367,243</u>
<b>C. Miscellaneous Project Costs</b>		
Building Purchase .....	\$0	
Fixed Equipment Purchase/Lease .....	\$2,444,879	
Movable Equipment Purchase/Lease .....	\$1,800,076	
Furniture .....	\$430,937	
Information Technology .....	\$1,000,000	
Signage (Interior & Exterior) .....	\$147,156	
Pneumatic Tube .....	\$100,000	
Nurse Call System .....	\$300,000	
Paging System .....	\$100,000	
Security Cameras & Doors .....	\$170,000	
Furniture Moves / FF&E Relocation Fees .....	\$205,000	
Advertisement - Bidding .....	\$1,000	
Asbestos: Testing, Abatement, Remediation, Planning .....	\$3,000	
Builder's Risk Insurance .....	\$15,000	
Contingency (Construction) .....	\$1,411,663	
Contingency (Equipment) .....	\$103,332	
DHHR Application Fee .....	\$27,000	
Sub Surface Exploration (S+ML) .....	\$7,900	
Materials Testing & Special Inspections .....	\$10,000	
Pre-Con Fee (Rudgers Builders) .....	\$101,000	
Test & Balance .....	\$7,500	
Feasibility Study .....	\$0	
Landscaping .....		
Consultant Fees		
Architect, Engineering & Design Fees (Perkins Eastman) .....	\$1,061,700	
Engineering Fee (Non Perkins Eastman) .....	\$5,848	
Legal Fees .....		
Market Analysis .....		
Signage Fees .....	\$10,000	
Financing Costs (e.g. Bond, Loan, etc.) .....		
Interest During Construction .....		
Space Mock-Up Fees .....	\$10,000	
Sub-Total Miscellaneous .....		<u>\$9,672,981</u>

Total Capital Cost of the Project \$ 27,040,244.00

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

 NC LIC 81628 Date Certified 3-1-2017

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

 Date Signed 3-1-2017

# Perkins Eastman

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Creativity  
Humanity  
Purpose

---

March 7, 2017

Mr. Scott Echelberger, FACHE, Vice President  
Catawba Valley Medical Center  
810 Fairgrove Church Road  
Hickory, NC 28602

Re: Cost Certification Letter  
Project Name: CVMC – Emergency Department and Cardiology Addition and  
Renovation

Dear Mr. Echelberger:

Perkins Eastman has been pleased to work with the Catawba Valley Medical Center to develop the Certificate of Need Exemption Package for the Emergency Department and Cardiology Addition and Renovation project.

The project will occur on the first floor of the Medical Center, and the scope includes the renovation of the existing emergency department in its entirety along with the current non-invasive cardiology area. The area of renovated space is 28,331 square feet. Additional space for the ED and Cardiology will be provided through new construction of 10,715 square feet of space adjoining the current Emergency Department. The existing ambulance bay will also be expanded.

Our estimate for construction related costs for the building are:

Building Construction Costs: \$ 17,367,263.00  
A/E Fees: \$ 1,061,700.00

Sincerely,

**Pat Burke**

James K. Burke  
Associate Principal  
NC License # 8168

Digitally signed by Pat Burke  
DN: cn=Pat Burke, o=Perkins Eastman, ou,  
email=p.burke@perkinseastman.com, c=US  
Date: 2017.03.07 12:52:14 -0500

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New York  
Boston  
Charlotte  
Chicago  
Dallas  
Los Angeles  
Pittsburgh  
San Francisco  
Stamford  
Washington DC  
Toronto  
Shanghai  
Guayaquil  
Mumbai  
Dubai

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Perkins Eastman  
Architects DPC  
520 West Sixth Street  
Charlotte North Carolina 28202  
t 704.940 0501

[www.perkinseastman.com](http://www.perkinseastman.com)

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EXEMPTION  
SUPPORTING  
EVIDENCE

Issue Date  
03.01.2017

COLOR KEY



Renovation



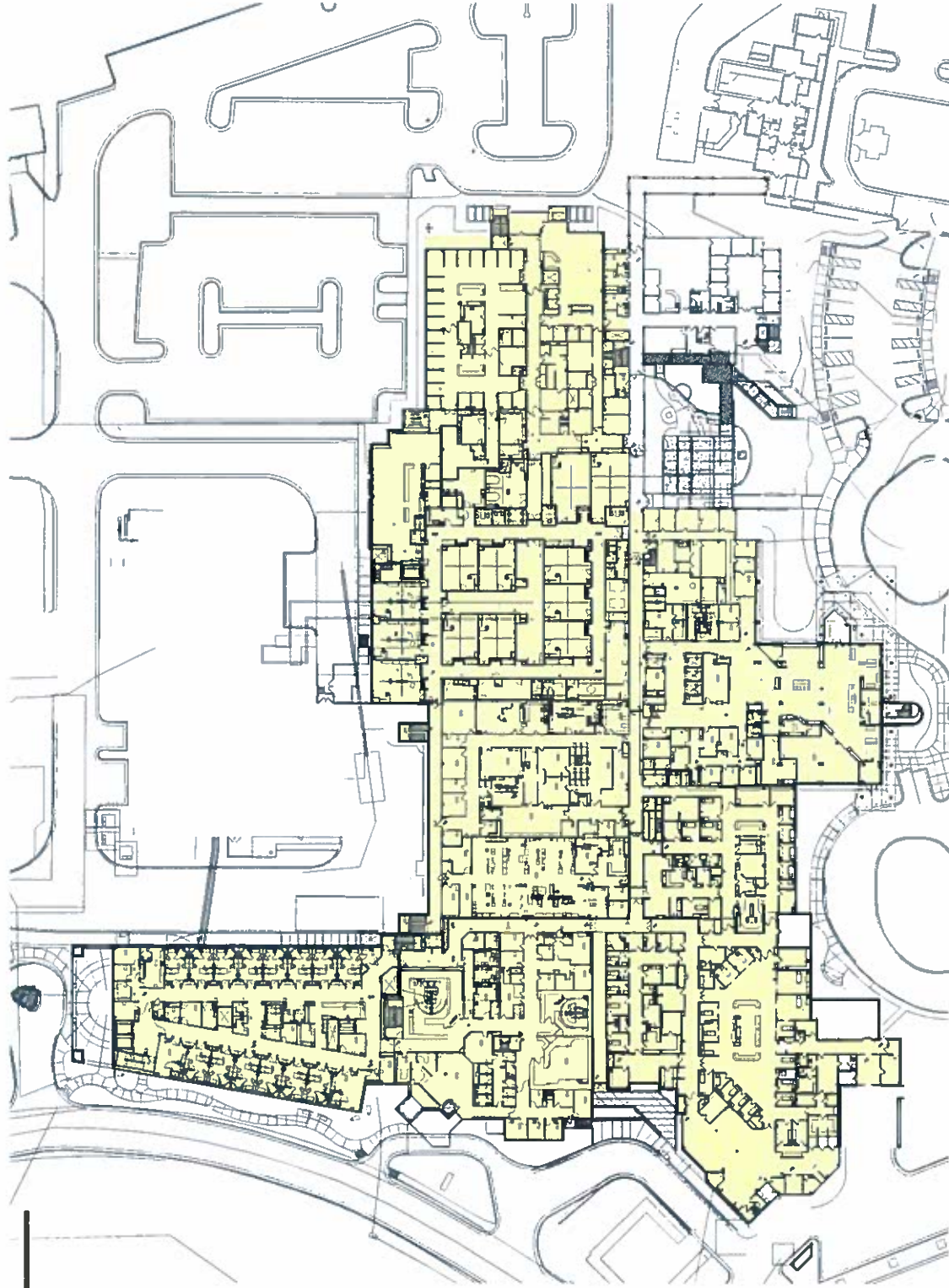
Existing Building



New Construction



Regulated Asset  
(Cath & EP Labs)



EXISTING LEVEL 1 PLAN

Emergency & Cardiology Department  
Addition & Renovations



03.01.2017

**COLOR KEY**



Renovation



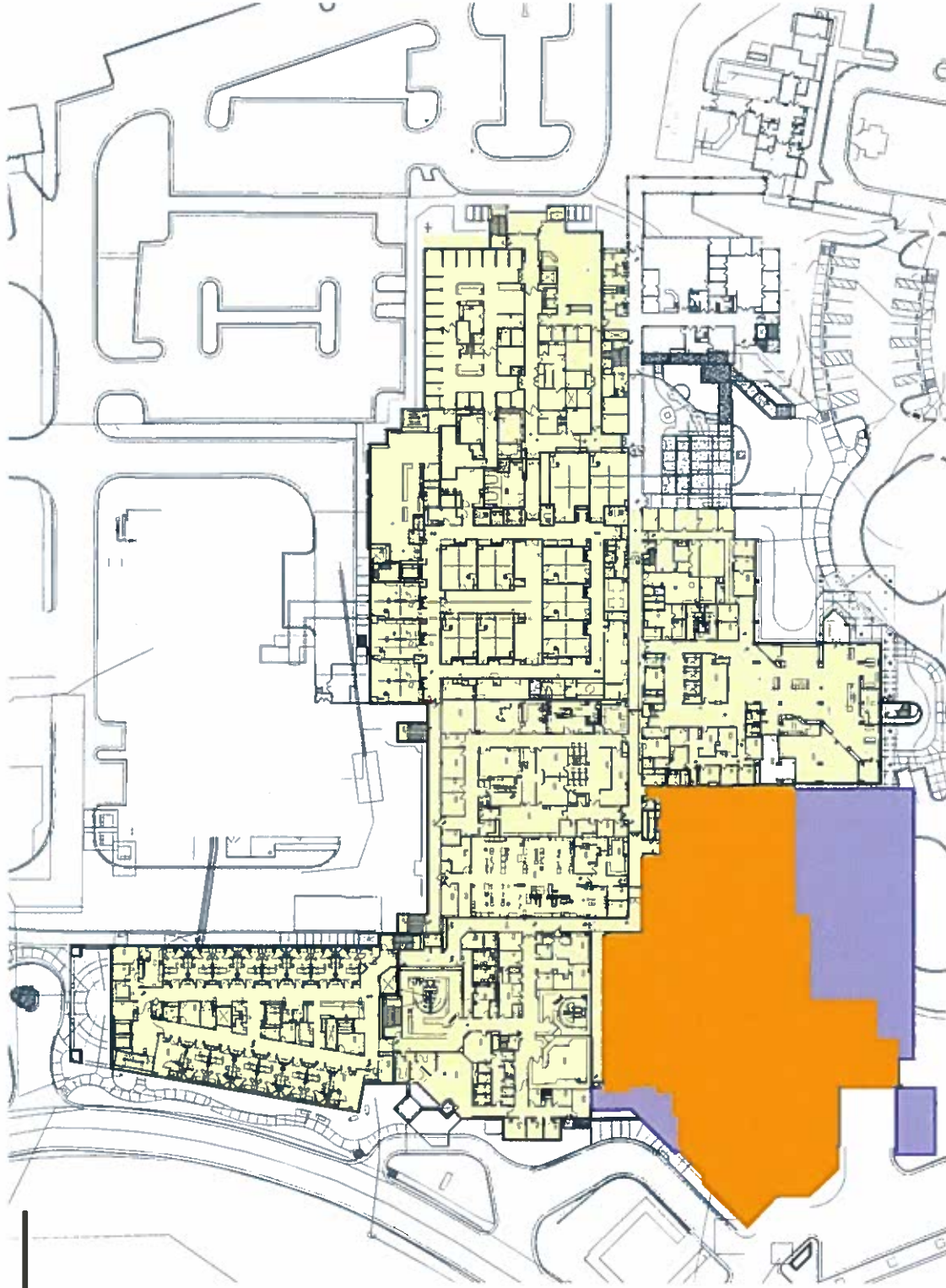
Existing Building



New Construction



Regulated Asset  
(Cath & E/P Labs)



**EXISTING LEVEL 1 PLAN (Project Location)**

Emergency & Cardiology Department  
Addition & Renovations



**CATAWBA VALLEY  
MEDICAL CENTER**

03.01.2017



**COLOR KEY**



Renovation



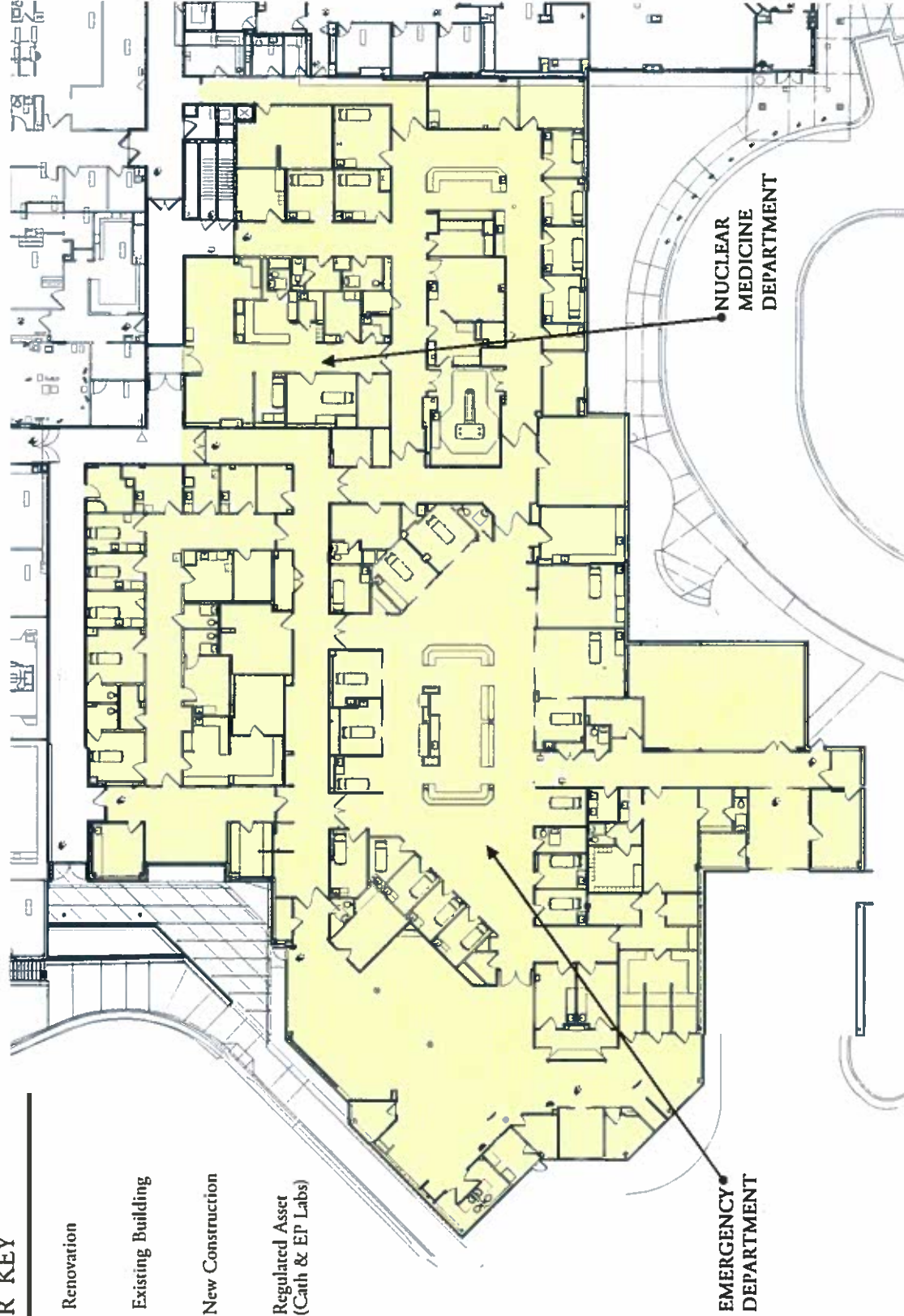
Existing Building



New Construction



Regulated Asset  
(Cath & EP Labs)



**ENLARGED LEVEL 1 PLAN (Existing)**





Emergency & Cardiology Department  
Addition & Renovations

03. 01. 2017



**CATAWBA VALLEY  
MEDICAL CENTER**

**COLOR KEY**

-  Renovation
-  Existing Building
-  New Construction
-  Regulated Asset (Cath & E/P Labs)



**ENLARGED LEVEL 1 PLAN**

Emergency & Cardiology Department  
Addition & Renovations

03.01.2017



**CATAWBA VALLEY  
MEDICAL CENTER**

**ATTACHMENT V**  
**CVMC EQUIPMENT COMPARISON: Cardiac Catheterization Lab REPLACEMENT EQUIPMENT**

	<b>EXISTING EQUIPMENT</b>	<b>REPLACEMENT EQUIPMENT</b>
Type of Equipment (List Each Component)	Artis Zee Ceiling, X-Ray System, Single Plane	Artis Zee Ceiling Pure, X-Ray System, Single Plane
Manufacturer of Equipment	Siemens	Siemens
Tesla Rating for MRIs	NA	NA
Model Number	10094137	14445998
Serial Number	146192	To be determined
Provider's Method of Identifying Equipment	Serial and model number	Serial and model number
Specify if Mobile or Fixed	Fixed	Fixed
Mobile Trailer Serial Number/VIN #	NA	NA
Date of Acquisition of Each Component	August 29, 2008	NA
Does Provider Hold Title to Equipment or Have a Capital Lease?	CVMC Owns	Will hold title
Specify if Equipment Was/Is New or Used When Acquired	New	New
Total Capital Cost of Project (including Construction, etc.) <Use Attached Form>	NA	\$27,040,244
Fair Market Value of Equipment	\$50,000	\$773,188.00
Net Purchase Price of Equipment	\$1,244,024	\$ 773,188.00 (attached quote)
Locations Where Operated	Catawba Valley Medical Center	Catawba Valley Medical Center
Number Days in Use/To be Used in N.C. Per Year	365	365
Percent of Change in Patient Charges (by Procedure)	NA	0
Percent of Change in Per Procedure Operating Expenses (by Procedure)	NA	0
Type of Procedures Currently Performed on Existing Equipment	Cardiac catheterizations	NA
Type of Procedures New Equipment is Capable of Performing	NA	Cardiac catheterizations

**ATTACHMENT V**  
**CVMC EQUIPMENT COMPARISON: Cardiac Catheterization Lab REPLACEMENT EQUIPMENT**

	<b>EXISTING EQUIPMENT</b>	<b>REPLACEMENT EQUIPMENT</b>
Type of Equipment (List Each Component)	AXIOM Sensis, Hemo Low	Mac-Lab/ CardioLab/ Centricity Cardiology INW System
Manufacturer of Equipment	Siemens	GE
Tesla Rating for MRIs	NA	NA
Model Number	Siemens Sensis 6634633	Maclab 6.9.6XT
Serial Number	3458	To be determined
Provider's Method of Identifying Equipment	Serial and model number	Serial and model number
Specify if Mobile or Fixed	Fixed	Fixed
Mobile Trailer Serial Number/VIN #	NA	NA
Date of Acquisition of Each Component	February 1, 2008	NA
Does Provider Hold Title to Equipment or Have a Capital Lease?	CVMC Owns	Will hold title
Specify if Equipment Was/Is New or Used When Acquired	New	New
Total Capital Cost of Project (including Construction, etc.) <Use Attached Form>	NA	\$27,040,244
Fair Market Value of Equipment	\$50,000	\$228,329.80
Net Purchase Price of Equipment	\$ 101,067.00	\$228,329.80 (attached quote)
Locations Where Operated	Catawba Valley Medical Center	Catawba Valley Medical Center
Number Days in Use/To be Used in N.C. Per Year	365	365
Percent of Change in Patient Charges (by Procedure)	NA	0
Percent of Change in Per Procedure Operating Expenses (by Procedure)	NA	0
Type of Procedures Currently Performed on Existing Equipment	Cardiac catheterizations	N/A
Type of Procedures New Equipment is Capable of Performing	N/A	Cardiac catheterizations





**North Carolina Department of Health and Human Services  
Division of Health Service Regulation  
Certificate of Need Section  
2704 Mail Service Center ■ Raleigh, North Carolina 27699-2704**

Michael F. Easley, Governor  
Dempsey Benton, Secretary

[www.ncdhhs.gov/dhsr](http://www.ncdhhs.gov/dhsr)

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

May 7, 2008

Mr. J. Anthony Rose  
President and CEO  
Catawba Valley Medical Center  
810 Fairgrove Church Road SE  
Hickory, NC 28602

*Scott - 7/11  
then file as appropriate*

RE: Exempt from Review - Replacement Equipment / Catawba Valley Medical Center /  
Replacement of Cardiac Catheterization Equipment / Catawba County  
FID # 933079

Dear Mr. Rose:

In response to your letters of July 6 and August 23, 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 Artic DTC cardiac catheterization equipment to replace the existing Phillips Integris 3000 cardiac catheterization equipment (serial number 3584970/00054). This determination is based on your representations that the existing unit will be removed from North Carolina and will not be used again in the State without first obtaining a certificate of need. Further please be advised that as soon as the replacement equipment is acquired, you must provide the CON Section and the Medical Facilities Planning Section with the serial number of the new equipment to update the inventory, if not already provided.

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,

*Les Brown*  
Les Brown, Project Analyst

*Lee B. Hoffman*  
Lee B. Hoffman, Chief  
Certificate of Need Section

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





## Cath Lab Fair Market Value

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>>> Frances Roper 02/23/2017 >>>

Ginger,

This is what I received from Tekyard.

