



## Capital Expenditure Request (CER) Worksheet

<b>Date:</b>	12-28-2021
<b>Department:</b>	Laboratory
<b>Manager:</b>	Kenneth C. Shaffer
<b>Capital Description:</b>	Blood Gas Analyzer

### PROJECT EXPENSE:

<b>Total Project Budget:</b> Includes equipment, interfaces, shipping, installation, facility modifications, etc.		\$50,000.00
<b>Total Project Cost:</b> Includes equipment, interfaces, shipping, installation, facility modifications, etc.	<b>(1)</b>	\$12,500.00
<b>Total Project Variance:</b>		-\$37,500.00
<b>Charge for Procedure:</b>		abg \$362.25 vbg \$337.75
<b>Estimated Reimbursement for Procedure:</b> MC reimburses \$26.07; Cigna reimburses @ 98%	<b>(2)</b>	abg \$108.3 (avg) vbg \$102.30 (avg)
<b>Estimated # of Procedures Per Year:</b>	<b>(3)</b>	abg 510 / vbg 119
<b>Expected Annual Return on Investment calculated (2) x (3) ÷ (1):</b>	<b>ROI</b>	Will pay for itself in 9-10 mos if all Medicare-Medicaid or 5-6 mos if 75% Medicaid-Medicare/ 25% Cigna

### 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? All Medical Technologist know how to run it.  
 Involved affected physicians? Physicians unaffected

### Equipment:

**Function:** Gives us the ability to do Venous and Arterial Blood Gases to monitor patients' respiratory status.

**Benefit:** We will have service contracts on both instruments and back up that will meet College of American Pathologists' standards. We have to have reliable instruments so the physicians can monitor and treat all respiratory patients. We currently have an older instrument without a service contract and the Istat back up is not correlating to the ABL, so we are out of compliance. The updated unit will have the ability to do additional tests (chloride, calcium, potassium, sodium, glucose, lactate and neonatal bilirubin). Due to supply chain issues, it is beneficial to have multiple ways to do testing.

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

**Life Expectancy:**  
Five years. Current instrument is seven years old.

**PURCHASE:**

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

Yes

No -- Justification:

**Vendor Comparison:**

	Vendor 1	Vendor 2	Vendor 3
Vendor Name	Radiometer		
Vendor Address	810 Sharon Dr. West Lake, OH 44145		
Vendor Contact	Jeffery Bafford		
Vendor Phone	720-940-0611		
Price	\$12,500		
Additional Costs:	S&H \$325		
Vendor reputation	Excellent		
Vendor previously used	Radiometer		
Equipment reputation	Excellent		
Price protection period	until 3/8/22		
Service availability – including bio-med arrangements	Service provided		
Ongoing service and repairs	modular		
Warranty	1 year		
Installation and down time	none		
Demonstration date	NA		
Vendor Selected: Radiometer			
Criteria:			

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

**Delta County Memorial Hospital**  
 1501 East 3rd Street  
 Delta, CO 81416-2815

REP: Jeff Bafford  
 EMAIL ADDRESS: JBafford@radiometeramerica.com  
 PHONE #: 720-940-0611  
 QUOTE #: CC1603-N

