

A GLOBAL LEADER IN PATIENT MONITORING, ANESTHESIA AND ULTRASOUND SYSTEMS

## PROPOSAL FOR:

# MANGUM REGIONAL MEDICAL CENTER

## PREPARED BY:

Larry Cornelius Jul 20, 2020





Mindray DS USA, Inc.

800 MacArthur Blvd.

Mahwah, NJ 07430

Tel: 201-995-8000

Fax: 800.266.9624

# **Proposal Summary**

Proposal Date: Jul 20, 2020
Proposal Number: Q-55812
Proposal Exp. Date: Sep 27, 2020
Sales Rep: Larry Cornelius

Proposal For: MANGUM REGIONAL MEDICAL CENTER

Contact: Jared Palmer

Title:

Phone: (405) 620-3053

Email: jarod@cohesiveheatlhcare.net

### **Total Price By Department**

IT infrastructure							
Department Name	List Price	Departmental Discount	Net Price				
IT Infrastructure	USD 98,020.02	USD -37,179.02	USD 60,841.00				
		IT infrastructure TOTAL:	USD 60,841.00				

ED			
Department Name	List Price	Departmental Discount	Net Price
ED	USD 76,526.00	USD -22,958.00	USD 53,568.00
		ED TOTAL:	USD 53,568.00

MedSurg Tele			
Department Name	List Price	Departmental Discount	Net Price
MedSurg Tele	USD 133,677.00	USD -40,104.00	USD 93,573.00
		MedSurg Tele TOTAL:	USD 93,573.00

EMR Connectivity			
Department Name	List Price	Departmental Discount	Net Price
EMR Connectivity	USD 21,452.00	USD 0.00	USD 21,452.00
		EMR Connectivity TOTAL:	USD 21,452.00

**TOTAL:** USD 229,434.00



To: Jared Palmer

MANGUM REGIONAL MEDICAL CENTER

HIGHWAY 60 NE P.O. BOX 720

SEILING, OK 73663

Affiliation: REG

Sales Representative: Larry Cornelius

**Quote Number:** Q-55812

Proposal Date: Jul 20, 2020

**Phone:** +1 4052295060

**E-mail:** l.cornelius@mindray.com

IT inf	rastructure					
Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
1	NTI	NTI	USD 0.00	USD -26,075.02	1	USD -26,075.02
2	115-051209-00	BeneVision DMS host package (2U Rack)	USD 6,000.00	USD 3,300.00	1	USD 3,300.00
3	121-001373-00	BeneVision CS Bed License (FD, Bed, Adv) - Per Channel	USD 400.00	USD 220.00	16	USD 3,520.00
4	121-001372-00	BeneVision CS Server License	USD 9,700.00	USD 5,885.00	1	USD 5,885.00
5	5000-CS-ABMT-01	Cable pull and tenting procedures	USD 11,330.00	USD 9,621.00	1	USD 9,621.00
6	045-003660-02	BeneVision DMS R4 Software Media Kit, Version: 04.04	USD 0.01	USD 0.01	1	USD 0.01
7	803-070875-00	Project Management Service Tier 3 provides project management for High complexity projects	USD 1,000.00	USD 1,000.00	12	USD 12,000.00
8	121-001405-01	BeneVision R4 CMS Viewer license	USD 18,000.00	USD 18,000.00	1	USD 18,000.00
9	803-070485-00	Professional Services	USD 284.00	USD 284.00	2	USD 568.00
10	803-070282-00	BeneVision DMS PDF Printing capability	USD 0.01	USD 0.01	1	USD 0.01
11	803-070485-00	Professional Services	USD 284.00	USD 284.00	2	USD 568.00
12	803-070492-00	Hospital Network Integration Services includes design and implementation required for interoperability solutions	USD 4,532.00	USD 4,532.00	1	USD 4,532.00
13	803-040080-00	WMTS/HW System Design & Implementation per 5 Servers.	USD 19,500.00	USD 19,500.00	1	USD 19,500.00
14	803-040081-00	WMTS controller redundancy providing full redundancy at the controller level for a WMTS system. Does not include any additional APs.	USD 9,422.00	USD 9,422.00	1	USD 9,422.00
	1			T infrastructure T	DTAL:	USD 60,841.00

