



DELTA COUNTY
Memorial
HOSPITAL

Capital Expenditure Request (CER) Worksheet

| | |
|-----------------------------|--|
| Date: | 1/6/2021 |
| Department: | Surgery |
| Manager: | Felicia Heinz |
| Capital Description: | Urodynamic System with Procedure Chair |

| PROJECT EXPENSE: | |
|--|-------------|
| Total Project Budget: Includes equipment, interfaces, shipping, installation, facility modifications, etc. | \$0.00 |
| Total Project Cost: Includes equipment, interfaces, shipping, installation, facility modifications, etc. | \$39,040.00 |
| Total Project Variance: | \$39,040.00 |

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

| Equipment: |
|--|
| Function: Analyzes bladder function. |
| Benefit: Helps surgeon choose the type of bladder repair/suspension needed to cure incontinence. |
| Additional Operating Costs: <i>***(Please identify additional costs such as additional staff time and training, supplies, maintenance agreements, etc.)</i> Disposables. Contract with tech to use. Optional extended service contracts year 2+. |
| Life Expectancy: 5 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 | Laborie + Seattle Technology | | |
| Vendor Address | 400 Avenue D., Ste 10 Williston, VT 05495- 7828 | | |
| Vendor Contact | Nick Santos | | |
| Vendor Phone | 801-483-8472 | | |
| Price | \$31,045 + \$7,995 for procedure chair | | |
| Additional Costs | Varies | | |
| Vendor reputation | Excellent | | |
| Vendor previously used | Yes, by surgeons | | |
| Equipment reputation | Excellent | | |
| Price protection period | 1/31/2021 | | |
| Service availability -- including bio-med arrangements | Laborie | | |
| Ongoing service and repairs | Laborie (see costs) | | |
| Warranty | 1 year | | |
| Installation and down time | N/A | | |
| Demonstration date | N/A | | |

Vendor Selected: Laborie

Criteria:

Surgeon request.

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



LABORIE MEDICAL TECHNOLOGIES, CORP.
 400 Avenue D, Suite 10 Williston, Vermont 05495-7828
 1-800-522-6743 or (802) 857-1300 Fax: (802) 878-1122
 www.LABORIE.com

| | |
|--|--|
| Customer: Delta County Memorial Hospital Attention: Felicia Heinz Title: Director of Surgery End User Address: 1501 E 3rd St City, State, Zip: Delta, CO81416 Phone: 970-874-6442 Email: fheinz@deltahospital.org | Quote Date: 1/5/2021 Quote Expires: 1/31/2021 Quote Number: NS1521DCMH-LT Territory Manager: Nick Santos Phone: 801-483-8472 Fax: 802-878-1122 Email: nsantos@laborie.com |
| Aquarius LT Urodynamic System | |

Features:

Full Urodynamic Test Capability

- Perfect Balance between performance and utility.
- Excels in everyday Urodynamic studies

User-Friendly

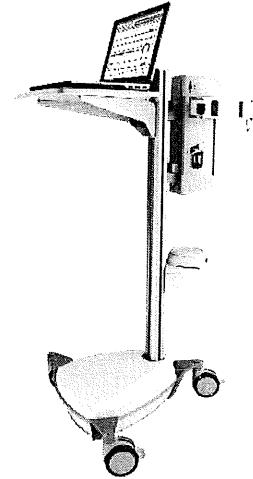
- Intuitive Touch-screen central hub,
- voice guidance and customized remote-control

Streamlines Office Efficiency

- Intelligently manages appointments, previous visits patient information and test data

Backed by LABORIE's Outstanding Service Program:

- CME-accredited training courses and certified on-site clinical training.
- Live telephone support and remote online assistance.



| <u>QTY</u> | <u>Item No.</u> | <u>Description</u> | |
|------------|-----------------|--|----------|
| 1 | UDS-1 | Aquarius LT System <i>Includes the following features and components:</i> | \$38,995 |
| | | - Roam DX | |
| | | - Touchscreen hub with infusion pump | |
| | | - Custom cart with LIT | |
| | | - UDS Software & manuals | |
| | | - 110V LIT | |
| | | - Printer | |
| | | - PDF Printer | |
| | | - Air-charged Transducers | |
| | | <input checked="" type="checkbox"/> Short <input type="checkbox"/> Long | |
| | | - EMG | |
| | | - Urocap V Weight Cell Flowmeter | |
| | | - Folding Commode w/ Funnel | |
| | | - Laptop computer | |



