



## Capital Expenditure Request (CER) Worksheet

<b>Date:</b>	April 20, 2021
<b>Department:</b>	Cardiopulmonary Diagnostics – 7031
<b>Manager:</b>	Kevin Fischer
<b>Capital Description:</b>	Cardiac Stress Test System

PROJECT EXPENSE:		
Total Project <b>Budget</b> : Includes equipment, interfaces, shipping, installation, facility modifications, etc.		\$56,282.00
Total Project <b>Cost</b> : Includes equipment, interfaces, shipping, installation, facility modifications, etc.	<b>(1)</b>	\$33,201.92
Total Project <b>Variance</b> :		-\$23,080.08+
PROCEDURE RELATED EQUIPMENT:		
<b>Charge</b> for Procedure:		\$1161.25
Estimated <b>Reimbursement for Procedure</b> :	<b>(2)</b>	\$853.52
Estimated <b># of Procedures</b> Per Year:	<b>(3)</b>	372
Expected Annual Return on Investment calculated <b>(2) x (3) ÷ (1)</b> :	<b>ROI</b>	9.56

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

<b>Equipment: Stress Test System</b>
<p><b>Function:</b> Cardiac stress test system that includes all required software, Meditech connectivity, patient monitors (2), treadmill, and all appropriate attachments</p>
<p><b>Benefit:</b> Our current system is past end of life and not supported any longer. And with the addition of cardiology services, we are seeing a huge bump in the # of tests we are performing. We did 255 patient tests in 2020 but already trending at 372 for 2021. We won't be able to support this test "run rate" on this aged system</p>
<p><b>Additional Operating Costs:</b> <i>***(Please identify additional costs such as additional staff time and training, supplies, maintenance agreements, etc.)</i></p> <p>supply/disposable costs will remain the same, we will have a warranty for one year so no service contract until year 2. Training is minimal and included in the cost of the equipment</p>
<p><b>Life Expectancy:</b> 10 years</p>

**PURCHASE:**

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

Yes

No -- Justification:

**Vendor Comparison:**

	Vendor 1	Vendor 2	Vendor 3
Vendor Name	Philips	Mortara	
Vendor Address	P.O Box 100355 Atlanta, GA 30384	7865 N. 86 <sup>th</sup> St Milwaukee, WI 53224	
Vendor Contact	Clint Wynne	Danko Jurkvoic	
Vendor Phone	760.477.2028	CS	
Price	33201.92	27062.00 (no treadmill or monitors)	
Additional Costs	0	13302 (treadmill/monitors)	
Vendor reputation	Excellent	Fair	
Vendor previously used	Monitors	Current stress system – poor support	
Equipment reputation	Excellent	Fair	
Price protection period	May 31, 2021	One month	
Service availability – including bio-med arrangements	Denver area support	Wisconsin support	
Ongoing service and repairs	Same	Same	
Warranty	One year	One year	
Installation and down time	2 days	4 days (if able to schedule)	
Demonstration date	TBD		

Vendor Selected: Phillips Healthcare

Criteria:

Less expensive for complete package and includes all monitors and treadmill. Superior functionality.