ED	ED					
Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
15	NTI	NTI	USD 0.00	USD -22,958.00	1	USD -22,958.00
16	115-050935-00	BeneVision DMS Workstation, Mini PC	USD 3,000.00	USD 3,000.00	1	USD 3,000.00
17	0992-00-0002-04	OEM Uninterrupted power supply APCBR800	USD 186.00	USD 186.00	1	USD 186.00
18	803-040052-00	WorkStation/Tower Install & Setup w/o CABL includes programming, configuration and verification	USD 2,670.00	USD 2,670.00	1	USD 2,670.00
19	121-001453-00	BeneVision DMS Widescreen Touch Display	USD 2,975.00	USD 2,975.00	1	USD 2,975.00
20	121-001375-00	BeneVision WorkStation Server License	USD 3,400.00	USD 3,400.00	1	USD 3,400.00



Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
21	110-004115-00	BeneVision WorkStation Bed Licenses. Supports 4-32 beds	USD 300.00	USD 300.00	16	USD 4,800.00
22	803-040040-00	Device Install & Setup w/o CABL for one of the following - patient monitor, printer or display. Includes programming, configuration and verification	USD 761.00	USD 761.00	2	USD 1,522.00
23	023-001566-00	HP LaserJet Enterprise M608n Printer	USD 3,700.00	USD 3,700.00	1	USD 3,700.00
24	803-040040-00	Device Install & Setup w/o CABL for one of the following - patient monitor, printer or display. Includes programming, configuration and verification	USD 761.00	USD 761.00	1	USD 761.00
25	803-040040-00	Device Install & Setup w/o CABL for one of the following - patient monitor, printer or display. Includes programming, configuration and verification	USD 761.00	USD 761.00	2	USD 1,522.00
26	803-070877-00	N1 Install & Setup includes programming, configuration and verification	USD 180.00	USD 180.00	2	USD 360.00
27	121-001522-00	N12 Monitor with Early Warning Score and 2.4/5GHz wireless N12 Monitor-includes 5 year warranty, battery, 4 module slots, quick reference guide, line cord and 1 roll of paper	USD 9,605.00	USD 9,605.00	2	USD 19,210.00
28	045-003255-00	N12 rolling stand with quick release mount	USD 445.00	USD 445.00	2	USD 890.00
29	121-001528-00	N1 Monitor with Nellcor® OxiMax® SpO2, ST/ Arrhythmia analysis, , CO2, 3/5/12-lead NIBP, two invasives, dual temperature, integrated battery, 2.4/5GHz wireless enabled (12-lead ECG accessories must be ordered separately). Multiparameter Modules-include Masimo or Nellcor SpO2 adult reusable sensor, Masimo or Nellcor SpO2 cable, reusable adult NIBP cuff and hose, ECG 5 lead adult defib proof cable and ECG 5 lead snap 24" wire set, and MR420B adapter cable for YSI probe. All other accessories must be ordered separately.	USD 15,700.00	USD 15,700.00	2	USD 31,400.00
30	0010-30-42902	12-Lead ECG wire, limb, clip	USD 65.00	USD 65.00	2	USD 130.00
				ED T		1100 50 500 00

**ED TOTAL:** USD 53,568.00

Med	MedSurg Tele					
Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
31	NTI	NTI	USD 0.00	USD -40,104.00	1	USD -40,104.00
32	115-050935-00	BeneVision DMS Workstation, Mini PC	USD 3,000.00	USD 3,000.00	1	USD 3,000.00
33	0992-00-0002-04	OEM Uninterrupted power supply APCBR800	USD 186.00	USD 186.00	1	USD 186.00
34	803-040052-00	WorkStation/Tower Install & Setup w/o CABL includes programming, configuration and verification	USD 2,670.00	USD 2,670.00	1	USD 2,670.00
35	121-001453-00	BeneVision DMS Widescreen Touch Display	USD 2,975.00	USD 2,975.00	1	USD 2,975.00
36	121-001375-00	BeneVision WorkStation Server License	USD 3,400.00	USD 3,400.00	1	USD 3,400.00
37	110-004115-00	BeneVision WorkStation Bed Licenses. Supports 4-32 beds	USD 300.00	USD 300.00	16	USD 4,800.00



Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
38	803-040040-00	Device Install & Setup w/o CABL for one of the following - patient monitor, printer or display. Includes programming, configuration and verification	USD 761.00	USD 761.00	2	USD 1,522.00
39	023-001566-00	HP LaserJet Enterprise M608n Printer	USD 3,700.00	USD 3,700.00	1	USD 3,700.00
40	803-040040-00	Device Install & Setup w/o CABL for one of the following - patient monitor, printer or display. Includes programming, configuration and verification	USD 761.00	USD 761.00	1	USD 761.00
41	803-040040-00	Device Install & Setup w/o CABL for one of the following - patient monitor, printer or display. Includes programming, configuration and verification	USD 761.00	USD 761.00	2	USD 1,522.00
42	803-070877-00	N1 Install & Setup includes programming, configuration and verification	USD 180.00	USD 180.00	2	USD 360.00
43	121-001522-00	N12 Monitor with Early Warning Score and 2.4/5GHz wireless N12 Monitor-includes 5 year warranty, battery, 4 module slots, quick reference guide, line cord and 1 roll of paper	USD 9,605.00	USD 9,605.00	2	USD 19,210.00
44	045-003255-00	N12 rolling stand with quick release mount	USD 445.00	USD 445.00	2	USD 890.00
45	121-001528-00	N1 Monitor with Nellcor® OxiMax® SpO2, ST/Arrhythmia analysis, , CO2, 3/5/12-lead NIBP, two invasives, dual temperature, integrated battery, 2.4/5GHz wireless enabled (12-lead ECG accessories must be ordered separately). Multiparameter Modules-include Masimo or Nellcor SpO2 adult reusable sensor, Masimo or Nellcor SpO2 cable, reusable adult NIBP cuff and hose, ECG 5 lead adult defib proof cable and ECG 5 lead snap 24" wire set, and MR420B adapter cable for YSI probe. All other accessories must be ordered separately.	USD 15,700.00	USD 15,700.00	2	USD 31,400.00
46	0010-30-42902	12-Lead ECG wire, limb, clip	USD 65.00	USD 65.00	2	USD 130.00
47	121-001921-00	TM70 WMTS Telepack	USD 4,600.00	USD 4,600.00	1	USD 4,600.00
48	009-004782-00	5-Lead ECG Mobility Leadset, AHA, Snap, 24" Compatible with TM80/TD60	USD 135.00	USD 135.00	1	USD 135.00
49	125-000015-00	Nellcor SpO2 module	USD 1,175.00	USD 1,175.00	12	USD 14,100.00
50	9000-10-05161	SENSOR,SPO2,NELL,ADULT,DS100A	USD 277.00	USD 277.00	12	USD 3,324.00
51	115-030107-00	BeneVision TM80/TD60 Rechargeable Lithium-Ion Battery Pack.	USD 325.00	USD 325.00	16	USD 5,200.00
52	115-030108-00	BeneVision Central Charger. Charges up to 10 Lithium-Ion Battery Packs simultaneously	USD 2,200.00	USD 2,200.00	1	USD 2,200.00
53	803-040050-00	Telepack installation & setup includes programming, configuration and verification	USD 92.00	USD 92.00	1	USD 92.00
54	803-040082-00	WMTS Installation per 100 SQFT includes material, installation and verification	USD 275.00	USD 275.00	100	USD 27,500.00
				MedSurg Tele To	OTAL:	USD 93,573.00