If you need anything more please let me know.

Thanks, Frances

Yes ... \$100K conservative - \$125\$ max. That is only if the system can be brokered in place. If it is de-installed by someone other than the end-user buyer the system will lose most of its value. Let me know if you'd like us to gather info and market it around the world for you. Ed

Ed Callaway  
National Director of Sales and Service  
Tekyard, LLC  
1919 North Bridge Street  
Elkin, NC 28621  
Cell: 952-594-5787  
Skype: tekyard-ec  
E-Mail: [ec@tekyard.com](mailto:ec@tekyard.com)



Tekyard, LLC is a Minority Woman Owned Business Enterprise (WBE)

**From:** Frances Roper [mailto:FROPER@catawbavalleyinc.org]

**Sent:** Thursday, February 23, 2017 1:39 PM

**To:** Ed Callaway <[ec@tekyard.com](mailto:ec@tekyard.com)>

**Subject:** Re: FW: FAIR MARKET VALUE

Ed, Is this for both items? Frances

>>> Ed Callaway <[ec@tekyard.com](mailto:ec@tekyard.com)> 02/23/2017 12:36 PM >>>

Please see the below email. Ed

**From:** Imran Z. Chaudhry

**Sent:** Thursday, February 23, 2017 11:31 AM

**To:** Ed Callaway <[ec@tekyard.com](mailto:ec@tekyard.com)>; Taimoor Ashiq <[TAshiq@tekyard.com](mailto:TAshiq@tekyard.com)>

**Subject:** RE: FAIR MARKET VALUE

This is a cath lab (Angio) with monitoring. I would place the value around \$100,000. Based on limited info this is the best I can do. Here are links

Google

[https://www.google.com/search?q=siemens+artis+zee&og=siemens+artis+zee&aqs=chrome..69l57j0l5.6287j0j4&sourceid=chrome&ie=UTF-8#q=siemens+artis+zee+price&\\*>](https://www.google.com/search?q=siemens+artis+zee&og=siemens+artis+zee&aqs=chrome..69l57j0l5.6287j0j4&sourceid=chrome&ie=UTF-8#q=siemens+artis+zee+price&*>)

Similar model but floor mounted not ceiling. <https://www.dotmed.com/listing/cath-angio-lab/siemens/axiom-artis-zee-floor/2243567>

## Cath Lab Fair Market Value

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If you want better FMV estimation reach out to one of the dealers on following <https://www.dotmed.com/listings/search/equipment.html?key=Artis%20Zee&description=1055>

here is what the monitoring portion looks like <https://www.dotmed.com/listing/cath-lab-monitoring-/siemens/2008-axiom-sensis-xp/1050454>

Google for hemodynamic monitoring  
[https://www.google.com/search?q=siemens+axiom+sensis&oq=siemens+axiom+sen&aqs=chrome.69j69l57j0l2.4943j0j7&sourceid=chrome&ie=UTF-8#q=siemens+axiom+sensis+price&\\*>](https://www.google.com/search?q=siemens+axiom+sensis&oq=siemens+axiom+sen&aqs=chrome.69j69l57j0l2.4943j0j7&sourceid=chrome&ie=UTF-8#q=siemens+axiom+sensis+price&*>)

Price for hemodynamic monitoring <http://www.medwow.com/used-cardiac-catheterization-monitor/siemens/axiom-sensis-hemodynamic-system/924633072.item>

Imran

**From:** Ed Callaway  
**Sent:** Thursday, February 23, 2017 11:18 AM  
**To:** Imran Z. Chaudhry <[IC@tekyard.com](mailto:IC@tekyard.com)>; Taimoor Ashiq <[TAshiq@tekyard.com](mailto:TAshiq@tekyard.com)>  
**Subject:** FW: FAIR MARKET VALUE

Can you help? Please advise what additional info I need to gather. Thanks, Ed

**From:** Frances Roper [<mailto:FROPER@catawbavalleymc.org>]  
**Sent:** Thursday, February 23, 2017 11:07 AM  
**To:** Ed Callaway <[ec@tekyard.com](mailto:ec@tekyard.com)>  
**Subject:** FAIR MARKET VALUE

Hi Ed, Can you send me the Fair Market Value for these two pieces of equipment. Please see attachment. I need this ASAP for administration.

Thanks, Frances

Frances Roper  
Receiving/Distribution Specialist  
Catawba Valley Medical Center  
810 Fairgrove Church Road SE  
Hickory, North Carolina 28602  
Phone: 828-326-3579

Fax: 828-326-2459  
[froper@catawbavalleymc.org](mailto:froper@catawbavalleymc.org)

>>> Ginger Biggerstaff 02/23/2017 10:46 AM >>>

Thx for your quick attention to this CON supporting document as I realize you're covering various duties this week. I need the Fair Market Value (highlighted cell) of the 2 equipment items listed (2 pages attached). 24-48 hour turnaround is really needed.

Thx G

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



SIEMENS REPRESENTATIVE  
Mathew Hayes - (336) 263-4273

## PRELIMINARY PROPOSAL

Customer Number: 0000005129

Date: 2/7/2017

CATAWBA VALLEY MEDICAL CTR  
810 FAIRGROVE CHURCH RD  
HICKORY, NC 28602-9617

This proposal is valid till May 30 2017, this date supersedes any other validity date indicated in the proposal.

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Quote Nr: 1-H16U4Q Rev. 0

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### Artis zee ceiling

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

Qty	Part No.	Item Description
1	14445998	<b>Artis zee ceiling Interv. Card.</b> Artis zee ceiling for interventional cardiology 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. The ceiling-mounted C-arm offers highly flexible positioning. The motorized rotation of the C-arm from a head-end position to a lateral position allows for free head access and full patient coverage without rotating the table. The patient table is fitted with a freely movable patient positioning tabletop. The Megalix Cat Plus X-ray tube with flat emitter technology enables small focus sizes and strong, short X-ray pulses. The as20 flat detector is optimized for cardiology and allows for steep angulations. Frame rates up to 30 f/s and functions for displaying and storing ECG curves are included. The complete CARE+CLEAR package offers optimal image quality at the lowest reasonable dose. Live and reference images are displayed on two 19" flat screens in the exam room. In the control room live images are displayed on a third screen.
1	14434237	<b>Shielding kit, as20</b> Kit for shielding of electromagnetic fields (180 Hz) of the X-ray tube to avoid interference with the EP Measuring system, as well as for shielding the flat detector.
1	14432920	<b>DR acquisition mode</b> Digital acquisition technology with frame rates of 0.5 to 7.5 f/s in 1k/12 bit matrix and digital real-time filtration. Single image and serial acquisitions with time-controlled and manually variable frame rate.
1	14432947	<b>Fluoro Loop</b> Storage and review of dynamic fluoroscopic sequences (Fluoro Loop). This saves an additional acquisition and reduces dose. The maximum storable fluoroscopic time depends on the selected pulse rate, e.g. 34 s at 30 p/s, 68 s at 15 p/s.
1	14432942	<b>LV Analysis</b> Analysis of the left ventricular function of the heart.
2	14432953	<b>Lower body radiation protection</b> 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.

**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description
		<p>It provides the user an additional accessory rail. 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. The maximum weight of the accessory rails is 40 kg (88.2 lb).</p> <p>Product may not be used in conjunction with a TRUMPF or MAQUET surgery table.</p>
1	14434157	<p><b>Moveable upper body rad. protection</b> This radiation shield protects the user from scattered radiation. For room heights up to 290 cm/ 114.2". It includes a ceiling rail (4m/ 157.5"), a ceiling mounted and movable stand (80 cm/ 31.5"), a support arm (75 cm x 90 cm/ 29.5" x 35.4") and an acrylic glass. 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. Weight acrylic glass: 9 kg/ 19.8 lb. Weight support arm: 10 kg/ 22 lb. The operation range is limited when used with Artis floor/biplane MN.</p>
1	14440512	<p><b>LED Exam Light</b> Ceiling-mounted, flexible positionable examination light with focusable light system. It is fully integrated into the ceiling-installed radiation protection mounting unit. - 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</p>
1	14443011	<p><b>Large Display diagn. Protection</b> 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. Features: The laminated glass enforces high mechanical strenght and resistivity against mechanical impact, the special coating reduces reflections for a continuous image quality, excellent spectral transmissison of at least 98%, can be added to existing Artis Large Display installations. 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>
1	14432950	<p><b>DICOM RIS-Modality Worklist</b> Import of patient/examination data from an external RIS/HIS patient management system with DICOM MWL (Modality Worklist).</p>

## PRELIMINARY PROPOSAL

Qty	Part No.	Item Description
1	14434200	<p><b>Interface for existing Sensis</b>            Bi-directional communication interface (incl. set of cables) between Artis zee/Artis Q/Artis Q.zen and the Sensis hemodynamic and/or electrophysiology recording system.</p> <p>Contains an adapter cable for SVGA on 5x BNC.</p> <p>Recording, storage, and display of an ECG lead. Displayed together with the image information on a single monitor.</p>
1	14434172	<p><b>Large Display</b>            Preparation for the large color flat screen display on a ceiling-mounted, longitudinally mobile, swiveling, rotating, and height-adjustable display holder in the examination room.</p> <p>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 can be chosen with a separate position.</p>
1	14434176	<p><b>Large Display video controller 18</b>            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).</p>
1	14443012	<p><b>LD High Contrast panel size 55"</b>            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.</p>
1	AXA_INITIAL_3 2	<p><b>Initial onsite training 32 hrs</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 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	AXA_FOLLOW UP_24	<p><b>Follow-up training 24 hrs</b>            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.</p>
1	AXA_FOLLOW UP_12	<p><b>Follow-up training 12 hrs</b>            Up to (12) 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.</p>
1	AXA_PURE_E SSCL	<p><b>AX Artis PURE Essential Class</b>            Tuition for (1) imaging professional to attend Siemens class at Siemens Training Center. The Artis PURE Essentials Course is a 3.5-day classroom course beginning on Tuesday at 8:30 a.m. and ending on Friday at 12:00 p.m. It is designed to provide the participant with an in-depth knowledge of the essential functions of the Artis system as well as the skills needed to perform these functions. Through the use of demonstrations, lectures, and hands-on lab experience using an Artis system, participants will learn Artis system principles and workflows of patient examinations. Additionally, participants have the opportunity to meet other users and share their experiences and solutions to various challenges of the IR, cath lab, and the Hybrid OR environment. 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 by the later of (12) months from purchase or</p>

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



SIEMENS REPRESENTATIVE  
 Mathew Hayes - (336) 263-4273

**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description
		install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	AXA_ECLASS	<b>e.class-Virtual Instructor Led Training</b> 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.
2	NT60010635	<b>Blue anti-fatigue floor mat for hospital</b>
1	AXA_RIG_ZEE SP_STD	<b>Standard Rigging zee SP</b>
1	AXA_BUDG_A DDL_RIG	<b>Budgetary Add'l/Out of Scope Rigging \$15,000</b>

**System Total: \$773,188**

**PRELIMINARY PROPOSAL**

OPTIONS on Quote Nr: **1-H16U4Q Rev. 0**

**OPTIONS for Artis zee ceiling**

All items listed below are OPTIONS:

Qty	Part No.	Item Description	Extended Price
1	14432905	<b>4P wireless footswitch inst. of cbl</b> Wireless footswitch connection  Note: Wireless replaces the wired connection.	+ \$2,413
1	14434169	<b>CLEARstent Live</b> CLEARstent Live is a real-time stent enhancement tool and provides a stabilized view of the moving stent which is displayed on the Assist/Reference Monitor. CLEARstent Live allows real-time verification of stent positioning while moving the device. This enables the physician to precisely position the stent in relation to the anatomy of the heart and stents that already have been implanted. Contains both CLEARstent Live license and CLEARstent license.  The CLEARstent imaging function allows an improved display of fine stent structures, i.e. the grid of inflated stents. CLEARstent is a post-processed stent enhancement and may be used also on previously acquired images. Using the CLEARstent function special reference images from any scene or fluoroscopy scene acquired natively will be generated. Composite images are created by averaging several frames of a scene and by considering the alignment of balloon markers. If an ECG signal is available, the heart phase will also be taken into account.	+ \$9,736
1	14432957	<b>ECG-triggered FL</b> R-wave-triggered fluoroscopic pulse release for motion reduction also for low pulse rates.	+ \$8,421
1	14440411	<b>Intercom - Comfort</b> Intercom system for communication between examination room and control room. It includes - 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 The microphone of the examination room is installed on the ceiling.	+ \$972
1	14434168	<b>IVUSmap</b> With IVUSmap, it is possible to coregister intravascular ultrasound images and X-ray images on the Artis system. ECG-triggered Fluoro license is included.  With this item, a display is delivered additionally for the examination room if an Artis Large Display was not ordered. If an Artis Large Display is ordered, the configuration includes a connection kit for the Artis Large Display instead of the 19" display.	+ \$10,696
1	BART700PEDL	<b>Mark 7 Arterion, Pedestal System</b> The Arterion Mark 7 Pedestal contrast medium injector can be positioned anywhere at the patient positioning table on a mobile unit, for direct operation of all functions in the examination room.	+ \$27,067

## PRELIMINARY PROPOSAL

Qty	Part No.	Item Description	Extended Price
		<p>The injector system includes:</p> <ul style="list-style-type: none"> <li>A mobile pedestal stand with electronics unit, a contrast medium heater and a connection cable to the manual release.</li> <li>A support arm with injector head and a control lever for moving the injector head.</li> <li>A user control console with large touch screen and corresponding additional monitoring display on the injector head.</li> </ul> <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>	



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**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description	Extended Price
1	BINSART700P	<b>Arterion Pedestal Install</b>	+ \$1,545
1	EPW935515UP S	<b>Eaton Powerware 9355 15 kVA UPS</b> Includes UPS, battery, maintenance bypass panel, and one year on-site parts and labor coverage (24x7) by Eaton Powerware. This UPS is recommended when protection and uninterruptible power is required for the Artis' C-arm and table. Emergency fluoroscopy is not available with this UPS. If emergency fluoroscopy is required, the 9390 - 160 kVA UPS is recommended for the full system. One UPS per lab.	+ \$20,801

Additional seismic brackets are required to make this system OSHPD approved.

**FINANCING:** The equipment listed above may be financed through Siemens. Ask us about our full range of financial products that can be tailored to meet your business and cash flow requirements. For further information, please contact your local Sales Representative.

Siemens Healthcare is pleased to submit this Preliminary Pricing Proposal. A Preliminary Pricing Proposal is provided for planning purposes only; it is not contractually binding. To receive a contractually binding proposal for the Products listed above, inclusive of Terms, Conditions, and Warranty coverage, please contact your Siemens Healthcare Sales Representative.

Siemens Healthcare

Mathew Hayes  
 (336) 263-4273  
 mathew.hayes@siemens.com



GE Healthcare

Date: 02-17-2017  
Quote #: PR13-C9649  
Version #: 4

Catawba Valley Medical Center  
810 Fairgrove Church Rd  
Hickory NC 28602-9617

Attn: Carl Becker  
810 Fairgrove Church Rd Hickory  
NC 28602-9617

Date: 02-17-2017

**Quote Summary Heading**

Qty	Description	Ext Sell Price
	<b>1 - MacLab 6.9.6 R2</b>	
1	Maclob 696	\$144,839.80
	<b>CardioLab 6.9.5 to 6.9.6R2 Upgrade</b>	
1	Cardiolab Upgrades 696	\$6,650.00
	<b>INW Server &amp; Optional Workstations</b>	
1	INW Networking Upgrades 696	\$39,840.00
	<b>Training &amp; Project Management</b>	
1	R2 Inv Training	\$37,000.00
	<b>Quote Summary:</b>	
	<b>Total Quote Net Selling Price</b>	<b>\$228,329.80</b>

Summary Note



GE Healthcare

Date: 02-17-2017  
Quote #: PR13-C9649  
Version #: 4

Catawba Valley Medical Center  
810 Fairgrove Church Rd  
Hickory NC 28602-9617

Attn: Carl Becker  
810 Fairgrove Church Rd Hickory  
NC 28602-9617

Customer Number : 1-2318EQ  
Quotation Expiration Date: 05-08-2017

The terms of the Master Purchasing Agreement, Strategic Alliance Agreement or GPO Agreement referenced below as the Governing Agreement shall govern this Quotation. No additional or different terms shall apply unless agreed to in writing by authorized representatives of both parties.

Governing Agreement:	AmeriNet
Terms of Delivery:	FOB Destination
Billing Terms:	80% delivery / 20% Installation
Payment Terms:	Net Due in 30 Days
Total Quote Net Selling Price:	\$228,329.80

INDICATE FORM OF PAYMENT:

If "GE HFS Loan" or "GE HFS Lease" is NOT selected at the time of signature, then you may NOT elect to seek financing with GE Healthcare Financial Services (GE HFS) to fund this arrangement after shipment.

Cash/Third Party Loan

GE HFS Lease

GE HFS Loan

Third Party Lease (please identify financing company) \_\_\_\_\_

By signing below, each party certifies that it has not made any handwritten modifications. Manual changes or mark-ups on this Agreement (except signatures in the signature blocks and an indication in the form of payment section below) will be void.

Each party has caused this agreement to be executed by its duly authorized representative as of the date set forth below.

CUSTOMER

\_\_\_\_\_  
Authorized Customer Signature                      Date

\_\_\_\_\_  
Print Name    Print Title

\_\_\_\_\_  
Purchase Order Number (if applicable)

GE HEALTHCARE  
Jeffrey Keyes    02-17-2017

\_\_\_\_\_  
Signature    Date

Account Manager - VASO - Mfr Rep

Email: jeff.keyes@ge.com  
Office: +1 704 912 0012  
Mobile: +1 704 960 3256



GE Healthcare

Date: 02-17-2017  
Quote #: PR13-C9649  
Version #: 4

<b>Total Quote Selling Price</b>	<b>\$228,329.80</b>
Trade-In and Other Credits	\$0.00
	-----
<b>Total Quote Net Selling Price</b>	<b>\$228,329.80</b>

**To Accept this Quotation**  
Please sign and return this Quotation together with your Purchase Order To:  
**Jeffrey Keyes**  
Office: +1 704 912 0012  
Mobile: +1 704 960 3256  
Email: jeff.keyes@ge.com

**Payment Instructions**  
Please Remit Payment for invoices associated with this quotation to:  
**GE Healthcare**  
**P.O. Box 96483**  
**Chicago, IL 60693**

**To Accept This Quotation**

- Please sign the quote and any included attachments (where requested).
- If requested, please indicate your form of payment.
- If you include the purchase order, please make sure it references the following information
  - The correct Quote number and version number above
  - The correct Remit To information as indicated in "Payment Instructions" above
  - The correct SHIP TO site name and address
  - The correct BILL TO site name and address
  - The correct Total Quote Net Selling Price as indicated above

"Upon submission of a purchase order in response to this quotation, GE Healthcare requests the following to evidence agreement to contract terms. Signature page on quote filled out with signature and P.O. number.

\*\*\*\*\*OR\*\*\*\*\*  
Verbiage on the purchase order must state one of the following: (i) Per the terms of Quotation # \_\_\_\_\_; (ii) Per the terms of GPO# \_\_\_\_\_; (iii) Per the terms of MPA # \_\_\_\_\_; or (iv) Per the terms of SAA # \_\_\_\_\_. Include the applicable quote/agreement number with the reference on the purchase order. In addition, source of funds (choice of: Cash/Third Party Loan or GE HFS Lease or GE HFS Loan or Third Party Lease through \_\_\_\_\_), must be indicated, which may be done on the quote signature page (for signed quotes), on the purchase order (where quotes are not signed) or via a separate written source of funds statement (if provided by GE Healthcare)."



GE Healthcare

Date: 02-17-2017  
Quote #: PR13-C9649  
Version #: 4

02-17-2017

**GPO Agreement Reference Information**

Customer: Carl Becker  
Contract Number: VQ11300, VQ10400, VQ04100, VQ10060, VQ10083  
Start Date:  
End Date: 09/30/2020

Billing Terms: 80% delivery / 20% Installation  
Payment Terms: Net Due in 30 Days  
Shipping Terms: FOB Destination

For a copy of the GPO contract or summary, please go to your GPO Membership login page [suppliers.amerinet-gpo.com](http://suppliers.amerinet-gpo.com). If a copy of the contract is not available on your membership page, please contact your GPO client manager.

Offer subject to the Terms and Conditions of the applicable Group Purchasing Agreements currently in effect between GE Healthcare and Amerinet include VQ10400 (Imaging, POS, and Multi Vendor Service).



