

Norman Regional Health System FY 2022 Budget Presentation



FY 2021 Projected Financial Results

- **Net Revenue projected at \$508.8 million (projected from May)**
 - \$41.7 million (or 8.9%) up from FY20
 - Per adjusted discharge projected to be \$13,235 (or 13.9% over FY20)

- **Total Operating Expense projected at \$517.8 million (projected from May)**
 - \$31.8 million (or 6.5%) up from FY20
 - Per adjusted discharge projected to be \$13,469 (or 11.4% over FY20)

- **FY 2021 Income from Operations projected at \$-9.0 million (-1.8% operating margin)**
 - \$10.0 million (or 52.5%) over FY20
 - \$18.0 million (or 201.0%) under FY21 budget



FY 2021 Projected Financial Results (continued)

▪ Volumes (projected from May)

- Discharges projected to be 15,689 (down 5.0% from FY20)
- Adjusted discharges projected to be 38,444 (down 4.3% from FY20)
- Deliveries projected to be 2,396 (down 2.6% from FY20)
- Cath Lab cases projected to be 3,182 (up 5.3% from FY20)
- Surgery cases projected to be 11,128 (up 5.8% from FY20)
- Hospital outpatient registrations projected to be 280,586 (up 2.5% from FY20)
- Emergency Department visits projected to be 79,666 (down 11.1% from FY20)
- Clinic visits projected to be 355,936 (up 9.2% from FY20)

▪ Key Ratios (projected from May)

- Operating Margin will improve from -4.1% for FY 2020 to a projected -1.8% for FY 2021
- Days Cash on Hand will improve from 188 at June 30, 2020 to a projected 206 at June 30, 2021
- Maximum Annual Debt Service Coverage will improve from 2.87 for FY 2020 to a projected 2.96 for FY 2021
- Cash to Debt Ratio will improve from 84.3% at June 30, 2020 to a projected 101.3% at June 30, 2021
- Debt to Capitalization Ratio will improve from 45.1% at June 30, 2020 to a projected 41.3% at June 30, 2021



FY 2022 Budget Goals

InspireHEALTH Forecasting

	FY20	FY21	FY22	FY23	FY24	FY25
Cash + Investments	\$ 231,951,581	\$ 257,102,067	\$ 228,268,459	\$ 170,140,134	\$ 154,821,813	\$ 180,326,851
Total Operating Revenues	\$ 455,395,328	\$ 523,494,603	\$ 538,954,504	\$ 555,071,487	\$ 563,297,960	\$ 575,830,111
Total Operating Expenses + Interest	\$ 482,673,834	\$ 514,579,589	\$ 531,292,760	\$ 558,176,661	\$ 568,344,240	\$ 573,349,100
Operating Income	\$ (27,278,506)	\$ 8,915,014	\$ 7,661,744	\$ (3,105,174)	\$ (5,046,280)	\$ 2,481,011
Operating Margin w/Interest Expense	-6.0%	1.7%	1.4%	-0.6%	-0.9%	0.4%
Days Cash On Hand (all unrestricted)	187.5	196.6	168.4	121.0	110.1	127.1
Debt Service Coverage	1.6	3.1	2.8	2.0	2.1	2.5
Long-Term Debt to Capitalization	45.2%	43.3%	41.7%	40.9%	40.2%	38.8%



FY 2022 Budget Highlights

▪ Volumes

- Inpatient discharges expected to grow 4.2%, or 666 cases more than FY 2021 projection
- Hospital outpatient visits (including ED visits) expected to increase 1.7%, or 4,822 visits from FY 2021 projection
- Clinic visits (including Telehealth visits) expected to increase 12.0%, or 42,560 visits from FY 2021 projection (based on addition of Breast Surgeon, Tri City expansion, other growth, and less restrictions related to Covid)

▪ Net Revenue

- Net Patient Revenue budget of \$534.0 million is 6.6% (\$33.1 million) more than FY 2021 projection
 - \$16.6 million based on volume changes, including increased surgical volumes & emergency department visits
 - \$ 7.1 million based on reimbursement changes and improvements in bad debt and denials
 - \$ 5.3 million in clinics for new Breast Surgeon, Tri City expansion, other growth, and less restrictions related to Covid
 - \$ 2.4 million in improved SHOPP payments from Medicaid Expansion
 - \$ 1.7 million based on the price increase
- Other Operating Revenue budget of \$4.5 million is 42.1% (\$3.3 million) less than FY 2021 projection
 - \$ 3.2 million based on termination of Covid-19 surge lease
 - \$ 0.1 million based on Red Rock vacating lease space



FY 2022 Budget Highlights (continued)

- **Total Operating Expense budget of \$530.2 million is 2.4% (\$12.4 million) more than FY 2021 projection**
 - (\$12.0) million in lower costs due to fewer Covid-19 patients
 - \$12.0 million in salaries & benefits for normal merit increases, market adjustments, new positions, & gainsharing
 - (\$ 7.3) million in improved labor efficiencies
 - \$ 8.8 million in patient supplies for increased surgical volumes, emergency department visits, & price inflation
 - (\$ 1.5) million in patient supplies for decreased length of stay and vendor cost saving initiatives
 - \$ 5.4 million in clinics for new Breast Surgeon, Tri City expansion, other growth, and less restrictions related to Covid
 - \$ 4.0 million in interest on 2019 bonds to fund *Inspire*HEALTH projects can no longer be capitalized after June 30, 2021
 - \$ 3.0 million in other expenses (computer services, insurance, utilities, billing & collections, and UPL fees)
- **Profitability**
 - Operating Income budgeted at \$8.4 million (1.6% operating profit margin)
 - Excess of Revenues over Expenses budgeted at \$20.0 million (3.6% overall profit margin)
- **Non-operating Income budget down \$45.6 million from FY 2021 projection**
 - \$27.2 million in investment income expected to yield less in FY 2021
 - \$15.5 million in Covid-19 stimulus funds not recurring in FY 2021
 - \$ 2.9 million in gain on sale of land not recurring in FY 2021



FY 2022 Budget Highlights (continued)

■ Capital and Days Cash on Hand

- FY22 Routine Capital Budget request is \$12.9 million
 - \$13.3 million identified in FY22 Routine Capital Budget detail (see appendix) will be reduced once additional info becomes available
 - Amount noted for Young Family Athletic Center is just Phase 1 of estimated \$8.1 million total (Phase 2 will be in FY 2023)
- **FY22 InspireHEALTH capital impact**
 - InspireHEALTH corporate budgets totaling \$278.9 million approved by Board in January of 2021
 - InspireHEALTH capital spend within FY22 is \$67.1 million (estimated 92% from bond proceeds)
- Days Cash on Hand target for June 30, 2022 is 197 days (may need to adjust target during year)

■ Target Debt Ratios

- Maximum Annual Debt Service Coverage for FY 2022 is expected to be 2.72
- Debt to Capitalization Ratio as of June 30, 2022 is expected to be 38.8%



FY 2022 Operating Budget

Norman Regional Health System

		FY 2021	FY 2022	Variance %
		<u>Projected</u>	<u>Budget</u>	<u>Incr/(Decr)</u>
OPERATING REVENUE				
(1)	Inpatient Revenue	\$ 971,390,763	\$ 1,023,810,278	5.4%
(2)	Outpatient Revenue	1,198,492,675	1,279,292,313	6.7%
(3)	DME Revenue	7,526,878	7,754,864	3.0%
(4)	ED Physician Revenue	27,206,056	29,995,421	10.3%
(5)	Physician Income	175,684,307	197,542,941	12.4%
(6)	TOTAL PATIENT REVENUE	<u>\$ 2,380,300,679</u>	<u>\$ 2,538,395,817</u>	6.6%
DEDUCTIONS FROM REVENUE				
(7)	Charity Deductions	42,114,099	44,499,561	5.7%
(8)	Bad Debt Expense	122,456,647	132,853,072	8.5%
(9)	Government & Other Deductions	1,714,786,766	1,827,026,701	6.5%
(10)	TOTAL DEDUCTIONS FROM REVENUE	<u>\$ 1,879,357,512</u>	<u>\$ 2,004,379,334</u>	6.7%
(11)	NET PATIENT REVENUE	500,943,167	534,016,483	6.6%
(12)	OTHER OPERATING REVENUE	7,852,397	4,542,647	-42.1%
(13)	NET REVENUE	<u>\$ 508,795,564</u>	<u>\$ 538,559,130</u>	5.8%
EXPENSES				
(14)	Salaries	246,611,932	252,816,953	2.5%
(15)	Benefits	38,098,341	37,609,454	-1.3%
(16)	Supplies (excluding pharmaceuticals)	69,955,207	69,073,163	-1.3%
(17)	Pharmaceutical Supplies	44,920,827	45,635,682	1.6%
(18)	Professional Fees	1,797,360	1,522,333	-15.3%
(19)	Physician Fees	9,423,042	8,625,069	-8.5%
(20)	Purchased Services	17,850,923	17,997,080	0.8%



FY 2022 Operating Budget

Norman Regional Health System (continued)