EMR	EMR Connectivity					
Line #	Part Number	Description	List Price	Net Price	QTY	Total Net
55	121-001473-00	eGateway Software only (VMware compatible), please refer to the Host Platform Requirements and Configuration Guide. This configuration includes licenses for Results (discrete trended numerical values), ADT (demographics for positive patient identification), 12-Lead export (with bedsides /w 12-lead and DMS) and Document Management interface. One eGateway supports up to 32 continuous bedside monitors. Capacity can easily be increased to 1200 continuous bedside monitors by increasing the device license to 200 and stacking 5 more eGateways.	USD 10,000.00	USD 10,000.00	1	USD 10,000.00
56	803-070244-00	HL7 Mapping for ADT and Results (32 Bed eGateway)	USD 5,500.00	USD 5,500.00	1	USD 5,500.00
57	803-070485-00	Professional Services	USD 284.00	USD 284.00	5	USD 1,420.00
58	803-070492-00	Hospital Network Integration Services includes design and implementation required for interoperability solutions	USD 4,532.00	USD 4,532.00	1	USD 4,532.00
			EN	IR Connectivity T	OTAL:	USD 21,452.00



Larry Cornelius

Q-55812

Jul 20, 2020

To: Jared Palmer

Affiliation: REG

MANGUM REGIONAL MEDICAL CENTER

HIGHWAY 60 NE P.O. BOX 720

SEILING, OK 73663

Sales Representative:

**Quote Number:** 

**Proposal Date:** 

Phone: +1 4052295060 E-mail: l.cornelius@mindray.com

**Affiliation Notes:** \* Service: Two-hour telephone response time with 24 hour on-site service. Product Warranty:

Passport Monitors, T1 Monitors, Gas Module, Central Stations - Standard One Year Warranty. Anesthesia Machines - Standard Three Year Warranty. Accutorr Monitors - Standard Three Year Mail-In Warranty. N Series Monitors - Standard 5 year warranty. Ultrasound Machines (M5, 7 & 9) & Transducers (Except: TEE Transducer - Standard One Year) - Standard Five Year Mail-In Warranty with overnight loaners available at no charge during warranty period. DC8: Standard One Year-On Site Warranty. DC8 Expert Ultrasound Machine & Transducers - Standard 5 Year Warranty. EXCEPTION:

DEMO EQUIPMENT & ACCESSORIES (6 MONTHS ONLY)

Payment Terms: NET 30 DAYS

Shipping Terms: F.O.B. Mahwah, NJ (CUSTOMER PAYS FREIGHT)

"To ensure on-time delivery of your orders, Mindray may drop ship products directly from our

overseas factories or distribution warehouses"

**Proposal Notes:** 

**Product Notes:** Biomedical training credits issued to customers at the time of sale, are for the sole use of

employees of the facility purchasing the equipment, and are non transferable.

Central Station - Hospitals, or buying groups, that require special containment procedures while opening plenum spaces including the use of a negative chamber tent system will be billed separately for the containment costs. These cost will include, but not be limited to, rental of a containment system, plus the additional cost incurred by the cable installer and the Mindray Representative who are required to use the system. This will also apply to any containment costs incurred after the installation for Mindray Representatives when performing maintenance on the system.

### Trash Removal responsibility

Mindray is not responsible for the disposal of packing material associated with newly installed Mindray products. Mindray will work with the customer to collect and centralize the packing material for ease of disposal by the customers' personnel. The customer will be responsible for sorting and disposal of packing material.

### De-Installation of existing cabling

Mindray is not responsible for the de-installation of existing cabling associated with an existing patient monitoring system. Mindray will provide this service on a time and material basis in the event that the customer would like to have this work done by Mindray at the time of the installation. Customer will be responsible for pulling of cable and certification, if these items are not charged on the body of this quote.

### Fiber Optics Requirements

In the event that fiber optics network runs are necessary due to the location of the central rack, then it will be the customer's responsibility to add the necessary fiber optic run(s). Mindray Technology service will provide this service on a T+M basis in the event that the customer would like to have this work done by Mindray.



Pricing for cable pull and certification is based on nonunion labor. If Union labor is required customer will be invoiced for any additional cost. Pricing for cablepull includes installation of cables above ceilings or any horizontal/vertical pathways and shall be supported per BISCI standards utilizing communications rated J-hooks. Pricing does not include major structural changes to go between walls or floors, e.g., penetration of interior or exterior cement walls or the installation of conduit/Raceway.

### Core Drilling requirements

In the event that core drilling (i.e drilling between floors to accommodate network runs) is required to complete an installation, the customer will be responsible for customary costs associated with this work. Mindray Technology Services will provide this service on a T+M basis if requested by the customer.