Item No.	Qty	Catalog No.	Description
1	1	P19635B	<p>1 - MacLab 6.9.6 R2 USCAN MAC-LAB XT SYSTEM V6.9.6</p> <p>Mac-Lab XT Hemodynamic Recording system software - Advanced system applications for display, recording, analysis and documentation of clinical data and events during adult and pediatric patient hemodynamic studies.</p> <p>Clinical Features:</p> <ul style="list-style-type: none"> <li>- Macros - automates procedural workflow with user-defined procedure setups</li> <li>- ST Segment software - allows real-time review of ST segment changes from user-chosen baseline during hemodynamic procedures</li> <li>- Holter window for fast assessment of rhythm and events</li> <li>- Cath Measurement Display Window - visualize and compare measurements acquired during the procedure.</li> <li>- Integrated FFR calculation - automatically calculate fractional flow reserve from many flow wires</li> <li>- ETCO2 window - displays ETCO2 waveform, Respiration Rate, Inspiratory and Expiratory values (ETCO2 module/sensor required, sold separately)</li> </ul> <p>System security features</p> <ul style="list-style-type: none"> <li>- Automated User Tracking - document who performed each procedure event</li> <li>- Esignature - ability to lock and sign MS Word reports from within your system</li> <li>- Audit Trail - documents details of many events, including system log-on, review study, continue study, print study, and others</li> </ul> <p>Interface/Data exchange</p> <ul style="list-style-type: none"> <li>- GE Data Export: Allows HL7 files from the system to be sent to other GE devices</li> <li>- GE ADT Import: Enables admission data to be received from GE data management systems via DICOM MWL</li> <li>- GE X-Ray Interface: Enables admission data to be sent to, and Radiologic information to be received from, GE X-Ray systems via DICOM MWL and MPPS</li> <li>- Cardiolmage Image Capture - acquire, display and manage 24 bit color images (frames) from a variety of image sources captured via digital video display input.</li> </ul> <p>Operating system and 3rd party Software</p> <ul style="list-style-type: none"> <li>- Windows 7 Ultimate Edition for Embedded Systems (32-bit). Windows 7</li> <li>- Microsoft Office Professional Plus 2010 w/ Service Pack 1</li> <li>- InSite 2.0 remote monitoring system software to allow proactive monitoring and support (requires internet connection)</li> </ul> <p>Recording Acquisition Hardware - XT</p>



GE Healthcare

Date: 02-17-2017  
Quote #: PR13-C9649  
Version #: 4

Item No.	Qty	Catalog No.	Description
			<ul style="list-style-type: none"> <li>- Intel® 2.0 GHz Quad-core (or greater) processor</li> <li>- 16 GB RAM</li> <li>- 2 x 500GB RAID 1 Drives</li> <li>- DVD RW drive</li> <li>- Video card with SD/HD DVI-I and SDI inputs</li> <li>Operating system and 3rd party Software</li> <li>- Windows 7 Ultimate Edition for Embedded Systems (32-bit). Windows 7</li> <li>- Microsoft Office Professional Plus 2010 w/ Service Pack 1</li> <li>- InSite 2.0 remote monitoring system software to allow proactive monitoring and support (requires internet connection)</li> <li>Warranty:</li> <li>- See terms and conditions</li> </ul>
2	2	P1967SA	<p>MONITOR AND BOOM ACCESSORIES</p> <p>MONITOR AND BOOM ACCESSORIES</p>
3	1	P1009ER	<p>Black &amp; White Printer, 110V</p> <p>Black and White Laser Printer (110v)</p>
4	1	P1961CC	<p>PRE-INSTALL KIT</p> <p>PRE-INSTALL KIT - Required for pre-installation of cabling driven by room readiness requirements</p>
5	1	P1961SN	<p>USCAN NELLCOR PDM ACCESSORIES WITH BASE STATION</p> <p>USCAN NELLCOR PDM ACCESSORIES WITH BASE STATION</p>
6	1	P1961CK	<p>ETCO2 SENSOR</p> <p>ETCO2 SENSOR</p>
7	1	2042084-001	<p>CARESCAPE PATIENT DATA MODULE</p> <p>CARESCAPE PATIENT DATA MODULE</p>
	1	2041390-059	<p>PDM MLCL NELLCOR SPO2</p> <p>PDM MLCL NELLCOR SPO2</p>
	1	2041390-020	<p>English</p> <p>English</p>



GE Healthcare

Date: 02-17-2017  
Quote #: PR13-C9649  
Version #: 4

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Item No.	Qty	Catalog No.	Description
	1	2041575-002	60Hz 60Hz
	1	2041575-003	Invasive Pressures Invasive Pressures
	1	2041390-041	Battery Battery
	1	2041390-044	No Bedside Dock No Bedside Dock
8	1	2016376-091	INSTL-AFTER HOURS MAC-LAB/CARDIOLAB/COMBOLAB INSTL-AFTER HOURS MAC-LAB/CARDIOLAB/COMBOLAB





GE Healthcare

Date: 02-17-2017  
Quote #: PR13-C9649  
Version #: 4

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Item No.	Qty	Catalog No.	Description
9	1	P1967UD	CardioLab 6.9.5 to 6.9.6R2 Upgrade 6.9.5 TO 6.9.6R2 UPGRADE LICENSE 6.9.5 TO 6.9.6R2 UPGRADE LICENSE
10	1	2016376-091	INSTL-AFTER HOURS MAC-LAB/CARDIOLAB/COMBOLAB INSTL-AFTER HOURS MAC-LAB/CARDIOLAB/COMBOLAB



GE Healthcare

Date: 02-17-2017  
Quote #: PR13-C9649  
Version #: 4

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Item No.	Qty	Catalog No.	Description
11	2	P1966UA	INW Server & Optional Workstations INW SERVER UPGRADE INW SERVER UPGRADE

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GE Healthcare

Date: 02-17-2017  
Quote #: PR13-C9649  
Version #: 4

Item No.	Qty	Catalog No.	Description
12	2	W0040CD	<p>Training &amp; Project Management DMS EXP ML IT OR CL IT</p> <p>Tuition for one student to attend one three-day class for Mac-Lab, CardioLab, or DMS at the GE Healthcare Institute in Waukesha, WI. Tuition includes local ground transportation, Hotel, and Meals (Breakfast and Lunch). Tuition also includes access to the Interventional library of training videos. Airfare is included. Training expires 12 months from date of go-live of equipment or purchase whichever is the latest. Non-Discountable</p>
13	3	W0003CD	<p>THREE DAY ON-SITE TRNG</p> <p>Three full days (1 day = 8 hours) of on-site applications training for Mac-Lab, CardioLab, ComboLab, DMS conducted by a GE Applications Specialist, to be used Monday - Friday. Training expires 12 months from go-live of equipment or purchase whichever is the latest. Training days must be used consecutively. Non-discountable</p>
14	2	W0037CD	<p>INVASIVE PRJ MGMT SVCS INVASIVE PRJ MGMT SVCS</p>

**Quote Summary:**

**Total Quote Net Selling Price** **\$228,329.80**

(Quoted prices do not reflect state and local taxes if applicable. Total Net Selling Price Includes Trade In allowance, if applicable.)



GE Healthcare

Date: 02-17-2017  
Quote #: PR13-C9649  
Version #: 4

## Options

(These items are not included in the total quotation amount)

Item No.	Qty	Catalog No.	Description	Ext Sell Price	Initial To Accept
15	3	P1966AC	<b>INW Server &amp; Optional Workstations</b> 6.9.6R2 GE CLIENT WORKSATION HW AND SW 6.9.6R2 GE CLIENT WORKSATION HW AND SW	\$27,390.00	X _____

(Quoted prices do not reflect state and local taxes if applicable. Total Net Selling Price Includes Trade In allowance, if applicable. )

**ATTACHMENT X**  
**CVMC EQUIPMENT COMPARISON: Electrophysiology Lab REPLACEMENT EQUIPMENT**

	EXISTING EQUIPMENT	REPLACEMENT EQUIPMENT
Type of Equipment (List Each Component)	AXIOM ARTIS DMP DETECTOR SYSTEM, X-Ray System, Single Plane	Artis Zee Ceiling Pure, X-Ray System, Single Plane
Manufacturer of Equipment	Siemens	Siemens
Tesla Rating for MRIs	NA	NA
Model Number	10094137	14445998
Serial Number	917200706	To be determined
Provider's Method of Identifying Equipment	Serial and model number	Serial and model number
Specify if Mobile or Fixed	Fixed	Fixed
Mobile Trailer Serial Number/VIN #	NA	NA
Date of Acquisition of Each Component	October 12, 2007	NA
Does Provider Hold Title to Equipment or Have a Capital Lease?	CVMC Owns	Will hold title
Specify if Equipment Was/Is New or Used When Acquired	New	New
Total Capital Cost of Project (including Construction, etc.) <Use Attached Form>	NA	\$27,040,244
Fair Market Value of Equipment	\$50,000	\$773,188
Net Purchase Price of Equipment	\$697,206	\$773,188 (attached quote)
Locations Where Operated	Catawba Valley Medical Center	Catawba Valley Medical Center
Number Days in Use/To be Used in N.C. Per Year	365	365
Percent of Change in Patient Charges (by Procedure)	NA	0
Percent of Change in Per Procedure Operating Expenses (by Procedure)	NA	0
Type of Procedures Currently Performed on Existing Equipment	Electrophysiology/ Invasive Radiology	NA
Type of Procedures New Equipment is Capable of Performing	NA	Electrophysiology

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



SIEMENS REPRESENTATIVE  
Mathew Hayes - (336) 263-4273

## PRELIMINARY PROPOSAL

Customer Number: 0000005129

Date: 2/7/2017

CATAWBA VALLEY MEDICAL CTR  
810 FAIRGROVE CHURCH RD  
HICKORY, NC 28602-9617

This proposal is valid till May 30 2017, this date supersedes any other validity date indicated in the proposal.

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Quote Nr: 1-H16U4Q Rev. 0

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### Artis zee ceiling

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

Qty	Part No.	Item Description
1	14445998	<b>Artis zee ceiling Interv. Card.</b> Artis zee ceiling for interventional cardiology 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. The ceiling-mounted C-arm offers highly flexible positioning. The motorized rotation of the C-arm from a head-end position to a lateral position allows for free head access and full patient coverage without rotating the table. The patient table is fitted with a freely movable patient positioning tabletop. The Megalix Cat Plus X-ray tube with flat emitter technology enables small focus sizes and strong, short X-ray pulses. The as20 flat detector is optimized for cardiology and allows for steep angulations. Frame rates up to 30 f/s and functions for displaying and storing ECG curves are included. The complete CARE+CLEAR package offers optimal image quality at the lowest reasonable dose. Live and reference images are displayed on two 19" flat screens in the exam room. In the control room live images are displayed on a third screen.
1	14434237	<b>Shielding kit, as20</b> Kit for shielding of electromagnetic fields (180 Hz) of the X-ray tube to avoid interference with the EP Measuring system, as well as for shielding the flat detector.
1	14432920	<b>DR acquisition mode</b> Digital acquisition technology with frame rates of 0.5 to 7.5 f/s in 1k/12 bit matrix and digital real-time filtration. Single image and serial acquisitions with time-controlled and manually variable frame rate.
1	14432947	<b>Fluoro Loop</b> Storage and review of dynamic fluoroscopic sequences (Fluoro Loop). This saves an additional acquisition and reduces dose. The maximum storable fluoroscopic time depends on the selected pulse rate, e.g. 34 s at 30 p/s, 68 s at 15 p/s.
1	14432942	<b>LV Analysis</b> Analysis of the left ventricular function of the heart.
2	14432953	<b>Lower body radiation protection</b> 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.

## PRELIMINARY PROPOSAL

Qty	Part No.	Item Description
		<p>It provides the user an additional accessory rail.            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.            The maximum weight of the accessory rails is 40 kg (88.2 lb).</p> <p>Product may not be used in conjunction with a TRUMPF or MAQUET surgery table.</p>
1	14434157	<p><b>Moveable upper body rad. protection</b>            This radiation shield protects the user from scattered radiation.            For room heights up to 290 cm/ 114.2".            It includes a ceiling rail (4m/ 157.5"), a ceiling mounted and movable stand (80 cm/ 31.5"), a support arm (75 cm x 90 cm/ 29.5" x 35.4") and an acrylic glass.            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.            Weight acrylic glass: 9 kg/ 19.8 lb.            Weight support arm: 10 kg/ 22 lb.            The operation range is limited when used with Artis floor/biplane MN.</p>
1	14440512	<p><b>LED Exam Light</b>            Ceiling-mounted, flexible positionable examination light with focusable light system. It is fully integrated into the ceiling-installed radiation protection mounting unit.            - 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</p>
1	14443011	<p><b>Large Display diagn. Protection</b>            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.            Features:            The laminated glass enforces high mechanical strenght and resistivity against mechanical impact, the special coating reduces reflections for a continuous image quality, excellent spectral transmissison of at least 98%, can be added to existing Artis Large Display installations.            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>
1	14432950	<p><b>DICOM RIS-Modality Worklist</b>            Import of patient/examination data from an external RIS/HIS patient management system with DICOM MWL (Modality Worklist).</p>

**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description
1	14434200	<p><b>Interface for existing Sensis</b></p> <p>Bi-directional communication interface (incl. set of cables) between Artis zee/Artis Q/Artis Q.zen and the Sensis hemodynamic and/or electrophysiology recording system.</p> <p>Contains an adapter cable for SVGA on 5x BNC.</p> <p>Recording, storage, and display of an ECG lead. Displayed together with the image information on a single monitor.</p>
1	14434172	<p><b>Large Display</b></p> <p>Preparation for the large color flat screen display on a ceiling-mounted, longitudinally mobile, swiveling, rotating, and height-adjustable display holder in the examination room.</p> <p>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.</p> <p>The type of large display can be chosen with a separate position.</p>
1	14434176	<p><b>Large Display video controller 18</b></p> <p>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.</p> <p>The Large Display video controller 18 receives various internal and external video signals for presentation to scale on the Large Display.</p> <p>Up to 18 external and internal video sources can be connected (max. 14 DVI-D and 4 analog (VGA) channels).</p>
1	14443012	<p><b>LD High Contrast panel size 55"</b></p> <p>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.</p>
1	AXA_INITIAL_3 2	<p><b>Initial onsite training 32 hrs</b></p> <p>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.</p>
1	AXA_FOLLOW UP_24	<p><b>Follow-up training 24 hrs</b></p> <p>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.</p>
1	AXA_FOLLOW UP_12	<p><b>Follow-up training 12 hrs</b></p> <p>Up to (12) 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.</p>
1	AXA_PURE_E SSCL	<p><b>AX Artis PURE Essential Class</b></p> <p>Tuition for (1) imaging professional to attend Siemens class at Siemens Training Center. The Artis PURE Essentials Course is a 3.5-day classroom course beginning on Tuesday at 8:30 a.m. and ending on Friday at 12:00 p.m. It is designed to provide the participant with an in-depth knowledge of the essential functions of the Artis system as well as the skills needed to perform these functions. Through the use of demonstrations, lectures, and hands-on lab experience using an Artis system, participants will learn Artis system principles and workflows of patient examinations. Additionally, participants have the opportunity to meet other users and share their experiences and solutions to various challenges of the IR, cath lab, and the Hybrid OR environment. 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 by the later of (12) months from purchase or</p>



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



SIEMENS REPRESENTATIVE  
 Mathew Hayes - (336) 263-4273

**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description
		install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	AXA_ECLASS	<b>e.class-Virtual Instructor Led Training</b> 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.
2	NT60010635	<b>Blue anti-fatigue floor mat for hospital</b>
1	AXA_RIG_ZEE SP_STD	<b>Standard Rigging zee SP</b>
1	AXA_BUDG_A DDL_RIG	<b>Budgetary Add'l/Out of Scope Rigging \$15,000</b>

**System Total: \$773,188**

**PRELIMINARY PROPOSAL**

OPTIONS on Quote Nr: **1-H16U4Q Rev. 0**

**OPTIONS for Artis zee ceiling**

All items listed below are OPTIONS:

Qty	Part No.	Item Description	Extended Price
1	14432905	<b>4P wireless footswitch inst. of cbl</b> Wireless footswitch connection  Note: Wireless replaces the wired connection.	+ \$2,413
1	14434169	<b>CLEARstent Live</b> CLEARstent Live is a real-time stent enhancement tool and provides a stabilized view of the moving stent which is displayed on the Assist/Reference Monitor. CLEARstent Live allows real-time verification of stent positioning while moving the device. This enables the physician to precisely position the stent in relation to the anatomy of the heart and stents that already have been implanted. Contains both CLEARstent Live license and CLEARstent license.  The CLEARstent imaging function allows an improved display of fine stent structures, i.e. the grid of inflated stents. CLEARstent is a post-processed stent enhancement and may be used also on previously acquired images. Using the CLEARstent function special reference images from any scene or fluoroscopy scene acquired natively will be generated. Composite images are created by averaging several frames of a scene and by considering the alignment of balloon markers. If an ECG signal is available, the heart phase will also be taken into account.	+ \$9,736
1	14432957	<b>ECG-triggered FL</b> R-wave-triggered fluoroscopic pulse release for motion reduction also for low pulse rates.	+ \$8,421
1	14440411	<b>Intercom - Comfort</b> Intercom system for communication between examination room and control room. It includes - 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 The microphone of the examination room is installed on the ceiling.	+ \$972
1	14434168	<b>IVUSmap</b> With IVUSmap, it is possible to coregister intravascular ultrasound images and X-ray images on the Artis system. ECG-triggered Fluoro license is included.  With this item, a display is delivered additionally for the examination room if an Artis Large Display was not ordered. If an Artis Large Display is ordered, the configuration includes a connection kit for the Artis Large Display instead of the 19" display.	+ \$10,696
1	BART700PEDL	<b>Mark 7 Arterion, Pedestal System</b> The Arterion Mark 7 Pedestal contrast medium injector can be positioned anywhere at the patient positioning table on a mobile unit, for direct operation of all functions in the examination room.	+ \$27,067

## PRELIMINARY PROPOSAL

Extended  
 Price

Qty Part No. Item Description

**The injector system includes:**

A mobile pedestal stand with electronics unit, a contrast medium heater and a connection cable to the manual release.

A support arm with injector head and a control lever for moving the injector head.

A user control console with large touch screen and corresponding additional monitoring display on the injector head.

**Functions**

**Pressure limitation:**

for 150 ml syringes 689 to 8273 kPa,  
 corresponds to 100 to 1200 psi .

**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

**Release delay for injection or radiation:**

0 to 99.9 s in increments of 0.1 s.

**Adjustable volume for 150 ml syringes:**

1 ml to the max. syringe capacity in increments of 1 ml.

**Fill rate:**

Variable syringe filling speed 1-20ml/s.

**Injection protocols:**

Up to 40 injection protocols possible.

**Parameters currently displayed on the touch screen display and on the head display:**

Injection speed  
 Injection volume  
 Remaining volume  
 Injection duration  
 Applied pressure

**Contrast medium heating:**

Nominal 35°C (95°F)+-5°C (9°F)

**Injection data memory**

Up to 50 injection data items stored

**Included in the scope of delivery**

Injector standard configuration 150 ml  
 SIEMENS interface cable  
 Operator Manual  
 Service manual (English).

**Power supply**

200 V to 250 V; 50/60 Hz.

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

SIEMENS REPRESENTATIVE  
 Mathew Hayes - (336) 263-4273

**PRELIMINARY PROPOSAL**

Qty	Part No.	Item Description	Extended Price
1	BINSART700P	<b>Arterion Pedestal Install</b>	+ \$1,545
1	EPW935515UP S	<b>Eaton Powerware 9355 15 kVA UPS</b> Includes UPS, battery, maintenance bypass panel, and one year on-site parts and labor coverage (24x7) by Eaton Powerware. This UPS is recommended when protection and uninterruptible power is required for the Artis' C-arm and table. Emergency fluoroscopy is not available with this UPS. If emergency fluoroscopy is required, the 9390 - 160 kVA UPS is recommended for the full system. One UPS per lab.	+ \$20,801

Additional seismic brackets are required to make this system OSHPD approved.

**FINANCING:** The equipment listed above may be financed through Siemens. Ask us about our full range of financial products that can be tailored to meet your business and cash flow requirements. For further information, please contact your local Sales Representative.

Siemens Healthcare is pleased to submit this Preliminary Pricing Proposal. A Preliminary Pricing Proposal is provided for planning purposes only; it is not contractually binding. To receive a contractually binding proposal for the Products listed above, inclusive of Terms, Conditions, and Warranty coverage, please contact your Siemens Healthcare Sales Representative.

Siemens Healthcare

Mathew Hayes  
 (336) 263-4273  
 mathew.hayes@siemens.com

>>> Frances Roper 04/07/2017 >>>  
Ginger,

Here is the response I received from Ed with Tekyard.

I would place a conservative FMV at \$50K.

Ed

Thanks,  
Frances

>>> Ginger Biggerstaff 04/06/2017 5:57 PM >>>

Frances,

Please contact Tekyard to obtain Fair Market Value for the listed existing  
Electrophysiology Lab equipment. Thank you, Ginger

Existing Equipment - AXIOM ARTIS DMP DETECTOR SYSTEM, X-Ray System, Single  
Plane

Manufacturer – Siemens

Model # - 10094137

Serial # - 917200706

# **EXHIBIT NO. 2**



DEPARTMENT OF HEALTH AND HUMAN SERVICES  
DIVISION OF HEALTH SERVICE REGULATION

ROY COOPER  
GOVERNOR

MANDY COHEN, MD, MPH  
SECRETARY

MARK PAYNE  
DIRECTOR

April 21, 2017

J. Anthony Rose  
Catawba Valley Medical Center  
810 Fairgrove Church Road  
Hickory, NC 28602

**Exempt from Review – Replacement Equipment**

**Record #:** 2242  
**Facility Name:** Catawba Valley Medical Center  
**FID #:** 933080  
**Project Description:** Replace existing electrophysiology lab equipment  
**County:** Catawba

Dear Mr. Rose:

The Healthcare Planning and Certificate of Need Section, Division of Health Service Regulation (Agency), determined that based on your letter of April 11, 2017, the above referenced proposal is exempt from certificate of need review in accordance with N.C. Gen. Stat. §131E-184(a)(7) (or alternatively N.C. Gen. Stat. §131E-184(f), depending on the final capital cost). Therefore, you may proceed to acquire without a certificate of need the Siemens 14445998 to replace the Siemens 10094137. This determination is based on your representations that the existing unit will be retained for use exclusively for general imaging studies and no longer used as electrophysiology lab equipment.