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



### Formal Quotation

Document number: 2301167533  
 Date of issue: 04/12/2021

**Sold to (94046994):**  
 DELTA COUNTY MEMORIAL HOSPITAL  
 1501 E 3rd St  
 DELTA CO 81416-2815  
 UNITED STATES

Last updated: 04/12/2021 20:44:34  
 Expiration date: 05/31/2021

Our federal tax ID #: 133429115

Our contact details  
 Account Manager: Davis Electronics - Clint Wynne

Incoterms: FOB DESTINATION  
 Payment terms: Within 30 Days Due Net

Item	Product and Description	Quantity	UoM	Price/Unit	Amount
					Currency: USD
10	860343	1	PCE		
	Philips ST80i Stress Test System				
	A01 ST80i w/AIO PTR Trolley	1	PCE	24,615.00/1 PCE	24,615.00
	B51 Lead Wire Grabber End std	1	PCE	0.00/1 PCE	0.00
	D01 ADT/ Orders Inbound	1	PCE	2,308.00/1 PCE	2,308.00
	D08 DICOM Result Output	1	PCE	625.00/1 PCE	625.00
	D51 Resting ECG Workflow	1	PCE	500.00/1 PCE	500.00
	D52 Stress Enterprise Solution	1	PCE	900.00/1 PCE	900.00
	D56 Report HL7 ePDF	1	PCE	2,308.00/1 PCE	2,308.00
	H02 Additional Wireless PIM	1	PCE	2,446.00/1 PCE	2,446.00
	H04 Additional PIM Holder	1	PCE	60.00/1 PCE	60.00
	H05 Additional Belt	1	PCE	29.00/1 PCE	29.00
	H11 Additional Side Baskets	1	PCE	231.00/1 PCE	231.00
	H12 Accessory Shelves	1	PCE	231.00/1 PCE	231.00
	H13 Additional Hooks	1	PCE	92.00/1 PCE	92.00
	H14 Accessory Arm	1	PCE	429.00/1 PCE	429.00
				Gross amount	34,774.00/1 PCE
				Agreement disc. (36%)	-12,518.64
				Net amount	22,255.36/1 PCE
	<b>UPC code:</b> 884838094840				
	<b>Agreement number:</b> GTLPR00030				
	<b>Commodity code (HS/HTS):</b> 90181100				
20	989803196121	1	PCE	List Price	8,501.00/1 PCE
	OEM TrackMaster TMX428 Treadmill 220V			Agreement disc. (36%)	-3,060.36
	<b>UPC code:</b> 884838058729			Net amount	5,440.64/1 PCE
	<b>Agreement number:</b> GTLPR00030				
	<b>Commodity code (HS/HTS):</b> 90229020				

Via ACH/EFT:  
 Payee: Philips Healthcare  
 Bank: Bank of America  
 Account#: 3750202223  
 ABA#: 1110-0001-2

Via Check:  
 Philips Healthcare  
 P.O. Box 100355  
 Atlanta, GA 30384-0355







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Item	Product and Description	Quantity	UoM		Price/Unit	Amount
						Currency: USD
30	989803197451 STR80I Tango M2 BP Monitor UPC code: 10840935105954 Agreement number: GTLPR00030 Commodity code (HS/HTS): 9018199530	1	PCE	List Price	7,436.00/1 PCE	7,436.00
				Agreement disc. (36%)		-2,676.96
				Net amount	4,759.04/1 PCE	4,759.04
40	989803197221 STRS CBL SpO2 Adult Finger Kit Tango M2 UPC code: 10840935102762 Agreement number: GTLPR00030 Commodity code (HS/HTS): 9018199560	1	PCE	List Price	1,167.00/1 PCE	1,167.00
				Agreement disc. (36%)		-420.12
				Net amount	746.88/1 PCE	746.88
Total net amount						33,201.92

Philips Healthcare is pleased to inform you that financing of its products and services is available to qualified applicants. To obtain more information contact Philips Medical Capital @ 866-513-4PMC.

Contract information for: Premier Pm T1 -Chmv T2, Inv T1

Prices quoted are subject to and reflect applicable discounts per the terms and conditions of the following contract:  
Contract #GTLPR00030 Expiration: May. 31, 2021

MD Buyline -- Please be aware that MD Buyline utilizes Philips current list prices as the basis of calculation for discount comparisons. If you are a customer utilizing a GPO contract with fixed pricing, it is likely that the list price on this quotation is based on an older published price list, and may be considerably less than the current list pricing that MD Buyline uses in its analysis. As such, the MD Buyline discount recommendation may be higher than the Philips offering for your particular purchase. If you have a question, please ask your Sales Representative for clarification. Should you have concerns or want additional information relative to how discount comparisons are calculated at MD Buyline, please call your analyst at MD Buyline.

