



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

November 18, 2021

Lisa L. Griffin
llgriffin@novanthealth.org

Exempt from Review – Replacement Equipment

Record #: 3727
Date of Request: November 1, 2021
Facility Name: Novant Health Rowan Medical Center
FID #: 933436
Business Name: Novant Health, Inc.
Business #: 1341
Project Description: Replace existing fixed MRI scanner
County: Rowan

Dear Ms. Griffin:

The Healthcare Planning and Certificate of Need Section, Division of Health Service Regulation (Agency), determined that the above referenced project is exempt from certificate of need review in accordance with G.S. 131E-184(a)(7). Therefore, you may proceed to acquire without a certificate of need the GE Healthcare Pioneer 3.0T fixed MRI scanner to replace the Hitachi Altaire .7T fixed MRI scanner at the Novant Health Imaging Julian Road location. 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.

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

Sincerely,

Handwritten signature of Julie M. Faenza

Julie M. Faenza
Project Analyst

Handwritten signature of Micheala Mitchell

Micheala Mitchell
Chief

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

NC DEPARTMENT OF HEALTH AND HUMAN SERVICES • DIVISION OF HEALTH SERVICE REGULATION
HEALTHCARE PLANNING AND CERTIFICATE OF NEED SECTION

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

AN EQUAL OPPORTUNITY / AFFIRMATIVE ACTION EMPLOYER



November 1, 2021

**Via Email**

2085 Frontis Plaza Boulevard  
Winston-Salem, NC 27103

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

Re: Novant Health Rowan Medical Center  
Replacement of MRI Scanner at Julian Road Imaging Center  
Salisbury, North Carolina (FID # 933436; Rowan County)

Dear Ms. Faenza:

Novant Health Rowan Medical Center (“NH Rowan”)intends to replace an existing open bore MRI scanner located at the Julian Road Imaging location at 514 Corporate Circle, Salisbury, North Carolina. This location is a hospital-based outpatient imaging department of NH Rowan. The existing MRI scanner acquired in 2004 is in need of upgrading and will be replaced by a more advanced and functional 3 Tesla scanner. See **Attachment A** for the Equipment Quote including the removal and trade-in of the existing unit indicated on page 9.

The existing MRI scanner is still in use, as reported on the annual Hospital Renewal Application excerpted in **Attachment B**. The total capital cost for the proposed replacement equipment project is estimated to be \$1,987,426. See **Attachment C** for the signed Projected Capital Cost Form.

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

- (1) NH Rowan will replace the existing MRI scanner with the proposed equipment that is functionally similar and will be used for the same diagnostic purposes, although it possesses expanded capabilities due to technological improvements.
- (2) The proposed equipment will not be used to provide a new health service.
- (3) The acquisition of the proposed equipment will not result in more than a 10% increase in patient charges or per procedure operating expenses within the first twelve months after the replacement equipment is acquired.
- (4) NH Rowan seeks to replace comparable medical equipment currently in use at project costs less than \$2 million.
- (5) The existing equipment was not purchased second-hand nor was the existing equipment leased.
- (6) The existing equipment will be removed from North Carolina.

Ms. Julie Faenza  
November 1, 2021  
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In support of our request, please find attached:

**Attachment A** – Vendor Equipment Quote

**Attachment B** – Excerpt of 2021 Annual Hospital Renewal Application

**Attachment C** – Projected Capital Costs Summary

**Attachment D** – Equipment Comparison chart

NH Rowan's acquisition of the replacement equipment does not require a certificate of need because none of the definitions of "new institutional health services" set forth in N.C.G.S. Section 131E-176(16) apply to the proposed project. As outlined above, the total cost for the project is \$1,987,426. The proposed capital cost includes equipment, as well as studies, surveys, designs, plans, working drawings, specifications, construction installation and other activities essential to making the equipment operational.

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

If you need additional information, please do not hesitate to contact me.

Sincerely,

*Lisa Griffin*

Lisa Griffin  
Manager, Strategic Planning

Attachments

# ATTACHMENT A

Siemens Medical Solutions USA, Inc.  
40 Liberty Boulevard, Malvern, PA 19355

**SIEMENS REPRESENTATIVE**  
Mathew Hayes - +1 (336) 263-4273  
mathew.hayes@siemens-healthineers.com

**PRELIMINARY PROPOSAL**

Customer Number: 0000009562

Date: 09/24/2021

**ROWAN REGIONAL MEDICAL CENTER**  
612 MOCKSVILLE AVENUE  
SALISBURY, NC 28144

**Quote Nr. CPQ-342872 Rev. 9**

**MAGNETOM Lumina (DE)**

All items listed below are included for this system:

Qty	Part No.	Item Description
1	14461710	<p><b>MAGNETOM Lumina - System</b> MAGNETOM Lumina leverages the intelligent combination of Tim 4G and the Siemens unique BioMatrix technology to be ready to embrace the unique set of challenges that each and every patient brings to the MRI exam.</p> <p>System Design</p> <ul style="list-style-type: none"> <li>- Short and open appearance (186 cm total system length cover-to-cover and 70 cm Open Bore Design) to reduce patient anxiety and claustrophobia</li> <li>- Whole-body superconductive Zero Helium Boil-Off 3T magnet</li> <li>- Weight-optimized magnet technology based on high performance 7T magnet design</li> <li>- Actively Shielded water-cooled Siemens gradient system for maximum performance</li> <li>- Tim 4G (Total imaging matrix in the 4th generation) for excellent image quality and speed with Siemens unique DirectRX technology enabling all digital-in/digital-out design and Dual-Density Signal Transfer Technology</li> </ul> <p>Push-button exams with GO technologies</p> <ul style="list-style-type: none"> <li>Select&amp;GO</li> <li>DotGO</li> <li>Recon&amp;GO</li> <li>MR View&amp;GO</li> </ul> <p>Tim Application Suite allowing excellent head-to-toe imaging for</p> <ul style="list-style-type: none"> <li>- Neuro</li> <li>- Angio</li> <li>- Cardiac</li> <li>- Body</li> <li>- Onco</li> <li>- Breast</li> <li>- Ortho</li> <li>- Pediatric</li> <li>- Scientific</li> </ul> <p>Further included</p> <ul style="list-style-type: none"> <li>- High performance host computer and measurement and reconstruction system</li> </ul>

## PRELIMINARY PROPOSAL

- Patient communication including headphones
- syngo MR software including:
  - Turbo Suite Essential
  - 1D/2D PACE
  - BLADE
  - Phoenix
  - Inline Diffusion
  - MDDW (Multiple Direction Diffusion Weighting)
  - CISS
  - DESS
  - TGSE
  - Offline Composing

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| 1 | 14460161 | <p><b>MR General Engine #Vi</b></p> <p>syngo.MR General Engine extends Numaris/X by adding dedicated workflows and tools for routine and advanced reading of MR examinations. A generic MR Basic workflow is provided, as well as specific MR Neurology, MR Prostate Reading, MR Breast Reading, and MR Cardio-Vascular workflows.</p>   |
| 1 | 14456321 | <p><b>Brain Dot Engine #Se</b></p> <p>The Brain Dot Engine provides guided and automated workflows customizable to the site specific standards of care for general brain examinations. The Brain Dot Engine supports the user in achieving reproducible image quality with increased ease of use and time efficient exams. The brain workflow can be personalized to the individual patient condition and clinical need. Several predefined strategies are included, which can be easily selected with one click. They can be changed at any time during the brain workflow.</p>   |
| 1 | 14461775 | <p><b>DotGO Routine Package #BM</b></p> <p>The DotGO Routine Package includes both:</p> <ul style="list-style-type: none"> <li>- Spine Dot Engine and</li> <li>- Large Joint Dot Engine.</li> </ul> <p>As a package they offer a comprehensive set of workflows with guidance and automation, for standardized image quality in Spine and MSK MR imaging. The Spine Dot Engine provides the functionality of Inline Composing and Tim Planning Suite for streamlining workflows in all spine imaging. Tools, such as auto-positioning and vertebral recognition with AutoAlign Spine, AutoCoverage and Spine Labelling support and optimize reproducibility for your cervical, thoracic and lumbar spine imaging for all clinical indications. The Large Joint Dot Engine enhances standardization of the knee, hip and shoulder workflows and optimizes reproducible image quality by incorporating automation tools, such as anatomically based auto-positioning (AutoAlign). Dedicated imaging techniques, such as Advanced WARP, are included and can help to expand the access of diagnostic MRI to a broader range of patient types.</p> |
| 1 | 14441748 | <p><b>Quiet Suite #T+D</b></p> <p>Quiet Suite enables complete, quiet examinations for neurology and orthopedics with at least 70% reduction in sound pressure levels.</p>   |
| 1 | 14460162 | <p><b>Tim Whole Body Suite #Vi</b></p> <p>Tim Whole Body Suite puts it all together. This suite enables table movement for imaging of up to 205 cm (6' 9") FoV without compromise. In combination with Tim's newly designed ultra-high density array higher spatial and temporal resolution can</p>  |

## PRELIMINARY PROPOSAL

be achieved along with unmatched flexibility of any coverage up to Whole Body.  
For faster exams and greater diagnostic confidence.