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.

**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



J. Anthony Rose  
April 21, 2017  
Page 2

If you have any questions concerning this matter, please feel free to contact this office.

Sincerely,



Julie Halatek  
Project Analyst



Martha J. Frisone  
Assistant Chief, Certificate of Need

cc: Construction Section, DHR  
Acute and Home Care Licensure and Certification Section, DHR  
Paige Bennett, Assistant Chief, Healthcare Planning, DHR





DEPARTMENT OF HEALTH AND HUMAN SERVICES  
DIVISION OF HEALTH SERVICE REGULATION

ROY COOPER  
GOVERNOR

MANDY COHEN, MD, MPH  
SECRETARY

MARK PAYNE  
DIRECTOR

April 21, 2017

J. Anthony Rose  
Catawba Valley Medical Center  
810 Fairgrove Church Road  
Hickory, NC 28602

**Exempt from Review – Replacement Equipment**

**Record #:** 2241  
**Facility Name:** Catawba Valley Medical Center  
**FID #:** 933080  
**Project Description:** Replace existing cardiac catheterization equipment  
**County:** Catawba

Dear Mr. Rose:

The Healthcare Planning and Certificate of Need Section, Division of Health Service Regulation (Agency), determined that based on your letter of April 11, 2017, the above referenced proposal is exempt from certificate of need review in accordance with N.C. Gen. Stat. §131E-184(f) (or alternatively N.C. Gen. Stat. §131E-184(a)(7), depending on the final capital cost). Therefore, you may proceed to acquire without a certificate of need the GE Maclab 6.9.6XT to replace the Siemens Sensis 6634633. This determination is based on your representations that the existing unit will be retained for use exclusively for interventional radiology procedures and no longer used as cardiac catheterization equipment.

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.

**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**



J. Anthony Rose  
April 21, 2017  
Page 2

If you have any questions concerning this matter, please feel free to contact this office.

Sincerely,



Julie Halatek  
Project Analyst



Martha J. Frisone  
Assistant Chief, Certificate of Need

cc: Construction Section, DHSR  
Acute and Home Care Licensure and Certification Section, DHSR  
Paige Bennett, Assistant Chief, Healthcare Planning, DHSR



DEPARTMENT OF HEALTH AND HUMAN SERVICES  
DIVISION OF HEALTH SERVICE REGULATION

ROY COOPER  
GOVERNOR

MANDY COHEN, MD, MPH  
SECRETARY

MARK PAYNE  
DIRECTOR

April 21, 2017

J. Anthony Rose  
Catawba Valley Medical Center  
810 Fairgrove Church Road  
Hickory, NC 28602

**Exempt from Review**

**Record #:** 2240  
**Facility Name:** Catawba Valley Medical Center  
**FID #:** 933080  
**Project Description:** Renovate and expand the Emergency Department and consolidate existing cardiology services  
**County:** Catawba

Dear Mr. Rose:

The Healthcare Planning and Certificate of Need Section, Division of Health Service Regulation (Agency), determined that based on your letter of April 11, 2017, the above referenced proposal is exempt from certificate of need review in accordance with N.C. Gen. Stat. §131E-184(g). Therefore, you may proceed to offer, develop or establish the above referenced project without a certificate of need.

However, 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 this determination is binding only for the facts represented by you. Consequently, if changes are made in the project or in the facts provided in your correspondence referenced above, a new determination as to whether a certificate of need is required would need to be made by the Agency. Changes in a project include, but are not limited to: (1) increases in the capital cost; (2) acquisition of medical equipment not included in the original cost estimate; (3) modifications in the design of the project; (4) change in location; and (5) any increase in the number of square feet to be constructed.

**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



J. Anthony Rose  
April 21, 2017  
Page 2

If you have any questions concerning this matter, please feel free to contact this office.

Sincerely,



Julie Halatek  
Project Analyst



Martha J. Frisone  
Assistant Chief, Certificate of Need

cc: Construction Section, DHR  
Acute and Home Care Licensure and Certification Section, DHR  
Paige Bennett, Assistant Chief, Healthcare Planning, DHR

# **EXHIBIT NO. 3**

**PROPOSED CAPITAL COSTS**

*Project: ED & Cardiology Renovation/Expansion/Replacement Project*  
*Proponent: Catawba Valley Medical Center*

<b>1.</b>	<b>Site Costs (included in 2)</b>		
<b>2.</b>	<b>Construction Costs</b>		\$18,792,829.00
<b>3.</b>	<b>Other Project Costs</b>		
		Construction in Progress (through 8/19/2020)	\$1,124,147.72
		Fixed Equipment	\$1,756,129.15
		Movable Equipment	\$1,098,597.20
		Furniture	\$633,573.00
		Information Technology	\$927,812.05
		Signage (Interior & Exterior)	\$100,000.00
		Pneumatic Tube	\$85,000.00
		Nurse Call System	\$497,396.48
		Elpro	\$11,400.00
		Paging System	\$100,000.00
		Patient Monitoring	\$675,000.00
		Security Cameras, Alarms & Doors	\$309,471.00
		Furniture Moves / FFE Relocations Fees	\$206,438.00
		Advertisement - Bidding	\$3,000.00
		Asbestos: Testing, Abatement, Fireproofing, etc.	\$12,000.00
		Plumbing Change Order	\$125,000.00
		Builder's Risk Insurance	\$15,000.00
		Contingency (Construction)	\$1,949,553.60
		Contingency (Equipment)	\$407,295.20
		DHSR Application Fee (in CIP)	\$0
		Materials Testing & Special Inspections	\$10,000.00
		Pre-Con Fee (Rodgers Builders)	\$61,750.00
		Test & Balance	\$42,500.00
		Feasibility Study	\$50,000.00
		Architect, Engineering, Design (Perkins Eastman)	\$417,400.00
		Engineering (Non Perkins Eastman)	\$10,000.00
		Signage Fees	\$10,264
		<b>Subtotal</b>	<b>\$10,638,727.40</b>
<b>Total Capital Costs</b>			<b>\$29,431,556.40</b>

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

*Eddie L. Beard, Jr.*

**Eddie Beard, President, Catawba Valley Medical Center**

*September 8, 2020*  
**Date**

# **EXHIBIT NO. 4**

**CVMC EQUIPMENT COMPARISON CHART—GE 520**

	<b>EXISTING EQUIPMENT</b>	<b>REPLACEMENT EQUIPMENT</b>
Type (e.g., Cardiac Catheterization, Gamma Knife, Heart-lung bypass machine, Linear Accelerator, Lithotripter, MRI, PET, Simulator, CT Scanner, Other Major Medical Equipment)	Cardiac Catheterization	Cardiac Catheterization
Manufacturer	GE	GE
Model Number	IGS 530	IGS 520
Other method of identifying the equipment (e.g., Room #, Serial Number, VIN #)	759036BU7	TBD
Is the equipment mobile or fixed	FIXED	FIXED
Date of acquisition	April 2020	TBD
Was the existing equipment new or used when acquired? / Is the replacement equipment new or used?	NEW	NEW
Total projected capital cost of the project (Attach a signed Projected Capital Cost form)	NA	\$29,431,556
Total cost of the equipment	\$766,610.35	\$738,929.15
Location of the equipment (Attached a separate sheet for mobile equipment if necessary)	Cath Lab Imaging Department CVMC Main Campus	New Heart Center CVMC Main Campus
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 in necessary)	Cardiac Catheterizations	NA
Type of procedures the replacement equipment will perform performed (Attach a separate sheet in necessary)	NA	Cardiac Catheterizations



# **EXHIBIT NO. 5**



NC DEPARTMENT OF HEALTH AND HUMAN SERVICES

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

CORRECTED

June 6, 2019

Eddie Beard
810 Fairgrove Church Road SE
Hickory, NC 28602

Exempt from Review – Replacement Equipment

Record #: 2961
Facility Name: Catawba Valley Medical Center
FID #: 933080
Business Name: County of Catawba
Business #: 2949
Project Description: Replace cardiac catheterization equipment
County: Catawba

Dear Mr. Beard:

The Healthcare Planning and Certificate of Need Section, Division of Health Service Regulation (Agency), determined that based on your letter of May 28, 2019, the above referenced proposal is exempt from certificate of need review in accordance with N.C. Gen. Stat. §131E-184(a)(7). Therefore, you may proceed to acquire without a certificate of need the GE Innova IGS 530 cardiac catheterization equipment to replace the Siemens Artis Zee Ceiling cardiac catheterization 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,

[Signature of Ena Lightbourne]
Ena Lightbourne
Project Analyst

[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
www.ncdhhs.gov/dhsr • TEL: 919-855-3873

AN EQUAL OPPORTUNITY / AFFIRMATIVE ACTION EMPLOYER

# **EXHIBIT NO. 6**



June 3, 2020  
 Quote Number: **2005514866.17**  
 Customer ID: **1-2318EQ**  
 Agreement Expiration Date: **8/22/2020**

Catawba Valley Medical Center  
 810 Fairgrove Church Rd  
 Hickory, NC 28602-9617

This Agreement (as defined below) is by and between the Customer and the GE Healthcare business ("GE Healthcare"), each as identified below for the sale and purchase of the Products and/or Services identified in this Quotation, together with any applicable schedules referred to herein ("Quotation"). "Agreement" is this Quotation and either: (i) the Governing Agreement identified below; or (ii) if no Governing Agreement is identified, the GE Healthcare Terms and Conditions and Warranties that apply to the Products and/or Services identified in this Quotation. In the event of conflict, the Quotation supersedes.

GE Healthcare can withdraw this Quotation at any time before Customer: (i) signs and returns this Quotation or (ii) provides evidence of Quotation acceptance satisfactory to GE Healthcare ("Quotation Acceptance"). On Quotation Acceptance, this Agreement is the complete and final agreement of the parties relating to the Products and/or Services identified in this Quotation. There is no reliance on any terms other than those expressly stated or incorporated by reference in this Agreement and, except as permitted in this Agreement, no attempt to modify will be binding unless agreed to in writing by the parties. Modifications may result in additional fees and cannot be made without GE Healthcare's prior written consent.

Handwritten or electronic modifications on this Agreement (except an indication of the form of payment, Customer purchase order number and signatures on the signature blocks below) are void.

Governing Agreement:	Intalere VQ10400
Terms of Delivery	FOB Destination
Billing Terms	80% delivery or Shipment / 20% Acceptance or Installation
Payment Terms	NET 30
Total Quote Net Selling Price	<b>\$738,929.15</b>
Sales and Use Tax Exemption	No Certificate on File

**IMPORTANT CUSTOMER ACTIONS:**

Please select your planned source of funds. Source of funds is assumed to be cash unless you choose another option. Once equipment has been shipped, source of funds changes cannot be allowed.

- Cash
- GE HFS Loan                       GE HFS Lease
- Other Financing Loan               Other Financing Lease              Provide Finance Company Name \_\_\_\_\_

The parties have caused this Agreement to be executed by their authorized representative as of the last signature date below.

Catawba Valley Medical Center

**Signature:** \_\_\_\_\_

**Print Name:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Date:** \_\_\_\_\_

\_\_\_\_\_

**Purchase Order Number, if applicable**

GE Precision Healthcare LLC, a GE Healthcare business

**Signature:** Bob Garlington

**Title:** Account Manager - VASO Mfr Rep

**Date:** June 3, 2020



June 3, 2020  
 Quote Number: **2005514866.17**  
 Customer ID: **1-23I8EQ**  
 Agreement Expiration Date: **8/22/2020**

**To Accept This Quotation**

Please sign and return this quotation together with your Purchase Order to:

**Name:** Bob Garlington  
**Email** bob.garlington@ge.com  
**Phone:** +1 8653122474  
**Fax:**

**Payment Instructions**

Please **remit** payment for invoices associated with this quotation to:

**GE Precision Healthcare LLC**  
**P.O. Box 96483**  
**Chicago, IL 60693**  
**FEIN: 83-0849145**

**Catawba Valley Medical Center**

**Addresses:**

**Bill To:** CATAWBA VALLEY MEDICAL CTR

CATAWBA VALLEY MEDICAL CENTER, ATTN ACCTS PAYABLE 810 FAIRGROVE CHURCH RD SE HICKORY, NC, 28602-9643

**Ship To:** CATAWBA VALLEY MEDICAL CTR

810 FAIRGROVE CHURCH RD HICKORY, NC, 28602-9617

**To Accept This Quotation**

- Please sign the quote and any included attachments (where requested).
- If requested, please indicate your form of payment.
- If you include a purchase order, please make sure it references the following information:
  - The correct Quote number and Version number above
  - The correct Remit To information as indicated in **“Payment Instructions”** above
  - Your correct SHIP TO and BILL TO site name and address
  - The correct Total Price as indicated above

Upon submission of a purchase order in response to this quotation, GE Healthcare requests the following to evidence agreement to contract terms: Signature page on quote filled out with signature and P.O. number \*\*\*\* OR\*\*\*\* Verbiage on the purchase order must state one of the following:

(i) Per the terms of Quotation # \_\_\_\_\_, (ii) Per the terms of GPO # \_\_\_\_\_; (iii) Per the terms of MPA# \_\_\_\_\_: or (iv) Per the terms of SAA # \_\_\_\_\_.

Include applicable quote/agreement number with the reference on the purchase order. In addition, Source of Funds (choice of Cash/Third Party Load or GE HFS Lease Loan or Third Party Lease through \_\_\_\_\_), must be indicated, which may be done on the Quote Signature Page (for signed quotes), or the Purchase Order (where quotes are not signed) or via a separate written source of funds statement (if provided by GE Healthcare).”

**Catalog Item Details**

Line	Qty.	Catalog		Net Price
1	1.00	S18921EN	<b>IGS 520 with Omega V</b>	<b>\$395,967.89</b>

The Innova IGS 5 in its below described IGS 520 configuration with Omega V table unites image quality, an optimal panel size and built-in protocols for imaging versatility, making it suitable for a full range of Interventional X-ray procedures, such as cardiac, electrophysiology and general vascular diagnosis and intervention.

**Innova IGS 5 Positioner**

The Innova IGS 5 combines GE's exclusive Innova LC Positioner with an ergonomically designed tableside user interface to provide easy access and control of critical features during an exam. Its patented three-axis isocentric positioner design with floor mounted L-arm and offset C-arm provides maximum positioning flexibility and excellent patient access in all views. The rigid, floor-mounted construction provides minimum vibration and deflection during acquisitions. The three motor-driven axes make even the most complex angulations easy to achieve.

**GE Revolution digital flat panel detector**

The IGS 520 configuration unites image quality, optimal panel size (20.5 cm x 20.5 cm/8 in x 8 in) for cardiac procedures and built-in protocols for imaging versatility, making it suitable for a wide range of minimally invasive procedures.

The digital detector uses an amorphous silicon photodiode array on a continuous-substrate, single-piece panel with no inherent seams. The digital detector (20.5 cm x 20.5 cm/8 in x 8 in), is comprised of a 1024 x 1024 array of imaging elements or pixels on a 200-micron pitch. Scintillator thickness and electronic noise are optimized to produce extremely high detective quantum efficiencies, both at high exposures and at fluoroscopic doses.

**Image Processing**

The detector can translate the widest possible range of X-ray exposure intensities into digital signals without saturation. The system is configured with a removable anti-scatter grid to maximize image quality during routine imaging. Proprietary DRM image processing transforms this information for display without loss of detail over a wide range of anatomical densities. Moreover, organs in motion generate image blurring but thanks to High contrast fluoro option coming with PCI ASSIST package, that blurring is significantly reduced while the dose is equivalent.

With excellent performance in low-dose fluoroscopy as well as high-dose exposures, the IGS 520 advances GE's leadership in flat-panel imaging. The wide dynamic range of the detector, coupled with 14-bit acquisition and patented image processing, enables excellent visualization of low-contrast objects. Detective Quantum Efficiency (DQE), an important measurement of information capture, is taken to a new level with the Innova detector design.

**X-RAY Tube**

The Innova IGS 5 uses a 100 kW high-frequency Jedi three-phase power unit that provides grid pulsed fluoroscopy capability.

Automatic X-ray technique calculation provides a tube-rating chart that calculates maximum exposure time based on the selected protocol, kV, mA, focal spot and available heat units.

Fluoroscopy and radiography exposure times and mA are automatically controlled by the dynamic exposure optimization system. The range of mA is limited by X-ray tube ratings and regulatory limits. A fluoroscopic timer captures the fluoroscopic procedure time (reset time is every five minutes).

**The Omega V table**

The Omega V table is the long version, and motorized table.. It supports a load up to 304 kg and allows imaging coverage with table panning up to 187cm with table dimension: 333cm in length and 46cm in width.

**User interface**

- The SmartBox provides a simple control of the positioner and the table. A second SmartBox can be added at tableside or in the control room.
- The TSSC provides simple access to key acquisition and review parameters throughout the exam. A second TSSC can be added at tableside or in the control room.
- The Central Touch Screen lets the user control the system functions as well as integrated equipment.
- Smart Nav is an innovative solution to control some system functionalities from tableside and from the control room. It allows fast function access in displaying menu controls on the reference monitor upon user request. With Smart Nav, the user can keep his/her attention on the screen monitors where clinical images are also displayed. Smart Nav is controlled from the Central Touch Screen, local

keypad or remote keypad, providing intuitive and context-based navigation.

- Fluorostore store displays, and plays loops of the last 450 (up to 900) fluoro images at the push of a button for streamlined image review, helping to avoid extra images and exposure.
- In Room Browser display the sequences previously acquired on the in-room monitor for interactive table-side selection and review.

The Innova IGS 5 system facilitates image management and workflow using standard format and communication protocols.

It also features close integration with the AW and CA1000 workstations to provide advanced image review and processing capabilities.

- Acquisition of data at 14 bits
- Dynamic and chase images stored in 8 bits, maximum 450 images per sequence. Storage capacity: 136,000 dynamic and chase images
- DSA images with 12 bits data stored in 16 bits, maximum 450 images per sequence. Storage capacity: 68,000 DSA images
- DICOM image output on 100Mbit Ethernet with Autosend and background transfer for fast transmission with minimal user interaction
- Capability to do full resolution 1024 x 1024 DICOM push to retain image quality at acquisition (configurable to 512 x 512 for cardiac acquisitions and 512 x 512 x 512 or 256 x 256 x 256 for 3D imaging)
- Patient Worklist capability provides a single point of entry of patient data, increasing staff productivity and eliminating clerical errors: patient information can easily be imported into the digital system from information systems that support DICOM Worklist Service Class Provider.
- Multi-destination Push enables images to be sent to multiple remote DICOM destinations sequentially (one after another). Multi-destination helps to support a clinical scenario of handling post processing and archival activities in multiple destinations independently of each other (workstation, PACS).
- MPPS: Modality Performed Procedure Step allows to share the main exam parameters with the hospital information system.
- For the 3DCT / 3DCT HD option, users can direct-push the 3D acquisition directly to the pre-configured AW, even if the images of the exam are pushed to a PACS or another archiving system.

Line	Qty.	Catalog		Net Price
2	1.00	S18061TP	SMART BOX	<b>\$1,782.73</b>

SmartBox for Innova IGS with Omega Tables

New SmartBox for Simplified and Intuitive Joystick Control of Positioner and Table

- Anatomical and mechanical positioning
- Independent or simultaneous movement of all three positioner axes
- Remote SID Control
- Manual or motor assisted 4-way table panning
- Ergonomic design
- Hermetically sealed

Line	Qty.	Catalog		Net Price
3	1.00	S18061EF	Wired Dual IPX8 Ed3 Footswitch for exam room	<b>\$891.36</b>

Line	Qty.	Catalog		Net Price
4	1.00	S18751SJ	Sub-No Sub Fluoro Display Kit	<b>\$3,565.45</b>

Sub-No Sub Fluoro Display Kit

Line	Qty.	Catalog		Net Price
5	1.00	S18461LG	LINKSET DIGITAL and ANALOG US	<b>\$1,818.38</b>

Link Set for Digital and Analog Ultrasound



June 3, 2020  
Quote Number: 2005514866.17  
Customer ID: 1-23I8EQ  
Agreement Expiration Date: 8/22/2020

Line	Qty.	Catalog		
6	1.00	S18461AD	ANALOG TO DIGITAL CONVERTOR KIT	<u>Net Price</u> \$1,087.46

Analog to Digital Converter Kit

Line	Qty.	Catalog		
7	1.00	S18771FV	Large Display Monitor Protective Screen	<u>Net Price</u> \$2,674.09

Line	Qty.	Catalog		
8	3.00	S18461LZ	LINKSET OPEN1	<u>Net Price</u> \$4,064.62

Link Set Open 1

Suitable for anesthesia monitors, camera, etc.