(Customary charges are approximately \$450 each)

Purchase order acceptance and delivery of Mindray Certified Refurbished products is subject to inventory availability.





Product Notes:	
Please complete at time of purchase:	Uncrating Needed: YES / NO
Receiving Dock Hours:	Debris Removal: YES / NO
Lift Gate Required: YES / NO	Prior Notification: YES / NO
Inside Delivery Required: YES / NO	
Contact Name:	
Department:	
Contact Phone #(s)	
E-mail Address(s)	
Purchase order acceptance and delivery of Mindray Certified	Refurbished products is subject to inventory availability.
This quotation contains no provisions for Biomedical training t	uition or credits.

If your terms are Cash-in-advance, please remit check directly to:

Mindray DS USA, Inc. 24312 Network Place, Chicago, IL 60673-1243



### **Total Price By Department**

IT infrastructure					
Department Name	List Price	Departmental Discount	Net Price		
IT Infrastructure	USD 98,020.02	USD -37,179.02	USD 60,841.00		
		IT infrastructure TOTAL:	USD 60,841.00		

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		MedSurg Tele TOTAL:	USD 93,573.00

EMR Connectivity			
Department Name	List Price	Departmental Discount	Net Price
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		EMR Connectivity TOTAL:	USD 21,452.00

TOTAL: USD 229,434.00

### Quotation

**Total List Amount Total GPO Discount Total Additional Discount/TradeIn Total Net Amount** 

USD 329,675.02 USD 11,104.00 USD 89,137.02 USD 229,434.00

### **Mindray Capital Leasing Options**

**Monthly Lease Payment Amount:** 

**36 months** USD 0.00 48 months USD 0.00 **60 months** USD 0.00

Leasing Notes:

This quote is non-binding and is subject to credit approval and acceptance by Mindray Capital. Monthly payments do not include

applicable freight and taxes.



USD 229,434.00

# To: Jared Palmer Sales Representative: Larry Cornelius MANGUM REGIONAL **Quote Number:** Q-55812 MEDICAL CENTER HIGHWAY 60 NE P.O. BOX 720 **Proposal Date:** Jul 20, 2020 SEILING, OK 73663 Phone: +1 4052295060 Affiliation: REG E-mail: I.cornelius@mindray.com Title of Buyer Printed Name of the Buyer Purchase Order Number Date Signature of the Buyer Ship to Address: Bill to Address: We have selected a non-Masimo SpO2 technology and have requested a proposal using an alternate SpO2 technology. Although we have been educated on the Masmio SpO2 option by Mindray, we have independently chosen the alternate SpO2 option based upon our business needs. Signature of buyer Mindray North America now has a \$150 minimum order policy.

**Total Net Price For Purchase:** 

Unless otherwise stated, the total net price of this quotation does not include, freight or sales tax.

# **Warranty Statement**



# **Patient Monitoring Systems**

June 1, 2019

### **SCOPE**

The following warranty summary supersedes all previously issued warranties and is effective for patient monitoring solutions purchased directly from Mindray North America ("Mindray") and shipped starting June 1, 2019. To the extent that there is any conflict between any earlier warranty and this warranty summary, the terms of this warranty summary shall be controlling. For patient monitoring solutions purchased from Mindray authorized distributors ("Distributors"), please contact your Distributor directly for the warranty statement.

### **TERM**

Mindray warrants that its patient monitoring solutions, when purchased directly from Mindray, will be free from defects in workmanship and materials for a period set forth below from the date of Mindray shipment:

- New patient monitoring solutions (multiparameter patient monitors, parameter modules, telemetry transmitters, server hardware {central station, workstation, eGateway}, software only products {Mobile App, CMS Viewer, eGateway}):
   One (1) year.
- New N-Series patient monitors (multi-parameter patient monitors, BeneLink, parameter and recorder modules, module racks and docks): Five (5) years.
- New vital signs monitors: Three (3) years.
- New accessories serialized by Mindray (including central station displays, parameter cable pods, telemetry battery chargers): One (1) year.
- New non-serialized accessories (including reusable ECG cables, reusable NIBP cuffs, rechargeable batteries, power cords): Ninety (90) days.
- New consumable accessories (including paper, single patient use ECG lead wires and electrodes, single patient use temperature probes and probe covers, single patient use NIBP cuffs, single patient use SpO<sub>2</sub> sensors, single patient use CO<sub>2</sub> accessories, and disposable batteries): Up to first use within six (6) months.
- Mindray Certified Refurbished monitoring solutions: Six (6) months.