ATTN: Kenneth Shaffer  
 Laboratory  
 970-674-7681  
 CUSTOMER #: 05005000

DATE	TERMS	AGREE & ACCEPT PAYMENT TERMS	QUOTE EXP DATE	GPO	CONTRACT #
12/8/2021	Net 30		3/8/2022	HealthTrust	HT #4020

CASH PURCHASE					
ITEM	QTY	PART#	DESCRIPTION	Unit Price	Ext. Price
A	1	ABL90 FLEX PLUS	ABL90 FLEX PLUS Analyzer  (Possible parameters include: pH, pCO2, pO2, Hct, Cl-, Ca++, K+, Na+, Glucose, Lactate, cHb, SO2, FO2Hb, FCO2Hb, PmatHb, FHHb and nBil. Sensor cassette chosen will determine the parameters that will be reported.)	\$12,500.00	\$12,500.00
B			Trade in Radiometer Analyzer  This pricing includes the replacement of 1 ABL60 S/N: 311374 with all and accessories. The above return must be sent to Radiometer in Westlake, Ohio within 60 days of the installation of the above analyzer.		
C		Interface Allowance	\$3,500 (This is only an allowance, allowance is valid for 12 months from the analyzer IVW date)  All installation, training, product support and warranty will be the responsibility of the manufacturer. The above hospital is responsible for ordering the interface from the LIS manufacturer. Upon submission of an invoice from the manufacturer, Radiometer will reimburse the above hospital up to this allowance amount.)		
D	1	WARR-90	Annual Warranty Contract - ABL90 (1 year)	\$3,350.00	Included
E	1	SVC-ABL90	Annual Service Contract - ABL90 (4 Years depot)	\$3,350.00	Included
F		Includes Training			
G		Starter Kit			Included
H		Freight (approx.)	Shipping cost for analyzers (FOB Origin)		\$325.00
I	1	LiveConnect	Liveconnect - Remote Support & monitoring. Equipment Services terms apply. See section 1.8 of: <a href="https://tinyurl.com/ybawvaoa">https://tinyurl.com/ybawvaoa</a>		Included

Pricing is contingent on Delta County Memorial Hospital making a 5 year commitment to purchase consumables per the attached consumable schedule annually.

**Total Capital Quotation**

**\$12,825.00**

**LEASE OPTION**

**Terms of Lease Agreement**

The ABL90 FLEX PLUS Analyzer can be acquired under Radiometer's Lease Program for 60 Months. Radiometer retains ownership of the instrumentation over the course of the agreement. At the end of the agreement period, the system may be purchased for \$1.

**The following is included:**

- The use of the ABL90 FLEX PLUS Analyzer with supplies and reagents sufficient to operate the analyzer on a continuous basis, under normal operating conditions, observing all manufacturers recommendations. Supplies will be shipped as per the attached Preferred Customer Agreement unless otherwise noted. Quantities above this agreement will be shipped at an additional charge.
- Warranty for one year and service coverage for 4 years.
- 3 Boxes of QualiCheck5+ quality control material and 2 linearity kits annually for the Analyzer.
- Thorough installation on premises, in-service and user training.
- The Analyzer is covered by depot service.

Payment Amount:	\$253.44	+	\$1,341.87	+	Included	=	\$1,595.31
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The pricing is based upon estimated supplies for the above noted patient and quality control volumes. Hospital policies and procedures, types of samples analyzed and unscheduled instrument maintenance can affect these supplies. Additional quantities required must be purchased outside of this agreement.

All Radiometer products are UI60601 and CSA 22.2-601 certified. This pricing includes in-service and user training.

The pricing contained in this quotation is per the HealthTrust Contract

**TOTAL MONTHLY LEASE: \$1,595.31**

If any provision of this Agreement/Quote conflicts with any provision of the applicable GPO agreement or any other written IDN agreement between the parties, the provisions of such agreement shall control.

Beginning on the second anniversary of the date of this quote and each anniversary thereafter, the parties may renegotiate this Agreement if Customer's annual Consumable or test volumes substantially decreased over the prior year and the requesting party gives written notice within thirty (30) days after the anniversary date of the intent to renegotiate.

The prices quoted are firm through the "Quote Expiration Date" above, and do not include federal, state, or local taxes. Minimum Billing \$50.00. Routing of shipments at shipper's discretion.

The information in this document is confidential and proprietary. The receiving party of confidential information shall, keep in confidence all of the confidential information received by it. The receiving party shall take reasonable steps to prevent unauthorized disclosure or use of the confidential information provided and to prevent it from falling into the public domain or into the possession of unauthorized persons.

Price and terms are confidential and should not be shared with a third party.

Reviewed & Agreed Upon By:

Terms & Conditions as per HT Contract #4020 and any promotional discount.

X  
 Delta County Memorial Hospital  
 Radiometer America

## ABL90 Consumable Schedule

Radiometer America, Inc.  
250 S Kraemer Blvd. - Mail Stop B1.SW.11  
Brea, CA 92821  
Phone: 657-286-1000  
Fax: 714-386-5139

This document provides the optimal quantity of consumables for the operation of your Analyzer or Monitor. Quantities are based on customer supplied information and Radiometer recommended guidelines.

