



Capital Expenditure Request (CER) Worksheet

Date:	11-28-2022
Department:	Laboratory
Manager:	Kenneth Shaffer M.T. ASCP
Capital Description:	Blood Bank Automation

PROJECT EXPENSE:		
Total Project Budget: Includes equipment, interfaces, shipping, installation, facility modifications, etc.		\$125,000.00
Total Project Cost: Includes equipment, interfaces, shipping, installation, facility modifications, etc.	(1)	\$61,500
Total Project Variance:		(\$63,500)
PROCEDURE RELATED EQUIPMENT:		
Charge for Procedure:		See attached sheet
Estimated Reimbursement for Procedure:	(2)	\$82.30 avg
Estimated # of Procedures Per Year:	(3)	1180
Expected Annual Return on Investment calculated (2) x (3) ÷ (1):	ROI	1.6

NEED: Check all that apply: <input checked="" 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 checked="" type="checkbox"/> Involved affected employees? <input type="checkbox"/> Involved affected physicians?
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Equipment: Function: Blood Bank Automation. Will be compatible with Meditech Upgrade.
Benefit: Improved patient safety from blood bank results by eliminating risk of human error. Faster trauma turnaround times. More thorough review by Blood Bank Supervisor; FDA reportable incorrect blood typing will be eliminated by automation. Cuts time from 1 hour to 20 minutes, increasing efficiency of Med Techs & MLT's.
Additional Operating Costs: <i>***(Please identify additional costs such as additional staff time and training, supplies, maintenance agreements, etc.)</i> Service Agreement - \$800/mo after year 1.
Life Expectancy:

PURCHASE:

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

- Yes
 No -- Justification:

Director of Purchasing Has Negotiated Best Cost? \$61,500

- Yes - POK Acme LLC (Director signature)
 No -- Justification:

Vendor Comparison:

	Vendor 1	Vendor 2	Other Groups
Vendor Name	Ortho (via HPG/Quorum)	Immucor	
Vendor Address	1001 US Highway 202, Raritan NJ		
Vendor Contact	Bryon Robke		
Vendor Phone	800-421-3311		
Price	\$61,500.00	\$65K	Vizient - \$90K Open Market - \$102K
Additional Costs	see attached	see attached	
Additional IS Costs (IS Director to Initial)	<i>φ mis</i>		
Additional Structural/Electrical Costs (Director of Plant Ops to Initial)	<i>0</i> <i>6/5 12/7/22</i>		
Vendor reputation	Excellent	Good	
Vendor previously used	No	No	
Equipment reputation	Excellent	Good	
Price protection period	Dec 17, 2022	Dec 31, 2022	
Service availability – including bio med arrangements	Through Ortho		
Ongoing service and repairs	Yearly contract after 1 st year	Yearly contract after 1 st year	
Warranty	1 year	1 year	
Installation and down time	1 week		
Demonstration date	Done at St Mary's		

Vendor Selected: Ortho

Criteria:

Best Automation on the market; most sophisticated.

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

Type and Screens 35 per/month, 420 per year X \$354.31 = \$148,810.20

Patients Transfused have T&S 20/month, 240 per year X \$354.31 = \$85,034.40

Cross match units 43 per month, 520 per year X \$297.30 = \$154,596.00

Total Charges= \$388,440.60 per year

Total Reimbursement \$388,440.60 X .25 = \$97,110.15 Per year.



Scientific Products Distribution Quote: 1000352444792 Date: 08/19/22

Facility: 10003524 - DELTA COUNTY MEMORIAL HOSPITAL
Address: 1501 E 3RD ST
DELTA CO 81416-2815

GPO: HPG

Table with columns: Equipment Description, Product Code & Description, UIM, Qty, Manufacturer, Price, Extended Price. Includes rows for Ortho Vision Swift Analyzer, Table, and Lexmark Printer, plus freight and discount adjustments.

Outright Purchase Total Equipment \$ 61,500.00

Equipment Includes One Year Manufacturer Warranty Service, After Warranty Service may be purchased from the Manufacturer

Comments: Quorum Health Promo includes Table, Printer and \$7500 LIS Allowance

*GPO CUSTOMERS PLEASE REFER TO YOUR GROUP PURCHASING ORGANIZATION TERMS AND CONDITIONS
If Customer has a formal written agreement between Customer and Cardinal Health governing Customer purchases, that written agreement shall govern this acquisition.