Line	Qty.	Catalog		
9	1.00	S18391PM	Mavig Monitor Suspension for Large Display Monitor with 36m Cable	<u>Net Price</u> \$14,261.81

Mavig Monitor Suspension for Large Display Monitor with 36m Cable

Line	Qty.	Catalog		
10	1.00	S18461NQ	Large Display Solution with Video Server 16 inputs.	<u>Net Price</u> \$74,874.50

Large Display Solution with Video Server 16 inputs.

Line	Qty.	Catalog		
11	1.00	S18061MB	2 Inch Comfort Table Mattress	<u>Net Price</u> \$1,247.91

2 Inch Comfort Table Mattress

Line	Qty.	Catalog		
12	1.00	M81521KC	AW VolumeShare 7 for Interventional with 32GB of RAM. DOES NOT include Volume Viewer	<u>Net Price</u> \$18,240.00

AW VolumeShare 7 is a multi-modality image review, comparison and post processing workstation built with simplicity and power at its core. Powerful software is optimized to take advantage of state of the art 64 bit technology and multiple cores to ensure leading edge performance.

AW VolumeShare 7 features include:





Hardware:

- o HP Z4G4 Workstation
- o CPU: Intel Xeon W-2135 Six-Core @ 3.7 GHz with 8.25 MB L3 Shared Cache
- o RAM: 32GB (2x16GB) DDR4 2666 MHz ECC Registered DIMM
- o Upgradeable to 64GB ( 8x8GB)
- o Graphics: NVIDIA Quadro NVS P620 with 2 GB Video cards ( optionally upgradeable with certain applications)
- o 1x 256GB Solid State Drive for OS and Apps
- o 2x 512GB Solid State Drive in RAID -0 for image cache

Software:

- o GE Healthcare HELiOS 6 operating system
- o Demo Exams for training and exploration
- o Fast access to information you need through optional RIS integration & priors post-fetch
- o Efficient workflow through dynamic load, end review and Key Image Notes features
- o Productivity package to pre-process exams and allow up to 8 simultaneous sessions
- o Applications usage monitor to track and view usage of your system
- o Smart layouts with Volume Viewer General review protocol that optimizes comparison and single exam layouts
- o Enhanced multi-modality contouring tool with support for PET SUVs
- o Support for external DICOM USB media and preference management tool to exchange preferences across users
- o Support for optional, broad suite of multi-modality advanced applications

Line	Qty.	Catalog		<u>Net Price</u>
13	1.00	M80281AA	AW VolumeShare 7 Monitors	<b>\$1,920.00</b>

AW VolumeShare 7 Monitors are two high-quality monitors offering bright and high contrast imagery suited to the display of medical images per the AW VolumeShare Indications for Use. Each provides a 19" 1280x1024 (5:4 aspect ratio) display that complies with international medical and patient safety standards and offers the following specifications:

- Maximum luminance (panel typical) : 330 nit
- DICOM Part 14 calibrated luminance: 215 nit
- Contrast ratio (panel typical) : 900:1
- An ambient light sensor
- Brightness non-uniformity (measured as per DIN6868-157) : +/-25%

Line	Qty.	Catalog		<u>Net Price</u>
14	1.00	S18021CF	Cardiac X-Ray Analysis	<b>\$13,440.00</b>

Cardiac X-Ray Analysis

Line	Qty.	Catalog		<u>Net Price</u>
15	1.00	S18021SE	Stenosis Analysis Package for AW	<b>\$7,200.00</b>

The Stenosis Analysis Package is an application designed for estimating vessel dimensions and relevant parameters of the arterial Stenosis morphology in X-Ray angiography. The system is capable of automatic detection of vessel edges and display of stenosis severity.

Line	Qty.	Catalog		<u>Net Price</u>
16	1.00	S18921LA	Dose and Workflow Optimization Package for IGS 520	<b>\$7,200.00</b>

**\$24,958.17**

**Dose & IQ Optimization Package**

A package that includes the following features: InnovaSense - InnovaSense is an advanced patient contouring technology that uses an intelligent algorithm during gantry motion to select the optimal position for the image receptor relative to the patient. By reducing the distance from receptor to patient, the system optimizes imaging geometry and helps reduce radiation exposure. The user also can position both the gantry and detector with one integrated operation. Capacitive sensor technology and optimized collision avoidance software enable a speed of pivot and C-arm, of up to 20 per second.

Dose Map - Dose Map is a feature used to calculate, display and record an estimated local cumulated dose during procedures done on the GE X-Ray angiographic system. It is designed to provide to the user a visualization of the distribution of the local cumulated dose all throughout the exam as well as the current projection of the beam. The local dose is calculated depending on the estimated air kerma, the gantry position, the table position, the table estimated attenuation, the estimated backscatter correction and the system settings. Calculation and cumulated local dose are updated for each acquisition and displayed upon user request or upon configured threshold. The cumulated air kerma display remains the reference for dose management.

Line	Qty.	Catalog		<u>Net Price</u>
17	1.00	S18751BR	<b>Blended Roadmap</b>	<b>\$7,130.90</b>

**Blended Roadmap**

Blended Roadmap is a vascular roadmapping application that superimposes a previously acquired vascular image over live fluoroscopy. Clinicians can select any DSA or bolus image as a reference roadmap image. By using it multiple times, it has the potential to minimize contrast media injections during roadmapping. Blended roadmap provides additional features to enhance roadmapping procedures:

- Adjustment of the subtraction level
- Adjustment of the vessels transparency
- Automatic resizing of the roadmap image to adapt to the fluoroscopic field of view
- Pixel shift of the vessel image to compensate for motion

Blended Roadmap is available on systems with either Omega V or InnovaIQ tables. Blended Roadmap requires the Advanced Innova Software Package. On the biplane systems it can be applied to one frame at a time.

Line	Qty.	Catalog		<u>Net Price</u>
18	1.00	S18811PA	<b>Analysis Package</b>	<b>\$14,261.81</b>

**Quantitative Analysis Package**

**Stenosis Analysis Package on DL Digital System**

The Stenosis Analysis Package is an application designed for estimating vessel dimensions and relevant parameters of the arterial Stenosis morphology in X-Ray angiography. The system is capable of automatic detection of vessel edges and display of stenosis severity.

**Left Ventricular Analysis Package**

The Left Ventricular Analysis Package is an expert reporting tool designed to estimate wall motion dynamics of the left ventricle, and to perform Global Ejection Fraction Analysis in X-Ray angiography. The system is capable of providing Wall Motion and Global Ejection Fraction measurements. Wall Motion is built on the centerline method.

GEF analysis is calculated using both Simpson's rule method and the Dodge-Sandler area-length method

**Cardiovascular Analysis Package (on DL system)**

The Cardiovascular Analysis Package includes both the Stenosis Analysis Package and the Left Ventricular Analysis Package.

The Stenosis Analysis Package is an application designed to estimate vessel dimensions and relevant parameters of the arterial Stenosis morphology in X-Ray angiography. The system is capable of automatic detection of vessel edges and display of stenosis severity.

The Left Ventricular Analysis Package is an expert reporting tool designed to estimate wall motion dynamics of the left ventricle, and to perform Global Ejection Fraction analysis in X-Ray angiography. The system is capable of providing Wall Motion and Global Ejection Fraction measurements (GEF). Wall Motion is built on the centerline method.

GEF analysis is calculated using both Simpson's rule method and the Dodge-Sandler area-length method.

Line	Qty.	Catalog		
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19      1.00      S18921LE      PCI Assist

**Net Price**  
**\$39,219.97**

PCI ASSIST is a commercial package that includes the following features:  
 High Contrast Fluoro - Organs in motion generate image blurring, which can make it difficult to assess the size of the lesion as well as stent deployment. To overcome this challenge, we increased the mA peak up to 36%, and decreased the pulse width by 25%. While the dose is equivalent, it is delivered in an efficient way that helps significantly reduce the blurring in the image due to organ motion.  
 StentViz - StentViz enhances visibility of the stent structure. It is particularly useful in verifying placement and deployment of stents during coronary interventions where moving arteries could make visibility challenging. StentViz processing is fully automated and can be launched at the press of a button on the Central Touch Screen at tableside. The result is automatically displayed on the reference monitor and shows two zoomed and enhanced images of the stent: One with the guidewire in view and a second one with the guidewire subtracted out in the area between the two balloon markers to allow excellent visualization of the stent struts or borders.  
 StentVesselViz - StentVesselViz Being able to see the position of stent into the vessel is especially critical in cases of complex clinical situations such as bifurcations or calcified lesions. A complete apposition of stent onto vessel wall can contribute to prevent stent thrombosis & restenosis. StentVesselViz improves the user confidence in the assessment of the position, correct deployment and shape of the stent in relation with the vessel in 2D versus cine. Thanks to an intuitive workflow, StentVesselViz is operated smoothly and can help the user position and expand stent The StentVesselViz option delivers from a single acquisition a StentViz image and then the fusion of this one with an image of the injected vessel. Those two images are automatically fading together for optimized and simultaneous visualization of stent into the vessel pre and post deployment.

Line	Qty.	Catalog		
20	1.00	S18771DA	FE Letter - QC mode Option activation	<b>Net Price</b> <b>\$35.65</b>

FE Letter - QC mode Option activation

Line	Qty.	Catalog		
21	1.00	S18761PP	NPA PDU Main Transformer-24KVA	<b>Net Price</b> <b>\$5,348.18</b>

The Power Distribution Unit provides power for the components of the system and centralizes the ON/OFF function

Line	Qty.	Catalog		
22	1.00	S18101CD	8 KVA UPS UL-CE	<b>Net Price</b> <b>\$5,348.18</b>

The 8kVA UPS allows to maintain gantry movements and Innova IQ table movements during mains power failure.

Line	Qty.	Catalog		
23	1.00	E46001BA	Main Disconnect Panel (MDP) UL 100A 480VAC 60Hz three phases for Vascular systems	<b>Net Price</b> <b>\$5,232.80</b>

The Main Disconnect Panel (MDP) panel serves as the main power disconnect between the PDU (Power Distribution Unit) of GE Vascular system and its optional Fluoro UPS (20kVA) if present, and the facility power source. The optimized design MDP saves time, installation labor, and valuable mounting space by consolidating the main circuit breaker, control power source and required warning lights provisions into a compact factory manufactured panel. The panel provides short circuit protection, overload protection and National Electrical Code and Canadian Electrical Code required emergency shutdown for the system. It provides LOTO (lock out – tag out) functions for safe service operation, and is part of the EPO (Emergency Power Off) function.

Standard Applications

For installations of Vascular systems from Cerber B forward production and beyond (not backward compatible). Not intended for seismic installations in California.

**Benefits**

- The System Main Disconnect saves time, installation labor, and valuable mounting space by consolidating the main circuit breaker, the feeder overcurrent devices, magnetic contactors and UPS emergency power-off into one compact panel
- Reduces installation time and cost by eliminating delays in obtaining individually enclosed components and by eliminating on site assembly
- UPS emergency power-off functions are included for future, partial system UPS addition.
- Disconnects system power on first loss of incoming power, preventing damage to system components
- Provides a standardized platform for UPS or other future GE engineered modifications or upgrades
- Main power disconnect operating handle can be padlocked in the OFF position for servicing safety and OSHA lock out/tag out
- The door has provisions for padlocking
- Enclosure door is interlocked with ON / OFF disconnect handle to prevent unauthorized access if disconnect is in the ON position

**Features**

- Fluoro UPS breaker output
- UL and cUL listed
- Supplied with 24V system emergency off push button and long-life LED pilot lights mounted on front side
- Power disconnection is accomplished via the door mounted emergency OFF push button.
- Suitable for use on systems with 50,000A of short circuit current. It is the installer's responsibility to verify that the available short circuit current is 50,000A or less for compliance to all electrical codes
- 100-ampere circuit breaker ratings furnished for use with GE Vascular system
- Holds up to 95 mm<sup>2</sup> cable connections for the three phases of incoming and outgoing breakers
- Terminal block for Neutral connection
- Panel disconnect provides OSHA lockout / tag out provisions
- Factory wired and tested

**Physical Characteristics**

- Dimensions: Height x Width x Depth: 615 x 415 x 230 mm (24.21" x 16.34" x 9.05")
  - Handle depth: 46mm (1.81")
  - Weight: approximately 19 kg (41,9 pounds)
- Components supplied with each panel

- The Main Disconnect Panel
- Installation, Operation & Service Manual
- Drawings and Electrical Schematics

Line	Qty.	Catalog		
24	1.00	S18101AT	TEMPLATE	<u>Net Price</u> \$1,084.97

TEMPLATE

Line	Qty.	Catalog		
25	1.00	S18101AE	Base Plate LC - Ground Floor Kit	<u>Net Price</u> \$0.00

Base Plate LC - Ground Floor Kit

Line	Qty.	Catalog		
26	1.00	S18111BD	Long In Board Monitor Bridge with long rails GEMSAM	<u>Net Price</u> \$1,782.73

9'6- INBOARD MONITOR BRIDGE

Line	Qty.	Catalog		
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**27      1.00      S18121RD                      228 by 578CM I.B RAILS**

**Net Price**  
**\$0.00**

In Board Rails, 228 inches long, to be used with LCD Monitor Suspensions

Line	Qty.	Catalog		
<b>28</b>	<b>1.00</b>	<b>E7018HB</b>	<b>Mark 7 Arterion injector on table mount with installation and warranty GE Innova package</b>	<b><u>Net Price</u></b> <b>\$37,600.00</b>

The Mark 7 Arterion is light, maneuverable and easy to use. Less time positioning and setting up the Arterion means more time with the patient. The clearly visible and intuitive user interface guides you through proper setup, and highlights the information you need to perform injections confidently.

- Ergonomic handle for easier maneuverability
- Front load syringe for simple insertion and clean removal
- Syringe provides a clear view of the contrast
- Light injector head with a handle to make it easier to position for injection
- Smooth arc design of pedestal for extended reach
- Small footprint which increases mobility around a busy lab
- Bright and colorful intuitive user interface is designed to highlight the information you need
- Highlighted armed state to know when the system is ready to inject
- History and protocol screens to easily access the amount of contrast delivered to the patient and store and recall protocols

NOTES:

- This item is only valid for Interventional systems that have an Omega table configuration. This item cannot be sold with any configurations that contain the Maquet Table.

Line	Qty.	Catalog		
<b>29</b>	<b>1.00</b>	<b>E6420BJ</b>	<b>HB-1 Armboard</b>	<b><u>Net Price</u></b> <b>\$960.00</b>

HB-1 Armboard w/Horizontal Rotation

**FEATURES/BENEFITS**

- Designed for easy placement and removal from under patient before or during procedures
- Allows for unobstructed fluoroscopy or catheter placement during an axillary or antecubital approach
- Facilitates optimum patient comfort
- Pivots 180 degrees in the horizontal plane
- Can be used for either left or right approach

**SPECIFICATIONS**

- Constructed of strong, lightweight Kevlar based material

Line	Qty.	Catalog		
30	1.00	E6420BK	HB-1 Armboard Pad	<u>Net Price</u> \$96.00

Armboard Replacement Pad Set

This set of 10 foam replacement armboard pads can be used on the E6420BJ horizontal armboard

Line	Qty.	Catalog		
31	2.00	E3053JB	Mavig Double Pivot, Flexible Lower Body Protector	<u>Net Price</u> \$8,734.40

Mavig Flexible, Double-Pivot Lower Body Protector Provides convenience, flexibility and enhanced protection for medical personnel. Helps shield technicians against scatter radiation from sources beneath the tabletop and also helps to protect the lower extremities. Flexible 0.5 mm lead equivalent curtains attached to aluminum alloy pivoting arm. The entire lower body protector can be easily and quickly removed from the table.

Warranty Code H- 6 Months: Exchange of non-conforming products, which you return to us during the warranty period.

- This model is designed to offer enhanced protection in combination with tiltable tables
  - Performance angle +/-150
  - Adjustable brakes for lower shields
  - Left and right table mounting with a single adapter Similar features of the E3053J model
- Note: Installation, parts, applications training and on-site service is the buyer's responsibility.

Line	Qty.	Catalog		
32	1.00	E3053HB	LED130, focusable LED examination lamp	<u>Net Price</u> \$6,700.00

LED130, focusable LED examination lamp

Line	Qty.	Catalog		
33	1.00	E3053BD	Mavig Portegra2 360 Trolley with Ceiling Column - 80cm	<u>Net Price</u> \$2,180.00

Portegra2 3600 Ceiling Column w/ Carriage 80 cm

- Lower post allows 3600 rotation
- Upper fixed post is electric with 3300 rotation
- Each has a load capacity of 18 kg (40 lbs.)

Line	Qty.	Catalog		
34	1.00	E3053CB	4m Track with Cable Spooler and Cable Holders and Stoppers	



**Net Price**  
**\$4,799.20**

TS1006 4.0m Track is a kit that includes the Cable Spooler (E-TS10B03) and Cable Holders/Stopppers (TS10B04/5) for 4.0m Track which includes Qty 5 Cable Holders for longer track length.

The ceiling track is suited for use of ceiling guided accessories, including radiation protective shields, lamps, injectors, monitors, and other equipment.

**FEATURES AND BENEFITS**

- The unique structure profile ensures smooth running of the carriage
- With little force, the installed system can be moved and positioned
- The carriage glides smoothly, even after many years of routine use
- Adjustable cross-struts simplifies the system installation

Line	Qty.	Catalog		<b><u>Net Price</u></b>
35	1.00	E4502SS	<b>NR - X-Ray Warning and Room Lighting Control Panel</b>	<b>\$1,740.00</b>

The X-Ray in use Warning and Room Lighting Control Panel provides an interface between the X-Ray in use warning lights, interior room general lighting, and the X-Ray system. The X-Ray in use portion of the panel provides low voltage control of the X-Ray in Use Warning Lights and the room general lighting is controlled by a pre-wired foot switch

- Designed and tested for GEHC products, for use in CT, PET/CT and X-Ray applications
- Can eliminate procurement inconveniences and delivery delays often associated with acquiring individual components
- Improves servicing safety by the eliminating of the warning light/room general lighting circuit from the imaging control system cabinet.

**NOTES:**

- Customer is responsible for rigging and arranging for installation with a qualified party
- ITEM IS NON-RETURNABLE AND NON-REFUNDABLE

Line	Qty.	Catalog		<b><u>Net Price</u></b>
36	1.00	E6220J	<b>INTERCOM SYSTEM FOR X-RAY</b>	<b>\$9,600.00</b>

VIS-A-VIS Vitalinq Intercom System for X-ray

The VIS-A-VIS Vitalinq intercom system for X-ray is a two-way communication system that is designed to meet the specific needs that arise during diagnostic and interventional procedures. It enables physicians to have continuous two-way conversation with the control room operator during diagnostic and interventional procedures.

**FEATURES/BENEFITS**

- Capable of picking up conversation in a normal tone of voice, Vitalinq allows control room operators to respond immediately to physicians' requests
- Larger format and unique pyramidal construction of the microphones contribute to Vitalinq's high intelligibility, even within the acoustically active space of a full-functioning procedure room
- Designed to minimize the loss of articulation by reducing the potential echo path it gathers and transmits speech in a highly efficient manner

**SPECIFICATIONS**

- Dimensions: 24" x 24" x 20"



June 3, 2020  
 Quote Number: **2005514866.17**  
 Customer ID: **1-23I8EQ**  
 Agreement Expiration Date: **8/22/2020**

- Weight: 47 lbs.

NOTES:

- INSTALLATION IS THE RESPONSIBILITY OF THE CUSTOMER
- Warranty Period 6 months - Exchange of non conforming products, which are returned to GE during warranty period.
- Installation, parts, application training and onsite service is the buyer's responsibility

Line	Qty.	Catalog		
37	1.00	E7058AB	Anti fatigue floor mat gray 3x5x.625in	<u>Net Price</u> \$380.00

GE Anti-Fatigue Floor Mat (Gray 3x5 x 5/8")

Line	Qty.	Catalog		
38	4.00	W0310ALL	TIP DAY OF APPLICATIONS TRAINING	<u>Net Price</u> \$11,200.00

A single day of applications training delivered at customer's site for any GE Healthcare Diagnostic Imaging system, Monday-Friday, 8am to 5pm. Customer will work with GE Healthcare to schedule appropriate times to deliver applications training. Training must be completed within 12 months from purchase.

Line	Qty.	Catalog		
39	1.00	W0322ALL	TIP SYSTEM TRAINING & AIRFARE, MEALS & LODGING MILWAUKEE	<u>Net Price</u> \$7,500.00

This program is designed for an employee of customer to attend a system training course held near Milwaukee, Wisconsin, at the GE Healthcare Institute. The package is intended to allow customer the convenience of prepaying some of its training, airfare, meals and lodging expenses when attending a Clinical Education course at the GE Healthcare Institute. Lodging will be at a GE Healthcare-designated hotel. Breakfast is provided by the hotel and lunch is provided at the GE Healthcare Institute. Dinner and weekend meals are customer's responsibility. Transportation to and from the airport and to and from the GE Healthcare Institute is provided by the GE Healthcare-designated hotel. Customer must make its travel arrangements through a designated GE Healthcare representative. Directions will be provided to customer upon confirmation of training course. GE Healthcare will not provide reimbursement for meals not included or for students that fail to comply with directions. Training course must be scheduled through GE Healthcare's training registration system. Training must be completed within 12 months from purchase.