All work is scheduled within normal working hours; Monday through Friday, 8 a.m. to 5 p.m. excluding Philips holidays. All pricing is based on travel zones 1-3. For travel zones beyond 1-3, consult your Philips sales rep for alternate pricing. It is the customer's responsibility to provide Philips with the access necessary to complete the quoted work in a continuous start to finish manner. Excessive delays and multiple visits will result in additional charges. All prices are based upon 'adequate access' to work areas that are free from obstruction. If it is determined, during the implementation that asbestos removal is required; Philips will suspend performance until the Customer remediates the asbestos. Philips will work with the customer's staff to reduce the downtime during the system transition.

Products are for USA end-use only. Taxes, if applicable, are not included unless noted but will be added to the invoice. The Purchase Order must reference the Quote Number and your Purchase Agreement. Please indicate your requested delivery date and your preference, if any, to accept and pay for partial shipments. If this quote includes Value-Added Services, they may be invoiced separately. Additional sold training must be completed within twelve months of delivery/installation. System cabling, if included, is specified at the standard grade unless noted otherwise.

This quote specifically excludes Licensing & Permit Fees, Prevailing Wage Compensation and Union Labor.

IMPORTANT NOTICE: Health care providers are reminded that if the transactions herein include or involve a loan or a discount (including a rebate or

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ABA#: 1110-0001-2

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other price reduction), they must fully and accurately report such loan or discount on cost reports or other applicable reports or claims for payment submitted under any federal or state health care program, including but not limited to Medicare and Medicaid, such as maybe required by state or federal law, including but not limited to 42 CFR1001.952(h).

This quotation is issued pursuant to, and any PO for the items herein will be accepted subject to the Terms of any current Contract with the customer. If there is no contract in place, this quotation is issued pursuant to, and any PO for the items herein will be accepted subjected to Philips Terms and Conditions of sale posted at <http://www.usa.philips.com/healthcare/about/terms-conditions> and the terms herein.

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The software features ST views, including ST map and zoomed ST.

# Next-generation stress testing

Fueled by the workflow needs of clinicians, the ST80i stress-testing system opens up new avenues for productivity and decision making.

The ST80i features a wireless patient experience, bidirectional connectivity, and advanced decision support tools that enhance data review, patient care, and workflow efficiency. Designed with clinicians and patients in mind, the ST80i brings cutting-edge technology and clinical support tools into customizable and easy-to-use software. The result is a flexible and intuitive solution designed to present stress-testing data useful in streamlining clinical decision making and productivity across the enterprise.

## A smart, streamlined solution



\* PC, keyboard, and mouse are customer-supplied in countries outside of North America.