This Quote Expires: December 17, 2022

Respectfully Submitted,

I accept conditions and prices as quoted

Cynthia Leon / Sebastian Wozniak
(530) 400-1386

cynthia.leon@cardinalhealth.com

Please send Purchase Order to:

Email: cynthia.leon@cardinalhealth.com
and GMB-MPS-DUB-LEASINGSVCS@cardinalhealth.com
Fax: 614-652-0525

Company 10003524 - DELTA COUNTY MEMORIAL HOSPITAL

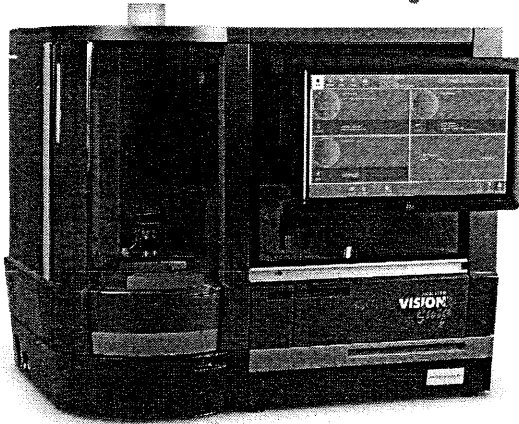
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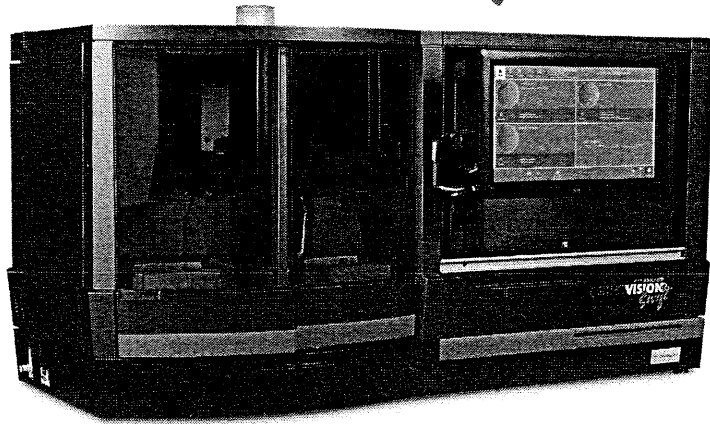
Signature

Date

ANALYZER
ORTHO VISION®
Swift



MAX ANALYZER
ORTHO VISION®
Swift



INDUSTRY LEADING PLATFORM JUST GOT BETTER!!!

ORTHO VISION® Swift Enhancements



RELIABILITY

Ready to go when you need it

- ORTHO VISION Swift takes **30% less time to boot up**, compared to ORTHO VISION
- ORTHO VISION Swift is **60% faster for antivirus scanning**, compared to ORTHO VISION