		FY 2021	FY 2022	Variance %
		<u>Projected</u>	<u>Budget</u>	<u>Incr/(Decr)</u>
(21)	Leases	8,694,966	8,616,343	-0.9%
(22)	Utilities	3,947,797	4,134,961	4.7%
(23)	Insurance	5,102,755	5,425,805	6.3%
(24)	Computer Support	8,807,907	9,725,256	10.4%
(25)	Service Contracts & Equipment Repairs	9,507,557	10,143,399	6.7%
(26)	Billing & Collections	6,415,008	6,835,242	6.6%
(27)	SHOPP	8,652,886	9,344,143	8.0%
(28)	Miscellaneous Expenses	9,910,057	10,797,359	9.0%
(29)	Interest	6,461,301	10,465,114	62.0%
(30)	Depreciation and Amortization	21,661,898	21,439,104	-1.0%
(31)	TOTAL OPERATING EXPENSES	<u>\$ 517,819,764</u>	<u>\$ 530,206,461</u>	2.4%
(32)	OPERATING INCOME	<u>\$ (9,024,200)</u>	<u>\$ 8,352,670</u>	192.6%
(33)	Contributions	59,672	45,895	-23.1%
(34)	Investment Income	41,674,870	11,572,297	-72.2%
(35)	CARES Act Relief Funds	15,498,359	-	-100.0%
(36)	NONOPERATING INCOME	<u>\$ 57,232,901</u>	<u>\$ 11,618,192</u>	-79.7%
(37)	EXCESS OF REVENUES OVER EXPENSES	<u><u>\$ 48,208,701</u></u>	<u><u>\$ 19,970,862</u></u>	-58.6%
(38)	OPERATING MARGIN	-1.8%	1.6%	
(39)	TOTAL MARGIN	8.5%	3.6%	



FY 2022 Budget Volumes

Norman Regional Health System

	Discharges			Patient Days			ALOS		
	FY 2021 Projected	FY 2022 Budget	% Incr/Decr	FY 2021 Projected	FY 2022 Budget	% Incr/Decr	FY 2021 Projected	FY 2022 Budget	% Incr/Decr
Porter Campus									
(1) BMS	501	566	13.0%	3,551	3,962	11.6%	7.09	7.00	-1.2%
(2) Rehab	452	396	-12.4%	5,411	5,544	2.5%	11.97	14.00	16.9%
(3) Acute	6,863	7,154	4.2%	33,027	31,289	-5.3%	4.81	4.37	-9.1%
(4) Total	7,816	8,116	3.8%	41,989	40,795	-2.8%	5.37	5.03	-6.4%
HealthPlex Campus									
(5) Acute	7,624	7,901	3.6%	28,640	26,801	-6.4%	3.76	3.39	-9.7%
(6) NICU	249	338	35.7%	3,645	4,533	24.4%	14.64	13.41	-8.4%
(7) Total	7,873	8,239	4.6%	32,285	31,334	-2.9%	4.10	3.80	-7.3%
Total System									
(8) Acute	14,487	15,055	3.9%	61,667	58,090	-5.8%	4.26	3.86	-9.4%
(9) BMS	501	566	13.0%	3,551	3,962	11.6%	7.09	7.00	-1.2%
(10) Rehab	452	396	-12.4%	5,411	5,544	2.5%	11.97	14.00	16.9%
(11) NICU	249	338	35.7%	3,645	4,533	24.4%	14.64	13.41	-8.4%
(12) Total	15,689	16,355	4.2%	74,274	72,129	-2.9%	4.73	4.41	-6.8%



FY 2022 Budget Volumes

Norman Regional Health System (continued)

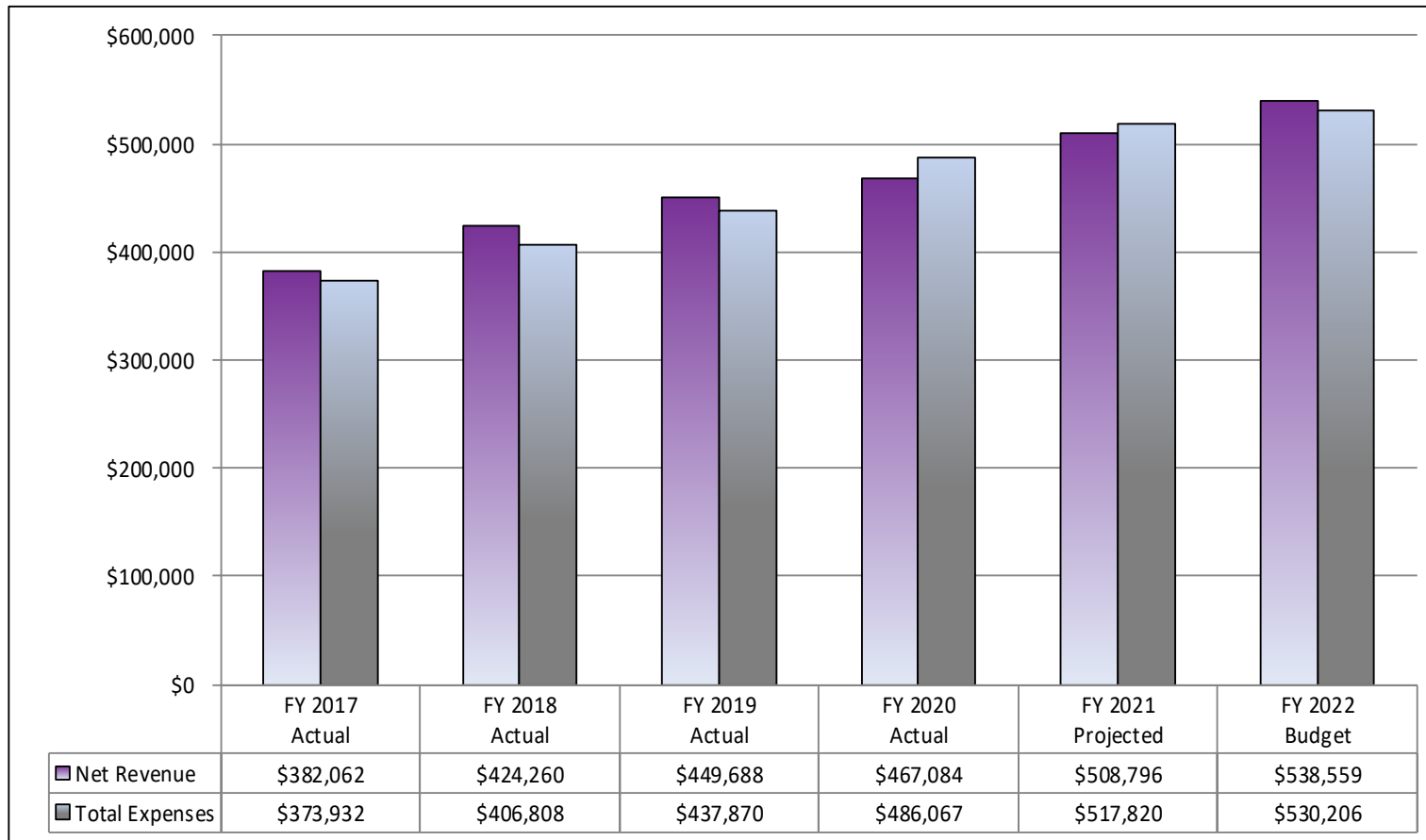
	FY 2021 Projected	FY 2022 Budget	% Incr/Decr
Adjusted Statistics			
(1) Adjusted Patient Days	182,001	178,834	-1.7%
(2) Adjusted Discharges	38,444	40,550	5.5%
Deliveries			
(3) HealthPlex	2,396	2,394	-0.1%
Cath Lab Cases			
(4) Inpatient	1,274	1,200	-5.8%
(5) Outpatient	1,908	2,100	10.1%
(6) Total	3,182	3,300	3.7%
Surgeries (excludes FBC Surgeries)			
Inpatient			
(7) NRH	1,971	2,230	13.1%
(8) HealthPlex	1,569	1,782	13.6%
(9) Total	3,540	4,012	13.3%
Outpatient			
(10) NRH	3,781	3,818	1.0%
(11) HealthPlex	3,807	3,977	4.5%
(12) Total	7,588	7,795	2.7%
Totals			
(13) NRH	5,752	6,048	5.1%
(14) HealthPlex	5,376	5,759	7.1%
(15) Total	11,128	11,807	6.1%
ASC/Endoscopy Cases			
(16) Ortho Central ASC	1,884	2,037	8.1%
(17) GI Endoscopy	4,391	4,435	1.0%
(18) Total	6,275	6,472	3.1%

	FY 2021 Projected	FY 2022 Budget	% Incr/Decr
OP Hospital Registrations (includes outpatient ED visits)			
(19) NRH	127,121	128,392	1.0%
(20) HealthPlex	97,217	101,013	3.9%
(21) NRM	56,248	56,003	-0.4%
(22) Total	280,586	285,408	1.7%
Emergency Department Visits (includes ED admissions)			
(23) NRH	34,787	37,003	6.4%
(24) HealthPlex	24,640	26,050	5.7%
(25) NRM	16,563	17,891	8.0%
(26) Total	75,990	80,944	6.5%
(27) OB ED	3,676	3,488	-5.1%
(28) Total w/ OB ED	79,666	84,432	6.0%
ED Provider Visits			
(29) ED Provider Visits	74,399	79,102	6.3%
EMSSStat Registrations			
(30) EMSSStat Registrations	18,880	19,588	3.8%
Clinic Visits (includes Telehealth)			
(31) Primary Care	130,093	148,820	14.4%
(32) Specialty	76,975	88,232	14.6%
(33) Ortho Central (Clinic & PT)	41,409	50,660	22.3%
(34) Heart & Vascular	39,648	44,943	13.4%
(35) Surgery	22,255	20,418	-8.3%
(36) Physical Performance Center	19,246	18,600	-3.4%
(37) GI of Norman (East & West)	15,136	15,915	5.1%
(38) Oncology	11,174	10,908	-2.4%
(39) Total Clinic Visits	355,936	398,496	12.0%