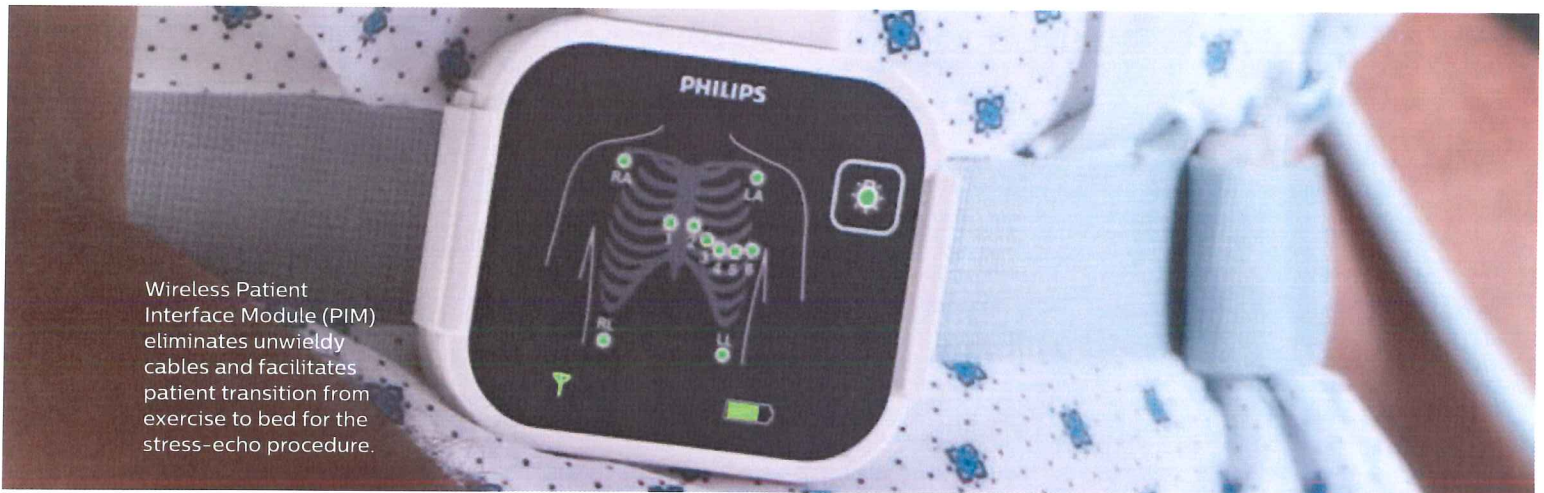
## Key advantages

- Facilitates clinical workflow by wirelessly performing stress procedures in an intuitive, customizable format
- Provides advanced clinical decision support tools to assist with clinical evaluation
- HIS connectivity to quickly acquire patient demographics and orders to speed workflow
- Combines 12-lead resting ECG module in a single device to provide flexible adaptation to varying clinical and workflow needs for higher productivity and lower costs
- Native bidirectional DICOM connectivity to improve interoperability with hospital information system
- Enterprise solution interfaces with IntelliSpace ECG management system to enhance workflow of cardiographs, stress, and Holter
- Electric confirmation with a signature of stress reports
- Export final reports to the hospital electronic medical record (EMR/EHR) upon completion of report



# Advances that **matter**

The ST80i flexibly adapts to varying clinical and workflow needs for high productivity and clinical confidence at a low total cost of ownership.



Wireless Patient Interface Module (PIM) eliminates unwieldy cables and facilitates patient transition from exercise to bed for the stress-echo procedure.

## Untether the patient experience

Freeing your patient from wires and decreasing the likelihood of motion interference, the ST80i has a compact wireless patient module that enhances traditional stress-testing systems.

The wireless patient module reduces the hazard of tripping over wires, and enhances patient comfort and movement while still transmitting a clear, high-quality signal.



Wireless PIM with a lead set.



# Advanced analytical methods

The ST80i features tools to help clinicians analyze stress ECG information.

**Diagnose** with confidence using algorithms designed at the Philips Advanced Algorithm Research Center.

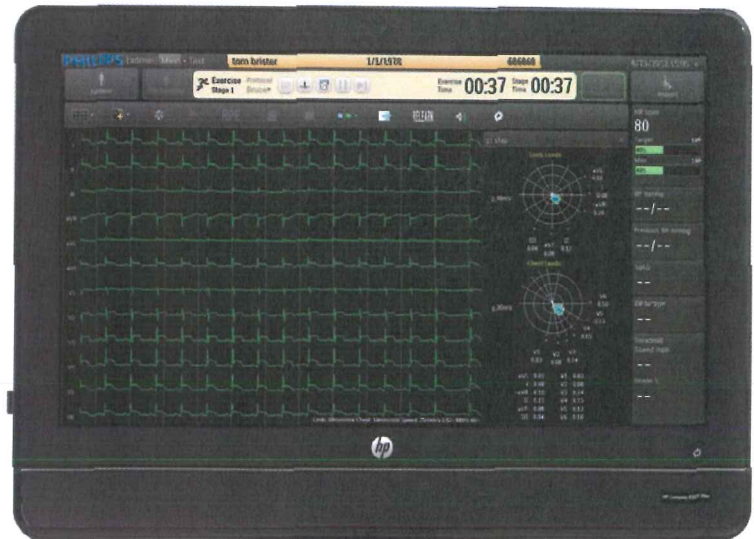
- DXL Algorithm\* uses sophisticated analytical methods for interpreting the resting ECG, the same algorithm used in other Philips ECG equipment
- Calg-STR proprietary algorithm is designed specifically for stress testing