EFFICIENCY

Improved User Experience

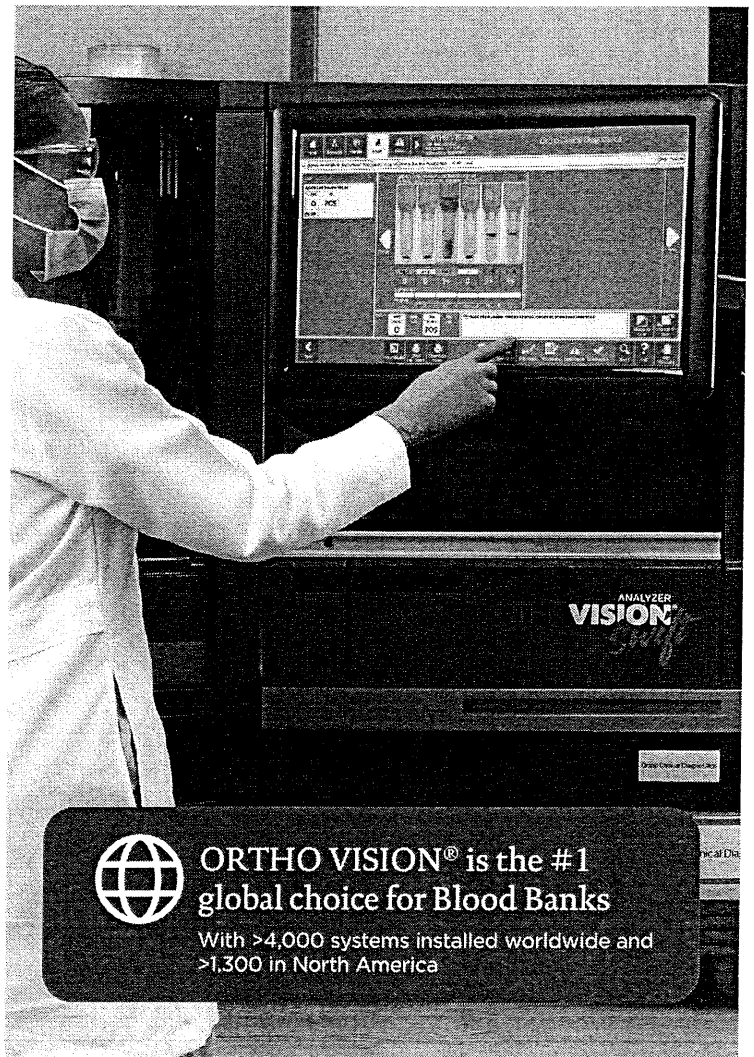
- Sound modifications (SRDR MOD) - ORTHO VISION Swift is **50% quieter** compared to the ORTHO VISION
- **Larger 22" Monitor** - ORTHO VISION Swift monitor is 36% larger, enhancing workflow and results review compared to ORTHO VISION



CONFIDENCE

Intelligent Data Security

- **Windows 10 operating system and Advanced Antivirus Software** - keeps patient data secure
- **Solid State Hard Drive** with 2x Memory (RAM) and 2x CPU Processor Speed



ORTHO VISION® is the #1
global choice for Blood Banks

With >4,000 systems installed worldwide and
>1,300 in North America

Increased efficiency



Technicians are asked to work overtime, double shifts often, with skeleton crews and are still expected to maintain the same turnaround times.

Medical Laboratory Observer (MLO) The Lab Shortage Crisis: a practical approach Roger Beckering and Robert Brunner

28%

Of labs did not have adequate staff levels to deliver on their capacity plans

UK TCO survey (UKTLC 2016)

THE CHALLENGE

Improve efficiency and use of resources

- Staffing shortage requires optimization of skilled employees
- Meet the demands of increased patient load due to growing testing volume and complexity
- Boosting productivity so you can do more with less

THE SOLUTION

Efficient, proven systems designed to help you focus on what matters

- Automate 99% of testing needs – enables high-value employees to focus their efforts
- **Over 95%** of tests are automatically graded, interpreted and accepted, reducing the chances of human error
- Expect 97% of results in under 40 minutes
- Average TAT under 23 minutes with 95% of tests complete in 39 minutes or less.
- Simplify inventory management with online ordering tools and customized standing orders

Proven reliability



Clinicians and patients are depending on your lab to be ready to provide the test results they need to move treatment forward.

98%

ORTHO VISION® *Swift*
uptime guarantee

Ortho 98% 3x Service Guarantee

THE CHALLENGE

Reliability your lab can depend on

- Labs depend on automation more than ever to meet their testing demands
- Re-runs and slow TAT result in sluggish operations
- Increasing testing volume and complexity demands an increased need to trust your systems
- Unexpected workloads require minimal system down-time

THE SOLUTION

Combine technology and service excellence to increase uptime and reliability

- Less service time = increased uptime
 - With E-CONNECTIVITY™ Technology, labs experience 24% fewer service calls
 - 85% same day fix rate
 - 67% remote resolution
 - #1 ranked Ortho Care® Service and Support
- Every minute counts:
 - Save valuable time with 30% faster boot-up time and 60% faster antivirus scanning
- Create a seamless flow of information across your lab and network

Trusted results



“Errors are compounded by staff ... not following specified procedures when faced with staffing challenges and often working autonomously with very little experience.”