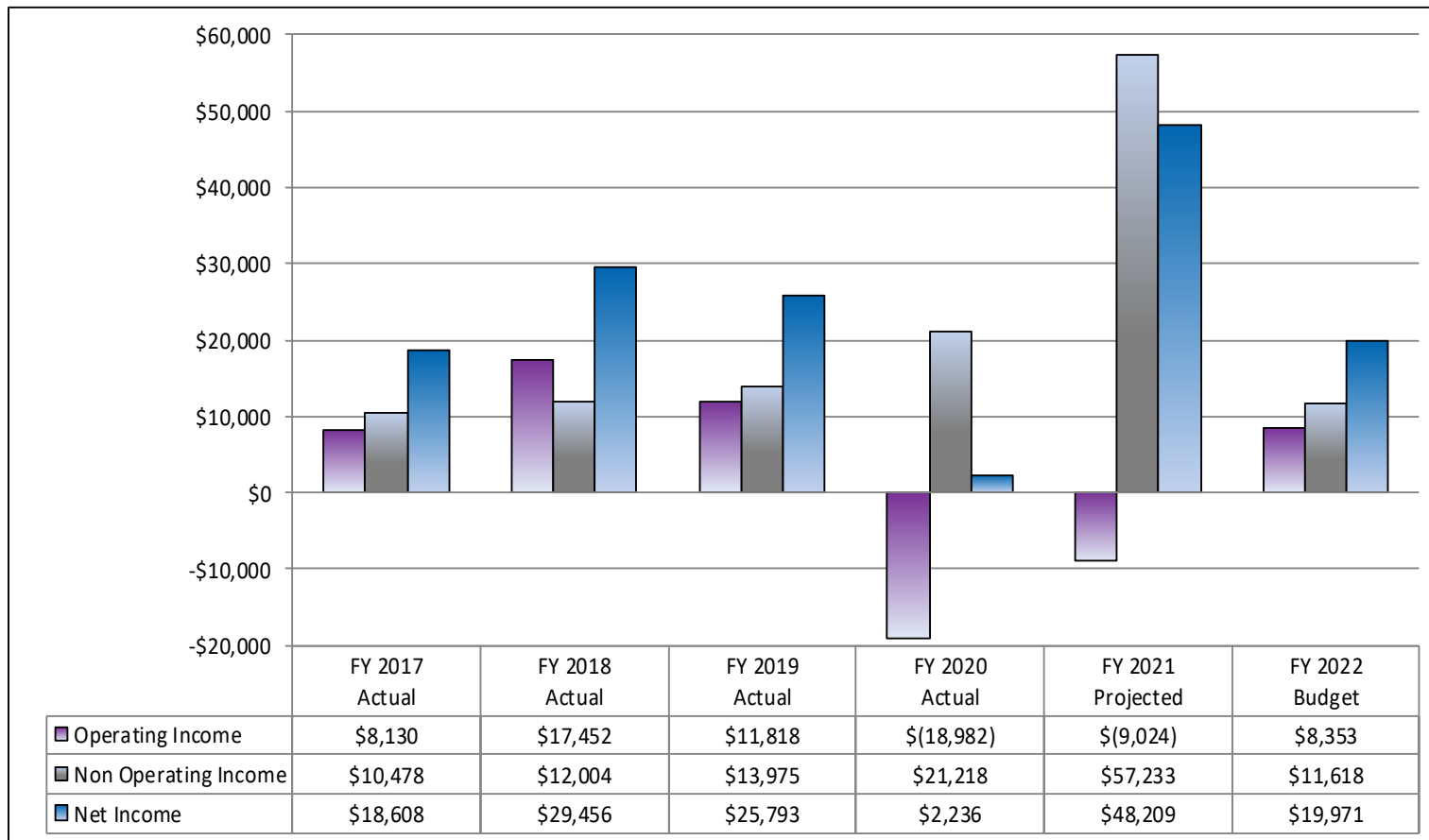
FY 2022 Budget Presentation

Net Revenue and Expense (\$ in 000's)



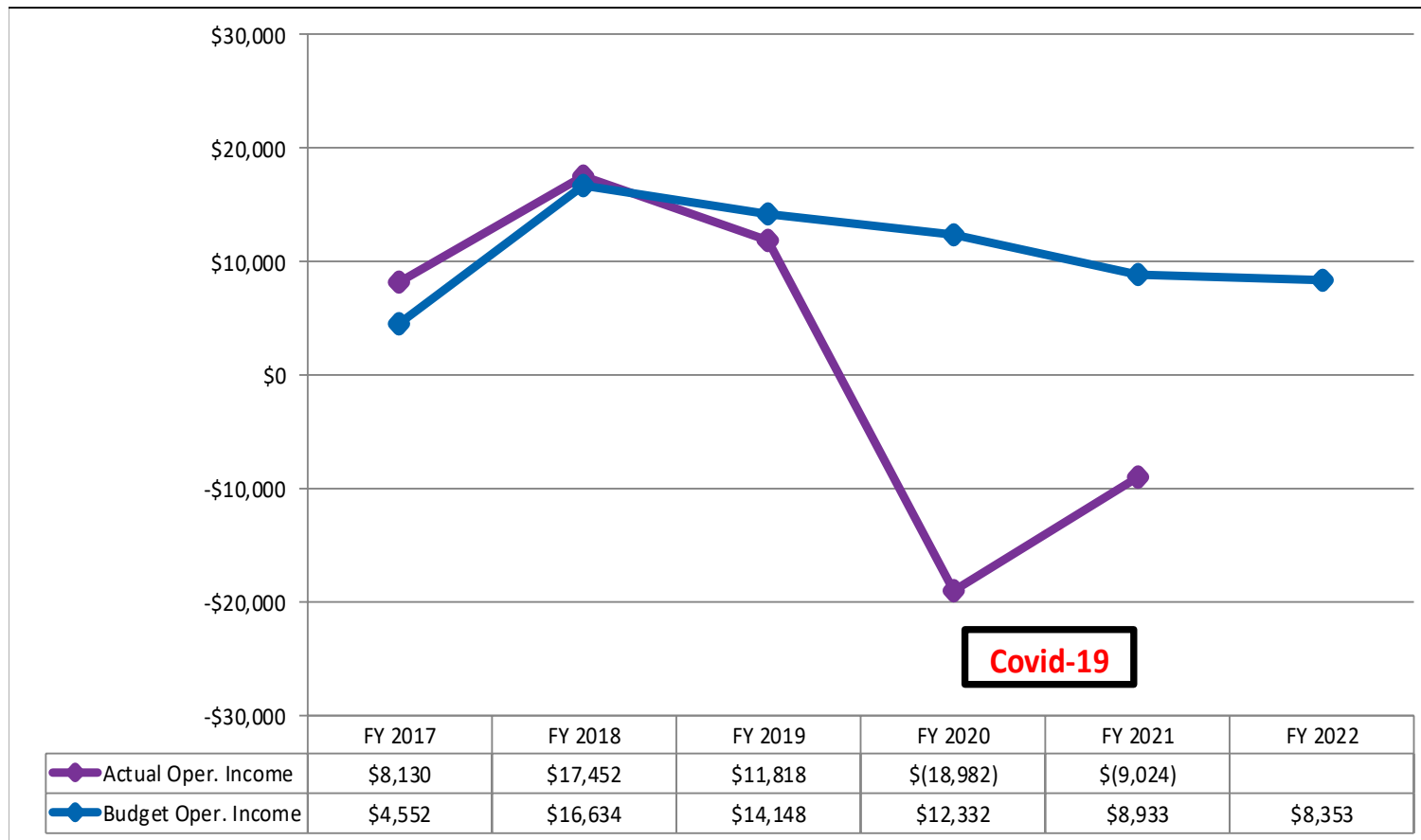
FY 2022 Budget Presentation

Income (\$ in 000's)