LABORIE MEDICAL TECHNOLOGIES, CORP.
 400 Avenue D, Suite 10 Williston, Vermont 05495-7828
 1-800-522-6743 or (802) 857-1300 Fax: (802) 878-1122
 www.LABORIE.com

Customer: Delta County Memorial Hospital
 Attention: Felicia Heinz
 Title: Director of Surgery

Quote Date: 1/5/2021
 Quote Expires: 1/31/2021
 Quote Number: NS1521DCMH-LT

Education

EXPIRES ONE YEAR AFTER PURCHASE OF EQUIPMENT

| | | | |
|--------|--------|--|-------|
| 1 each | COU040 | "Hands-On" Urodynamics - A Practical Approach For those who have little or no experience performing Urodynamic tests. Understand the need, components, patient and software preparation, how to run tests, recognize artifact, and basic troubleshooting techniques. Focuses on LABORIE urodynamic equipment. Follows ICS guidelines for technique, annotation, and documentation. One-day presentation, price per registrant. | \$650 |
|--------|--------|--|-------|

TDOC-Inservice Kit

| | |
|--|--|
| 1 DIS175 1 LVPUDS 1 pk 10 DIS173 1 pk 25 TUB500 1 pk 10 ELE428 1 pk 10 CAT875 1 pk 10 CAT895 | Graduated Cylinder for Calibration LABORIE Educational Value Pack Graduated Urine Beakers Pump Tubing with Infusion Line EMG Gel Patch Electrodes pre-wired (pkg/3) Abdominal Sensor 7 Fr. TDOC Air-Charged Catheters Single Sensor 7 Fr. TDOC Air-Charged Catheters |
|--|--|



LABORIE MEDICAL TECHNOLOGIES, CORP.
 400 Avenue D, Suite 10 Williston, Vermont 05495-7828
 1-800-522-6743 or (802) 857-1300 Fax: (802) 878-1122
 www.LABORIE.com

| | |
|--|---|
| Customer: Delta County Memorial Hospital Attention: Felicia Heinz Title: Director of Surgery | Quote Date: 1/5/2021 Quote Expires: 1/31/2021 Quote Number: NS1521DCMH-LT |
| Aquarius LT Terms & Acceptance Form | |

This Quote does not include applicable state taxes unless specifically stated E.&O.E.

| | | |
|---------------------------|-----------------------------------|-----------------|
| Discount Expires: 1/31/21 | Aquarius LT Price: | \$38,995 |
| | New Customer Discount: | -\$6,500 |
| | 2020 Carryover Year End Discount: | -\$2,000 |
| | UDS Course: | \$650 |
| | Course Discount: | -\$650 |
| | Shipping: | \$550 |
| | TOTAL: | \$31,045 |

| | |
|---|----------------|
| <u>Optional Extended Service Contracts:</u> | |
| Aquarius LT Silver Uptime Contract Year 2 | \$2,500 |
| Aquarius LT Silver Uptime Contract Year 3 | \$2,750 |
| Aquarius LT Silver Uptime Contract Year 4 | \$3,025 |
| Aquarius LT Silver Uptime Contract Year 5 | \$3,327 |
| Package Discount: | -\$2,500 |
| TOTAL PER SYSTEM | \$9,102 |

Training: Price includes installation and 1 day in-service. Additional in-service available at an additional cost.
 All patient care activities are the sole responsibility of the customer. This includes, but is not limited to: patient instruction, and insuring all institution protocols and safety guidelines are met. Customer will arrange for 2 or 3 patients to be available for patient testing during the in-service.

Customer Responsibilities:

Staffing: In order to ensure the successful education of the customer staff, LABORIE requests all staff members involved in the operation of the uroynamics equipment be present during training and whenever possible to refrain from other duties.

Supplies: Customer is responsible for ensuring there are enough supplies on hand to complete the patient tests scheduled during training.

