



Capital Expenditure Request (CER) Worksheet

Date:	09/20/21
Department:	Surgery
Manager:	F. Heinz
Capital Description:	Microscope for Eye Surgeries

PROJECT EXPENSE:		
Total Project Budget: Includes equipment, interfaces, shipping, installation, facility modifications, etc.		\$85,944.00
Total Project Cost: Includes equipment, interfaces, shipping, installation, facility modifications, etc.	(1)	\$70,850
Total Project Variance:		-\$15,094.00
PROCEDURE RELATED EQUIPMENT:		
Charge for Procedure:		\$4,313.00
Estimated Reimbursement for Procedure:	(2)	\$2,100.00
Estimated # of Procedures Per Year:	(3)	476
Expected Annual Return on Investment calculated (2) x (3) ÷ (1):	ROI	14.08 (will pay for itself after 34 procedures)

NEED:	
Check all that apply:	
<input type="checkbox"/>	Necessary to meet regulatory requirements, patient care is jeopardized without
<input checked="" type="checkbox"/>	Equipment upgrade, enhances productivity
<input type="checkbox"/>	New service, business development
Have you?	
<input type="checkbox"/>	Involved affected employees?
<input checked="" type="checkbox"/>	Involved affected physicians?

Equipment:
Function: Microscope to perform eye surgeries.
Benefit: Our Microscope was manufactured in 2000 and has been having multiple failures.
Additional Operating Costs: <i>***(Please identify additional costs such as additional staff time and training, supplies, maintenance agreements, etc.)</i> none
Life Expectancy: 15 years

PURCHASE:

Is the equipment available through the hospital's purchasing agreements?

- Yes
 No -- Justification:

Vendor Comparison:

	Vendor 1	Vendor 2	Vendor 3
Vendor Name	Prescott's Inc.	Leica	Zeiss
Vendor Address	18940 Microscope Way Monument, CO 80132	10 Parkway North Deerfield, IL 60015	
Vendor Contact	Justin Blush	Fritz Boetzelen	Cameron Nichols
Vendor Phone	719-488-2268	720-436-9259	385-276-5725
Price	\$70,850 (refurbished)	\$90,000	\$85,244.00
Additional Costs	\$1350 S&H	\$4,806 S&H	\$700 S&H
Vendor reputation	good		excellent
Vendor previously used	yes		By the surgeons
Equipment reputation	excellent		excellent
Price protection period			11/19/2021
Service availability – including bio-med arrangements	Prescott's Inc		Zeiss
Ongoing service and repairs	Prescott's Inc		Zeiss
Warranty	Two year		One year
Installation and down time	none		none
Demonstration date	N/A		Surgeons have this brand at Black Canyon Surgery CTR

Vendor Selected: Prescott's, Inc.

Criteria:
Price and physician preference.

***** Please attach copy of research, price quotations and other supporting documentation.**

Prescott's Inc.
 18940 Microscope Way
 Monument, CO 80132

Quote

Customer No.: DE814002

Quote No.: 151033

Quote To: **Delta County Memorial Hospital**
 PO Box 10100
 Attn. Accounts Payable
 Delta, CO 81416

Ship To: **Delta County Memorial Hospital**
 1501 E. 3rd Street
 Delta, CO 81416

Date	Ship Via	F.O.B.	Terms
11/01/2022	South	Origin	Net 30
Purchase Order Number	Sales Person		Required
	Jake Loggins		11/01/2022
Quantity			Amount
Required	Shipped	B.O.	Item Number
			Description
			Unit Price

Quote Prepared By:
 Jacob Loggins
 Quote to the Attention of:
 Felicia Heinz
 mailto:fheinz@deltahospital.

Reconditioned Microscope
 S/N#

1			EYE15	Zeiss Lumera T S88 Floorstand With Assistant Package	69500.00	69500.00
1			302608-9011	Zeiss Lumera T w/XY & Assistant Scope	0.00	0.00
1			302652	Zeiss Obj Lens F200-65mm PMZ061B	0.00	0.00
1			1154-525	Zeiss S-88 Floorstand(Fixed PMZ009D	0.00	0.00
1			303791	Zeiss 0-180 Bino. (style2) PMZ044	0.00	0.00
1			302603-9005	Zeiss Visu 200/210 Assistant Bino PMZ013VAB	0.00	0.00
4			305542	Zeiss 10X22B Magnetic 305542	0.00	0.00
1			PML180	Zeiss Superlux 180 Eye Duo "F" WCC475	0.00	0.00
1				Zeiss Wirelss Footpedal with receiver	0.00	0.00
10			305810-9001	Knob Covers Small 305810	0.00	0.00
2			305810-9003	Zeiss Type 2 Bino PD Knob	0.00	0.00

Thank You

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11/01/2022	South	Origin	Net 30
Purchase Order Number		Sales Person	Required
		Jake Loggins	11/01/2022
Quantity			Amount
Required	Shipped	B.O.	