**View** comprehensive ST segment and morphology analysis in an anatomically intelligent format.

- View ST Maps, visual anatomical representation of ST deviations in frontal and horizontal planes
- Quickly identify anomalies with the dynamic zoomed ST display
- Monitor ST changes with auto-comparison of current and reference beat
- Watch for ST level and slope changes using the 12-lead average complexes
- Clearly see arrhythmias with dominant rhythm change notifications
- Access comprehensive and customizable reports with prognostic indicators (risk scores)

\* DXL Algorithm can provide ECG analysis for a standard resting ECG using standard chest and limb leads. Other configurations are not supported.

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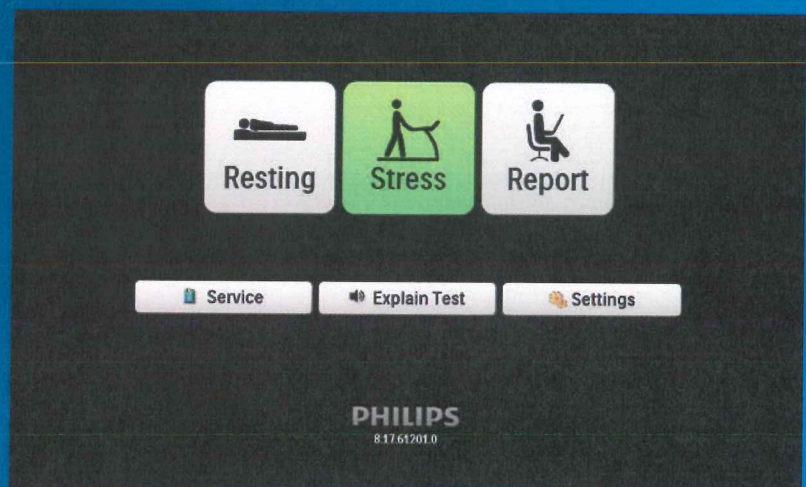


The ST80i offers wireless testing with an intuitive interface and customizable all-in-one computer to help streamline workflow.\*\*