Bill To		Ship To	
Hospital	Delta County Memorial Hospital	Hospital	
Address	1501 East 3rd Street	Address	
City/State/Zip	Delta, CO -2815	Address	
PO #		City/State/Zip	
Quote #	CC1603-N	Dept. / Contact	
Serial #		Phone / Fax	
GPO/IDN	HealthTrust	E-mail	
Term		Pricing is subject to annual or GPO increases	

Details	
Patient Samples	1091 per year
Sample Repeats	1%
Standby Hours	0
Cal 1	
Cal 2	
Parameters	BG/Lyt/Met/OX
Internal QC	
External QC	
Gas Cal 1	
Cleaning	

Part #	Part Description	Annual Qty	Unit Price	Annual Price														
944-157	ABL90 Solution Pack	13	\$ 203.90	\$ 2,650.70	2	1	1	1	1	1	1	1	1	1	1	1	1	1
946-010	ABL90 SC 100/30, bg, lyt, oxy, met, qc	13	\$ 931.07	\$ 12,103.91	2	1	1	1	1	1	1	1	1	1	1	1	1	
944-021	S7770 tHB Calibrating Solution	1	\$ 40.13	\$ 40.13	1													
984-070	THERMAL PAPER/ABL7XX	1	\$ 43.94	\$ 43.94	1													
VK-R5	Verif Kit ABL90/80 COOX VK Kit	2	\$ 173.25	\$ 346.50	1							1						
834-662	Inlet connector gasket - ABL90	1	\$ 15.13	\$ 15.13	1													
903-585	Inlet gasket with holder, ABL90 PLUS	1	\$ 97.00	\$ 97.00	1													
<b>Supplies Sub Total</b>				<b>\$ 15,297.31</b>														

944-017	QC5+ LEVEL 1	1	\$ 91.00	\$ 91.00	1												
944-018	QC5+ LEVEL 2	1	\$ 91.00	\$ 91.00	1												
944-019	QC5+ LEVEL 3	1	\$ 91.00	\$ 91.00	1												
<b>QC Sub Total</b>				<b>\$ 273.00</b>													
<b>Annual Total</b>				<b>\$ 15,570.31</b>													

This pricing is valid only after this document is signed and faxed to Radiometer America's Customer Retention Department.

- CONDITIONS:**
- Each shipment invoiced separately
  - This pricing is valid only after this document is signed and faxed to Radiometer America's Customer Retention Department.
  - This document will remain in effect for the above stated term.

I accept the above ordered product quantities in full.

X \_\_\_\_\_ Prepared by: \_\_\_\_\_  
 Company / Institution Authorized Signature                      Date