Item Number	Description	Unit Price	Amount
	Big 303791-0153		
4	Zeiss ASPSIS Grips (305810-9010)	0.00	0.00
1	PPMP048 Prescotts Microscope Cover	0.00	0.00
1	SCOPEFR Estimated Shipping Charges based on Ground/Location **Subject to Change**	1350.00	1350.00

Two Year Warranty Included.
 Installation, and In-Service
 by Prescott's Included.

On Site Contact:

Shipping Instructions:

EXTENDED WARRANTY DISCOUNT
 3-YEAR GOLD COVERAGE:\$11,475

Quote subtotal 70850.00

Quote total 70850.00

2 Scope/Video(3)

Thank You

From Eye to Insight



Quote #: QU-0490456
Date 8/17/2022
Valid Until 9/16/2022

QUOTATION

Delta Cnty Meml Hosp
Materials Management

1501 E 3rd St
Delta
Colorado
USA
81416

Patrick Sanders
psanders@deltahospital.org
(970) 874-6421

Sales Contact
Fritz Boetzelen
Phone: 720-436-9259
Fritz@westernmicrosurgical.com

Customer Service Contact
Yashia Gorzelany
Phone: (224)7270471
Yashia.Gorzelany@leica-microsystems.com

Leica Proveo 8 IVA Surgical Microscope Starter Package-No Camera

#	Items	Quantity	List Price	Net Price
10	Objective WD=175mm OCT ready 10448627	1	2,484.00	2,484.00
20	Wireless Footswitch 14-functions Type B 10448846	1	7,092.00	7,092.00
30	PROVEO 8 Stand F42 OCT Ready 10449058	1	81,254.00	81,254.00
40	Clip-on handle 10180591	6	58.00	348.00
50	Binoc. tube 10-50°, type II,UltraLow III 10448547	1	9,241.00	9,241.00

#	Items	Quantity	List Price	Net Price
60	Backup cable, WFS, 4.5m 10448847	1	578.00	578.00
70	Eyepiece f. spect. w's 8.33x/22B,type II 10448125	2	896.00	1,792.00
80	Binocular tube inclinable 5-25° with PD 10448217	1	7,020.00	7,020.00
90	Drive knob cover, binoc. tube T 10428328	12	31.00	372.00
100	Eyepiece f. spect. w's 10x/21B, type II 10448028	2	882.00	1,764.00
110	Faceplate OHX 10448934	1	373.00	373.00
120	PROVEO 8 Optics with focus/tilt/assis/XY 10448800	1	53,356.00	53,356.00
130	Power cable, 5m, North America 10445664	1	57.00	57.00
140	Dust Cover 10740017	1	126.00	126.00
150	0° Assistant with IVA PROVEO 8 10448804	1	24,032.00	24,032.00
160	Certificate of installation 10448628	1	2.00	2.00
Section Subtotal				189,891.00
Leica Package Discount			(52.60%)	-99,891.00
Section Net Subtotal				USD 90,000.00

Promotions

Leica Proveo 8 IVA Surgical Microscope Starter Package-No Camera

Quotation Totals

Sub Total	USD 90,000.00
Freight & Handling	4,806.00
Grand Total Excluding Taxes	USD 94,806.00

Total open market list price 189,891.00

Total overall discount 52.60%

Terms and Conditions

Currency: USD
Payment Terms: 30 days from date of invoice
Shipping Terms: SHIPPING PT PREPAY & ADD
Lead Time: 17 Weeks
Valid Until: 9/16/2022

Sales Contact
Fritz Boetzelen
Phone: 720-436-9259
Fritz@westernmicrosurgical.com

Customer Service Contact
Yashia Gorzelany
Phone: (224)7270471
Yashia.Gorzelany@leica-microsystems.com

FINANCING OPTIONS:

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PLEASE REFERENCE THIS QUOTATION NUMBER WHEN PLACING YOUR ORDER.

Please fax your order to 847-236-3017 or email: LMS-CustomerService@leica-microsystems.com

MAKE PURCHASE ORDERS OUT TO:

LEICA MICROSYSTEMS, INC.
10 Parkway North, Suite 300
Deerfield, IL 60015

Unless a contract between the parties is referenced above, Leica's "USA - Sales Terms and Conditions," available at <https://www.leica-microsystems.com/company/sales-service-terms-and-conditions/>, exclusively apply to this order and any other terms and conditions are null and void.