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| 1 | 14460227 | <p><b>Tim Planning Suite #Vi</b></p> <p>With the Tim Planning Suite, multiple regions in the entire body can be examined in a minimum of time through measurement planning on a single FoV of any desired size.</p>  |
| 1 | 14456329 | <p><b>syngo TimCT FastView #Vi</b></p> <p>TimCT FastView is the "one go" localizer for the whole body or large body regions such as the whole spine or the whole abdomen. It acquires the complete extended Field of View in one volume with isotropic resolution. Transverse, coronal and sagittal reformats of the volume are calculated Inline and displayed for planning subsequent exams.</p> <ul style="list-style-type: none"> <li>- Inline reconstruction of the localizer images during the scan.</li> <li>- Localizing images in three planes over the maximum Field of View available for subsequent planning in all orientations.</li> <li>- TimCT FastView runs without laser light positioning to further streamline the workflow for several indications.</li> </ul>                      |
| 1 | 14460160 | <p><b>Advanced Diffusion #Vi</b></p> <p>QuietX DWI and RESOLVE together make up the Advanced Diffusion package.</p> <p>QuietX DWI enables quieter diffusion-weighted imaging of the brain with up to 70% reduction in sound pressure relative to conventional diffusion-weighted imaging. RESOLVE (Readout Segmentation Of Long Variable Echo-trains) is a multi-shot, readout segmented EPI sequence for high-resolution, low-distortion diffusion-weighted imaging (DWI). This technique is largely insensitive to susceptibility effects, providing anatomically accurate diffusion imaging for the brain, spine, breast and prostate. In combination with syngo.MR Tractography, RESOLVE enables excellent white-matter tract imaging even in regions of high susceptibility, such as the spine.</p> |
| 1 | 14456327 | <p><b>WARP &amp; Advanced WARP #Vi</b></p> <p>WARP and Advanced WARP (SEMAC) integrates different techniques tailored to reduce susceptibility artifacts caused by orthopedic MR-conditional metal implants.</p>   |
| 1 | 14456323 | <p><b>Inline Composing syngo #Se</b></p> <p>Automatic anatomical or angiographic composing of multiple adjacent coronal or sagittal images for presentation and further evaluation. Composed images can be automatically loaded into Graphical Slice Positioning for scan planning purposes.</p>   |
| 1 | 14461711 | <p><b>Tim [180x32] XK-Gradient #Lu</b></p> <p>Tim [180x32] XK-gradients performance level</p> <p>Tim 4G's RF system and innovative coil architecture enables high resolution imaging and increased throughput.</p> <p>The system provides a maximum number of 180 channels (coil elements) that can be connected simultaneously. Flexible parallel imaging is achieved by 32 independent receiver channels that can be used simultaneously in one single scan and in one single FOV, each generating an independent partial image.</p>   |

## PRELIMINARY PROPOSAL

XK - gradients

The XK 36/200 gradients are designed for high performance and linearity to support clinical whole body imaging at 3T. The XK gradients combine 36 mT/m peak amplitude with a slew rate of 200 T/m/s.

The force compensated gradient system minimizes vibration levels and acoustic noise.

High-performance measurement and reconstruction system

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| 1 | 14468981 | <p><b>Coil Package Tim [180x32] #3T</b></p> <p>This package includes (if not exchanged with different variants via respective quote items):</p> <ul style="list-style-type: none"> <li>- Head/Neck 16 DirectConnect</li> <li>- BioMatrix Spine 24</li> <li>- BioMatrix Body 12</li> <li>- Flex Large 4</li> <li>- Flex Small 4</li> <li>- Flex Coil Interface</li> </ul>   |
| 1 | 14468946 | <p><b>BioMatrix Technology #AI,Lu</b></p> <p>The new and unique BioMatrix technology addresses different aspects of patient bio-variability.</p>   |
| 1 | 14470793 | <p><b>BioMatrix Coil Shim #AI,Lu</b></p> <p>BioMatrix CoilShim helps to reduce patient induced strongly localized B0 inhomogeneities by dedicated local shim channels.</p>   |
| 1 | 14470794 | <p><b>BioMatrix SliceAdjust #BM</b></p> <p>BioMatrix SliceAdjust helps to avoid station boundaries and apparent broken spine artifacts as well as to preserve the SNR for whole-body diffusion.</p>  |
| 1 | 14470796 | <p><b>BioMatrix Select &amp; GO #AI,Lu</b></p> <p>Select&amp;GO</p> <p>The Select&amp;GO interface enables fast and easy single-touch patient positioning. Correct positioning saves unnecessary wasted time for repositioning and additional adjustments, therefore shortening the total room time.</p> <p>The ergonomically designed Select&amp;GO touch panel is integrated into the front cover on the left-hand side of the patient tunnel for controlling table movement, guidance for patient setup and comfort features. The Select&amp;GO panel is well illuminated for easy visual recognition.</p> <p>The BioMatrix Select&amp;GO interface enables fast and easy single-touch patient positioning.</p> <p>The interface is integrated left-hand side of the patient into the front covers. Correct positioning saves unnecessary wasted time for repositioning and additional adjustments, therefore shortening the total room time.</p> |
| 1 | 14461715 | <p><b>2nd Select&amp;GO #Lu</b></p> <p>The 2nd Select&amp;GO interface enables fast and easy single-touch patient positioning from both sides of the patient table. The interfaces are integrated left and right into the front covers. Correct positioning saves unnecessary wasted time for repositioning and additional adjustments, therefore shortening the total room time.</p>  |



