

**RESOLUTION 2014-81**

**A RESOLUTION APPROVING PURCHASE OF FLUOROSCOPY EQUIPMENT  
FROM SIEMENS MEDICAL SOLUTIONS USA, INC.**

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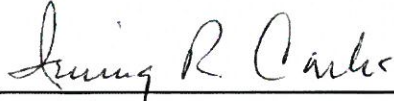
1. **WHEREAS**, the current fluoroscopy equipment in radiology room 3 was installed in October 2002. It will reach its end of life in December 2015 after which repairs will no longer be covered by Siemens, the manufacturer and company which maintains this equipment. Replacing this equipment is part of Phase 3 of the hospital's remodeling plan; and,
2. **WHEREAS**, approval of this replacement is being requested now, ahead of the remainder of Phase 3, because Siemens is offering a significant trade-in value of \$100,000 for the existing equipment, an additional discount of \$37,000 on the Toshiba CT currently in the Providence Imaging location (currently being acquired by CPH) and to de-install the Toshiba CT at no cost to CPH, an estimated savings of \$25,000; and,
3. **WHEREAS**, once this purchase has been approved, Siemens will activate the discounts and lock in the prices to remove the Toshiba CT scanner which meets the scheduling needs of CPH. Later, pending the approval of the remainder of Phase 3, the fluoroscopy equipment will be replaced for \$438,713.00 as presented within the attached agreement, this does not include the cost of the service agreement, which will be an additional cost; and,
4. **WHEREAS**, CPH Administration recommends the purchase of the Siemens' Fluoroscopy Equipment as it will provide the necessary equipment that will support the needs of the organization, and will benefit patients; and,

**THEREFORE, BE IT RESOLVED, BY THE BOARD OF DIRECTORS OF CENTRAL PENINSULA GENERAL HOSPITAL, INC., A NOT-FOR-PROFIT ALASKA CORPORATION, THAT:**

**SECTION 1.** The CPGH, Inc. Board of Directors approves the Administration's purchase of the Fluoroscopy Equipment from Siemens Medical Solutions USA, Inc., and authorizes the Chief Executive Officer or designee to execute the attached agreement on behalf of CPGH, Inc.

**SECTION 2.** This resolution takes effect immediately upon its adoption. I certify that the above resolution was approved by vote of the Board of Directors of Central Peninsula General Hospital, Inc. at the 10/30/14 Board meeting.

Date: 10/30/14

  
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Irving Carlisle, Secretary/Treasurer  
CPGH, Inc. Board of Directors

Project: Replace Fluoroscopy Equipment in Radiology Room 3

Cost: \$438,713.00 + service contract

Pricing: The Amerinet GPO pricing has been applied to this quote

Purpose: The current fluoroscopy equipment in radiology room 3 was installed in October 2002. It will reach its end of life in December 2015 after which repairs will no longer be covered by Siemens, the manufacturer and company which maintains this equipment. Replacing this equipment is part of Phase 3 of the hospital's remodeling plan.

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Once this purchase has been approved, Siemens will activate the discounts and lock in the prices to remove the Toshiba CT scanner which meets the scheduling needs of CPH. Later, pending the approval of the remainder of Phase 3, the fluoroscopy equipment will be replaced at the price presented within the attached agreement.

Timeframe: This portion of the project is ready to begin after approval. The transition of the Providence Imaging Center to become the Central Peninsula Hospital Outpatient Radiology Center is scheduled to occur in early November. Phase 3 of the hospital's remodeling plan, which affects the fluoroscopy equipment in radiology room 3 will occur in early 2015.

Alternatives Considered: Other vendors were contacted and their quotes were compared. This offering contains several discounts which made it the best combination of low cost and high utility.

All contracts require legal review.  
 All affiliation agreements require Board approval.  
 All contracts over three years require Board approval.  
 All grants require Board approval.  
 Unbudgeted projects over \$25,000 require Board approval.