**Total Quote Subtotal: \$738,929.15**

**Total Quote Net Selling Price: \$738,929.15**



## GPO Agreement Reference Information

Customer:	Catawba Valley Medical Center
Contract Number:	Intalere VQ10400
Billing Terms:	80% delivery or Shipment / 20% Acceptance or Installation
Payment Terms:	NET 30
Shipping Terms	FOB DESTINATION

Offer subject to the Terms and Conditions of the applicable Group Purchasing Agreements currently in effect between GE Healthcare and Intalere VQ10400

# **EXHIBIT NO. 7**

**CVMC EQUIPMENT COMPARISON CHART—GE MAC-LAB**

	<b>EXISTING EQUIPMENT</b>	<b>REPLACEMENT EQUIPMENT</b>
Type (e.g., Cardiac Catheterization, Gamma Knife, Heart-lung bypass machine, Linear Accelerator, Lithotripter, MRI, PET, Simulator, CT Scanner, Other Major Medical Equipment)	Cardiac Catheterization AltiX Mac-Lab	Cardiac Catheterization AltiX Mac-Lab
Manufacturer	GE	GE
Model Number	P1703SF	P1703SF
Other method of identifying the equipment (e.g., Room #, Serial Number, VIN #)	SSD1951135TA	TBD
Is the equipment mobile or fixed	FIXED	FIXED
Date of acquisition	April 2020	TBD
Was the existing equipment new or used when acquired? / Is the replacement equipment new or used?	NEW	NEW
Total projected capital cost of the project (Attach a signed Projected Capital Cost form)	NA	\$29,431,556
Total cost of the equipment	\$139,425.01	\$138,845.84
Location of the equipment (Attached a separate sheet for mobile equipment if necessary)	Cath Lab Imaging Department CVMC Main Campus	New Heart Center CVMC Main Campus
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 in necessary)	Cardiac Cath documentation/monitoring	NA
Type of procedures the replacement equipment will perform performed (Attach a separate sheet in necessary)	NA	Cardiac Cath documentation/monitoring

# **EXHIBIT NO. 8**



August 20, 2020  
 Quote Number: **2006585109.5**  
 Customer ID: **1-2318EQ**  
 Agreement Expiration Date: **11/17/2020**

Catawba Valley Medical Center  
 810 Fairgrove Church Rd  
 Hickory, NC 28602-9617

This Agreement (as defined below) is by and between the Customer and the GE Healthcare business ("GE Healthcare"), each as identified below for the sale and purchase of the Products and/or Services identified in this Quotation, together with any applicable schedules referred to herein ("Quotation"). "Agreement" is this Quotation and either: (i) the Governing Agreement identified below; or (ii) if no Governing Agreement is identified, the GE Healthcare Terms and Conditions and Warranties that apply to the Products and/or Services identified in this Quotation. In the event of conflict, the Quotation supersedes.

GE Healthcare can withdraw this Quotation at any time before Customer: (i) signs and returns this Quotation or (ii) provides evidence of Quotation acceptance satisfactory to GE Healthcare ("Quotation Acceptance"). On Quotation Acceptance, this Agreement is the complete and final agreement of the parties relating to the Products and/or Services identified in this Quotation. There is no reliance on any terms other than those expressly stated or incorporated by reference in this Agreement and, except as permitted in this Agreement, no attempt to modify will be binding unless agreed to in writing by the parties. Modifications may result in additional fees and cannot be made without GE Healthcare's prior written consent.

Handwritten or electronic modifications on this Agreement (except an indication of the form of payment, Customer purchase order number and signatures on the signature blocks below) are void.

Governing Agreement:	Intalere VQ10400
Terms of Delivery	FOB Destination
Billing Terms	80% delivery or Shipment / 20% Acceptance or Installation
Payment Terms	NET 30
Sales and Use Tax Exemption	No Certificate on File
Logistics Surcharge %	1.75%
Logistics Surcharge Amount	\$2,388.01
Total Amount with Logistics Surcharge	\$138,845.84

**IMPORTANT CUSTOMER ACTIONS:**

Please select your planned source of funds. Source of funds is assumed to be cash unless you choose another option. Once equipment has been shipped, source of funds changes cannot be allowed.

- Cash
- GE HFS Loan                       GE HFS Lease
- Other Financing Loan               Other Financing Lease              Provide Finance Company Name \_\_\_\_\_

The parties have caused this Agreement to be executed by their authorized representative as of the last signature date below.

Catawba Valley Medical Center

**Signature:** \_\_\_\_\_

**Print Name:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Date:** \_\_\_\_\_

\_\_\_\_\_

**Purchase Order Number, if applicable**

GE Precision Healthcare LLC, a GE Healthcare business

**Signature:** Bob Garlington

**Title:** Account Manager - VASO Mfr Rep

**Date:** August 20, 2020



August 20, 2020  
 Quote Number: **2006585109.5**  
 Customer ID: **1-23I8EQ**  
 Agreement Expiration Date: **11/17/2020**

**To Accept This Quotation**

Please sign and return this quotation together with your Purchase Order to:

**Name:** Bob Garlington  
**Email** bob.garlington@ge.com  
**Phone:** +1 8653122474  
**Fax:**

**Payment Instructions**

Please **remit** payment for invoices associated with this quotation to:

**GE Precision Healthcare LLC**  
**P.O. Box 96483**  
**Chicago, IL 60693**  
**FEIN: 83-0849145**

**Catawba Valley Medical Center**

**Addresses:**

**Bill To:** CATAWBA VALLEY MEDICAL CTR

CATAWBA VALLEY MEDICAL CENTER, ATTN ACCTS PAYABLE 810  
 FAIRGROVE CHURCH RD SE HICKORY, NC, 28602-9643

**Ship To:** CATAWBA VALLEY MEDICAL CTR

810 FAIRGROVE CHURCH RD HICKORY, NC, 28602-9617

**To Accept This Quotation**

- Please sign the quote and any included attachments (where requested).
- If requested, please indicate your form of payment.
- If you include a purchase order, please make sure it references the following information:
  - The correct Quote number and Version number above
  - The correct Remit To information as indicated in **“Payment Instructions”** above
  - Your correct SHIP TO and BILL TO site name and address
  - The correct Total Price as indicated above

Upon submission of a purchase order in response to this quotation, GE Healthcare requests the following to evidence agreement to contract terms: Signature page on quote filled out with signature and P.O. number \*\*\*\* OR\*\*\*\* Verbiage on the purchase order must state one of the following:

(i) Per the terms of Quotation # \_\_\_\_\_, (ii) Per the terms of GPO # \_\_\_\_\_; (iii) Per the terms of MPA# \_\_\_\_\_: or (iv) Per the terms of SAA # \_\_\_\_\_.

Include applicable quote/agreement number with the reference on the purchase order. In addition, Source of Funds (choice of Cash/Third Party Load or GE HFS Lease Loan or Third Party Lease through \_\_\_\_\_), must be indicated, which may be done on the Quote Signature Page (for signed quotes), or the Purchase Order (where quotes are not signed) or via a separate written source of funds statement (if provided by GE Healthcare).”

## Catalog Item Details

Line	Qty.	Catalog	
1	1.00	P1703SF	USCAN Altix Mac-Lab

**Net Price**  
**\$90,315.73**

Mac-Lab Altix Hemodynamic Recording system software – Advanced system applications for display, recording, analysis and documentation of clinical data and events during adult and pediatric patient hemodynamic studies.

Clinical Features:

Macros: Color initiated macros automates procedural workflow with user-defined procedure setups

ST Segment software: Real-time review of ST segment changes from user defined baseline during hemodynamic procedures

Cath Measurement Display Window: Real-time display of collective measurements acquired during the procedure.

Integrated FFR: Integrated Fractional Flow Reserve calculation

Editable Level of Pain / Level of Consciousness scales: Allows creation of user defined LOC/LOP scales

ETCO2 window - displays ETCO2 waveform, Respiration Rate, Inspiratory and Expiratory values (ETCO2 module/sensor required, sold separately)

System Security Features:

Encrypted data: Provides enhanced system security through data encryption

Automated User Tracking: Document who performed each procedure event

Esignature: Ability to lock and sign MS Word reports from within your system

Audit Trail: Documents details of many events, including system log-on, review study, continue study, print study, and other

Interface/Data exchange

GE Data Export: Allows HL7 files from the system to be sent to other GE devices

GE ADT Import: Enables admission data to be received from GE data management systems via DICOM MWL

GE X-Ray Interface: Enables admission data to be sent to, and Radiologic information to be received from, GE X-Ray systems via DICOM MWL and MPPS Operating system and 3rd party Software

Also includes the following catalogs:

P1703AA MAC-LAB SW OPTIONS

P1703CA Altix MAC-LAB COMPUTER

P1961BB MONITOR

P1701AV VIDEO DISTRIBUTION KIT

P1961CA STANDARD COMPUTER ACCESSORIES

P1701CU BARCODE SCANNER

P1961BC SPEAKER KIT

P1701HD HDMI AUDIO KIT

P1961UA 120-V UPS

P1701PG POWER CORD 120V UPS

P1701BD 110V IEB

P1003EM MACLAB ENGLISH LANGUAGE KEYBOARD

P1700US Altix US LANGUAGE KIT

P1701EZ W10 Printer Interface Kit

Line	Qty.	Catalog	
2	1.00	P1961CP	Pre-Install Kit

**Net Price**  
**\$702.00**

Pre-Install kit contains required cabling for both new installation and upgrade to an existing system.

Line	Qty.	Catalog	
3	1.00	2041390-058	Masimo SPO2 Technology

**Net Price**  
**\$6,237.00**

Flexibly-mounted (table-rail, IV pole) integrated invasive and non-invasive amplifier providing up to 12 Lead ECG, HR, Temperature, up to four invasive pressure channels, Massimo-compatible SPO2, NIBP, Thermal dilution or Fick Cardiac Output, and 2 analog output



signals (1 ECG and 1 invasive pressure).

Line	Qty.	Catalog		
4	1.00	2041390-003	Masimo English Language	<u>Net Price</u> \$0.00

English, Masimo

Line	Qty.	Catalog		
5	1.00	2041575-002	Power Line Frequency 60HZ	<u>Net Price</u> \$0.00

SW OPT 60HZ POWER LINE FREQUENCY PDM

Line	Qty.	Catalog		
6	1.00	2041575-003	Invasive Blood Pressure Enabled	<u>Net Price</u> \$2,106.00

SW OPT ENABLE INVASIVE BP

Line	Qty.	Catalog		
7	1.00	2041390-041	CARESCAPE PDM Battery	<u>Net Price</u> \$210.60

ATO OI BATTERY

Line	Qty.	Catalog		
8	1.00	2041390-044	No PDM dock	<u>Net Price</u> \$0.00

Bedside Dock

Line	Qty.	Catalog		
9	1.00	P1961MB	MLCL PDM Base Station Plus Bed Rail Mount	<u>Net Price</u> \$351.00

MLCL PDM Base station plus bedrail mount contains the required hardware to mount the PDM base station plus to the X-ray table. PDM mount is separate from this offering.

Line	Qty.	Catalog		
10	1.00	P1961SM	MASIMO PDM ACCESSORIES WITH BASE STATION - AHA	<u>Net Price</u> \$4,368.00

MASIMO PDM ACCESSORIES WITH BASE STATION (BASE STATION ETC02 SUPPORT, AHA ECG CABLES-LEADWIRES, MASIMO SP02 FINGER PROBE, CARDIAC OUTPUT CABLE, AND BASE STATION MOUNT)

Line	Qty.	Catalog		
11	1.00	P1961CS	CO2 Sidestream Sensor	<u>Net Price</u> \$3,510.00

Contains Respiration sidestream CO2 module





August 20, 2020  
 Quote Number: **2006585109.5**  
 Customer ID: **1-23I8EQ**  
 Agreement Expiration Date: **11/17/2020**

Line	Qty.	Catalog	
12	1.00	P1706SD	AltiX USCAN GE Client Workstation

Net Price  
**\$8,910.00**

GE Clinical Client Workstation includes the required software and hardware for pre/op and nurse workstations on the INW network. For hardware specifications, please see the GE pre-install manual.

Catalog also includes:

- P1706AF AltiX GE CLIENT WORKSTATION HW AND SW
- P1005DF COMBOLAB ENGLISH LANGUAGE KEYBOARD
- P1961BA ISOLATION TRANSFORMER
- P1961BB MONITOR
- P1961CA STANDARD COMPUTER ACCESSORIES

Line	Qty.	Catalog	
13	2.00	P1706WS	Pre Op Post Op Mobile Workstand

Net Price  
**\$3,847.50**

Pre-op/Post-op mobile workstation provides a mount and mobile cart solution for preop/postop and nurse workstation.

Line	Qty.	Catalog	
14	3.00	W0310ALL	TIP DAY OF APPLICATIONS TRAINING

Net Price  
**\$8,400.00**

A single day of applications training delivered at customer's site for any GE Healthcare Diagnostic Imaging system, Monday-Friday, 8am to 5pm. Customer will work with GE Healthcare to schedule appropriate times to deliver applications training. Training must be completed within 12 months from purchase.

Line	Qty.	Catalog	
15	1.00	2016376-092	INSTL-AFTER HOURS MAC-LAB/CARDIOLAB/COMBOLAB - WEEKEND

Net Price  
**\$4,000.00**

Line	Qty.	Catalog	
16	1.00	2016376-094	INSTL-AFTER HOURS NURSES WORKSTATION

Net Price  
**\$1,000.00**

Line	Qty.	Catalog	
17	1.00	W0037CD	INVASIVE PRJ MGMT SVCS

Net Price  
**\$2,500.00**

INVASIVE PRJ MGMT SVCS

**Total Quote Net Selling Price: \$136,457.83**

**Logistics Surcharge: % 1.75%**



August 20, 2020  
Quote Number: **2006585109.5**  
Customer ID: **1-23I8EQ**  
Agreement Expiration Date: **11/17/2020**

<b>Logistics Surcharge Amount:</b>	<b>\$2,388.01</b>
<b>Total Amount with Logistics Surcharge:</b>	<b>\$138,845.84</b>

## GPO Agreement Reference Information

Customer:	Catawba Valley Medical Center
Contract Number:	Intalere VQ10400
Billing Terms:	80% delivery or Shipment / 20% Acceptance or Installation
Payment Terms:	NET 30
Shipping Terms	FOB DESTINATION

Offer subject to the Terms and Conditions of the applicable Group Purchasing Agreements currently in effect between GE Healthcare and Intalere VQ10400

# **EXHIBIT NO. 9**

**CVMC EQUIPMENT COMPARISON CHART—EP**

	<b>EXISTING EQUIPMENT</b>	<b>REPLACEMENT EQUIPMENT</b>
Type (e.g., Cardiac Catheterization, Gamma Knife, Heart-lung bypass machine, Linear Accelerator, Lithotripter, MRI, PET, Simulator, CT Scanner, Other Major Medical Equipment)	Electrophysiology Imaging Equipment	Electrophysiology Imaging Equipment
Manufacturer	Siemens	GE
Model Number	AXIOM ARTIS 10094137	IGS 520
Other method of identifying the equipment (e.g., Room #, Serial Number, VIN #)	917200706	TBD
Is the equipment mobile or fixed	FIXED	FIXED
Date of acquisition	October 2007	TBD
Was the existing equipment new or used when acquired? / Is the replacement equipment new or used?	NEW	NEW
Total projected capital cost of the project (Attach a signed Projected Capital Cost form)	NA	\$29,431,556
Total cost of the equipment	\$697,206.00	\$738,929.15
Location of the equipment (Attached a separate sheet for mobile equipment if necessary)	EP Lab Imaging Department CVMC Main Campus	New Heart Center CVMC Main Campus
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 in necessary)	Electrophysiology Procedures	NA
Type of procedures the replacement equipment will perform performed (Attach a separate sheet in necessary)	NA	Electrophysiology Procedures

# **EXHIBIT NO. 10**



May 22, 2020  
 Quote Number: **2006410044.7**  
 Customer ID: **1-2318EQ**  
 Agreement Expiration Date: **8/20/2020**

Catawba Valley Medical Center  
 810 Fairgrove Church Rd  
 Hickory, NC 28602-9617

This Agreement (as defined below) is by and between the Customer and the GE Healthcare business ("GE Healthcare"), each as identified below for the sale and purchase of the Products and/or Services identified in this Quotation, together with any applicable schedules referred to herein ("Quotation"). "Agreement" is this Quotation and either: (i) the Governing Agreement identified below; or (ii) if no Governing Agreement is identified, the GE Healthcare Terms and Conditions and Warranties that apply to the Products and/or Services identified in this Quotation. In the event of conflict, the Quotation supersedes.

GE Healthcare can withdraw this Quotation at any time before Customer: (i) signs and returns this Quotation or (ii) provides evidence of Quotation acceptance satisfactory to GE Healthcare ("Quotation Acceptance"). On Quotation Acceptance, this Agreement is the complete and final agreement of the parties relating to the Products and/or Services identified in this Quotation. There is no reliance on any terms other than those expressly stated or incorporated by reference in this Agreement and, except as permitted in this Agreement, no attempt to modify will be binding unless agreed to in writing by the parties. Modifications may result in additional fees and cannot be made without GE Healthcare's prior written consent.

Handwritten or electronic modifications on this Agreement (except an indication of the form of payment, Customer purchase order number and signatures on the signature blocks below) are void.

Governing Agreement:	Intalere VQ10400
Terms of Delivery	FOB Destination
Billing Terms	80% delivery / 20% Installation
Payment Terms	Due On Receipt-30 Days
Total Quote Net Selling Price	\$738,929.15
Sales and Use Tax Exemption	No Certificate on File

**IMPORTANT CUSTOMER ACTIONS:**

Please select your planned source of funds. Source of funds is assumed to be cash unless you choose another option. Once equipment has been shipped, source of funds changes cannot be allowed.

Cash  
 GE HFS Loan                       GE HFS Lease  
 Other Financing Loan               Other Financing Lease              Provide Finance Company Name \_\_\_\_\_

The parties have caused this Agreement to be executed by their authorized representative as of the last signature date below.

Catawba Valley Medical Center

**Signature:** \_\_\_\_\_

**Print Name:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Date:** \_\_\_\_\_

\_\_\_\_\_

**Purchase Order Number, if applicable** \_\_\_\_\_

GE Precision Healthcare LLC, a GE Healthcare business

**Signature:** Bob Garlington

**Title:** Account Manager - VASO Mfr Rep

**Date:** May 22, 2020



May 22, 2020  
 Quote Number: **2006410044.7**  
 Customer ID: **1-23I8EQ**  
 Agreement Expiration Date: **8/20/2020**

**To Accept This Quotation**

Please sign and return this quotation together with your Purchase Order to:

**Name:** Bob Garlington  
**Email** bob.garlington@ge.com  
**Phone:** +1 8653122474  
**Fax:**

**Payment Instructions**

Please **remit** payment for invoices associated with this quotation to:

**GE Precision Healthcare LLC**  
**P.O. Box 96483**  
**Chicago, IL 60693**  
  
**FEIN: 83-0849145**

**Catawba Valley Medical Center**

**Addresses:**

**Bill To:** CATAWBA VALLEY MEDICAL CTR

CATAWBA VALLEY MEDICAL CENTER, ATTN ACCTS PAYABLE 810 FAIRGROVE CHURCH RD SE HICKORY, NC, 28602-9643

**Ship To:** CATAWBA VALLEY MEDICAL CTR

810 FAIRGROVE CHURCH RD HICKORY, NC, 28602-9617

**To Accept This Quotation**

- Please sign the quote and any included attachments (where requested).
- If requested, please indicate your form of payment.
- If you include a purchase order, please make sure it references the following information:
  - The correct Quote number and Version number above
  - The correct Remit To information as indicated in **“Payment Instructions”** above
  - Your correct SHIP TO and BILL TO site name and address
  - The correct Total Price as indicated above

Upon submission of a purchase order in response to this quotation, GE Healthcare requests the following to evidence agreement to contract terms: Signature page on quote filled out with signature and P.O. number \*\*\*\* OR\*\*\*\* Verbiage on the purchase order must state one of the following:

(i) Per the terms of Quotation # \_\_\_\_\_, (ii) Per the terms of GPO # \_\_\_\_\_; (iii) Per the terms of MPA# \_\_\_\_\_: or (iv) Per the terms of SAA # \_\_\_\_\_.

Include applicable quote/agreement number with the reference on the purchase order. In addition, Source of Funds (choice of Cash/Third Party Load or GE HFS Lease Loan or Third Party Lease through \_\_\_\_\_), must be indicated, which may be done on the Quote Signature Page (for signed quotes), or the Purchase Order (where quotes are not signed) or via a separate written source of funds statement (if provided by GE Healthcare).”



Line	Qty.	Catalog		Net Price
1	1.00	S18921EN	IGS 520 with Omega V	\$395,967.89

The Innova IGS 5 in its below described IGS 520 configuration with Omega V table unites image quality, an optimal panel size and built-in protocols for imaging versatility, making it suitable for a full range of Interventional X-ray procedures, such as cardiac, electrophysiology and general vascular diagnosis and intervention.