## PRELIMINARY PROPOSAL

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| 1 | 14461716 | <p><b>Pure White Design #Lu</b><br/>MAGNETOM Lumina is available in an appealing design which perfectly integrate into different environments. The Pure White Design comprises a brilliant white front design ring with integrated unique Select&amp;GO panels.<br/>The table cover is presented also in the same color and material selection.</p>   |
| 1 | 14456270 | <p><b>PC Keyboard US English #Vi</b><br/>Standard PC keyboard with 105 keys.</p>  |
| 1 | 14456238 | <p><b>Peripheral Pulse Unit #Vi</b><br/>Peripheral Pulse Unit for Pulse Triggering</p>  |
| 1 | 14461619 | <p><b>Turbo Suite Essential #BM</b><br/>Turbo Suite Essential comprises established acceleration techniques to maximize productivity for all contrasts, orientations and all routine imaging applications from head-to-toe.</p>   |
| 1 | 14475338 | <p><b>syngo Expert-I XA31</b><br/>This software application enables remote access to the system (connected via local area network) for planning and processing.</p>   |
| 1 | 14461712 | <p><b>BioMatrix Table #Lu</b><br/>The new BioMatrix Table is designed for smooth patient preparation, high patient comfort and easy cleanability. The unique design of the BioMatrix table can support up to 250 kg (550 lbs) without restricting the vertical or horizontal movement.</p>  |
| 1 | 14475291 | <p><b>SW syngo MR XA31A</b><br/>syngo MR XA31A software with new features and applications.</p> <p>Please be aware that certain or all positions of this quote have the software version syngo MR XA31A as prerequisite.</p>  |
| 1 | 14475287 | <p><b>Deep Resolve Gain</b><br/>Deep Resolve Gain is an intelligent reconstruction method to increase the SNR (signal to noise ratio) of images so that either shorter scan times or higher image quality with higher resolution can be achieved.</p>   |
| 1 | 14402527 | <p><b>SWI #Tim</b><br/>Susceptibility Weighted Imaging is a high-resolution 3D imaging technique for the brain with ultra-high sensitivity for microscopic magnetic field inhomogeneities caused by deoxygenated blood, products of blood decomposition and microscopic iron deposits. Among other things, the method allows for the highly sensitive proof of cerebral hemorrhages and the high-resolution display of venous cerebral blood vessels.</p> |
| 1 | 14409198 | <p><b>Native syngo #Tim</b><br/>Integrated software package with sequences and protocols for non-contrast-enhanced 3D MRA with high spatial resolution. syngo NATIVE particularly enables imaging of abdominal and peripheral vessels and is an alternative to MR angiography techniques with contrast medium, especially for patients with severe renal insufficiency.</p>   |