Procurement or Contract Information	
Date of request:	22 September 2014
Requested by:	Katherine Leslie
Source of funding:	Capital
BBA completed:	Yes
Business name:	Siemens Medical Solutions

CP 101 Contract Authority & Review	
Cost of project:	\$438,713 + service
Duration of contract:	N/A
Affiliation agreement:	N/A
Budgeted in fiscal year:	2015
Grant Amount:	

Review Process Signoff	
Director	
Legal	
CNO	
CFO	
CEO	<i>[Signature]</i>

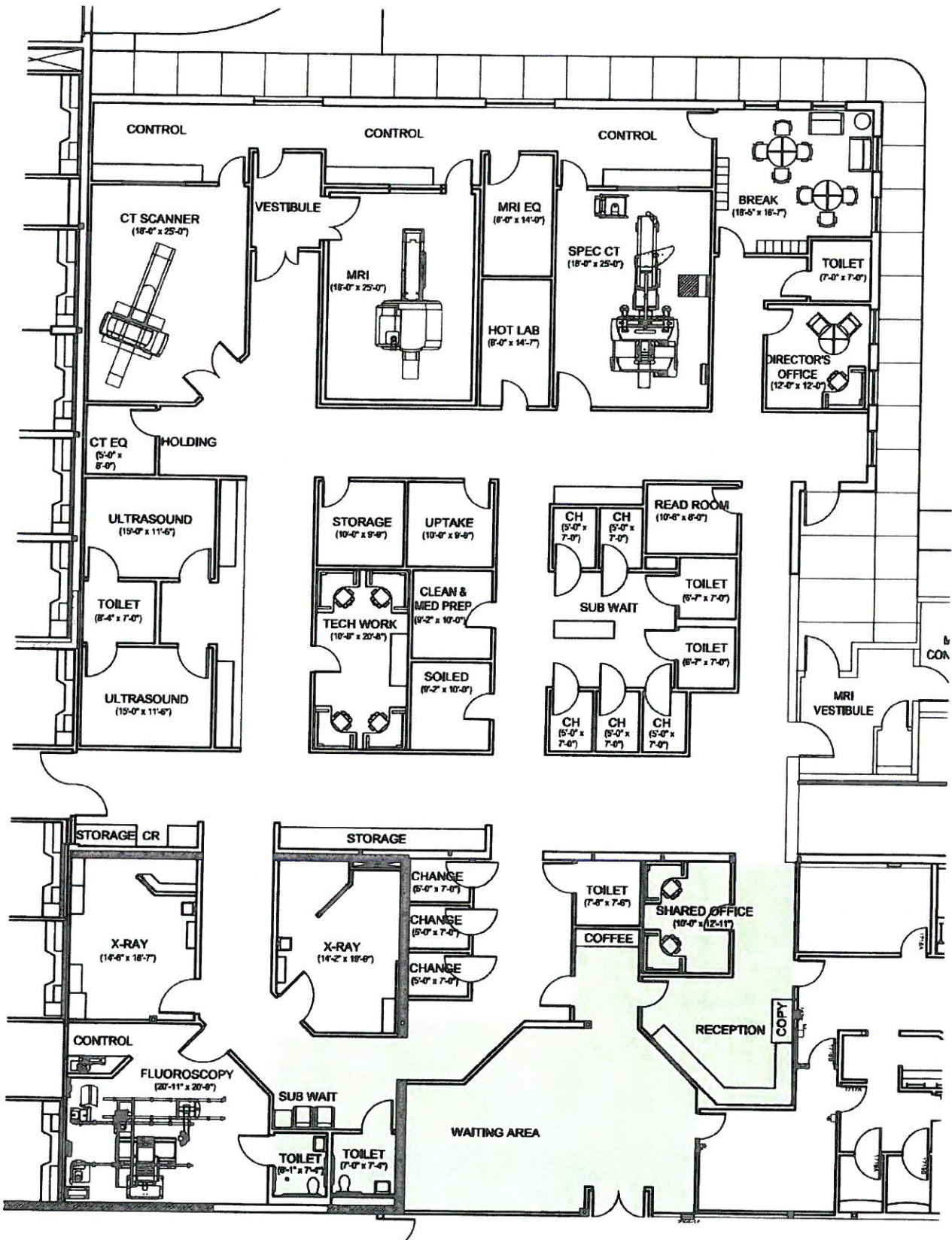
**Describe the project, contract or equipment:**  
 This capital request is submitted for replacement of our fluoroscopy system, room 3. Our current room was installed October 2002 and is end of life December 2015 – Siemens will not write a service agreement past the end of next year. Because of the age, end of life of the equipment and planning for Phase 3 of the Imaging Remodel Master Plan it makes sense to purchase new equipment rather than spend money to move the existing old room. Additionally, until the end of the month (end of Siemens fiscal year I believe), Siemens is offering significant trade-in value for the fluoro room (reported as \$100,000 off list) and will also accept trade-in of the Providence Toshiba CT (additional \$37,000 discount) for this one equipment purchase. If we accept this quote now Siemens will de-install the Toshiba CT when we take ownership of Providence on 11/04 so we don't incur an expense to take it out ourselves.