#### Innova IGS 5 Positioner

The Innova IGS 5 combines GE's exclusive Innova LC Positioner with an ergonomically designed tableside user interface to provide easy access and control of critical features during an exam. Its patented three-axis isocentric positioner design with floor mounted L-arm and offset C-arm provides maximum positioning flexibility and excellent patient access in all views. The rigid, floor-mounted construction provides minimum vibration and deflection during acquisitions. The three motor-driven axes make even the most complex angulations easy to achieve.

#### GE Revolution digital flat panel detector

The IGS 520 configuration unites image quality, optimal panel size (20.5 cm x 20.5 cm/8 in x 8 in) for cardiac procedures and built-in protocols for imaging versatility, making it suitable for a wide range of minimally invasive procedures.

The digital detector uses an amorphous silicon photodiode array on a continuous-substrate, single-piece panel with no inherent seams. The digital detector (20.5 cm x 20.5 cm/8 in x 8 in), is comprised of a 1024 x 1024 array of imaging elements or pixels on a 200- micron pitch. Scintillator thickness and electronic noise are optimized to produce extremely high detective quantum efficiencies, both at high exposures and at fluoroscopic doses.

#### Image Processing

The detector can translate the widest possible range of X-ray exposure intensities into digital signals without saturation. The system is configured with a removable anti-scatter grid to maximize image quality during routine imaging. Proprietary DRM image processing transforms this information for display without loss of detail over a wide range of anatomical densities. Moreover, organs in motion generate image blurring but thanks to High contrast fluoro option coming with PCI ASSIST package, that blurring is significantly reduced while the dose is equivalent.

With excellent performance in low-dose fluoroscopy as well as high-dose exposures, the IGS 520 advances GE's leadership in flat-panel imaging. The wide dynamic range of the detector, coupled with 14-bit acquisition and patented image processing, enables excellent visualization of low- contrast objects. Detective Quantum Efficiency (DQE), an important measurement of information capture, is taken to a new level with the Innova detector design.

#### X-RAY Tube

The Innova IGS 5 uses a 100 kW high-frequency Jedi three-phase power unit that provides grid pulsed fluoroscopy capability.

Automatic X-ray technique calculation provides a tube-rating chart that calculates maximum exposure time based on the selected protocol, kV, mA, focal spot and available heat units.

Fluoroscopy and radiography exposure times and mA are automatically controlled by the dynamic exposure optimization system. The range of mA is limited by X-ray tube ratings and regulatory limits. A fluoroscopic timer captures the fluoroscopic procedure time (reset time is every five minutes).

#### The Omega V table

The Omega V table is the long version, and motorized table.. It supports a load up to 304 kg and allows imaging coverage with table panning up to 187cm with table dimension: 333cm in length and 46cm in width.

#### User interface

- The SmartBox provides a simple control of the positioner and the table. A second SmartBox can be added at tableside or in the control room.
- The TSSC provides simple access to key acquisition and review parameters throughout the exam. A second TSSC can be added at tableside or in the control room.
- The Central Touch Screen lets the user control the system functions as well as integrated equipment.
- Smart Nav is an innovative solution to control some system functionalities from tableside and from the control room. It allows fast function access in displaying menu controls on the reference monitor upon user request. With Smart Nav, the user can keep his/her attention on the screen monitors where clinical images are also displayed. Smart Nav is controlled from the Central Touch Screen, local keypad or remote keypad, providing intuitive and context-based navigation.
- Fluorostore store displays, and plays loops of the last 450 (up to 900) fluoro images at the push of a button for streamlined image

review, helping to avoid extra images and exposure.

- In Room Browser display the sequences previously acquired on the in-room monitor for interactive table-side selection and review.

The Innova IGS 5 system facilitates image management and workflow using standard format and communication protocols. It also features close integration with the AW and CA1000 workstations to provide advanced image review and processing capabilities.

- Acquisition of data at 14 bits
- Dynamic and chase images stored in 8 bits, maximum 450 images per sequence. Storage capacity: 136,000 dynamic and chase images
- DSA images with 12 bits data stored in 16 bits, maximum 450 images per sequence. Storage capacity: 68,000 DSA images
- DICOM image output on 100Mbit Ethernet with Autosend and background transfer for fast transmission with minimal user interaction
- Capability to do full resolution 1024 x 1024 DICOM push to retain image quality at acquisition (configurable to 512 x 512 for cardiac acquisitions and 512 x 512 x 512 or 256 x 256 x 256 for 3D imaging)
- Patient Worklist capability provides a single point of entry of patient data, increasing staff productivity and eliminating clerical errors: patient information can easily be imported into the digital system from information systems that support DICOM Worklist Service Class Provider.
- Multi-destination Push enables images to be sent to multiple remote DICOM destinations sequentially (one after another). Multi-destination helps to support a clinical scenario of handling post processing and archival activities in multiple destinations independently of each other (workstation, PACS).
- MPPS: Modality Performed Procedure Step allows to share the main exam parameters with the hospital information system.
- For the 3DCT / 3DCT HD option, users can direct-push the 3D acquisition directly to the pre-configured AW, even if the images of the exam are pushed to a PACS or another archiving system.

Line	Qty.	Catalog		Net Price
2	1.00	S18061TP	SMART BOX	<b>\$1,782.73</b>

SmartBox for Innova IGS with Omega Tables  
 New SmartBox for Simplified and Intuitive Joystick Control of Positioner and Table

- Anatomical and mechanical positioning
- Independent or simultaneous movement of all three positioner axes
- Remote SID Control
- Manual or motor assisted 4-way table panning
- Ergonomic design
- Hermetically sealed

Line	Qty.	Catalog		Net Price
3	1.00	S18061EF	Wired Dual IPX8 Ed3 Footswitch for exam room	<b>\$891.36</b>

Line	Qty.	Catalog		Net Price
4	1.00	S18751SJ	Sub-No Sub Fluoro Display Kit	<b>\$3,565.45</b>

Sub-No Sub Fluoro Display Kit

Line	Qty.	Catalog		Net Price
5	1.00	S18461LG	LINKSET DIGITAL and ANALOG US	



\$1,818.38

Link Set for Digital and Analog Ultrasound

Line	Qty.	Catalog		
6	1.00	S18461AD	ANALOG TO DIGITAL CONVERTOR KIT	<u>Net Price</u> \$1,087.46

Analog to Digital Converter Kit

Line	Qty.	Catalog		
7	1.00	S18771FV	Large Display Monitor Protective Screen	<u>Net Price</u> \$2,674.09

Line	Qty.	Catalog		
8	3.00	S18461LZ	LINKSET OPEN1	<u>Net Price</u> \$4,064.61

Link Set Open 1

Suitable for anesthesia monitors, camera, etc.

Line	Qty.	Catalog		
9	1.00	S18391PM	Mavig Monitor Suspension for Large Display Monitor with 36m Cable	<u>Net Price</u> \$14,261.81

Mavig Monitor Suspension for Large Display Monitor with 36m Cable

Line	Qty.	Catalog		
10	1.00	S18461NQ	Large Display Solution with Video Server 16 inputs.	<u>Net Price</u> \$74,874.50

Large Display Solution with Video Server 16 inputs.

Line	Qty.	Catalog		
11	1.00	S18061MB	2 Inch Comfort Table Mattress	<u>Net Price</u> \$1,247.91

2 Inch Comfort Table Mattress

Line	Qty.	Catalog		
12	1.00	M81521KC	AW VolumeShare 7 for Interventional with 32GB of RAM. DOES NOT include	

**Volume Viewer**

**Net Price**  
**\$18,240.00**

AW VolumeShare 7 is a multi-modality image review, comparison and post processing workstation built with simplicity and power at its core. Powerful software is optimized to take advantage of state of the art 64 bit technology and multiple cores to ensure leading edge performance.

AW VolumeShare 7 features include:

Hardware:

- o HP Z4G4 Workstation
- o CPU: Intel Xeon W-2135 Six-Core @ 3.7 GHz with 8.25 MB L3 Shared Cache
- o RAM: 32GB (2x16GB) DDR4 2666 MHz ECC Registered DIMM
- o Upgradeable to 64GB ( 8x8GB)
- o Graphics: NVIDIA Quadro NVS P620 with 2 GB Video cards ( optionally upgradeable with certain applications)
- o 1x 256GB Solid State Drive for OS and Apps
- o 2x 512GB Solid State Drive in RAID -0 for image cache

Software:

- o GE Healthcare HELiOS 6 operating system
- o Demo Exams for training and exploration
- o Fast access to information you need through optional RIS integration & priors post-fetch
- o Efficient workflow through dynamic load, end review and Key Image Notes features
- o Productivity package to pre-process exams and allow up to 8 simultaneous sessions
- o Applications usage monitor to track and view usage of your system
- o Smart layouts with Volume Viewer General review protocol that optimizes comparison and single exam layouts
- o Enhanced multi-modality contouring tool with support for PET SUVs
- o Support for external DICOM USB media and preference management tool to exchange preferences across users
- o Support for optional, broad suite of multi-modality advanced applications

Line	Qty.	Catalog		<u>Net Price</u>
13	1.00	M80281AA	AW VolumeShare 7 Monitors	\$1,920.00

AW VolumeShare 7 Monitors are two high-quality monitors offering bright and high contrast imagery suited to the display of medical images per the AW VolumeShare Indications for Use. Each provides a 19" 1280x1024 (5:4 aspect ratio) display that complies with international medical and patient safety standards and offers the following specifications:

- Maximum luminance (panel typical) : 330 nit
- DICOM Part 14 calibrated luminance: 215 nit
- Contrast ratio (panel typical) : 900:1
- An ambient light sensor
- Brightness non-uniformity (measured as per DIN6868-157) : +/-25%

Line	Qty.	Catalog		<u>Net Price</u>
14	1.00	S18021CF	Cardiac X-Ray Analysis	\$13,440.00

Cardiac X-Ray Analysis



Line	Qty.	Catalog		
15	1.00	S18021SE	Stenosis Analysis Package for AW	<u>Net Price</u> <b>\$7,200.00</b>

The Stenosis Analysis Package is an application designed for estimating vessel dimensions and relevant parameters of the arterial Stenosis morphology in X-Ray angiography. The system is capable of automatic detection of vessel edges and display of stenosis severity.

Line	Qty.	Catalog		
16	1.00	S18921LA	Dose and Workflow Optimization Package for IGS 520	<u>Net Price</u> <b>\$24,958.17</b>

**Dose & IQ Optimization Package**

A package that includes the following features: InnovaSense - InnovaSense is an advanced patient contouring technology that uses an intelligent algorithm during gantry motion to select the optimal position for the image receptor relative to the patient. By reducing the distance from receptor to patient, the system optimizes imaging geometry and helps reduce radiation exposure. The user also can position both the gantry and detector with one integrated operation. Capacitive sensor technology and optimized collision avoidance software enable a speed of pivot and C-arm, of up to 20 per second.

Dose Map - Dose Map is a feature used to calculate, display and record an estimated local cumulated dose during procedures done on the GE X-Ray angiographic system. It is designed to provide to the user a visualization of the distribution of the local cumulated dose all throughout the exam as well as the current projection of the beam. The local dose is calculated depending on the estimated air kerma, the gantry position, the table position, the table estimated attenuation, the estimated backscatter correction and the system settings. Calculation and cumulated local dose are updated for each acquisition and displayed upon user request or upon configured threshold. The cumulated air kerma display remains the reference for dose management.

Line	Qty.	Catalog		
17	1.00	S18751BR	Blended Roadmap	<u>Net Price</u> <b>\$7,130.90</b>

**Blended Roadmap**

Blended Roadmap is a vascular roadmapping application that superimposes a previously acquired vascular image over live fluoroscopy. Clinicians can select any DSA or bolus image as a reference roadmap image. By using it multiple times, it has the potential to minimize contrast media injections during roadmapping. Blended roadmap provides additional features to enhance roadmapping procedures:

- Adjustment of the subtraction level
- Adjustment of the vessels transparency
- Automatic resizing of the roadmap image to adapt to the fluoroscopic field of view
- Pixel shift of the vessel image to compensate for motion

Blended Roadmap is available on systems with either Omega V or InnovaIQ tables. Blended Roadmap requires the Advanced Innova Software Package. On the biplane systems it can be applied to one frame at a time.

Line	Qty.	Catalog		
18	1.00	S18811PA	Analysis Package	<u>Net Price</u> <b>\$14,261.81</b>

**Quantitative Analysis Package**

Stenosis Analysis Package on DL Digital System

The Stenosis Analysis Package is an application designed for estimating vessel dimensions and relevant parameters of the arterial Stenosis morphology in X-Ray angiography. The system is capable of automatic detection of vessel edges and display of stenosis severity.

**Left Ventricular Analysis Package**

The Left Ventricular Analysis Package is an expert reporting tool designed to estimate wall motion dynamics of the left ventricle, and to perform Global Ejection Fraction Analysis in X-Ray angiography. The system is capable of providing Wall Motion and Global Ejection Fraction measurements. Wall Motion is built on the centerline method.

GEF analysis is calculated using both Simpson's rule method and the Dodge-Sandler area-length method  
 Cardiovascular Analysis Package (on DL system)

The Cardiovascular Analysis Package includes both the Stenosis Analysis Package and the Left Ventricular Analysis Package.

The Stenosis Analysis Package is an application designed to estimate vessel dimensions and relevant parameters of the arterial Stenosis morphology in X-Ray angiography. The system is capable of automatic detection of vessel edges and display of stenosis severity.

The Left Ventricular Analysis Package is an expert reporting tool designed to estimate wall motion dynamics of the left ventricle, and to perform Global Ejection Fraction analysis in X-Ray angiography. The system is capable of providing Wall Motion and Global Ejection Fraction measurements (GEF). Wall Motion is built on the centerline method.

GEF analysis is calculated using both Simpson's rule method and the Dodge-Sandler area-length method.

Line	Qty.	Catalog		Net Price
19	1.00	S18921LE	PCI Assist	<b>\$39,219.97</b>

PCI ASSIST is a commercial package that includes the following features:

High Contrast Fluoro - Organs in motion generate image blurring, which can make it difficult to assess the size of the lesion as well as stent deployment. To overcome this challenge, we increased the mA peak up to 36%, and decreased the pulse width by 25%. While the dose is equivalent, it is delivered in an efficient way that helps significantly reduce the blurring in the image due to organ motion.

StentViz - StentViz enhances visibility of the stent structure. It is particularly useful in verifying placement and deployment of stents during coronary interventions where moving arteries could make visibility challenging. StentViz processing is fully automated and can be launched at the press of a button on the Central Touch Screen at tableside. The result is automatically displayed on the reference monitor and shows two zoomed and enhanced images of the stent: One with the guidewire in view and a second one with the guidewire subtracted out in the area between the two balloon markers to allow excellent visualization of the stent struts or borders.

StentVesselViz - StentVesselViz Being able to see the position of stent into the vessel is especially critical in cases of complex clinical situations such as bifurcations or calcified lesions. A complete apposition of stent onto vessel wall can contribute to prevent stent thrombosis & restenosis. StentVesselViz improves the user confidence in the assessment of the position, correct deployment and shape of the stent in relation with the vessel in 2D versus cine. Thanks to an intuitive workflow, StentVesselViz is operated smoothly and can help the user position and expand stent The StentVesselViz option delivers from a single acquisition a StentViz image and then the fusion of this one with an image of the injected vessel. Those two images are automatically fading together for optimized and simultaneous visualization of stent into the vessel pre and post deployment.

Line	Qty.	Catalog		Net Price
20	1.00	S18771DA	FE Letter - QC mode Option activation	<b>\$35.65</b>

FE Letter - QC mode Option activation

Line	Qty.	Catalog		Net Price
21	1.00	S18761PP	NPA PDU Main Transformer-24KVA	<b>\$5,348.18</b>

The Power Distribution Unit provides power for the components of the system and centralizes the ON/OFF function

Line	Qty.	Catalog		Net Price
22	1.00	S18101CD	8 KVA UPS UL-CE	

**\$5,348.18**

The 8kVA UPS allows to maintain gantry movements and Innova IQ table movements during mains power failure.

Line	Qty.	Catalog		Net Price
23	1.00	E46001BA	Main Disconnect Panel (MDP) UL 100A 480VAC 60Hz three phases for Vascular systems	\$5,232.80

The Main Disconnect Panel (MDP) panel serves as the main power disconnect between the PDU (Power Distribution Unit) of GE Vascular system and its optional Fluoro UPS (20kVA) if present, and the facility power source. The optimized design MDP saves time, installation labor, and valuable mounting space by consolidating the main circuit breaker, control power source and required warning lights provisions into a compact factory manufactured panel. The panel provides short circuit protection, overload protection and National Electrical Code and Canadian Electrical Code required emergency shutdown for the system. It provides LOTO (lock out – tag out) functions for safe service operation, and is part of the EPO (Emergency Power Off) function.

**Standard Applications**

For installations of Vascular systems from Cerber B forward production and beyond (not backward compatible). Not intended for seismic installations in California.

**Benefits**

- The System Main Disconnect saves time, installation labor, and valuable mounting space by consolidating the main circuit breaker, the feeder overcurrent devices, magnetic contactors and UPS emergency power-off into one compact panel
- Reduces installation time and cost by eliminating delays in obtaining individually enclosed components and by eliminating on site assembly
- UPS emergency power-off functions are included for future, partial system UPS addition.
- Disconnects system power on first loss of incoming power, preventing damage to system components
- Provides a standardized platform for UPS or other future GE engineered modifications or upgrades
- Main power disconnect operating handle can be padlocked in the OFF position for servicing safety and OSHA lock out/tag out
- The door has provisions for padlocking
- Enclosure door is interlocked with ON / OFF disconnect handle to prevent unauthorized access if disconnect is in the ON position

**Features**

- Fluoro UPS breaker output
- UL and cUL listed
- Supplied with 24V system emergency off push button and long-life LED pilot lights mounted on front side
- Power disconnection is accomplished via the door mounted emergency OFF push button.
- Suitable for use on systems with 50,000A of short circuit current. It is the installer’s responsibility to verify that the available short circuit current is 50,000A or less for compliance to all electrical codes
- 100-ampere circuit breaker rating furnished for use with GE Vascular system
- Holds up to 95 mm<sup>2</sup> cable connections for the three phases of incoming and outgoing breakers
- Terminal block for Neutral connection
- Panel disconnect provides OSHA lockout / tag out provisions
- Factory wired and tested

**Physical Characteristics**

- Dimensions: Height x Width x Depth: 615 x 415 x 230 mm (24.21” x 16.34” x 9.05”)
- Handle depth: 46mm (1.81”)
- Weight: approximately 19 kg (41,9 pounds)

Components supplied with each panel

- The Main Disconnect Panel
- Installation, Operation & Service Manual
- Drawings and Electrical Schematics

Line	Qty.	Catalog		
24	1.00	S18101AT	TEMPLATE	<u>Net Price</u> \$1,084.97

TEMPLATE

Line	Qty.	Catalog		
25	1.00	S18101AE	Base Plate LC - Ground Floor Kit	<u>Net Price</u> \$0.00

Base Plate LC - Ground Floor Kit

Line	Qty.	Catalog		
26	1.00	S18111BD	Long In Board Monitor Bridge with long rails GEMSAM	<u>Net Price</u> \$1,782.73

9'6- INBOARD MONITOR BRIDGE

Line	Qty.	Catalog		
27	1.00	S18121RD	228 by 578CM I.B RAILS	<u>Net Price</u> \$0.00

In Board Rails, 228 inches long, to be used with LCD Monitor Suspensions

Line	Qty.	Catalog		
28	1.00	E7018HB	Mark 7 Arterion injector on table mount with installation and warranty GE Innova package	<u>Net Price</u> \$37,600.00

The Mark 7 Arterion is light, maneuverable and easy to use. Less time positioning and setting up the Arterion means more time with the patient. The clearly visible and intuitive user interface guides you through proper setup, and highlights the information you need to perform injections confidently.

- Ergonomic handle for easier maneuverability
- Front load syringe for simple insertion and clean removal
- Syringe provides a clear view of the contrast
- Light injector head with a handle to make it easier to position for injection
- Smooth arc design of pedestal for extended reach
- Small footprint which increases mobility around a busy lab



- Bright and colorful intuitive user interface is designed to highlight the information you need
- Highlighted armed state to know when the system is ready to inject
- History and protocol screens to easily access the amount of contrast delivered to the patient and store and recall protocols

NOTES:

- This item is only valid for Interventional systems that have an Omega table configuration. This item cannot be sold with any configurations that contain the Maquet Table.

Line	Qty.	Catalog		
29	1.00	E6420BJ	HB-1 Armboard	<u>Net Price</u> \$960.00

HB-1 Armboard w/Horizontal Rotation

FEATURES/BENEFITS

- Designed for easy placement and removal from under patient before or during procedures
- Allows for unobstructed fluoroscopy or catheter placement during an axillary or antecubital approach
- Facilitates optimum patient comfort
- Pivots 180 degrees in the horizontal plane
- Can be used for either left or right approach

SPECIFICATIONS

- Constructed of strong, lightweight Kevlar based material

Line	Qty.	Catalog		
30	1.00	E6420BK	HB-1 Armboard Pad	<u>Net Price</u> \$96.00

Armboard Replacement Pad Set

This set of 10 foam replacement armboard pads can be used on the E6420BJ horizontal armboard

Line	Qty.	Catalog		
31	2.00	E3053JB	Mavig Double Pivot, Flexible Lower Body Protector	<u>Net Price</u> \$8,734.40

Mavig Flexible, Double-Pivot Lower Body Protector Provides convenience, flexibility and enhanced protection for medical personnel. Helps shield technicians against scatter radiation from sources beneath the tabletop and also helps to protect the lower extremities. Flexible 0.5 mm lead equivalent curtains attached to aluminum alloy pivoting arm. The entire lower body protector can be easily and quickly removed from the table.