## PRELIMINARY PROPOSAL

- 1 14405328 **TWIST syngo #Tim**  
This package contains a Siemens unique sequence and protocols for time-resolved (4D) MR angiographic and dynamic imaging in general with high spatial and temporal resolution. syngo TWIST supports comprehensive dynamic MR angio exams in all body regions. It offers temporal information of vessel filling in addition to conventional static MR angiography, which can be beneficial in detecting or evaluating malformations such as shunts. In case of general dynamic imaging, for example an increase in spatial resolution by a factor of up to 2 at 60 seconds temporal resolution (compared to conventional dynamic imaging) is possible due to intelligent k-space sampling strategies. Alternatively, increased temporal resolution at constant spatial resolution is possible.
- 1 08464740 **Flow Quantification #Tim**  
Special sequences for quantitative assessment of flow i
- 1 14456247 **syngo.MR Cardiac Flow #1**  
syngo.MR Cardiac Flow processes velocity-encoded MR images to evaluate blood flow dynamics e.g. in the heart and the great vessels. The application generates quantitative results for physicians in the diagnostic process. The MR cardiac interactive reporting template is included.
- 1 14456221 **Shoulder Shape 16 #Vi**  
The Shoulder Shape 16 combines the known benefits of Tim 4G coil technology with new highly flexible materials, resulting in unmatched image quality, high patient comfort and easy handling. The Shoulder Shape 16 for examinations of the left or right shoulder consists of an iPAT-compatible 16-channel shoulder coil in a flexible shoulder cup that can be shaped around small and large shoulders. An L-shaped cushion for easy positioning of the patient is included. The 16-element coil with 16 integrated pre-amplifiers ensures maximum signal-to-noise ratio. Shoulder Shape 16 will be connected via a SlideConnect plug for fast and easy coil set-up and patient preparation.
- 1 14456217 **Tx/Rx Knee 18 #Vi**  
New 18-channel transmit/receive coil optimized for knee imaging. The spacious design with a flared opening towards the thigh allows scanning even of large and swollen knees with exceptional image quality and signal to noise ratio.  
Main features :  
- 18-element design (3x6 coil elements) with 18 integrated preamplifiers  
- iPAT-compatible  
- SlideConnect Technology
- 1 14432233 **Breast 18 #P,Sk**  
Main features of the 18-channel Breast Coil:  
- 18-element design with 18 integrated preamplifiers.  
- The coil has 8 elements arranged around each breast, and 2 elements for the axilla regions.  
- Weighs only 5.5 kg (including the positioning frame).  
- Comes with an extra-wide abdominal support wedge and a comfortable cushion for the arms.  
- The coil can accommodate breasts with a volume of up to approximately 2.2 liters per breast and has adjustable immobilization units for each breast.  
- Adjustable head support for optimum patient comfort.

## PRELIMINARY PROPOSAL

- Accessories (available separately) allow shared use between 60 cm and 70 cm bore systems.

Application:

- MR breast examinations (MR imaging + spectroscopy)

Special feature:

- Includes reference tube for quantitative spectroscopy. The tube is supplied with the syngo GRACE application.

1 14441602

### Accessory Breast 18 70 cm

The accessories kit 70 cm for the Breast 18 contains a mechanical adapter and the connection wedge 70, which holds the patient around the abdominal area and sits on top of the spinal coil.

1 14468948

### Head/Neck 16 -> BM Head/Neck 20 #3T

This option swaps the standard Head/Neck 16 for a BioMatrix Head/Neck 20 tiltable with CoilShim.

The BioMatrix Head/Neck 20 tiltable with CoilShim combines the known benefits of Tim 4G coil technology with those of the new Siemens unique BioMatrix technology, resulting in unmatched image quality, high patient comfort and easy handling.

Integrated BioMatrix Tuners: The integrated CoilShim elements minimize patient induced local anatomy-specific B0 field inhomogeneity, thus ensuring excellent image quality.

The unique DirectConnect technology allows users to connect the 20 coil elements of the BioMatrix Head/Neck 20 without cables. The possibility to tilt the coil in 3 different positions together with the patient friendly open design allows for maximum patient comfort.

The BioMatrix Head/Neck 20 features:

- 20-element design with 20 integrated preamplifiers two rings of 8 elements each and one ring with 4 elements in the neck region
- First cable-less tiltable head coil with DirectConnect technology
- Integrated BioMatrix Tuners: CoilShim technology offering integrated shim elements
- Combined head/neck coil for an optimized workflow of the head/neck region
- Upper coil part removable
- Lower coil part usable without upper part
- Smoothly integrated into the patient table with BioMatrix Spine 24
- Open patient-friendly design
- Cushioned head stabilizers (removable)
- No coil tuning
- iPAT-compatible in all directions
- Dual-Density Signal Transfer enables ultrahigh density coil designs by integrating key RF components into the local coil
- Detachable look-out mirror

Applications:

- Head examination
- Neck examination
- MR Head Angiography
- MR Neck Angiography
- Combined head / neck examination
- TMJ (temporo mandibular joints)

**PRELIMINARY PROPOSAL**

- 1    14456241    **Separator 60kW/75kW #Vi**  
 The SEP (Separation cabinet) has to be used if a central hospital chilled water supply is available or if a chiller of any brand/type is already available. The SEP is the interface between the on-site water chiller (of any brand or type) or the interface to the central hospital cooling water supply. For the above-mentioned cases the SEP is mandatory!

In these cases, the primary water specifications must fulfill the requirements:  
 XJ: 45kW; water temperature: 6 - 14°C  
 XQ: 60kW; water temperature: 6 - 14°C  
 XT: 75kW; water temperature: 6 - 12°C

For all gradient systems:  
 Flow: 100+-10l/min; pH value 6-8; max working pressure 6 bar.