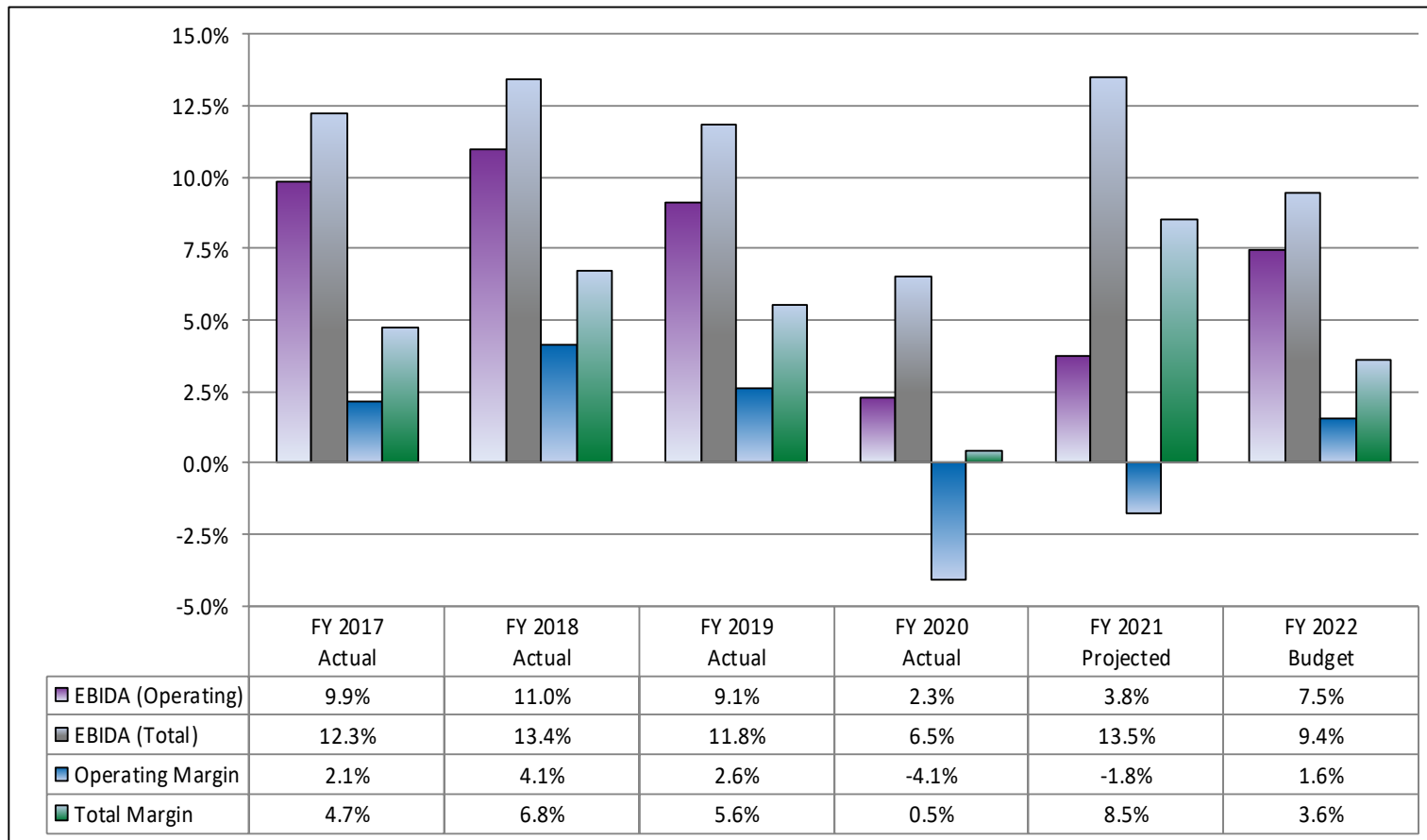
FY 2022 Budget Presentation

Actual v. Budget Income (\$ in 000's)



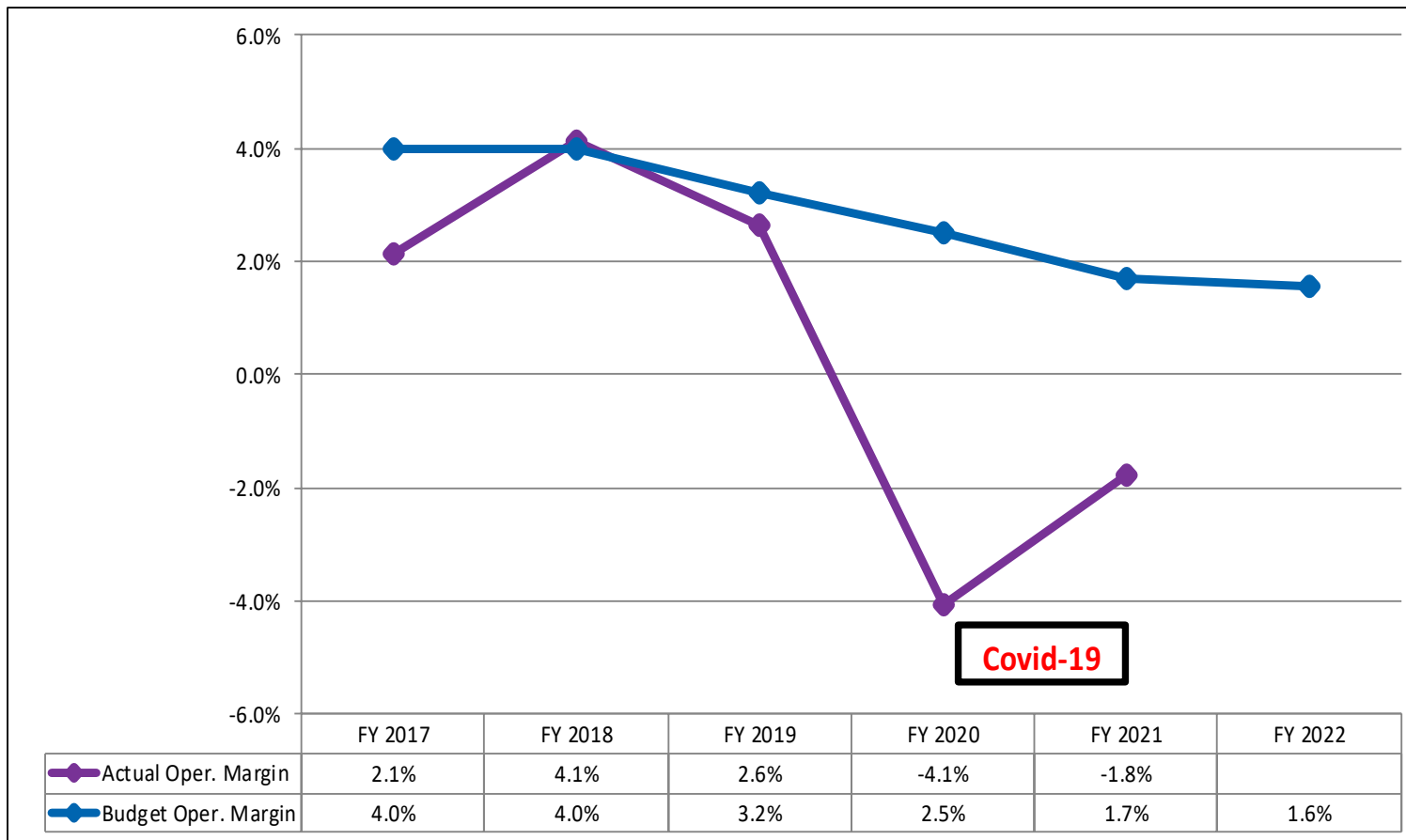
FY 2022 Budget Presentation

Profit Margins



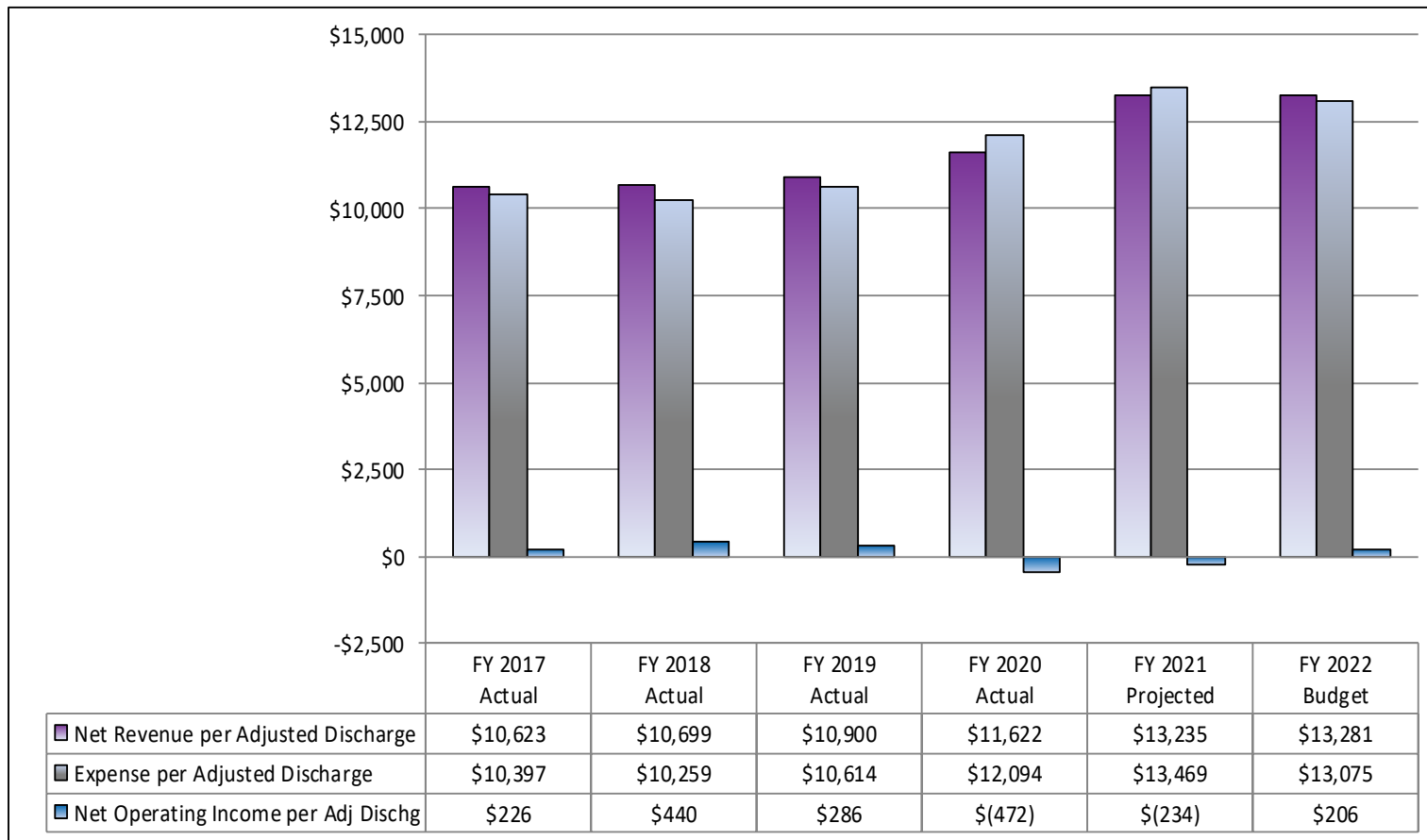
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Actual v. Budget Profit Margins