LABORIE Responsibilities: LABORIE will install and provide in-service training on the LABORIE equipment purchased. Customization of the LABORIE equipment will be completed based on your specific needs. Complete user manuals and verbal instruction will be provided, along with contact information for on-going support and supply ordering.

Additional Training: If you feel you need additional training days at the time of installation, please contact your sales executive as soon as possible. Additional fees are applicable.

Service Packages: Extended Service contracts are available after the system's warranty period expires.

Payment Terms: NET 30 days from date of invoice with approved credit. Credit cards are accepted.

Shipping and Handling: Customer pays \$950 shipping/additional shipping charges if S2 or S3 Sonesta table is ordered and \$1125 for the Sonesta 6210.

Warranty: 1 year parts and labor

Delivery: 4 - 6 weeks ARO, FOB Origins, Prepaid & Add

Upon customer signing below or issuing a purchase order against this quote, Customer agrees to all terms contained hereof including the General Conditions of Sale found at www.laborie.com. Customer agrees that anyother additional terms and conditions, whether on customer's purchase order or otherwise, shall not apply unless both parties agree in writing.

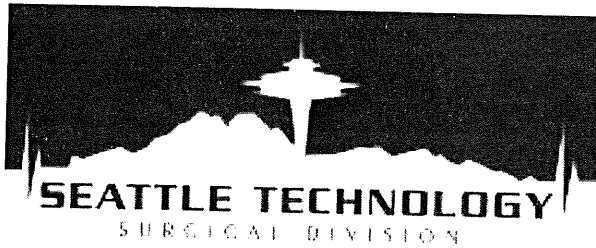
Name and Title

Authorized Signature

Date

9 Digit Federal Tax ID # (Required to ship)

Ordering Information:
 For sites requiring purchase orders, this equipment order cannot be processed without a copy of the purchase order.
FAX ORDERS TO: 802-878-1122
EMAIL ORDERS TO: EQUIPMENT@LABORIE.COM



ST Surg LLC
3915 152nd St. N.E.
Marysville, WA 98271
Phone (360) 657-7900
Fax (360) 657-7901

(800) 827-3747

Quote/Proposal

| | |
|-----------------|-------------------|
| 1/7/2021 | Ref. |
| GPO: N/A | RC010721-2 |

Quote Valid for 30 Days From Above Date

| | |
|------------------------------|---|
| Proposal Prepared By: | Proposal Prepared For: |
| Rich Cram ST Surg LLC | Delta County Memorial Hospital Attn: Felicia Heinz 100 Stafford Lane Delta, CO 81416 (970) 874-6442 |

| Quote Ref. | Terms | Rep | Unit Price | Ext Price |
|--|--------------|---|---------------------|-------------------|
| | Net Delivery | RAC | | |
| Qty | Part # | Description | Unit Price | Ext Price |
| 1 | STS-STI002 | Stille Sonesta 6202 Gynecology/Urology Procedure Chair | \$7,995.00 | \$7,995.00 |
| | | | | \$0.00 |
| | | | | \$0.00 |
| | | | | \$0.00 |
| | | | | \$0.00 |
| | | | | \$0.00 |
| | | | | \$0.00 |
| | | <i>Actual freight costs are added to the final invoice.</i> | Deposit Required | \$0.00 |
| <i>3.5% Surcharge Will Be Applied If Using Credit Card</i> | | | Quote Total: | \$7,995.00 |

To Order: Sign/Date Below and fax (360-657-7901) or e-mail (rcram@stsurg.com)

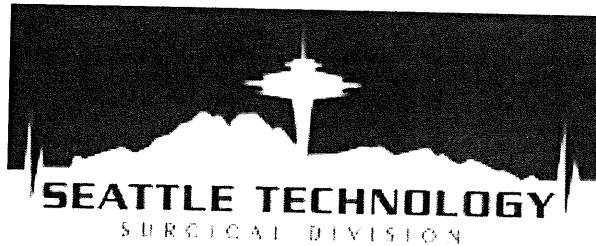
Signature _____

Date _____

Printed Name/Title _____

PO # _____

Thank You For the Opportunity to Serve You!



ST SURG LLC TERMS AND CONDITIONS

Prices: Prices are subject to change and are only guaranteed for the period specified on the proposal.