Dimensions: 1950mm x 650mm x 650mm (height x width x depth)  
 Weight: approx. 350kg
- 1    14456228    **System Start Timer #Vi**  
 Timer clock that can be installed together with the MAGNETOM MR system to start the system automatically at user-definable times, eliminating waiting times during system boot up.
- 1    MR\_STD\_RIG\_I  
 NST    **MR Standard Rigging and Installation**  
 MR Standard Rigging and Installation

This quotation includes standard rigging and installation of your new MAGNETOM system

Standard rigging into a room on ground floor level of the building during standard working hours (Mon. – Fri./ 8 a.m. to 5 p.m.)  
 It remains the responsibility of the Customer to prepare the room in accordance with the SIEMENS planning documents  
 Any rigging requiring a crane over 80 tons and/or special site requirements (e.g. removal of existing systems, etc.) is an incremental cost and the responsibility of the Customer.  
 All other "out of scope" charges (not covered by the standard rigging and installation) will be identified during the site assessment and remain the responsibility of the Customer.
- 1    MR\_BTL\_INSTA  
 LL    **MR Standard Rigging & Install**
- 1    MR\_CRYO    **Standard Cryogenes**
- 1    MR\_PM    **MR Project Management**  
 A Siemens Project Manager (PM) will be the single point of contact for the implementation of your Siemens equipment. The assigned PM will work with the customer's facilities management, architect or building contractor to assist you in ensuring that your site is ready for installation. Your PM will provide initial and final

## PRELIMINARY PROPOSAL

drawings and will coordinate the scheduling of the equipment, installation, and rigging, as well as the initiation of on-site clinical education.

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|---|-------------------|---|
| 1 | MR_GOBRAIN        | <p><b>GOBrain</b></p> <p>GOBrain delivers reliable quality at exceptional speed. It enables clinically validated, push-button brain exams, with multiple orientations and all relevant contrasts. This fast exam is more tolerable for patients, and helps reduce motion-related artifacts and the need for rescans and sedation. As a result, GOBrain potentially doubles throughput and reduces costs per scan. Supported by our Tim 4G technology and DotGO, it delivers consistently high quality and maximizes the productivity of your MRI scanner - while improving patient care.</p>  |
| 1 | 4MR5142869        | <p><b>Armrest #MR</b></p>   |
| 1 | SY_PR_TEAMPLAY    | <p><b>teampay Welcome &amp; Registration Package</b></p> <p>teampay is a cloud-based network that brings together your imaging modality users, the systems' dose and utilization data, and the users' expertise to help you improve the delivery of care to your patients. Basic features are provided free of charge. Premium features (benchmarking, non-Siemens devices) are provided on a trial basis for three months at no charge, and may be used thereafter on a subscription fee basis.</p> <p>To register: <a href="http://teampay.siemens.com/#/institutionRegistration/1">http://teampay.siemens.com/#/institutionRegistration/1</a></p>  |
| 1 | MR_BUDG_ADDL_RIG  | <p><b>Budgetary Add'l/Out of Scope Rigging</b></p>  |
| 1 | MR_TRADE_IN_ALLOW | <p><b>Removal and Trade-in-Allowance of Existing Unit</b></p>   |
| 1 | MR14460428        | <p><b>ACR Phantom Holder (USA)</b></p> <p>An MR compatible cradle device used to consistently and precisely position the American College of Radiology (ACR) MRI Accreditation phantom, for use with Siemens MAGNETOM standard Head Coil during test measurements for ACR system accreditation or QA testing</p>  |
| 1 | HASKRISFG23041    | <p><b>Haskris OPC24 Chiller- 63kW</b></p> <p>The Haskris outdoor, air-cooled, water/glycol chiller has been specially designed for medical applications to provide stable, fully dedicated cooling to a single MR system.</p> <p>The Haskris chiller must be used in combination with a Siemens SEP cabinet.</p> <p>The Haskris chiller is suitable for use in all siting conditions: normal, coastal, low-ambient, and/or OSHPD-compliant locations.</p> <p>Specifications<br/>Cooling Capacity: 63kW<br/>Fluid Supply Temp: 43°F (6°C) to 59°F (15°C)<br/>Pump Capacity: 32 GPM (120 LPM)<br/>Condenser: Air-cooled (heat dissipated into ambient air)<br/>Outdoor ambient air temperature: -40°F (-40°C) to 122°F (50°C)</p> |

**Siemens Medical Solutions USA, Inc.**  
40 Liberty Boulevard, Malvern, PA 19355

**SIEMENS REPRESENTATIVE**  
Mathew Hayes - +1 (336) 263-4273  
mathew.hayes@siemens-healthineers.com

**PRELIMINARY PROPOSAL**

Electrical: 460V-3Ø-60Hz  
Dimensions: 77"W x 40"D x 74"H (196cm x 102cm x 188cm)

Siemens' Pricing Also Includes:  
Delivery  
Chiller Start-Up (Post Installation)  
1x Preventative Maintenance Service Visit  
Remote Monitoring Panel with 1-Year Cellular Connectivity and Cloud Service

Installation:  
Customer is responsible for the rigging and installation of the chiller.  
Customer is responsible for providing a 35% solution of propylene glycol with water;  
25 gal (95 L) for the chiller plus 1 gal (3.8 L) per 10 ft (3m) external pipe run  
assuming 1 ½" pipe diameter.