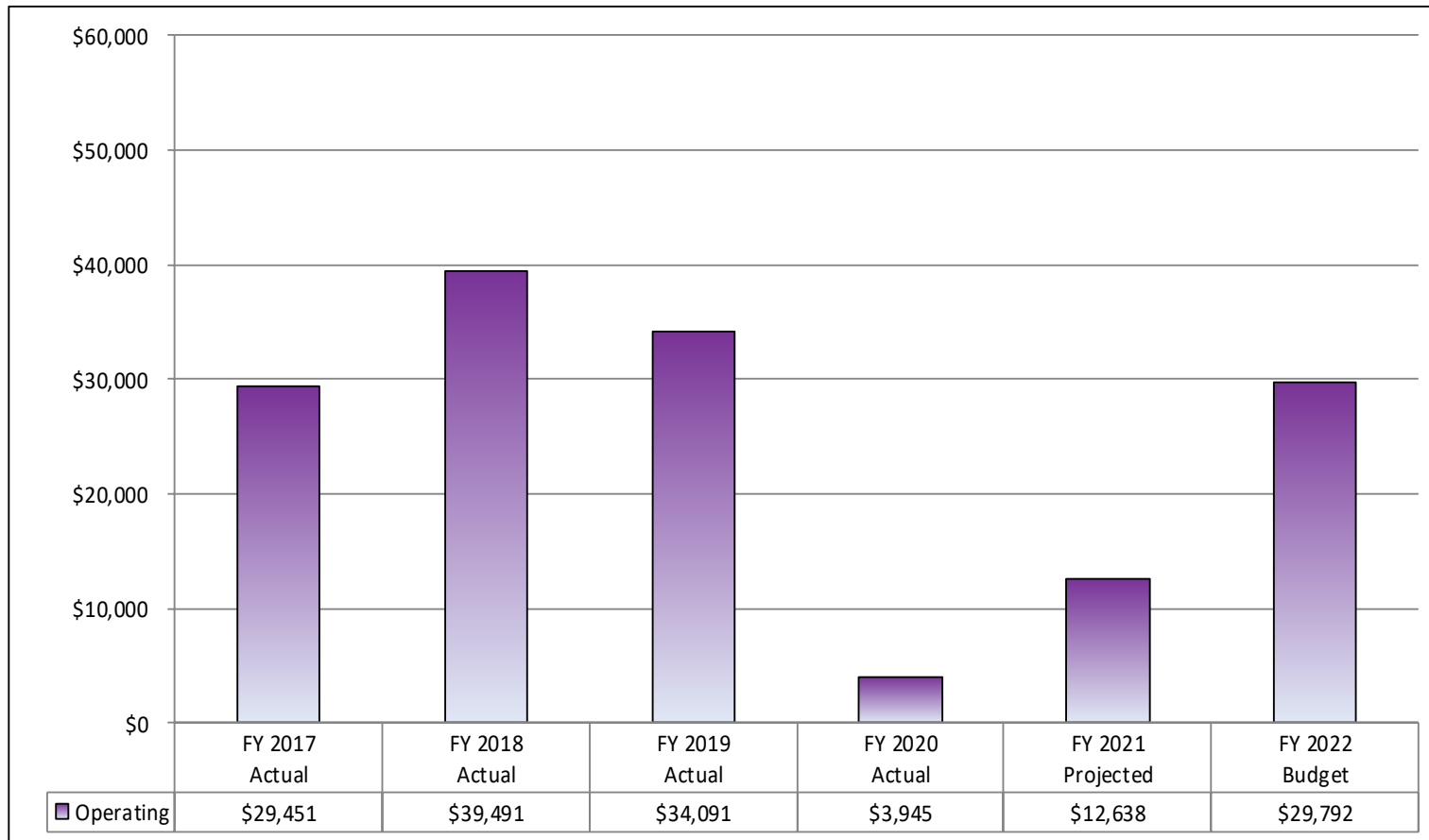
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Operating Income per Adjusted Discharge



FY 2022 Budget Presentation

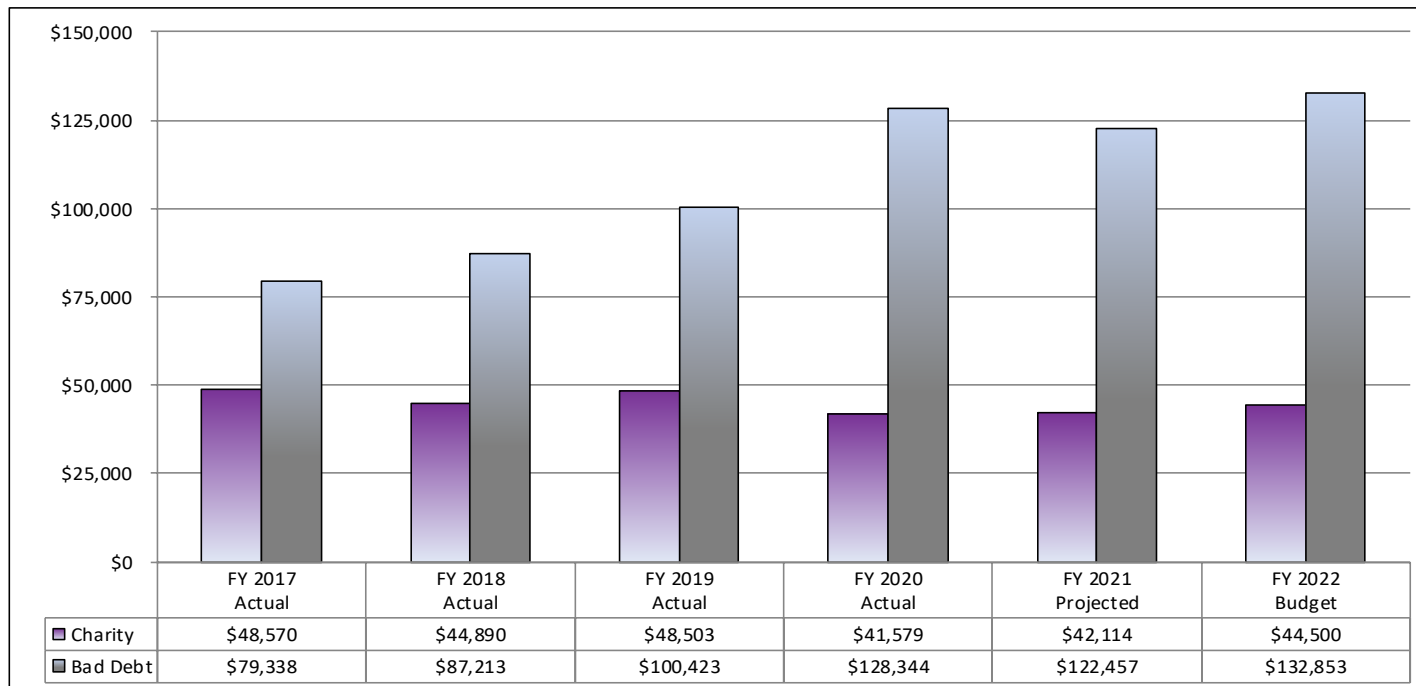
Operating Cash Flow (\$ in 000's)



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Charity & Bad Debt Expense (\$ in 000's)