## Resting ECG workflow

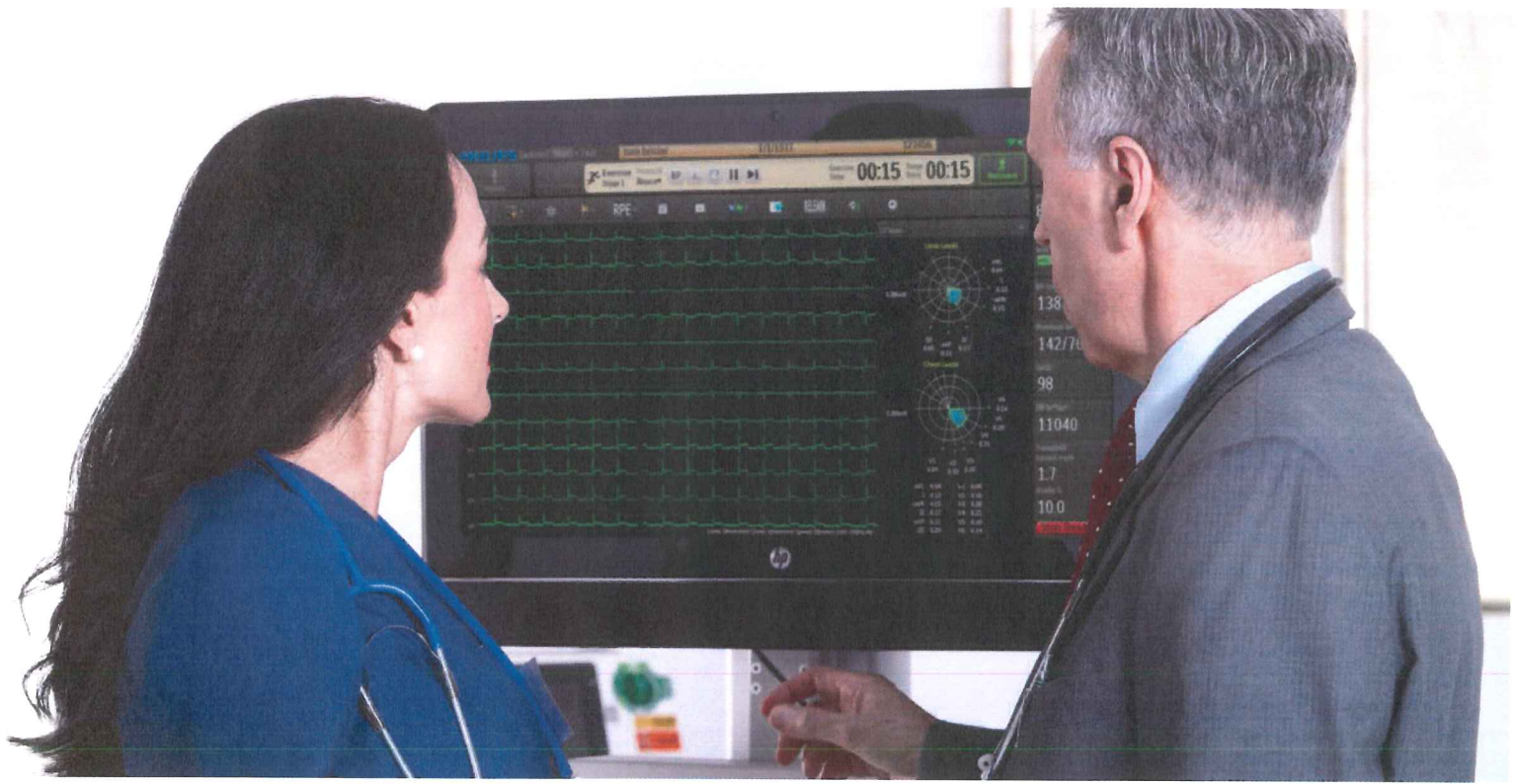
Perform a resting ECG prior to starting the actual stress test to determine the need to continue the stress test. Used as a comparison, it can allow clinicians to assess changes that occur from stressing the heart.

The intuitive resting ECG workflow is similar to that of other Philips ECG equipment and uses the same clinical decision support tool backed by the proven DXL Algorithm for confident diagnoses.



The ST80i combines 12-lead resting ECG and stress-testing modules in a single device for high productivity and valuable efficiency.





# Connectivity

## where it counts

Managing patient information from start to finish, the ST80i turns stress ECG data into actionable insights, using bidirectional network connectivity to collect and distribute data wherever it is needed throughout the enterprise.

### Import options

- Download patient data from your HIS or manually enter patient data
- Download patient data from DICOM RIS