Warranty:  
12 months from date of Start-Up

- 1 HASKRIS\_STAR TUP **Haskris Chiller Start-Up**  
Chiller start-up by Haskris vendor after installation of chiller and completion of paperwork.
- 1 MR\_PREINST\_F IXED **T+D Preinstall kit for fixed table**
- 1 MR\_BD\_LV2 **Essential Education Level 2 (MR)**  
This Essential Education Bundle provides system training in a blended learning environment using training modules (typically 1 hour): This (12) month multi-modality e.learning subscription will provide access for (10) imaging professionals at the customer site to utilize up to (50 CEUs). Essential Training Part 1- Up to (28) hours of on-site clinical education training, scheduled consecutively (Monday – Friday) during standard business hours for a maximum of (4) imaging professionals. Essential Training Part 2- Up to (24) hours of on-site clinical education training, scheduled consecutively (Monday – Friday) during standard business hours for a maximum of (4) imaging professionals. ONLINE Essential Training Part 2- Up to 24 hours of ONLINE training, scheduled consecutively (Monday - Friday) during standards business hours for a maximum of (6) imaging professionals. One ONLINE workshop up to 4 hours of training for up to a maximum of (8) technologists. Through the use of online training and/or remote simulation attendees will be able to increase their knowledge and skills to help improve their clinical practice. One-2-day onsite workshop for MR imaging professionals focuses on the MR syngo® Dot user interface and operating software implemented on our MAGNETOM® MRI systems. Through the use of demonstrations, lecture, and hands-on labs using Siemens' simulation consoles, participants will learn the basic principles and workflow of patient examinations. 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.

**System Total** **\$1,505,000.00**

**Siemens Medical Solutions USA, Inc.**  
40 Liberty Boulevard, Malvern, PA 19355

**SIEMENS REPRESENTATIVE**  
Mathew Hayes - +1 (336) 263-4273  
mathew.hayes@siemens-healthineers.com

## PRELIMINARY PROPOSAL

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**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  
+1 (336) 263-4273  
mathew.hayes@siemens-healthineers.com

# **ATTACHMENT B**



**Instructions for Hospitals with multiple campuses: For MRI Services, (Sections 10b-10e, pp 17-18), do not provide cumulative/combined data for all campuses. Provide data for individual campuses only.**

**b. MRI Procedures**

Indicate the number of procedures performed on MRI scanners (units) operated during the 12-month reporting period at your facility. For hospitals that use equipment at multiple sites/campuses, please copy the MRI pages and provide separate data for each site/campus. **Campus – if multiple sites: Novant Health Imaging**

Procedures	Inpatient Procedures*			Outpatient Procedures*			TOTAL Procedures
	With Contrast or Sedation	Without Contrast or Sedation	TOTAL Inpatient	With Contrast or Sedation	Without Contrast or Sedation	TOTAL Outpatient	
Fixed	0	5	5	638	2679	3317	3322
Mobile (performed only at this site )	0	0	0	0	0	0	0
<b>TOTAL**</b>	0	5	5	638	2679	3317	3322

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

\*\* Totals must be greater than or equal to the totals in the MRI Patient Origin Table on page 30 of this application.

Note: Healthcare Planning and Certificate of Need may request CPT codes for MRI procedures if further clarification is needed.

**c. Fixed MRI Scanners**

Indicate the number of MRI scanners (units) operated during the 12-month reporting period at your facility. For hospitals that operate medical equipment at multiple sites/campuses, please copy the MRI pages and provide separate data for each site/campus. **Campus – if multiple sites: Novant Health Imaging**

Fixed Scanners	Number of Units
Number of fixed MRI scanners-closed, including open-bore scanners (do not include any Policy AC-3 scanners)	1
Number of fixed MRI scanners-open (do not include any Policy AC-3 scanners)	0
Number of Policy AC-3 MRI scanners used for general clinical purposes	
<b>Total Fixed MRI Scanners</b>	<b>2</b>

Number of grandfathered fixed MRI scanners on this campus: 0

**For questions, please contact Healthcare Planning and Certificate of Need at 919-855-3873.**

CON Project ID numbers for all other fixed MRI scanners on this campus: \_\_\_\_\_