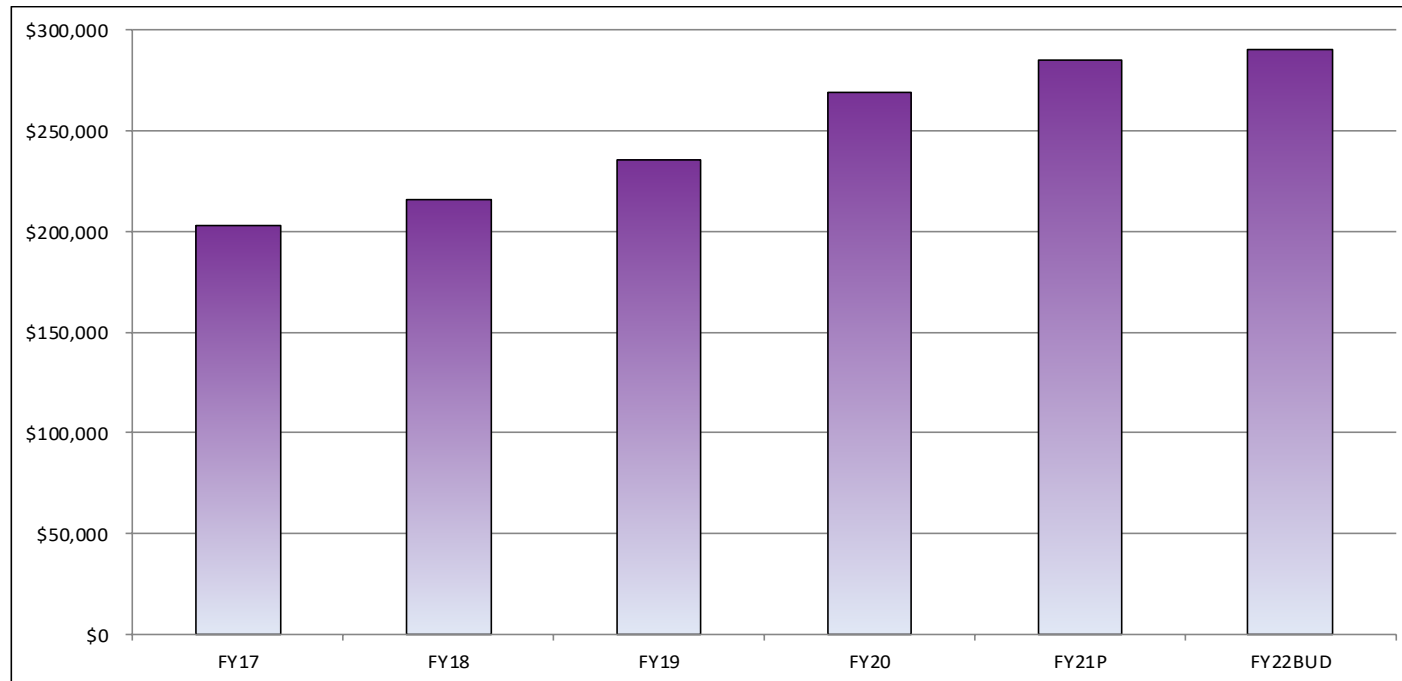
Year	FY 17 Act	FY 18 Act	FY 19 Act	FY 20 Act	FY 21 Proj	FY 22 Bud
Actual	\$127,908	\$132,103	\$148,926	\$169,923	\$164,571	\$177,353
% of Hospital Rev	7.7%	7.2%	7.5%	8.5%	7.6%	7.7%



FY 2022 Budget Presentation

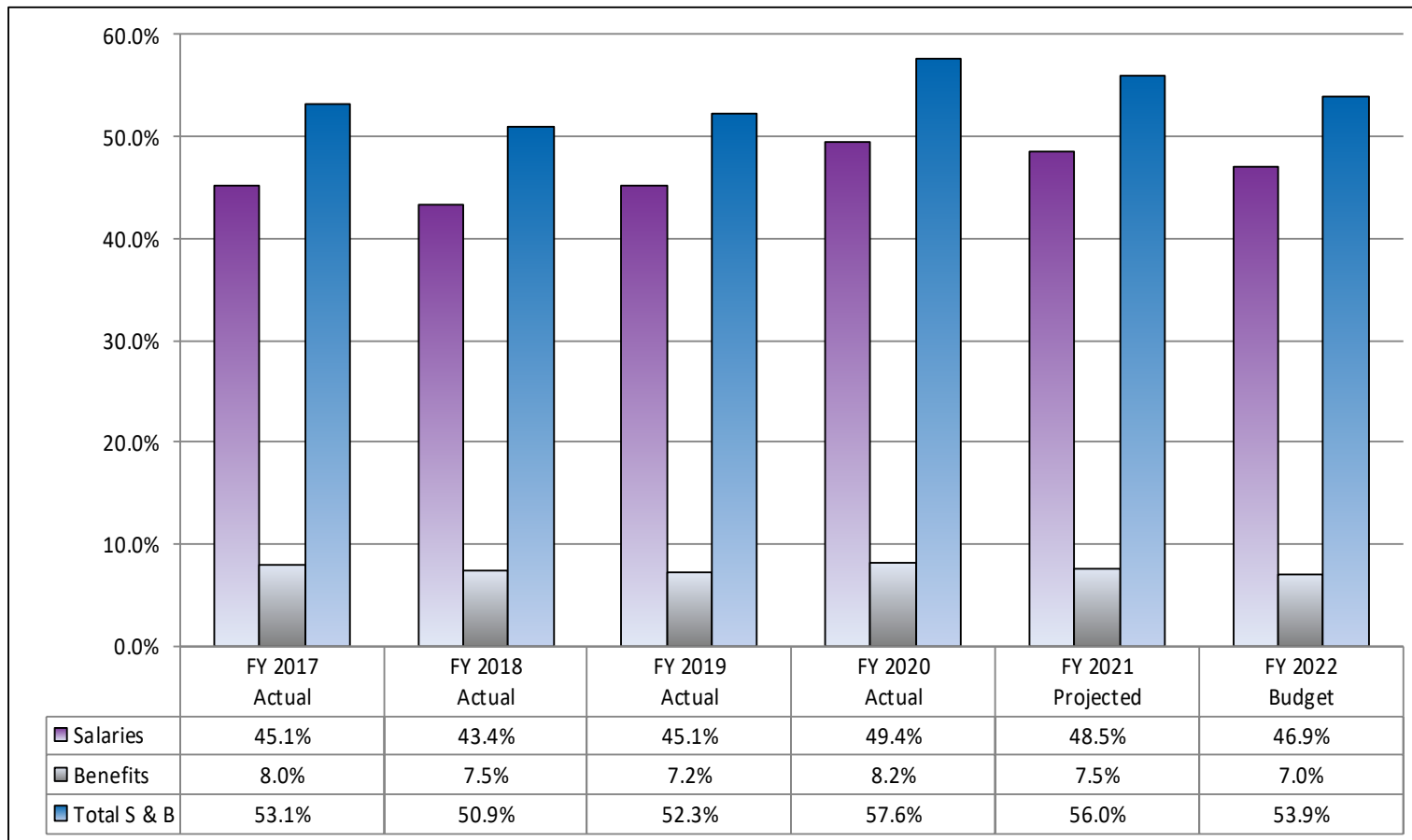
Salaries and Benefits Expense (\$ in 000's)

Year	FY 17 Act	FY 18 Act	FY 19 Act	FY 20 Act	FY 21 Proj	FY 22 Bud
Actual	\$203,001	\$215,809	\$235,276	\$268,846	\$284,710	\$290,426
Growth	5.0%	6.3%	9.0%	14.3%	5.9%	2.0%