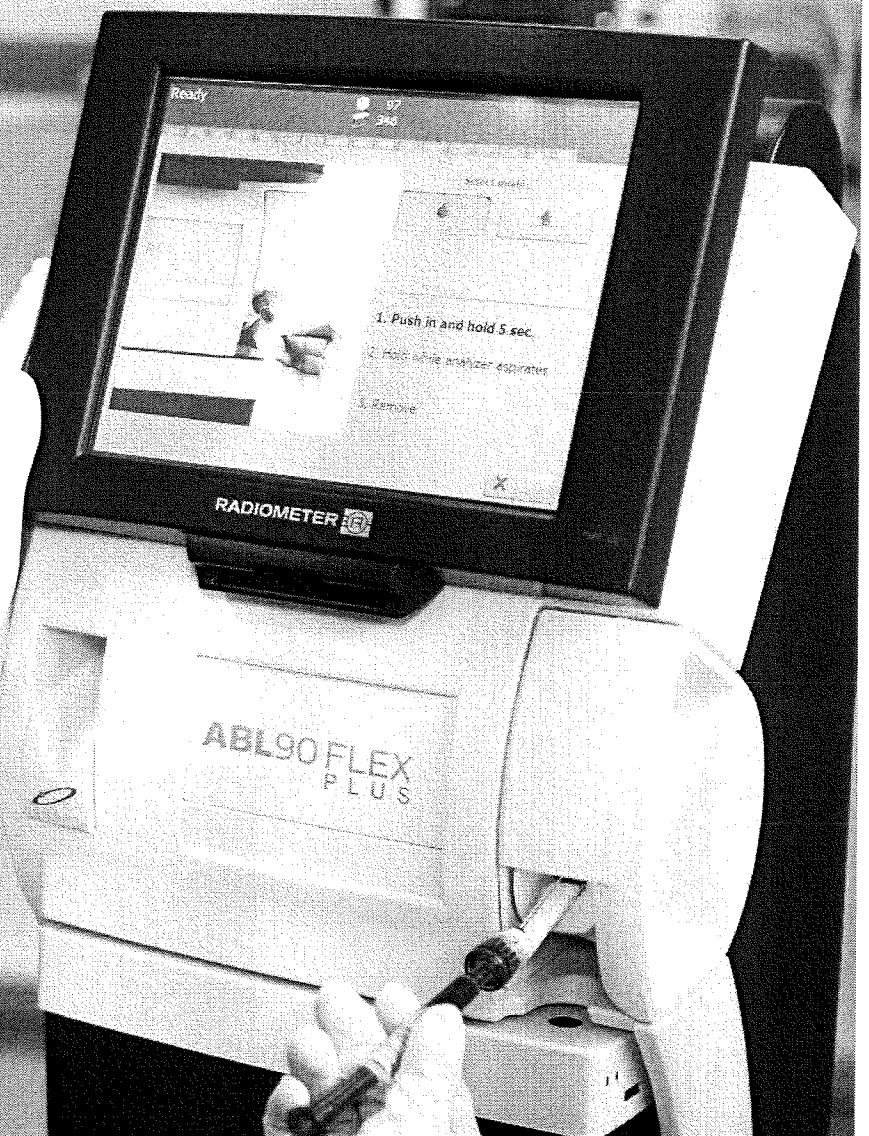
Radiometer's Terms and Conditions of Sale, Warranty Policy, Return Goods Authorization Policy and Customer Care & Service Agreement apply (available at <https://radiometer.box.com/customerforms> or by calling 1-800-736-0600), and are incorporated herein by reference. No other terms or condition will apply to any order placed by Customer to Radiometer unless agreed in writing by Radiometer. Provisions contained in Customer's purchase documents that materially alter, add to or subtract from the Radiometer Terms shall be null and void.

If any provision of this Agreement/Quote conflicts with any provision of the applicable GPO agreement or any other written IDN agreement between the parties, the provisions of such agreement shall control.

Beginning on the second anniversary of the date of this quote and each anniversary thereafter, the parties may renegotiate this Agreement if Customer's annual Consumable or test volumes substantially decreased over the prior year and the requesting party gives written notice within thirty (30) days after the anniversary date of the intent to renegotiate.

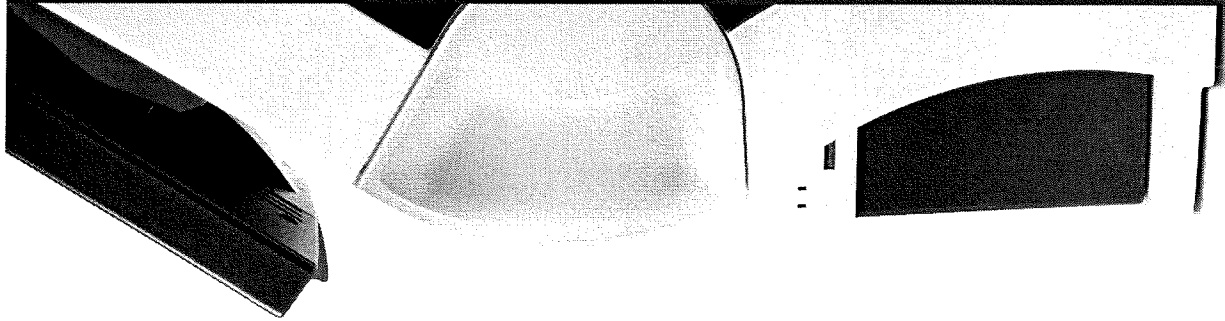
Sales Rep: Jeff Bafford                      New: \_\_\_\_\_                      CRM Acct # AID-246244  
 Business Unit: NCBU                      Renewal: \_\_\_\_\_                      Axapta Acct # 5605000

RADIOMETER 



ABL90 FLEX PLUS

**A clever solution to  
acute care testing**



## An ideal solution

Clever technology is the key to better quality and efficiency in hospitals. Our ABL90 FLEX PLUS blood gas analyzer offers 17 parameters, in just 35 seconds enabling health care professionals to make timely decisions.