**Impact on quality of care:**  
 The Luminos Agile Max Fluoro system is a fully digital room unlike our existing system that only has a digital spot film device and uses CR cassettes for under table work. Digital radiography delivers lower dose to the patient and better image quality. Additional benefits of the system include the ability to perform video esophagram studies without bringing one of the c-arms to the department, digital long-leg and scoliosis films (will become our new standard for these studies as the CR method we currently use is more cumbersome and service intensive) and last image hold fluoroscopic positioning which saves dose to the radiologist and radiographer. An additional, very important benefit is that this room, because of its new location within the department and digital detector technology, will serve as a much needed third room that staff will happily use for general radiography along with rooms 1 and 2.

**Assess the financial feasibility, including costs, potential volumes and revenue, and return on investment:**  
 Phase 3 of the Imaging Remodel plan is budgeted at \$2,779,445 with \$606,000 included for replacement of fluoro equipment. Please find attached a layout indicating Phase 3 work: creation of a new fluoro/toilet room close to our rad rooms, creation of improved patient dressing/toilet space, enlargement of waiting room and downsizing of shared office space. Future Imaging remodel phases build on the previous ones towards our end goals of a back of house patient corridor and potential cath/angio lab where the current MRI system is sited.

**Identify implementation requirements and timeframe:**  
 Sign quote and delay delivery/install until Phase 3 remodel project timing is right. Terms are 0/80/20. A signed quote will allow me to proceed with plans to de-install the Toshiba CT in early November. There's also a point of sale service agreement – duration is 5 years @ \$34,950. Service cost for our current fluoro room is \$26,606 annually.

**Identify alternatives and reasons for rejecting them:**  
 We could plan to keep our existing fluoro room but we would: 1. run the risk of increased downtime once service support from Siemens ends, 2. spend money to de-install the Toshiba CT, 3. spend money to relocate an old/unreliable piece of equipment. All three are less than optimal alternatives.



# SIEMENS

## LUMINOS AGILE / AGILE MAX SYSTEM TYPICAL ROOM PLAN

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The intended use for this Cut Sheet is to communicate the spatial requirements as well as the basic architectural, electrical, structural, and mechanical requirements for this piece of imaging equipment. The information provided in this document is for reference only, during the pre-planning stage, and therefore does not contain any site specific detailed requirements. This information is subject to change without notice. Federal, state and/or local requirements may impact the final placement of the components. It is the customer's responsibility to ensure that the final layout and placement of the equipment complies with all applicable requirements.