FY 2022 Budget Presentation

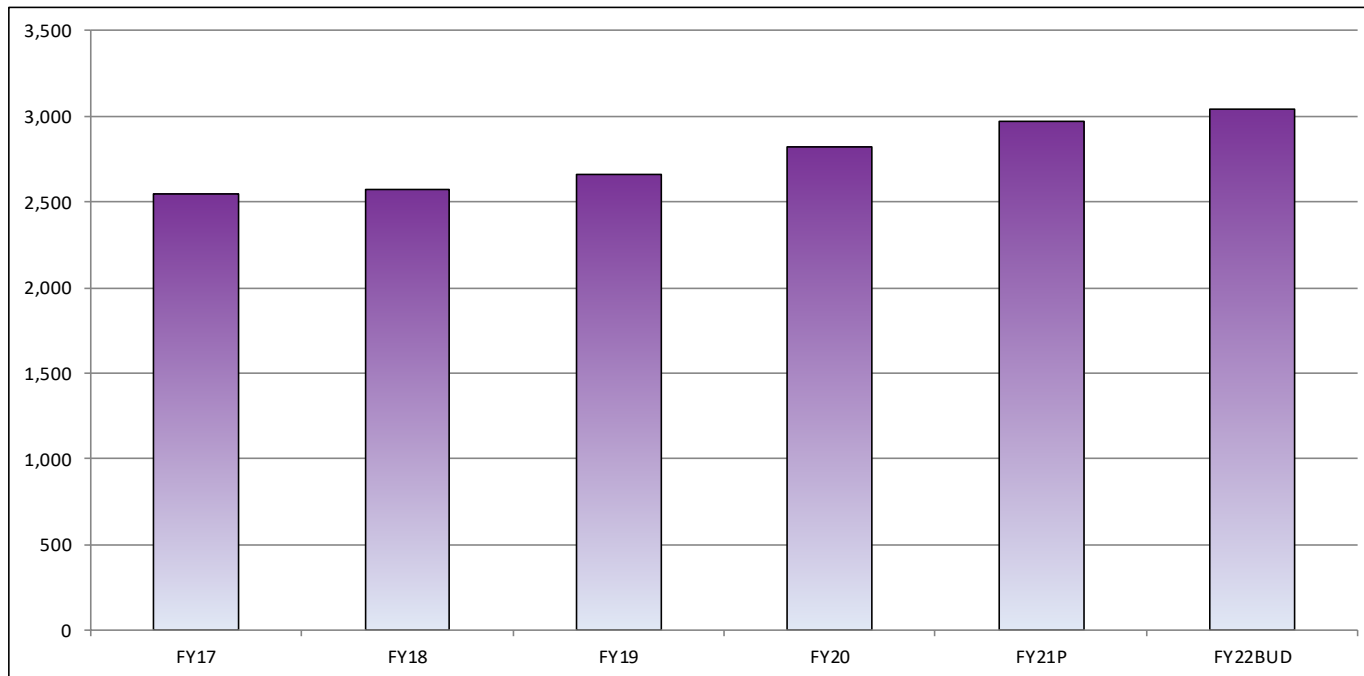
Salaries & Benefits as % of Net Revenue



FY 2022 Budget Presentation

System Paid FTEs

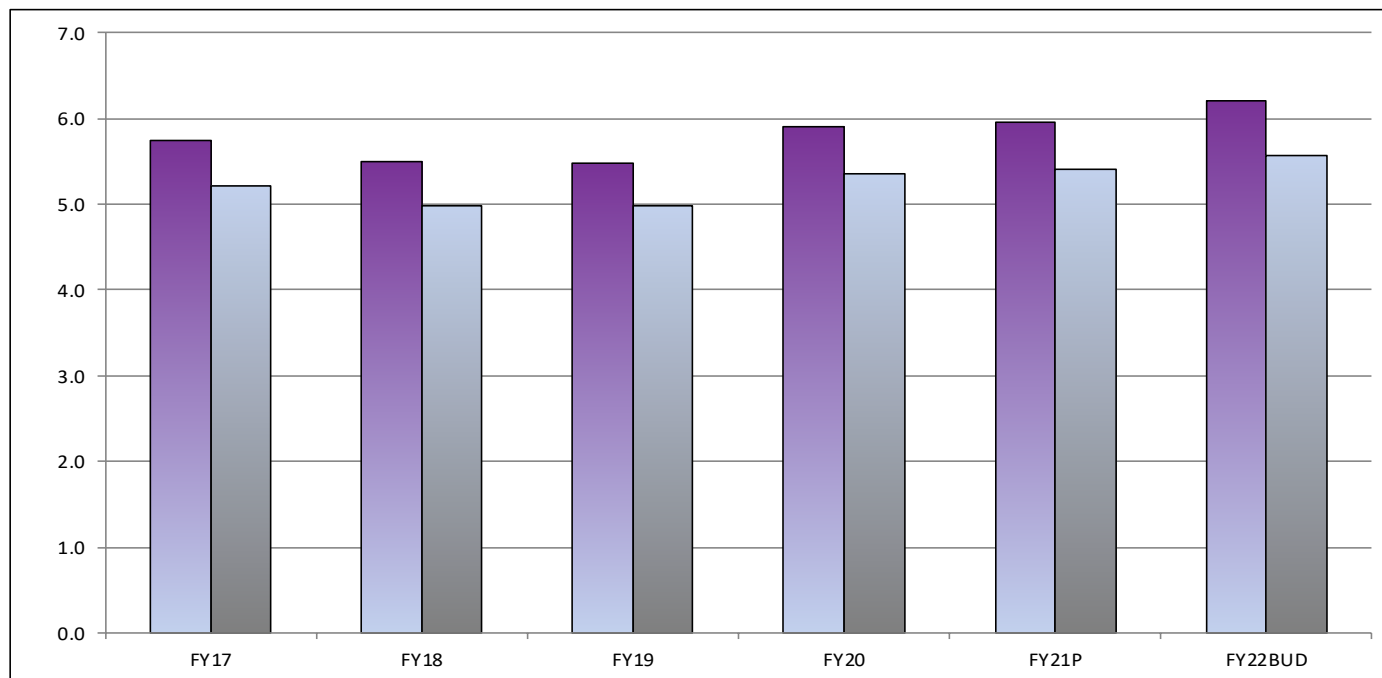
Year	FY 17 Act	FY 18 Act	FY 19 Act	FY 20 Act	FY 21 Proj	FY 22 Bud
Actual	2,543	2,570	2,662	2,817	2,969	3,039
Growth	2.7%	1.1%	3.6%	5.8%	5.4%	2.4%



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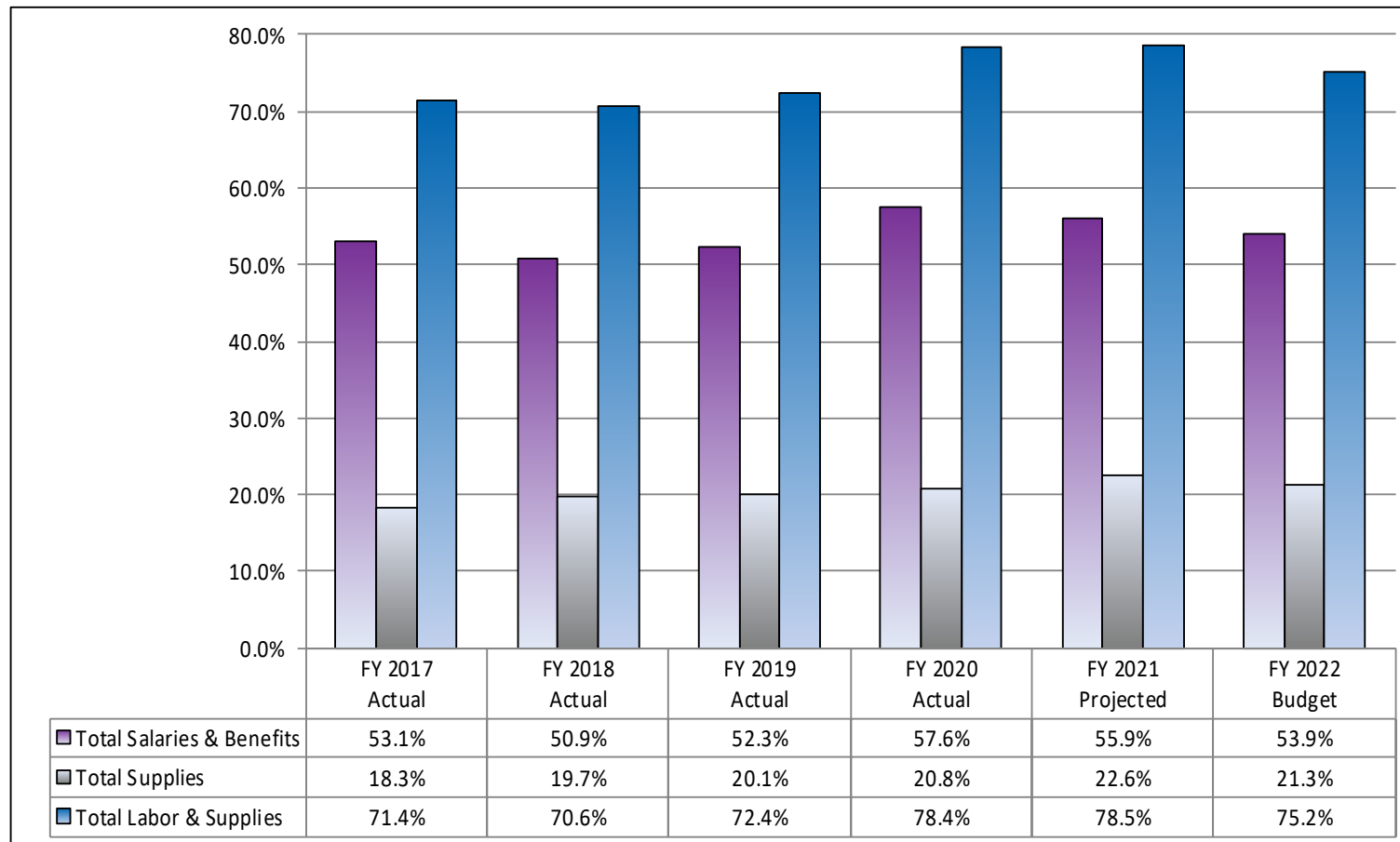
System FTEs Per Adjusted Occupied Bed

Year	FY 17 Act	FY 18 Act	FY 19 Act	FY 20 Act	FY 21 Proj	FY 22 Bud
Paid	5.7	5.5	5.5	5.9	6.0	6.2
Productive	5.2	5.0	5.0	5.4	5.4	5.6



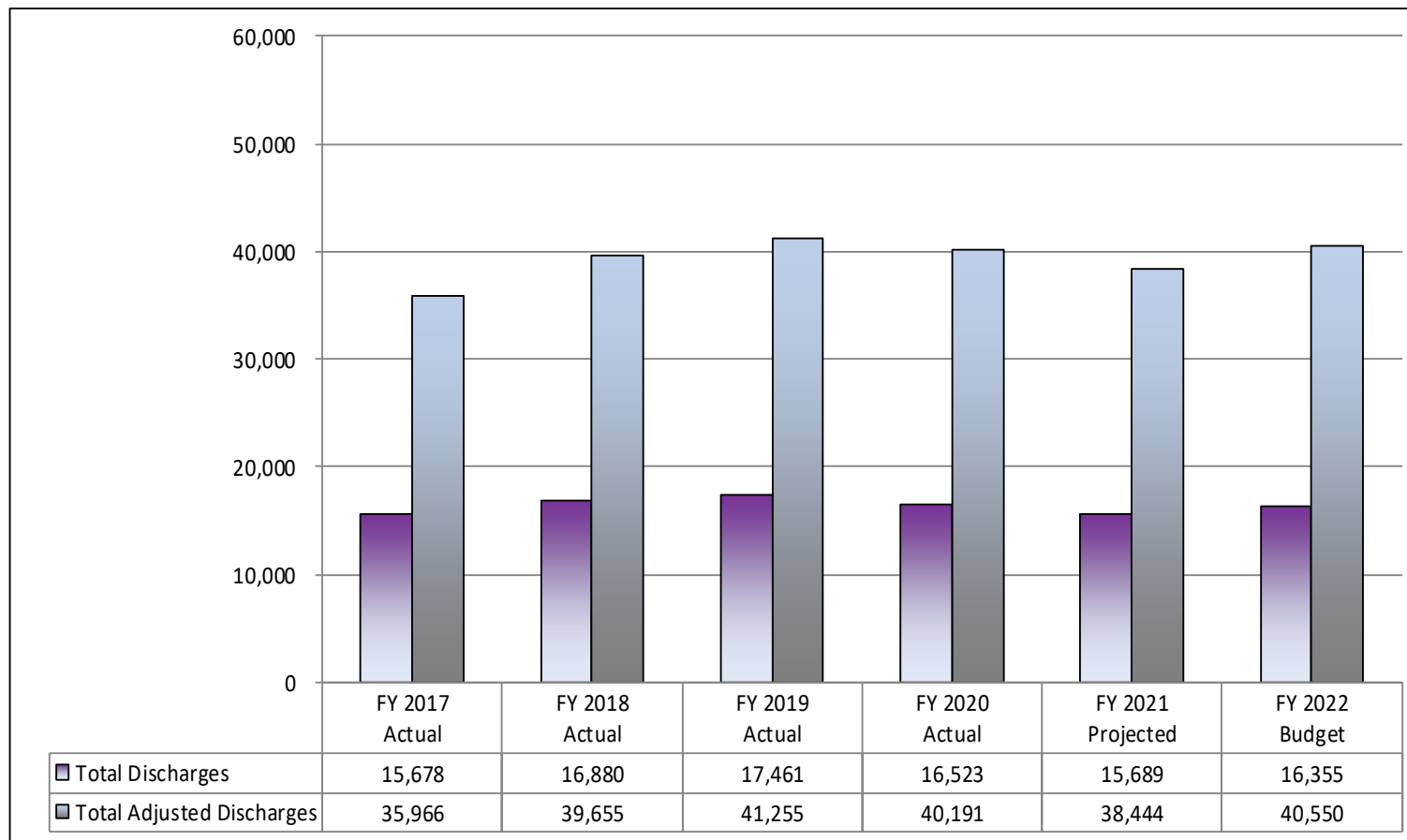
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Labor & Supplies as % of Net Revenue