When every microliter counts, the new ABL90 FLEX PLUS blood gas analyzer provides a broad parameter panel of blood gases, electrolytes, metabolites and co-oximetry from a sample of only 65 µL.

## Make timely decisions

Working with acute care testing for critically ill patients demands a clever POC solution. That's exactly what you get from the ABL90 FLEX PLUS blood gas analyzer. This clever compact POC blood gas analyzer enables you to improve the clinical decision-making in your department and increase the quality of your patient care.

With the ABL90 FLEX PLUS analyzer you get lab quality test results on 17 critical parameters in only 35 seconds. Around the clock.

The ideal solution for faster and more accurate acute care testing!

FHbF

FMetHb

pH

sO<sub>2</sub>

ctHb

cCa<sup>2+</sup>

pO<sub>2</sub>

cNa<sup>+</sup>

clac

ctBil

FHb

ctK<sup>+</sup>

FCOHb

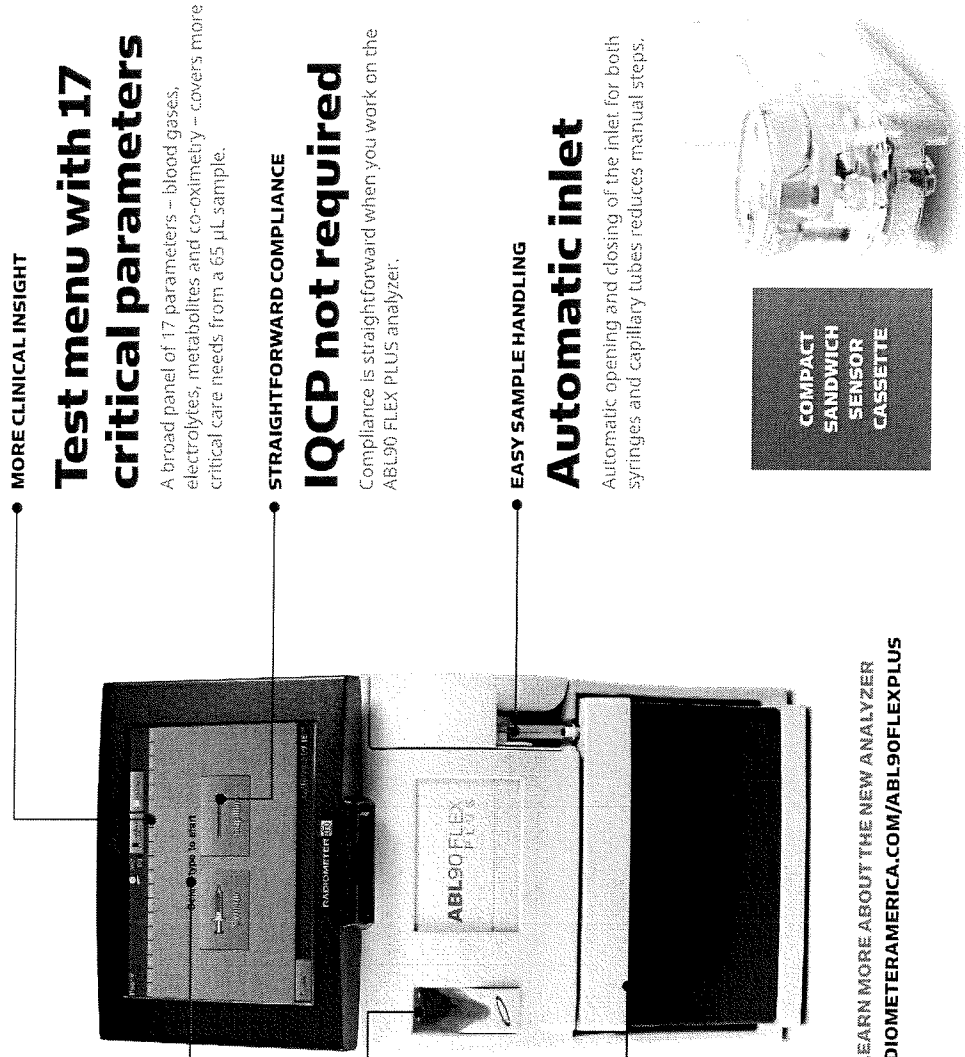
FO<sub>2</sub>Hb

cCl<sup>-</sup>

pCO<sub>2</sub>

cGlu

# CLEVER IN EVERY DETAIL



**MORE CLINICAL INSIGHT**

## Test menu with 17 critical parameters

A broad panel of 17 parameters – blood gases, electrolytes, metabolites and co-oximetry – covers more critical care needs from a 65  $\mu$ L sample.