### Export options

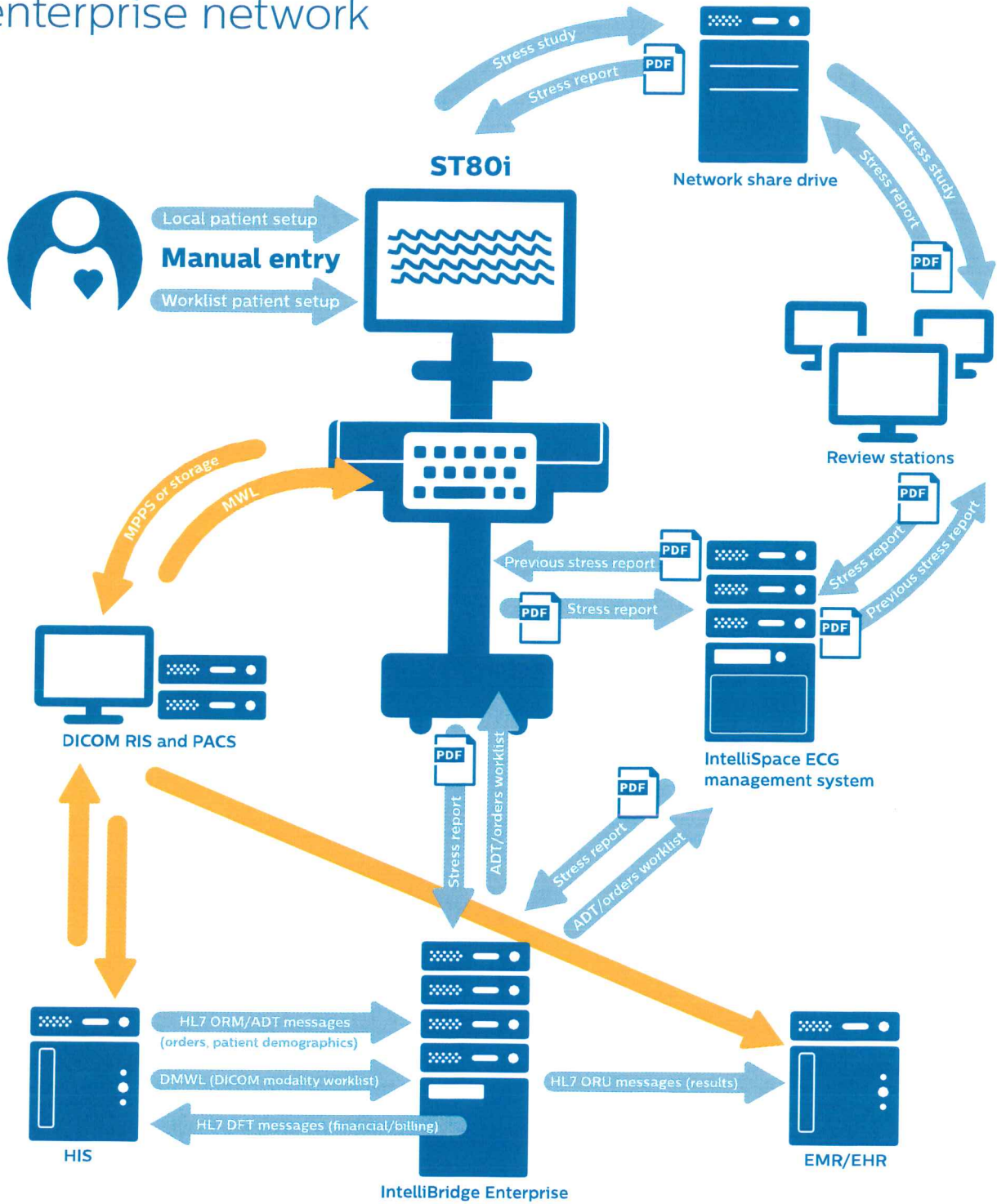
- Easily export final patient reports in a PDF format
- Interface with Philips ECG management systems and IntelliBridge Enterprise
- Easily export PDF reports to DICOM PACS
- Support DICOM MPPS (Modality Performed Procedure Step) and DICOM Storage Commitment transaction to DICOM PACS/RIS
- XML export of stress study report along with patient data and test procedure results

## Stress enterprise solution

Centrally store stress report and study data, edit the stress report, and integrate custom workflow with the fully integrated stress enterprise solution.

Whether you're in the cardiology or emergency departments, quickly access a patient's stress study and procedure history to assess the continuum of care. This powerful architecture is designed to increase efficiency and enhance patient outcomes because all of the patient's studies and procedure data are available from a single point-of-entry. Edit the stress PDF report in IntelliSpace ECG by invoking the full functional stress report editor from within IntelliSpace ECG enterprise-wide.

# Configurable enterprise network



This diagram represents a possible configuration of the network. Our flexible solutions allow you to configure your network to meet your needs.