2020 Shot Annual Report

56%

Of ABID errors were due to incomplete testing or incorrect interpretation

2020 Shot Annual Report

THE CHALLENGE

Results, systems, support and quality that you can trust

- Reduce errors
- Centralize QC
- Maintain safety and uptime
- Trust in your test results

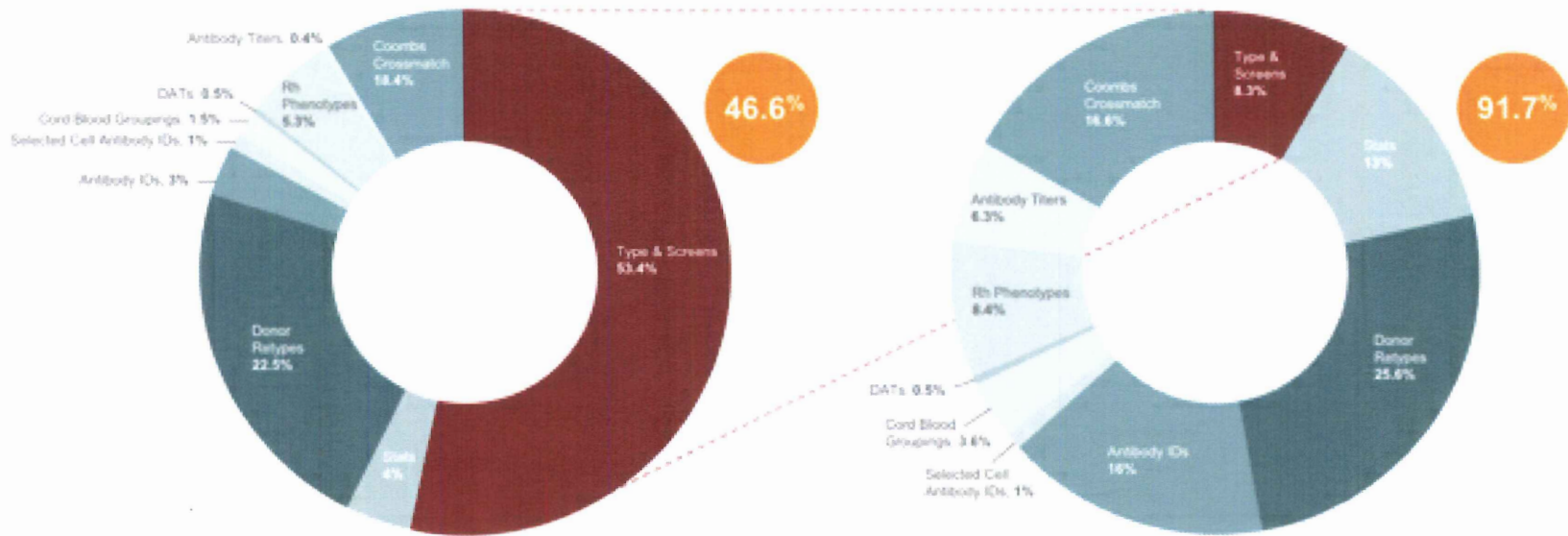
THE SOLUTION

Trusted, proven, consistent results that deliver confidence

- Results you can trust, from the global leader
 - Legacy of safety and proven reliability
 - Automated solutions that eliminate manual steps and help reduce errors
- Elevate your staff with Professional education programs
- Continuous quality monitoring
 - Standardized protocols, processes and security checks
 - High-quality, consistent results
 - 99.9% concordance between automated and semi-automated platforms
- Protect your Patient Data
 - CylancePROTECT advanced AI threat protection

Rethink your staff workload

46.6% of tests that aren't automated make up 91.7% of your staff's testing workload



Data and graphic applicable studies performed by Ortho Clinical Diagnostics, Inc. © 2015. Comparison of Manual Rh vs. Antibody Identification with Automated Identification Using ADT™/ADP™ Software. © Riley, M. Phlips, K. Kraft. Transfusion Service, Harvard Medical Center, Boston, MA. www.orthoclinicaldiagnostics.com. All rights reserved. Application Title: Conducted at Medical Research and Testing, Inc. Medical Center (2015). Harvard Medical School Foundation. 2015.2017.15



Use the power automation to answer your workflow challenges

Positive change in your lab today and for the future

The ORTHO VISION® *Swift* Platform enable you to automate up to 99% of your testing needs, improving workflow and lab standardization.