**STRAIGHTFORWARD COMPLIANCE**

## IQCP not required

Compliance is straightforward when you work on the ABL90 FLEX PLUS analyzer.

**EASY SAMPLE HANDLING**

## Automatic inlet

Automatic opening and closing of the inlet for both syringes and capillary tubes reduces manual steps.

**COMPACT SANDWICH SENSOR CASSETTE**

**FAST CLINICAL DECISION-MAKING**

## Results in 35 seconds

Test results in just 35 seconds may reduce waiting and allow for faster clinical decision-making, enabling focus on patient care.

**CONSISTENT SAMPLE QUALITY**

## Standardized automatic mixing

The integrated sample mixer enables fast and effective mixing of blood samples when using *safePi*CO samplers.

**RESULTS YOU CAN TRUST**

## Automatic quality management

Dedicated QC solutions, continuous system monitoring and automatic error corrections to help ensure the quality of patient sample results.

LEARN MORE ABOUT THE NEW ANALYZER  
[RADIOMETERAMERICA.COM/ABL90FLEXPLUS](http://RADIOMETERAMERICA.COM/ABL90FLEXPLUS)

pH · pCO<sub>2</sub> · pO<sub>2</sub> · sO<sub>2</sub> · ctHb · FO<sub>2</sub>Hb · FCOHb · FMetHb · FHbF · cK<sup>+</sup> · cNa<sup>+</sup> · cCa<sup>2+</sup> · cCl<sup>-</sup> · cGlu · cLac · ctBil

## Clever acute care begins here

The ABL90 FLEX PLUS blood gas analyzer offers many benefits as a stand-alone product. When combined with our samplers, the AQUIRE system and 1st Automatic, you get a full blood gas solution that sets new standards for acute care testing.

### SAMPLERS

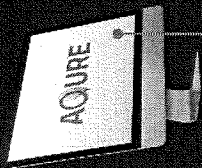
Syringes that help you prevent pre-analytical errors, and prebar coding ensures correct sample registration to avoid patient identification errors.

### CAPILLARY TUBES

ABL90 is also compatible with capillary tubes such as our CLINTUBES and safeCLINTUBES.

### AQUIRE SYSTEM

Connectivity to hospital IT systems is important to ensure uptime and quality of results of analyzers placed at the point of care. The AQUIRE system is a POC management solution.



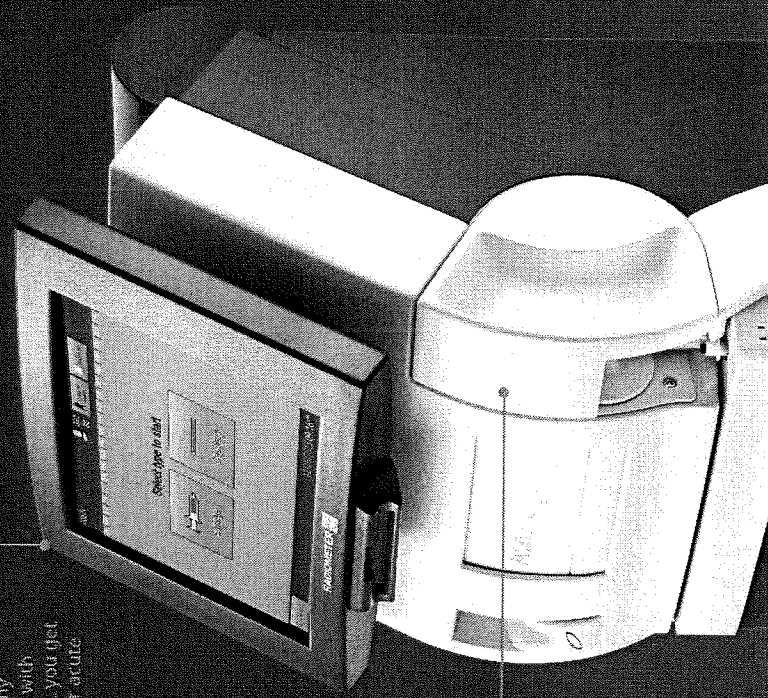
### 1st AUTOMATIC

With 1st Automatic you get a system that combines blood gas analyzers, samplers and data management to ensure positive patient identification at the bedside, sample integrity, workflow efficiency and minimizes needlesstick injuries and contact with blood.