# SIEMENS

Siemens Medical Solutions USA, Inc.  
51 Valley Stream Parkway, Malvern, PA 19355  
Fax: (866) 486-3602

SIEMENS REPRESENTATIVE  
Cynthia Thompson - (360) 263-5525

Qty	Part No.	Item Description
1	14436628	<b>SmartOrtho License</b> SmartOrtho consists of a SW license for the Ortho function that enables the following 2 orthopedic acquisition methods: Ability to acquire up to 4 images of the legs or spine in sequence on the Bucky wall stand with the Luminos Agile Max, Luminos dRF Max, and Ysio Max. For Luminos Agile Max and Luminos dRF Max, this function requires a Bucky wall stand, a ceiling stand, and a MAX wi-D. For Ysio, the Bucky wall stand can work with a MAX wi-D or a MAX static detector. Ability to acquire up to 4 images with Luminos Agile Max, Luminos dRF Max, and Ysio Max at the patient table. The Spine Composing or Ortho Leg Composing software applications on the imaging system assemble these automatically into a single image.
1	08861002	<b>Patient positioning mattress</b> The radiolucent patient positioning mattress matches the size of the tabletop and has a heavy - duty soft plastic cover that is easy to clean. The soft pad allows comfortable patient positioning and repositioning. - Length: 198 cm (78") - Width: 66 cm/26" (53.5 cm/21" padded) - Thickness: 2.5 cm (1") - Weight: 2.7 kg (5.9 lbs)
1	14443221	<b>Detector holder lateral</b>
1	14417389	<b>Customer documentation, English</b>
1	AXD_INITIAL_3 2	<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.
1	AXD_INITIAL_1 2	<b>Initial onsite training 12 hrs</b> Up to (12) hours of on-site clinical education training, scheduled consecutively (Monday - Friday) during standard business hours for a maximum of (4) imaging professionals. Training will cover agenda items on the ASRT approved checklist. Uptime Clinical Education phone support is provided during the warranty period for specified posted hours. This educational offering must be completed (12) months from install end date. If training is not completed within the applicable time period, Siemens obligation to provide the training will expire without refund.
1	XPRF_PR_FLR _ELEV	<b>Fluoroscopy Installed Base Elevate Prog</b> XP Elevate is Siemens' managed system upgrade program which supports the replacement of your existing Siemens Fluoroscopy system to a new Siemens Fluoroscopy system. The Siemens Fluoroscopy unit specified for trade-in must be free and clear of all liens, encumbrances, security interests, assessments, and any other third party claims. Purchaser shall provide Siemens or its designated dealer or agent with access to the trade-in equipment by the agreed upon de-installation date or within 14 days of new equipment turnover, whichever occurs first. Title and risk of loss to the trade-in equipment shall pass to Siemens or its designee upon de-installation and removal of the equipment from the Purchaser's facility. Purchaser agrees to keep the trade-in equipment in good and marketable condition, pending de-installation and removal by Siemens.
1	XPRF_DEINST ALL_ELV	<b>XPRF Deinstallation-Elevate O and R syst</b> Siemens will provide the de-installation and rigging of the existing system for its removal.
1	AXD_TRADE_I N_ALLOW AXD_RIG_FLU ORO_STD	<b>AXD Trade-in-Allowance of Toshiba Aquilion 16, Project Number 2014-1368, de-install date 11/14, expires 11/14/2014 -\$37,000</b>
1		<b>Standard Rigging Fluoro</b>
1	PKP07300U00	<b>EZ PIC Universal Package</b> EZ PIC is a video acquisition workstation that enables digital recording to a hard drive on the workstation for review, editing and exporting to portable media and storage systems, including PACS. The EZ PIC provides audio recording capabilities and audio playback functionality. The EZ PIC is on a PC platform and includes a keyboard, mouse, and an LCD display with built in speakers. Perkins Electronics provides the EZ PIC Package system in a complete installation and product package that is designed to be integrated to the R/F system providing recording control to the R/F system footswitch providing a seamless integration to the R/F modality. Package includes: EZ PIC System EZ PIC Processor LCD monitor Keyboard & Mouse EZ PIC Scan Converter Installation Kit Includes applicable video power cables Includes 1 year service agreement from Perkins Electronics. Onsite Installation and Training provided by Perkins Includes 2 days onsite: 1 day installation and configuration of EZ PIC system 1 day of applications training
1	PSAP02200KIT	<b>Speech Audio Pack EZ PIC Kit</b>

System Total: \$438,713