- Improve your reliability with increased uptime
- Gain workflow efficiency
- Reduce labor
- Get ahead of potential cybersecurity attacks with state-of-the-art enhancements



Dec 14, 2022

Adam Rush

Blood Bank Supervisor
Delta Health Memorial Hospital

Per your request, please accept this document as a **Budget Quote** for the acquisition of **Immucor's** Blood Bank automation (Echo Lumena).

I. Blood Bank Automation Purchase Option

The Purchase Option price offered to Delta Health Memorial Hospital is as follows:

Quantity	Instrument	HPG Price	HPG Promotional Purchase Price
1	Echo Lumena Blood Bank Analyzer (Benchtop)	\$74,800	\$65,000
1	Shipping		\$1,500

The promotional pricing on the aforementioned blood bank automation is in effect through December '22.

The Echo purchase option includes a one-year warranty.

II. Other Blood Bank Automation Acquisition Options

Traditional Capital Lease, Capital Rental and Reagent Rental options are also available with no capital outlay required.

INSTRUMENT DELIVERY

Delivery of the instrument should be four to six (4-6) weeks from the order acceptance by Immucor, and will be coordinated with instrument training. PO is not invoiced until analyzer is installed by Immucor Technical Specialist.

INSTALLATION

Installation of the instrument will be by a Blood Bank Technical Specialist at Immucor's expense. This includes instrument installation qualification (IQ) and operational qualification (OQ).

TRAINING

For each Benchtop Blood Bank Analyzer purchased, **Immucor** will provide onsite instrument training at your facility for two (2) key operators.

SERVICE

Immucor Standard Maintenance includes any necessary replacement parts and is performed on site Monday through Friday during normal business hours by Instrument Service Specialists. Also, included is the 24 hour, 7 day per week use of the Immucor Technical Services Hot-Line, and blud direct, Immucor's remote diagnostics software.

As always, thank you for your support, and your interest in Immucor Blood Bank automation.

Sincerely,

Anthony Gatherum
Blood Bank Business Manager
Immucor
848-702-5505

Ortho Vision VS Immucor Echo Lumena 5 year spend analysis

Ortho Vision- Capital

Capital Cost	\$	61,500.00
Annual Service Contract Cost	\$	12,000.00
Total Service cost over 5 years	\$	48,000.00
Yearly Reagent Cost	\$	22,749.94
Total Reagent cost 5 years	\$	113,749.70
Total 5 year Estimate	\$	223,249.70

Includes Table, printer and \$7,500 LIS allowance.

Immucor Echo Lumena -Capital

Capital Cost	\$	65,000.00
Annual Service Contract Cost	\$	7,920.00
Total Service cost over 5 years	\$	31,680.00
Yearly Reagent Cost	\$	22,275.03
Total Reagent cost 5 years	\$	111,375.15
Total 5 year Estimate	\$	208,055.15

Includes \$8,000 LIS allowance.

Ortho Pro's

Service engineer eventually to be on the Westernslope
Continue to use Cards when instrument is down (Backup)

Ortho Con's

Not table top analyzer, relatively large foot print
ABID rule in rule out not as good as immucor. May result in needing to send to Vitalant for workup more often.

Immucor Pro's

Table top analyzer, relatively small foot print.
ABID cell rule in rule out superier then Ortho
Literature indicates that Immucor catches more antibodies than Ortho.
70% of analyzer downtime can be fixed remotely

Immucor Con's

Screen and ABID can all turn up positive "No alloantibodies identified" resulting in the need to go to tubes.
More manual review (Indicacted by Ken's contact from Steamboat).
Service is out of Aurora
My general feeling is that the Echo would be down less often based upon my expericne with the echo and talking with various individuals about ortho.
Gunnison has the Echo and Montrose is planning on purchasing one potentially before the end of the year.