You want to have the right result for the right patient at the right time.

### RADIOMETER LIVE

Radiometer offers high-quality customer care, tailor-made to meet your needs and to give you the best customer experience possible. Our customer care program, Radiometer LIVE, offers you services, tools and educational resources to support you throughout the lifetime of your Radiometer solution.





Whatever comes next,  
**we make sure life comes first.**

Radiometer products and solutions are used in hospitals, clinics, and laboratories in over 130 countries, providing information on critical parameters in acute care diagnostics. Through connected solutions, expert knowledge, and trusted partnership, we help health care professionals make diagnostic decisions to improve patient care.

Get your clever solution today

[www.radiometeramerica.com/abl90flexplus](http://www.radiometeramerica.com/abl90flexplus)

For more information, visit [www.radiometeramerica.com](http://www.radiometeramerica.com) or call 1-800-451-1111. © 2014 Radiometer America, Inc. All rights reserved.

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April 08, 2020

**RE: Compliance with CLIA external QC support documentation for the ABL90 FLEX, ABL90 FLEX PLUS, and ABL800 FLEX series.**

Dear Valued Radiometer Customer,

In order to support your decision to leverage your Radiometer instrument's onboard controls compliance with CLIA's regulations for external quality control (Federal Register 493.1256c, 493.1267b, c) in place of developing an IQCP, we are providing the following supporting information for your inspection.

The Center's for Medicare & Medicaid Services (CMS) provided clarification regarding acceptable control materials used when quality control is performed in laboratories (S&C: 16-20-CLIA). In the memorandum, on-board controls are equivalent to external controls if the following criteria are met:

1. Have a similar matrix to that of patient specimens
2. Are treated in the same manner as patient specimens
3. Go through all elements of the analytic process as applicable

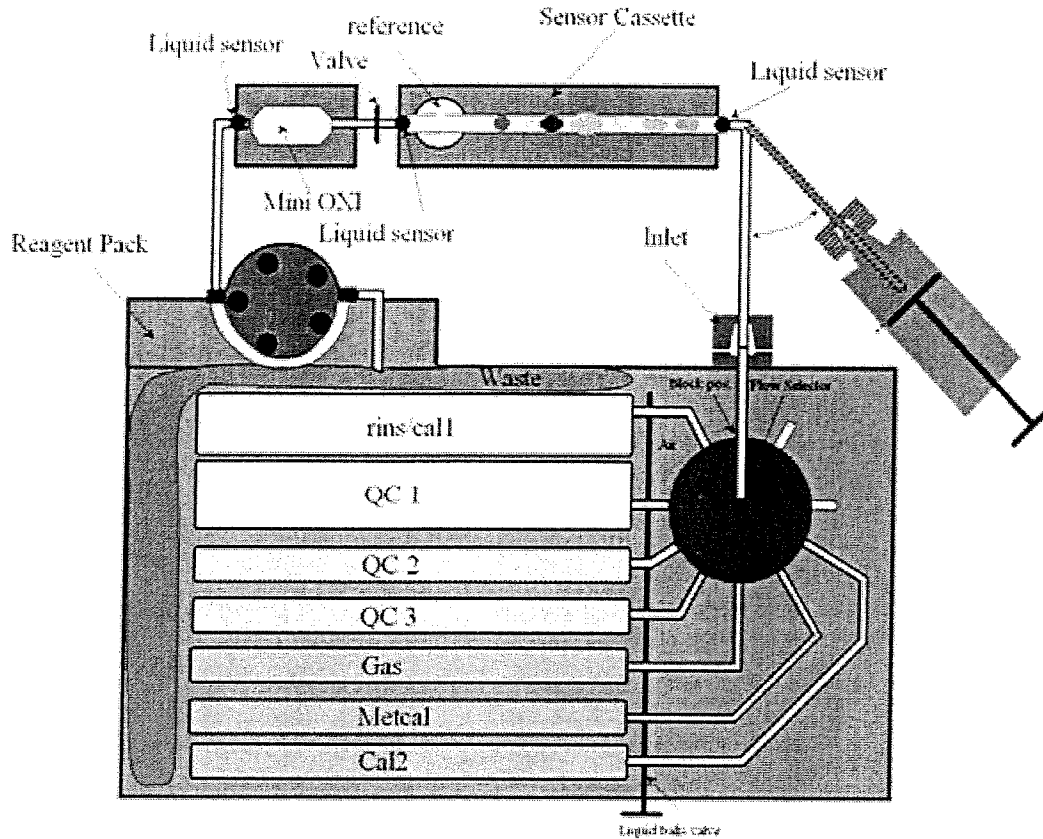
In addition to these criteria, CLIA also requires control materials to be separate from calibration materials.

