



Capital Expenditure Request (CER) Worksheet

Date:	2/15/21
Department:	Pain Clinic
Manager:	Joe McBeain
Capital Description:	Radio Frequency Ablation Generator

PROJECT EXPENSE:

Total Project Budget: Includes equipment, interfaces, shipping, installation, facility modifications, etc.		\$37,500.00
Total Project Cost: Includes equipment, interfaces, shipping, installation, facility modifications, etc.	(1)	\$37,500.00
Total Project Variance:		\$
PROCEDURE RELATED EQUIPMENT:		
Charge for Procedure:		\$
Estimated Reimbursement for Procedure:	(2)	\$1,900 (Medicaid)
Estimated # of Procedures Per Year:	(3)	60
Expected Annual Return on Investment calculated (2) x (3) ÷ (1):	ROI	3.04

NEED:

Check all that apply:

- Necessary to meet regulatory requirements, patient care is jeopardized without
- Equipment upgrade, enhances productivity
- New service, business development

Have you?

- Involved affected employees?
- Involved affected physicians?

Equipment:

Function: Radio frequency ablation for medial branch and genicular nerves for chronic pain relief

Benefit: Chronic pain relief. Longer term relief without use of medications.

Additional Operating Costs: ****(Please identify additional costs such as additional staff time and training, supplies, maintenance agreements, etc.)*

Life Expectancy: 6+ 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	Avanos	Stryker	
Vendor Address			
Vendor Contact	Lucas Funke	Austin Fisher	
Vendor Phone	(239) 810-4840	(720) 289-4330	
Price	\$37,500	\$44,950	
Additional Costs	Consumables	Consumables	
Vendor reputation	Great	Great	
Vendor previously used			
Equipment reputation	Great, top in chronic pain	Great, good in chronic pain	
Price protection period	June 30, 2021		
Service availability – including bio-med arrangements	Yes	Yes	
Ongoing service and repairs			
Warranty			
Installation and down time			
Demonstration date			

Vendor Selected: Avanos

Criteria: Cooled radio frequency

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

AVANOS

Date: February 02, 2021

Quote Number: 00017473

<u>Sold To</u>	<u>Ship To</u>	<u>Bill To</u>
Account:62158016	DELTA COUNTY MEMORIAL HOSP	DELTA COUNTY MEMORIAL HOSP
DELTA COUNTY MEMORIAL HOSP	1501 E 3RD ST	1501 E 3RD ST
1501 E 3RD ST	DELTA,Colorado 81416-2815	DELTA,Colorado 81416-2815
DELTA,Colorado 81416-2815		

AVANOS* - Interventional Pain Management Quote COOLIEF* Radiofrequency Generator - Advanced

AVANOS* Pain Management Radiofrequency Generator is the most advanced comprehensive RF generator available, offering more treatment applications than any other RF system. It is the only generator with revolutionary cooled RF capability to treat discogenic, sacroiliac, thoracic, cervical, lumbar z-joint, knee, hip, and shoulder pain.

Code	Item Description	Quantity	Unit Price	Total Extended Price	Special Promotional Price	Promotional Price Extended
SRX-CRG-MRF	Multi-RF Therapy Cable	1	\$ 2,995.00	\$ 2,995.00	\$ 1,000.00	\$ 1,000.00
CRX-CRG-MCRF	COOLIEF* Multi-Cooled RF Therapy Cable	1	\$ 3,300.00	\$ 3,300.00	\$ 1,500.00	\$ 1,500.00
CRG-ADVANCED	COOLIEF* Cooled RF Advanced Generator	1	\$ 50,000.00	\$ 50,000.00	\$ 32,000.00	\$ 32,000.00
CRA-QPU-1	COOLIEF* Quad Pump Unit	1	\$ 12,000.00	\$ 12,000.00	\$ 3,000.00	\$ 3,000.00
TOTAL AT LIST PRICE				\$ 68,295.00		
				TOTAL PROMOTIONAL PRICE	\$ 37,500.00	

This promotional offer expires on: June 30, 2021

*Applicable Sales Taxes Apply

To receive this promotional pricing, please provide your signature and PO# below and send your order to us by this offers expiration date printed above.

Your AVANOS* Interventional Pain representative

Lucas Funke Email: lucas.funke@avanos.com Phone: (239) 810-4840

Thank you for your consideration,

Lucas Funke

Facility Representative

Signature

Date

PO Number

AVANOS Product Website: <http://www.avanospainmanagement.com>

AVANOS Medical 5405 Windward Parkway Alpharetta, GA 30004 Customer Service: 1-844-428-2667 (1-844-4AVANOS)

Multi-Level Lesioning Reduces Procedure Time

- COOLIEF* Multi-RF Module enables targeting up to 4 lesions simultaneously, which can improve OR utilization
- Provides independent impedance monitoring of all 4 probes during placement

Revolutionary Cooled RF Capability Available Only from AVANOS

- COOLIEF* Cooled RF allows for large volume spherical lesions.
- Clinically effective for even difficult to treat spine anatomy.

This Promotional Package includes:

- One year Radiofrequency Generator Warranty (\$5,000.00 value) – Additional Extended Warranties are available.
- Upgradable COOLIEF* RF Generator platform – The AVANOS* COOLIEF* RF Generator is upgradable as new technology comes to market.
- Local And Inside Sales Support – Dedicated Sales to support and assist with your practice needs.
- Clinical Support - Clinical Specialists & Certified Radiology (\$1,500.00 One Day Training/On Site Clinical Support).
- Reimbursement Support – Dedicated resource for reimbursement assistance.
- Broad Chronic Pain Management Portfolio – Includes Standard Radiofrequency Probes, Cannula, Procedure Needles and Trays.
- Consumer Education at www.mycoolief.com – The AVANOS* extensive Continuous Education resource.

STANDARD MODALITIES

Standard RF
Pulsed RF

Multi-Level RF
Stimulation

COOLED RF MODALITIES

COOLIEF* SINERGY* Sacroiliac Cooled RF	COOLIEF* Multi-Cool Cooled RF
COOLIEF* LUMBAR Cooled RF	COOLIEF* KNEE Cooled RF
COOLIEF* THORACIC Cooled RF	COOLIEF* HIP Cooled RF
COOLIEF* TRANSDISCAL* Disc Biacuplasy Cooled RF	COOLIEF* CERVICAL Cooled RF
COOLIEF* Shoulder Cooled RF	

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