Damage to any product or parts through misuse, neglect, accident, or by attaching any non-standard accessories, or by any customer modification, voids this warranty. Mindray makes no warranty whatsoever in regard to third-party accessories, such being subject to the warranties of their respective manufacturers.

### **REPAIR OR REPLACEMENT**

In the case that repair or replacement is required during the applicable warranty term as identified above, Mindray will provide the following services:

- T1 & N1 patient monitors & vital signs monitors:
   Upon request and authorization by Mindray service personnel, a service loaner will be shipped via overnight delivery (provided such service is available). Prior to shipping the customer system to Mindray's Repair Center, the customer is solely responsible for backing up all stored data and system presets. Mindray shall not be responsible for any lost data. Upon receipt at Mindray, the system will be repaired and returned. The service loaner must be returned promptly to avoid additional charges.
- Multi-parameter patient monitors, central stations, gateway products: On-site repair is provided by Mindray service representatives during normal business hours. In the event that repairs cannot be completed on-site, a service loaner will be configured and put in place prior to shipping the customer system to Mindray's Repair Center. The customer is solely responsible for backing up all stored data and system presets. Upon receipt at Mindray, the system will be repaired and returned. The service loaner must be returned promptly to avoid additional charges.

A condition of this warranty is that the equipment or accessories which are claimed to be defective be returned when authorized, freight prepaid to Mindray North America or its authorized representative. Mindray shall not have any responsibility in the event of loss or damage in transit.



#### **SOFTWARE UPDATES**

Software updates are offered at the sole discretion of Mindray. Software updates provide changes, which enable the software to perform in accordance with the product specifications defined at the time of equipment purchase. Software updates do not include new features, options, and new hardware or software operating systems when such hardware or software is specifically required for operation of the software update.

### **DISCLAIMER: LIMITATION OF LIABILITY**

Except as expressly set forth herein, Mindray disclaims all other express and implied warranties, including warranties of merchantability, non-infringement and fitness for a particular purpose, and of any other obligation on the part of Mindray. Mindray shall not be liable for any incidental, special, or consequential loss, damage, or expense directly or indirectly arising from the use of its products. Liability under this warranty, and the buyer's exclusive remedy under this warranty, is limited to servicing or replacing, at Mindray's sole option, any product which shall, under normal use and service, appear to Mindray to have been defective in material or workmanship.

#### WARRANTY

Mindray warrants that components within its products will be free from defects in workmanship and materials for the period of time defined in the "Terms" section above commencing from date of shipment from Mindray to the user.

Recommended preventative maintenance, as prescribed in the service manual, is the responsibility of the user and is not covered by this warranty.

No agent, employee, or representative of Mindray has any authority to bind Mindray to any affirmation, representation, or warranty concerning its products, and any affirmation, representation or warranty made by any agent, employee, or representative shall not be enforceable by buyer or user.

#### **EXCLUSIONS**

Mindray's obligation or liability under this warranty does not include any transportation (or other) charges; liability for direct, indirect or consequential damages or delay resulting from the improper use, failure to follow recommended maintenance procedures, application of the product or the use of parts or accessories not approved by Mindray or repairs by people other than Mindray authorized personnel.

This warranty does not extend to:

- Malfunction or damage caused by improper use or man-made failure.
- Malfunction or damage caused by unstable or outof-range power input.
- Malfunction or damage caused by force majeure events, such as (i) flood, fire and earthquake or similar elements of nature or acts of God; (ii) riots, war, civil disorders, rebellions, or revolutions in any country; or (iii) any other cause beyond the reasonable control of Mindray.
- Malfunction or damage caused by improper operation or repair by unqualified or unauthorized service people.
- Malfunction of the instrument or part whose serial number is not legible.
- Others not caused by instrument or part itself.