Both the ABL90 and ABL800 series feature on-board control systems that meet all of these criteria.

#### **ABL90 FLEX and ABL90 FLEX Plus – Automatic Quality Management (AQM)**

AQM was designed with the objective of automating the traditional external QC while monitoring the systematic trends occurring at the analyzer. Some of the advantages for AQM are:

- Dedicated NIST traceable QC solutions, independent of calibration solutions
- Analyzer design ensures a check of the entire liquid pathway from inlet to waste collection, because all liquids run through the same pathway
- The QC solution composition mimics the patient matrix with regard to concentration, partial pressure, etc.



The schematic above shows the entire fluid path of the ABL90 FLEX and ABL90 FLEX PLUS. The inlet in the ready position seats into a port on the solution pack which contains dedicated, NIST traceable QC material along with separate calibration materials. Thus, all materials stored within the solution pack, both QC and calibration materials, travels through the entire patient sample pathway.

Additionally to QC material going through the entire sample pathway, CLIA requires all blood gas instruments to run one QC solution for each eight hours of testing, spanning the test range. AQM complies with this by running one of three levels of QC every 8 hours, rotating amongst the three levels to ensure the entire range is tested.

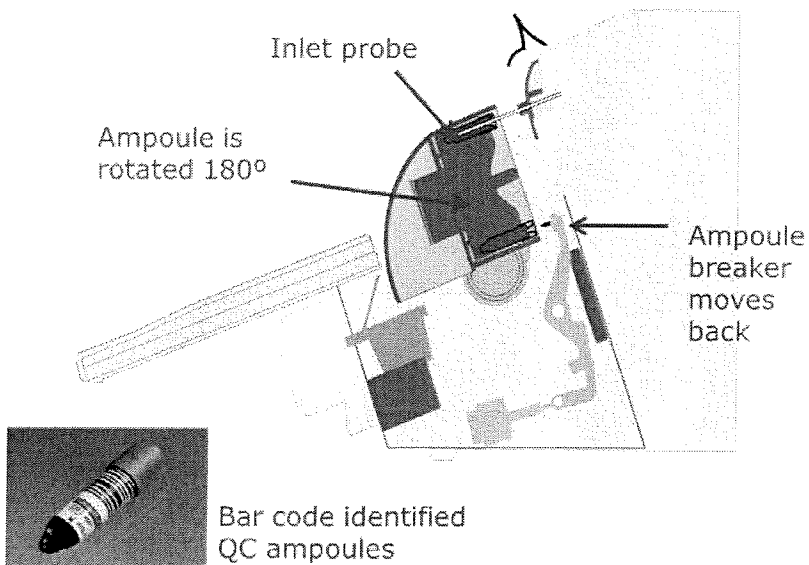
**ABL800 FLEX Series – AUTOCHECK**

The ABL800 FLEX series of blood gas analyzers all use the AUTOCHECK system for quality control. AUTOCHECK was found to be substantially equivalent to the external quality control process by the FDA 510(k) clearance (992859).

AUTOCHECK, the fully automated QC module on the ABL800 FLEX series analyzer provides:

- Four levels of dedicated, NIST traceable QC ampoules available
- User defined QC schedule
- QC is automatically mixed and sampled through the same inlet port used for patient specimens

Below is a diagram of the AUTOCHECK automated QC system for the ABL800 FLEX series.



If you have further questions concerning IQCP and your Radiometer blood gas analyzer please call our Technical Support Team at (800) 736-0600 option 4.

Sincerely,



**Matthew R. Ackerman**

Quality Assurance & Regulatory Affairs