Warranty: Please see warranty information specific to the product you are purchasing. The specific product warranty constitutes the sole warranty made by ST Surg LLC. No other warranty is included in this agreement, whether express or implied or statutory, including but not limited to the implied warranties of merchantability or fitness for a particular purpose. No employee or representative of ST Surg LLC is authorized to change this warranty in any way or to grant any other warranty, expressed or implied. In no case shall ST Surg LLC be liable to Customer or any third party for indirect, special, consequential or incidental damages or delays.

Shipping: ST Surg LLC will ship product through one of its preferred shipping vendors. If Customer requires shipment be made through a particular vanline, ST Surg LLC requires adequate insurance to cover the value of product. In the case of damage incurred during shipping, ST Surg LLC will make every effort to assist in remedying the situation to the customer's satisfaction. ST Surg LLC will in no way be held liable for any product damage incurred during shipment or any delays resulting there from.

Delivery: Date of delivery shall be determined by mutual agreement between Customer and ST Surg LLC and ST Surg LLC shall make every effort to achieve said delivery date, but said delivery date will not be binding upon ST Surg LLC. ST Surg LLC shall not be liable for loss or damages due to delay in manufacture or shipment resulting from any cause beyond ST Surg LLC's control. Customer must make claims for shortages or errors within a reasonable time after receipt of the products.

Order Cancellation Policy: Cancellations are only allowed if Customer provides written notice to ST Surg LLC at least fourteen (14) days prior to the scheduled shipment date and Customer agrees to pay ST Surg LLC a cancellation fee of 20% of the net price for the cancelled products. Notwithstanding the above, cancellations will be not be accepted on customized products or special orders, except if mutually agreed by both parties on a case-by-case basis.

Installation: Unless otherwise agreed in writing, Customer shall perform any installation of products sold hereunder at Customer's expense. ST Surg LLC agrees to furnish appropriate instructions and information to assist with the installation and/or first operation of the products. If product is damaged during installation by Customer or a third party, ST Surg LLC shall not be held liable for such damage and ST Surg LLC warranties may be voided by said damage.

Product Interface: Customer shall be responsible for ensuring that any third-party equipment and accessories used with ST Surg LLC products properly interface or operate with said products. ST Surg LLC shall not be liable for personal injury or property damage arising from the use of third-party equipment and accessories with ST Surg LLC products.



Return Goods Policy: If Customer orders products in error and notifies ST Surg LLC of the error within ten (10) days of receipt, Customer may request to return products in as-shipped condition at Customer's cost and expense. Return approval is provided on a case-by-case basis and is subject to a restocking fee of 20% of net price of product(s) as well as payment of all freight charges. If customer is dissatisfied with the quality of the refurbishing of ST Surg LLC products, customer may work with their ST Surg LLC representative to return, replace, or otherwise remedy the situation to the Customer's satisfaction.

Delivery Change/Refusal Policy: If Customer changes delivery date or refuses shipment of product, ST Surg LLC reserves the right to bill Customer for freight charges incurred on Customer's behalf and a 20% restocking fee applies.

Payment: Payment terms are specified on the Proposal/Purchase Order/Invoice. Customer is responsible for any expenses, including, but not limited to, collection costs and attorney fees incurred by ST Surg LLC to collect any overdue or unpaid invoices. If Customer requests charges to be billed to another entity, Customer remains liable for payment of said charges and fees.

Security Interest and Default: ST Surg LLC retains a security interest in the products until full payment, including taxes, has been received. If Customer defaults or ST Surg LLC deems itself insecure of payment, ST Surg LLC may require immediate payment in full or may repossess the products, wherever located and without court order. The product(s) shall not be considered a fixture if attached to realty. Customer shall assume any loss or damage of product while in Customer's possession.

Merger and Severability: These terms and conditions represent the complete and final agreement between ST Surg LLC and customer and supersede any other agreements and understandings, oral or written, between the Customer and ST Surg LLC representatives, unless agreed to in writing by an officer of ST Surg LLC. If any part of this contract is found to be invalid, the remainder of the contract remains in effect.

Choice of Law: This contract shall be governed by, and construed in accordance with, the laws of the State of Washington.