This Quotation is Acknowledged and Agreed:

Signature of Authorization Buyer Representative:		Date:	
Print Name:		Title:	



MICROSYSTEMS



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Leica Microsystems Inc
10 Parkway North, Suite 300
Deerfield, IL 60015

Phone: 800-248-0123
Ext. 2
Fax: 847-236-3017

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Carl Zeiss Meditec USA, Inc. Dublin CA 94568

Delta County Memorial Hospital

1501 E 3rd St
Delta CO 81416-2815
US

Carl Zeiss Meditec USA, Inc.
5300 Central Parkway
Dublin CA 94568

Your commercial contact:

Name: Cameron Nichols
Telephone:
Fax:
Email: cameron.nichols@zeiss.com

Name:
Telephone:
Fax:
Email:

Date: 09/14/2021

Page: 1 of 4

Quotation

Quotation Number: 00154468
Customer Number: 0000662308

Comment

Discount Breakdown

-\$15,000 Lumera T Promotion
-\$3,000 Demo-Less Discount Promotion

Quote Valid through 11/19/2021

US - US List Price Pricebook

Item	Product ID / Product Description	Quantity	Item Price (USD)	Total Price (USD)
00213716	000000-2227-747 Lumera T Consisting of the following items: 01LUMERATASSI	1		
	- OPMI Lumera T with integrated assistant's microscope and X-Y coupling - Light guide for OPMI Lumera - Dust cover, blue with Zeiss logo - Electronic components for surgical microscope - 2x 22 mm asepsis caps, pack of 6 - 6-pack resterilizable handgrips VISU 150/160/200/210	1	25,507.01	25,507.01

Please see full Terms and Conditions of Sales at: <https://www.zeiss.com/meditec/us/imprint/terms-and-conditions.html>



Quotation No: 00154468
Date: 09/14/2021
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BODEN	1	26,818.43	26,818.43
- S88 floor stand - Coupling for VISU,ProMagis,Lumera(T)for stands			
XENON	1	10,465.01	10,465.01
Superlux Eye xenon light source with GG475/HaMode			
10FCPWL	1	6,345.34	6,345.34
14 Fct Foot control panel wireless			
10FCPC3	1	174.33	174.33
3m cable for wired 14 Fct foot control pedal			
90TF	1	16,113.32	16,113.32
- Folding tube f170/260 incl. ProMag - 22 mm asepsis caps, pack of 6 - 6-pack asepsis caps 12 mm			
90EP10	1	2,002.19	2,002.19
2x Widefield, push-in eyepiece 10x			
90O200	1	1,321.42	1,321.42
Objective lens f=200 mm, apochromatic, mount diameter 65 mm			
90TGA	1	6,416.30	6,416.30
- Straight tube for VISU 210 assistant's microscope - 6 pack asepsis caps eyepiece assistant's microscope			
KEIL	1	1,498.34	1,498.34
30° optical wedge			
90EP10A	1	2,002.19	2,002.19
2x Widefield, push-in eyepiece 10x			
40BS20	1	4,101.34	4,101.34
Beamsplitter 20/80 Splits light by ratio 20/80			
60AC22	2	70.67	141.34
22 mm asepsis caps, pack of 6			
60HG	2	141.32	282.64
6-pack resterilizable handgrips VISU 150/160/200/210			
VERPEWVHF	1	54.80	54.80
Transport packaging for S88 floor stand (without solid wood)			



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Date: 09/14/2021
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Sub Total	\$103,244.00 USD
Promotional Discount	-\$18,000.00 USD
Sub Total after discount	\$85,244.00 USD
Freight:	\$700.00 USD
Tax	0.00 USD
Total including Taxes	\$85,944.00 USD



Quotation No: 00154468
 Date: 09/14/2021
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This agreement is subject to the terms on the following pages (before signature - see attachment) - different for Surgical and Ophthalmology divided by division.

			09/14/21
Signature of Authorized Customer	Print Name	Title	Date

Select Payment Type

- | | | |
|--------------------------|-----------------|------------------------|
| <input type="checkbox"/> | Purchase Order | Purchase Order Number: |
| <input type="checkbox"/> | Payment in full | Deposit Amount: |
| <input type="checkbox"/> | Check | Check Number: |
| <input type="checkbox"/> | Credit Card | Credit Card Number: |
| | | Expiration Date: |

Please provide your credit card billing address if it is different from above billing site address:

Name:
 Address:
 City, State, Zip:

Lease