Warranty Code H- 6 Months: Exchange of non-conforming products, which you return to us during the warranty period.

- This model is designed to offer enhanced protection in combination with tiltable tables
  - Performance angle +/-150
  - Adjustable brakes for lower shields
  - Left and right table mounting with a single adapter Similar features of the E3053J model
- Note: Installation, parts, applications training and on-site service is the buyer's responsibility.

Line	Qty.	Catalog		
32	1.00	E3053HB	LED130, focusable LED examination lamp	<u>Net Price</u> \$6,700.00

LED130, focusable LED examination lamp

Line	Qty.	Catalog		
33	1.00	E3053BD	Mavig Portegra2 360 Trolley with Ceiling Column - 80cm	<u>Net Price</u> \$2,180.00

Portegra2 3600 Ceiling Column w/ Carriage 80 cm

- Lower post allows 3600 rotation
- Upper fixed post is electric with 3300 rotation
- Each has a load capacity of 18 kg (40 lbs.)

Line	Qty.	Catalog		
34	1.00	E3053CB	4m Track with Cable Spooler and Cable Holders and Stoppers	<u>Net Price</u> \$4,799.20

TS1006 4.0m Track is a kit that includes the Cable Spooler (E-TS10B03) and Cable Holders/Stoppers (TS10B04/5) for 4.0m Track which includes Qty 5 Cable Holders for longer track length.

The ceiling track is suited for use of ceiling guided accessories, including radiation protective shields, lamps, injectors, monitors, and other equipment.

FEATURES AND BENEFITS

- The unique structure profile ensures smooth running of the carriage
- With little force, the installed system can be moved and positioned
- The carriage glides smoothly, even after many years of routine use
- Adjustable cross-struts simplifies the system installation

Line	Qty.	Catalog		
35	1.00	E4502SS	NR - X-Ray Warning and Room Lighting Control Panel	<u>Net Price</u> \$1,740.00

The X-Ray in use Warning and Room Lighting Control Panel provides an interface between the X-Ray in use warning lights, interior room general lighting, and the X-Ray system. The X-Ray in use portion of the panel provides low voltage control of the X-Ray in Use Warning Lights and the room general lighting is controlled by a pre-wired foot switch

- Designed and tested for GEHC products, for use in CT, PET/CT and X-Ray applications

- Can eliminate procurement inconveniences and delivery delays often associated with acquiring individual components
- Improves servicing safety by the eliminating of the warning light/room general lighting circuit from the imaging control system cabinet.

NOTES:

- Customer is responsible for rigging and arranging for installation with a qualified party
- ITEM IS NON-RETURNABLE AND NON-REFUNDABLE

Line	Qty.	Catalog		
36	1.00	E6220J	INTERCOM SYSTEM FOR X-RAY	<u>Net Price</u> <b>\$9,600.00</b>

VIS-A-VIS Vitalinq Intercom System for X-ray

The VIS-A-VIS Vitalinq intercom system for X-ray is a two-way communication system that is designed to meet the specific needs that arise during diagnostic and interventional procedures. It enables physicians to have continuous two-way conversation with the control room operator during diagnostic and interventional procedures.

FEATURES/BENEFITS

- Capable of picking up conversation in a normal tone of voice, Vitalinq allows control room operators to respond immediately to physicians' requests
- Larger format and unique pyramidal construction of the microphones contribute to Vitalinq's high intelligibility, even within the acoustically active space of a full-functioning procedure room
- Designed to minimize the loss of articulation by reducing the potential echo path it gathers and transmits speech in a highly efficient manner

SPECIFICATIONS

- Dimensions: 24" x 24" x 20"
- Weight: 47 lbs.

NOTES:

- INSTALLATION IS THE RESPONSIBILITY OF THE CUSTOMER
- Warranty Period 6 months - Exchange of non conforming products, which are returned to GE during warranty period.
- Installation, parts, application training and onsite service is the buyer's responsibility

Line	Qty.	Catalog		
37	1.00	E7058AB	Anti fatigue floor mat gray 3x5x.625in	<u>Net Price</u> <b>\$380.00</b>

GE Anti-Fatigue Floor Mat (Gray 3x5 x 5/8")

Line	Qty.	Catalog		
38	4.00	W0310ALL	TIP DAY OF APPLICATIONS TRAINING	<u>Net Price</u> <b>\$11,200.00</b>



May 22, 2020  
 Quote Number: **2006410044.7**  
 Customer ID: **1-2318EQ**  
 Agreement Expiration Date: **8/20/2020**

A single day of applications training delivered at customer’s site for any GE Healthcare Diagnostic Imaging system, Monday-Friday, 8am to 5pm. Customer will work with GE Healthcare to schedule appropriate times to deliver applications training. Training must be completed within 12 months from purchase.

Line	Qty.	Catalog		
39	1.00	W0322ALL	TIP SYSTEM TRAINING & AIRFARE, MEALS & LODGING MILWAUKEE	<u>Net Price</u> <b>\$7,500.00</b>

This program is designed for an employee of customer to attend a system training course held near Milwaukee, Wisconsin, at the GE Healthcare Institute. The package is intended to allow customer the convenience of prepaying some of its training, airfare, meals and lodging expenses when attending a Clinical Education course at the GE Healthcare Institute. Lodging will be at a GE Healthcare-designated hotel. Breakfast is provided by the hotel and lunch is provided at the GE Healthcare Institute. Dinner and weekend meals are customer’s responsibility. Transportation to and from the airport and to and from the GE Healthcare Institute is provided by the GE Healthcare-designated hotel. Customer must make its travel arrangements through a designated GE Healthcare representative. Directions will be provided to customer upon confirmation of training course. GE Healthcare will not provide reimbursement for meals not included or for students that fail to comply with directions. Training course must be scheduled through GE Healthcare’s training registration system. Training must be completed within 12 months from purchase.

**Total Quote Subtotal: \$738,929.15**

**Total Quote Net Selling Price: \$738,929.15**

## GPO Agreement Reference Information

Customer:	Catawba Valley Medical Center
Contract Number:	Intalere VQ10400
Billing Terms:	80% delivery or Shipment / 20% Acceptance or Installation
Payment Terms:	NET 30
Shipping Terms	FOB DESTINATION

Offer subject to the Terms and Conditions of the applicable Group Purchasing Agreements currently in effect between GE Healthcare and Intalere VQ10400

**From:** [Frisone, Martha](#)  
**To:** [Waller, Martha K](#)  
**Subject:** FW: [External] Catawba Valley Medical Center Exemption Request  
**Date:** Wednesday, September 9, 2020 1:34:04 PM  
**Attachments:** [Mimecast Large File Send Instructions.msg](#)

---

The attachment is an email with a large file download link.

**Martha J. Frisone**

Chief

[Division of Health Service Regulation](#), Healthcare Planning and Certificate of Need  
[NC Department of Health and Human Services](#)

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Office: 919-855-3879

[martha.frisone@dhhs.nc.gov](mailto:martha.frisone@dhhs.nc.gov)

809 Ruggles, Edgerton  
2704 Mail Service Center  
Raleigh, NC 27699-2704

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**From:** Forrest W. Campbell, Jr. <fcampbell@brookspierce.com>  
**Sent:** Wednesday, September 9, 2020 1:19 PM  
**To:** Frisone, Martha <martha.frisone@dhhs.nc.gov>  
**Cc:** Aarti Sura <asura@catawbavalleyinc.org>  
**Subject:** [External] Catawba Valley Medical Center Exemption Request

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I'm using Mimecast to share large files with you. Please see the attached instructions.

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Dear Martha:

I hope you're doing well. I've attached an exemption request from Catawba Valley Medical Center. The request concerns facility expansion and replacement equipment. I bookmarked the Exhibits so that they are easier to locate (hopefully).

Please let me know if you have trouble accessing the attachment. And also

please let me or Aarti Sura (who is with CVMC and copied on this email) know if you have any questions related to the request.

Thank you—Forrest

[Forrest W. Campbell, Jr.](#)



t: 336.271.3179

f: 336.232.9179

2000 Renaissance Plaza  
230 North Elm Street  
Greensboro, NC 27401  
P.O. Box 26000 (27420)

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## Aarti Sura

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**From:** Chuck Scronce  
**Sent:** Wednesday, September 23, 2020 12:14 PM  
**To:** Chuck Scronce  
**Subject:** FMV MacLab

Good Morning Linda,

I did not include FMV information for the MacLab Altix system because it is only 5 months old and that is difficult to show depreciation. We utilize a useful life expectancy of eight (8) years for monitoring systems. Please refer to the chart below:

### 8 Year Useful Life

FMV Year	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Max	84%	72%	60%	49%	38%	28%	19%	10%
Min	78%	66%	54%	43%	32%	22%	13%	5%

Regards,

### **Shawn Coller**

Sr. Healthcare Technology Specialist

5200 Butler Pike  
Plymouth Meeting, PA 19462, USA  
**p** 610 825 6000 x5527  
**m** 609 354 2613  
[scoller@ecri.org](mailto:scoller@ecri.org) | [www.ecri.org](http://www.ecri.org)



# SELECTPLUS™ Fair Market Value Analysis

WO: 1056123

For: Linda Brittian

Facility: Catawba Valley Medical Center

Date: Tuesday, September 22, 2020

▶ Total ECRI FMV Estimate = \$651,619 to \$689,949

**Vendor:** GE Healthcare

**Device:** Radiographic/Fluoroscopic Systems, Angiography/Interventional

**Model:** Innova IGS 530

## Contents

- ▶ FMV Details
- ▶ Depreciation Table(s)

Thank you for your request for a fair market value (FMV) analysis of your Innova IGS 530 from GE Healthcare. If you have any questions or require additional information, please do not hesitate to call the analyst.

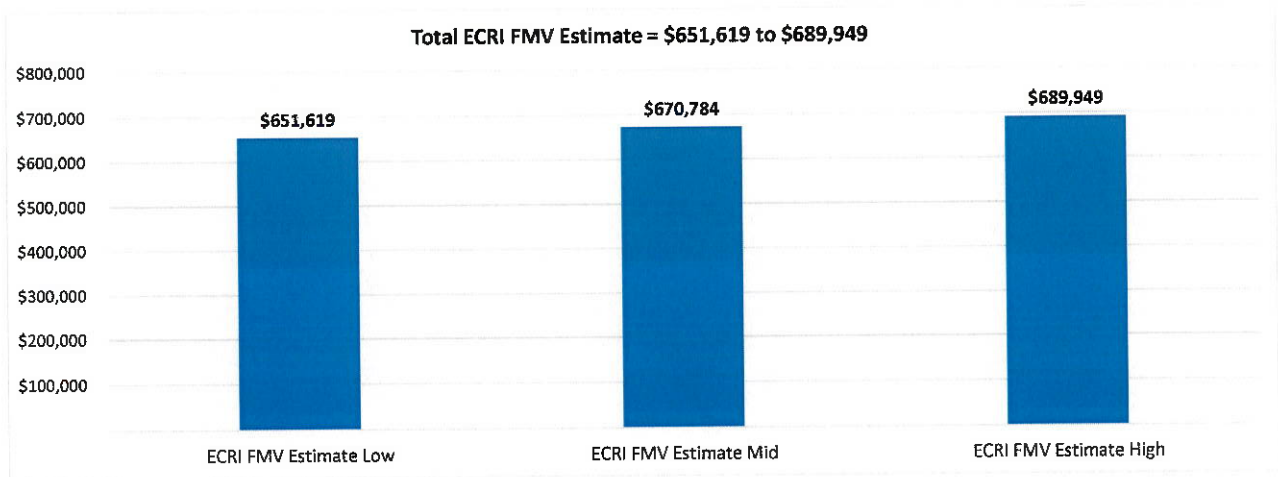
## Prepared By

Shawn Coller  
Sr. Healthcare Technology Specialist  
Phone: (800) 998-3274, ext. 5527  
Email: scoller@ecri.org

**ECRI**Institute  
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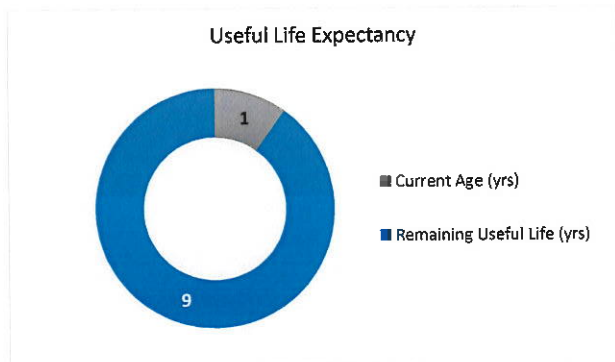
**Disclaimer:** ECRI Institute's FMV estimate is defined as the cash amount that a buyer may reasonably offer, and a seller accept, in exchange for capital medical equipment on the open market. Our estimate assumes that both the buyer and seller are reasonably knowledgeable and neither is being pressured into a transaction. ECRI Institute's FMV estimate is not an imposed value. Due to the highly subjective nature of FMV's, our estimate is not in any manner a guarantee of value.

**FMV Analysis Details**



Manufacturer	Model	Current Age (yrs)	ECRI Useful Life (yrs)	Purchase Price	Price Source	Qty	ECRI FMV Estimate Low	ECRI FMV Estimate Mid	ECRI FMV Estimate High
GE Healthcare	Innova IGS 530	1	10	\$766,610	Client	1	\$651,619	\$670,784	\$689,949
<b>TOTALS</b>				<b>\$766,610</b>		<b>1</b>	<b>\$651,619</b>	<b>\$670,784</b>	<b>\$689,949</b>

**Total ECRI FMV Estimate = \$651,619 to \$689,949**



The ECRI useful life is the number of years we believe the product can typically be used and serviced. These expected useful lives are derived from a consensus of ECRI Institute experts that have examined the real-world replacement intervals for capital equipment and information technology.

We utilize a useful life expectancy of ten (10) years for interventional imaging systems. By way of comparison, the American Hospital Association (AHA) life span for this technology is seven (7) years.

**Discussion**

ECRI Institute's FMV estimates are calculated using straight line depreciation (please see next tab for depreciation table). The estimated FMV of the equipment at one (1) year reflects between 85% and 90% of the original purchase price of **\$766,610**. Therefore, our FMV estimate for your GE Healthcare Innova IGS 530 is **\$651,619 to \$689,949**.

Please note that our FMV estimates do not take into account usage or condition of the equipment. Our analysis also does not account for any clinical value that the equipment may hold, but rather estimates what value the equipment may have in the used medical device marketplace. In order to most accurately determine the FMV of your equipment, we suggest that you:

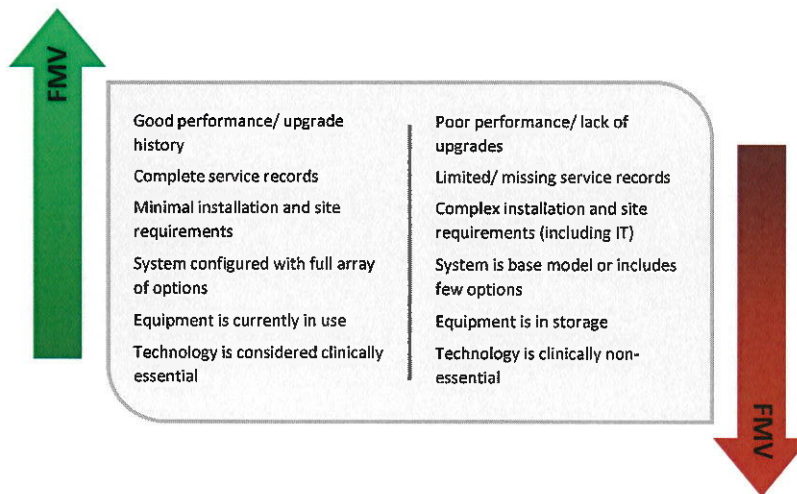
1. Consider the availability of new technology.
2. Determine if the equipment no longer meets government or safety standards.
3. Decide if it is more economical to repair or replace the equipment.
4. Ensure the availability of repair parts from original equipment manufacturer (OEM).
5. Ascertain if obsolescence impacts clinical/operational effectiveness.
6. Define the reliability/dependability of the equipment.

Many factors can enhance or detract from the FMV. Changes in demand due to reported problems and device recalls, as well as technological innovations can also have a significant impact.

Model-specific factors affecting the FMV:

Enhances FMV		Detracts From FMV	
Large market share	<input type="checkbox"/>	Small market share	<input type="checkbox"/>
Model still in production	<input type="checkbox"/>	Discontinued model	<input type="checkbox"/>
Well known OEM	<input type="checkbox"/>	Little known OEM	<input type="checkbox"/>
Service available from OEM	<input type="checkbox"/>	No longer serviceable by OEM	<input type="checkbox"/>
Service available from 3rd party	<input type="checkbox"/>	Servicing restricted to OEM	<input type="checkbox"/>
Stable technology	<input type="checkbox"/>	Volatile Technology	<input type="checkbox"/>

Other facility-specific factors that can impact the FMV:



## Straight Line Depreciation Table

### 10 Year Useful Life

FMV	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Max	90%	81%	72%	63%	54%	45%	36%	27%	18%	10%
Min	85%	76%	67%	58%	49%	40%	31%	22%	13%	5%

The member agrees to hold in strict confidence SELECTplus Custom Analyses, as well as the content of the other Products and Services offered under the SELECTplus Agreement, using them only for their intended purpose and within its own institution, and shall not transmit them to or share them with third parties without the prior written permission of ECRI Institute in each instance. The provisions of this clause shall survive expiration or termination of this Agreement. In the event that member uses or attempts to use the Custom Analysis, or other SELECTplus Products and Services, in a manner that is contrary to the terms of the SELECTplus Agreement, it may result in an automatic termination of the usage rights granted herein and will give ECRI Institute the right (in addition to any such remedies available to it) to injunctive relief enjoining those acts, it being acknowledged that legal remedies are inadequate.

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**From:** [Aarti Sura](#)  
**To:** [Lightbourne, Ena](#)  
**Subject:** [External] RE: Catawba Valley Medical Center-Request for Additional information  
**Date:** Wednesday, September 23, 2020 12:40:49 PM  
**Attachments:** [Fair Market Value Info Request from DHHS.PDF](#)

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Hi Ena,

Thank you for your follow up. In the attached document, the first page is an email with regard to the fair market value of the GE AltiX Mac-Lab P1703SF, serial #SSD1951135TA. This equipment is newer and therefore has not depreciated significantly at this time from its original purchase value.

The pages following that are an assessment of the fair market value of the GE IGS 530, serial #759036BU7. For this piece of equipment, the fair market value was estimated between \$651,619 to \$689,949.

Please let me know if you have any additional questions.

Thank you,  
Aarti Sura

---

**From:** Lightbourne, Ena [mailto:[ena.lightbourne@dhhs.nc.gov](mailto:ena.lightbourne@dhhs.nc.gov)]  
**Sent:** Tuesday, September 15, 2020 9:56 AM  
**To:** Aarti Sura <[asura@catawbavalleymc.org](mailto:asura@catawbavalleymc.org)>  
**Subject:** Catawba Valley Medical Center-Request for Additional information

**\*\*\* EXTERNAL MESSAGE \*\*\***

September 15, 2020

Aarti Sura

[asura@catawbavalleymc.org](mailto:asura@catawbavalleymc.org)

**Information Request for Replacement Equipment**

Facility or Provider: Catawba Valley Medical Center

Project Description: Increase in capital cost for renovation and expansion of emergency department and replace existing cardiac catheterization equipment

County: Catawba

FID #: 9330080

Dear Ms. Sura:

The Healthcare Planning and Certificate of Need Section, Division of Health Service Regulation (Agency) received your correspondence of September 9, 2020, regarding acquisition of cardiac catheterization equipment to replace existing equipment; GE IGS 530, serial #759036BU7 cardiac catheterization equipment and the GE AltiX Mac-Lab P1703SF, serial #SSD1951135TA. Additional information is needed in order for the Agency to make a determination regarding your request. Please provide the following information to this office at your earliest convenience.

The Fair Market Value of the following existing equipment to be replaced:

- GE IGS 530, serial #759036BU7 cardiac catheterization equipment
- GE AltiX Mac-Lab P1703SF, serial #SSD1951135TA

If you have any questions concerning this request, please do not hesitate to call me.

**Ena Lightbourne**

Certificate of Need, Project Analyst  
[Division of Health Service Regulation](#), Healthcare Planning and Certificate of Need Section  
[NC Department of Health and Human Services](#)  
Office: 919-855-4610  
[Ena.lightbourne@dhhs.nc.gov](mailto:Ena.lightbourne@dhhs.nc.gov)  
809 Ruggles Drive, Edgerton Building  
2704 Mail Service Center  
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