# **ATTACHMENT C**

**Projected Capital Cost Form**  
**Novant Health Julian Road Imaging MRI #1 Replacement**

Building Purchase Price	
Purchase Price of Land	
Closing Costs	
Site Preparation	
Construction/Renovation Contract(s)	\$ 340,000
Landscaping	
Architect / Engineering Fees	\$ 56,800
Medical Equipment	\$ 1,505,000
Other Equipment	\$ 65,949
Furniture	
Information Technology	
Financing Costs	\$ -
Interest during Construction	
Other: Capitalized Labor	\$ 19,677
<b>Total Capital Cost</b>	<b>\$ 1,987,426</b>

**CERTIFICATION BY A LICENSED ARCHITECT OR ENGINEER**

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

DocuSigned by:  
  
C068402R0A574AF

10/29/2021 | 10: 14: 37 EDT

Date Signed: \_\_\_\_\_

Signature of Licensed Architect or Engineer

**CERTIFICATION BY AN OFFICER OR AGENT FOR THE PROPONENT**

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

DocuSigned by:  
  
9BCFAC883516459

11/01/2021 | 8: 07: 16 EDT

Date Signed: \_\_\_\_\_

Signature of Officer/Agent

Senior Vice President, Construction & Facilities Svcs, Novant Health

Title of Officer/Agent

# **ATTACHMENT D**

## EQUIPMENT COMPARISON

<i>NH Rowan Medical Center Julian Road MRI Replacement</i>	EXISTING EQUIPMENT	REPLACEMENT EQUIPMENT
Type (e.g., Cardiac Catheterization, Gamma Knife®, Heart-lung bypass machine, Linear Accelerator, Lithotripter, MRI, PET, Simulator, CT Scanner, Other Major Medical Equipment)	MRI Scanner	MRI Scanner
Manufacturer	Hitachi	GE Healthcare
Model number	Altaire .7T	Pioneer 3.0T
Other method of identifying the equipment (e.g., Room #, Serial Number, VIN #)	L161/MRI #1	TBD
Is the equipment mobile or fixed?	Fixed	Fixed
Date of acquisition	2004	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	\$1,987,426
Total cost of the equipment	NA	\$1,505,000
Location of the equipment <Attach a separate sheet for mobile equipment if necessary>	Julian Rd. Imaging	Julian Rd. Imaging
Document that the existing equipment is currently in use	See Enclosed LRA Excerpt	NA
Will the replacement equipment result in any increase in the <b>average charge per procedure</b> ?	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 <b>average operating expense per procedure</b> ?	NA	No
If so, provide the increase as a percent of the current average operating expense per procedure	NA	NA
Type of procedures performed on the existing equipment <Attach a separate sheet if necessary>	MRI Scans	NA
Type of procedures the replacement equipment will perform <Attach a separate sheet if necessary>	NA	MRI Scans

Date of last revision: 5/17/19

**From:** [Faenza, Julie M](#)  
**To:** [Waller, Martha K](#)  
**Subject:** FW: [External] Emailing - RMC JR MRI REER to Agency 11.01.2021.pdf  
**Date:** Friday, November 5, 2021 2:21:30 PM  
**Attachments:** [RMC JR MRI REER to Agency 11.01.2021.pdf](#)

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Martha, does this go to you? Lisa was going to ask about if it went to you or Tiffany, but I saw you handled the material compliance that was sent to me yesterday. If I should send this to Tiffany, please let me know. Thanks!

**Julie M. Faenza, Esq.**

Project Analyst, Certificate of Need

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

Office: 919-855-3873 (*I am working remotely most of the time; email is the best way to reach me.*)

[Julie.Faenza@dhhs.nc.gov](mailto:Julie.Faenza@dhhs.nc.gov)

Pronouns: She/her/hers

**Don't wait to vaccinate. Find a COVID-19 vaccine location near you at [MySpot.nc.gov](#).**

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**From:** Griffin, Lisa L <llgriffin@novanthealth.org>  
**Sent:** Monday, November 1, 2021 12:36 PM  
**To:** Faenza, Julie M <Julie.Faenza@dhhs.nc.gov>  
**Cc:** Hunt, Tiffany C <Tiffany.C.Hunt@dhhs.nc.gov>  
**Subject:** [External] Emailing - RMC JR MRI REER to Agency 11.01.2021.pdf

**CAUTION:** External email. Do not click links or open attachments unless you verify. Send all suspicious email as an attachment to [Report Spam](#).

Julie,

Attached is a replacement equipment replacement notice regarding the open MRI at Julian Road Imaging in Rowan County. Please let me know if you have any questions.

Sincerely,

***Lisa Griffin***

Manager, Strategic Planning

Novant Health | Internal Consulting Group

(704) 351 – 1132

**We are here to help you get the care you need. Visit [Novant Health](#) or [Novant Health UVA](#) for up-to-date information.**

**Estamos aquí para ayudarle con el cuidado que usted necesita. Visite [Novant Health](#) o [Novant Health UVA](#) para información actualizada.**

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