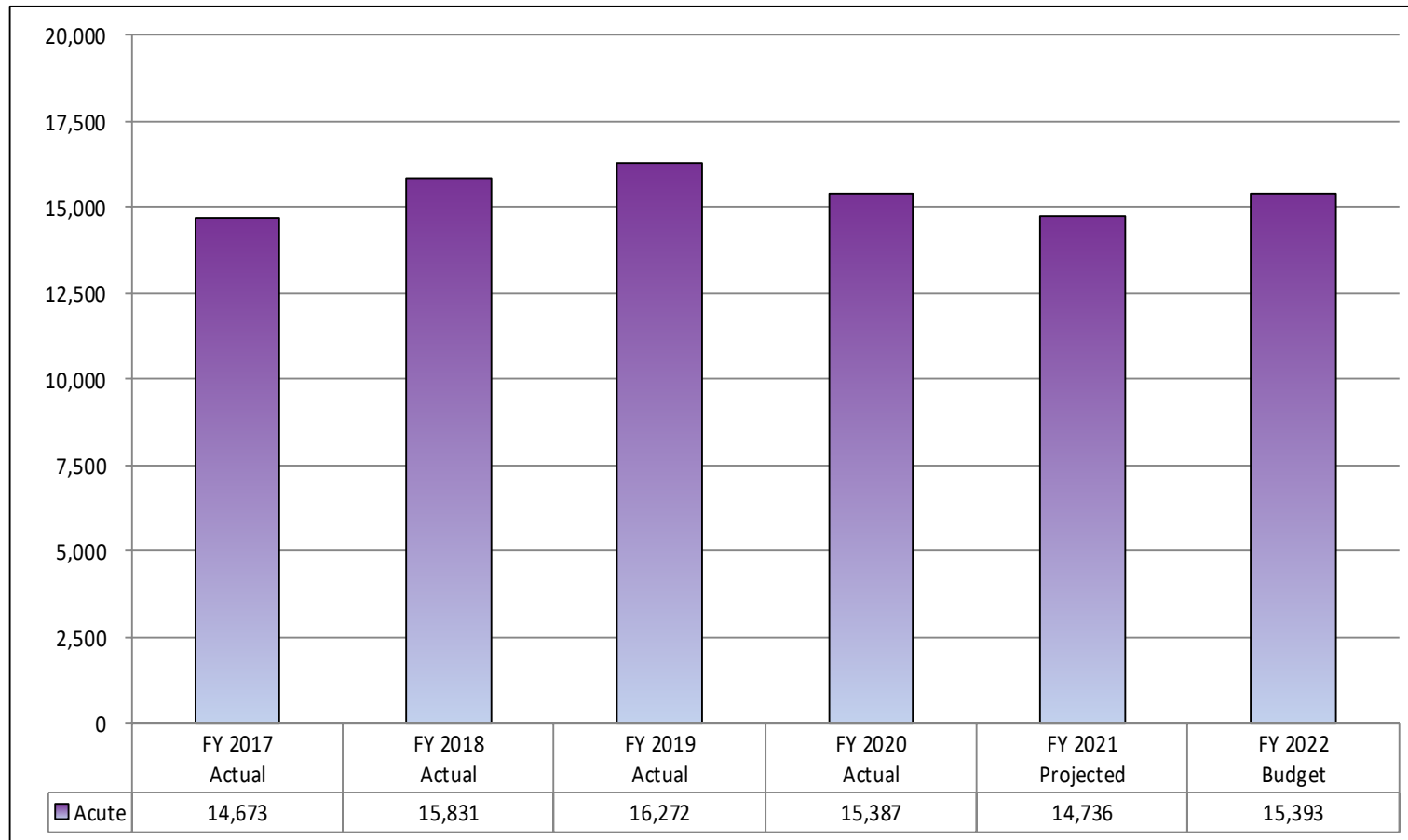
FY 2022 Budget Presentation

Discharges & Adjusted Discharges



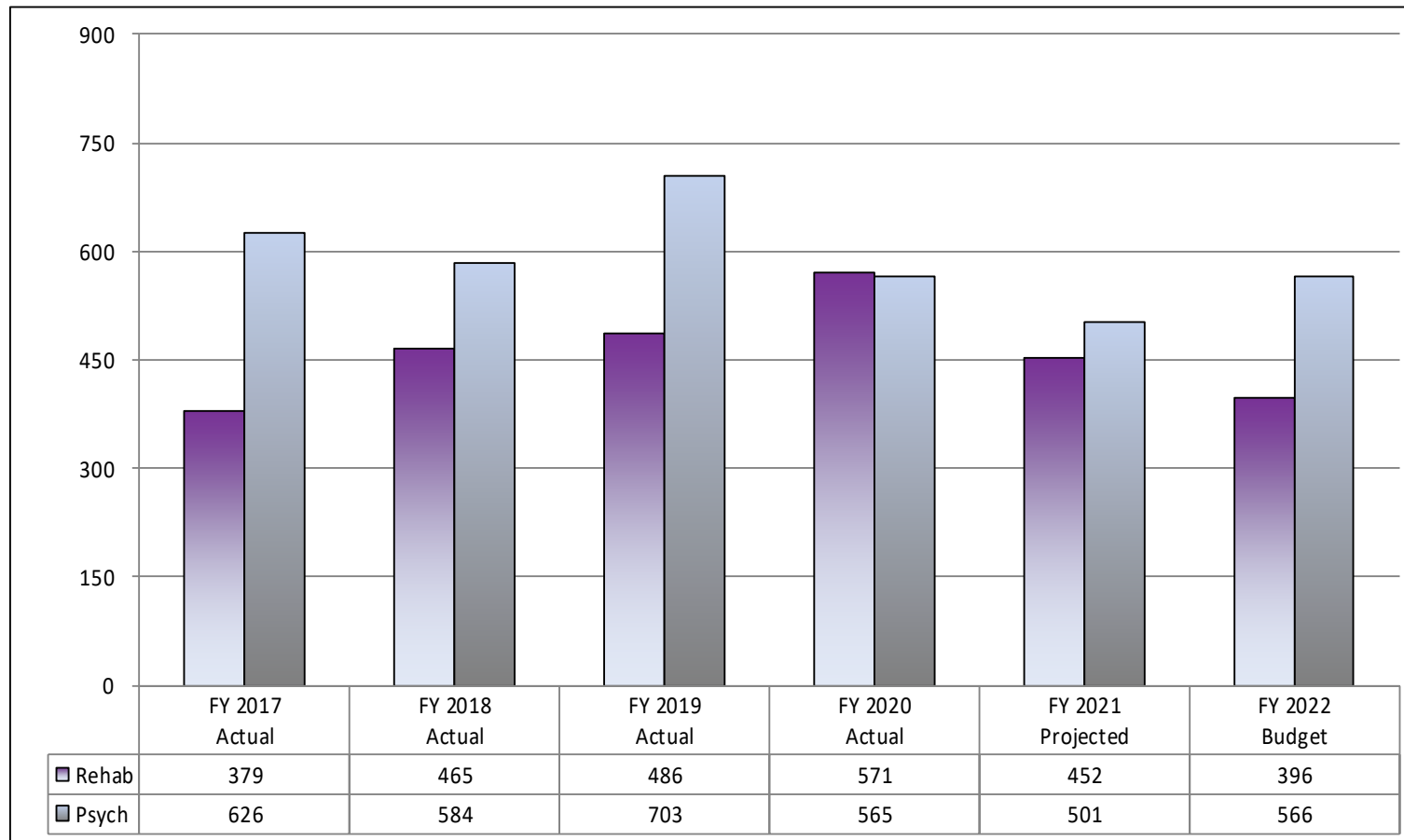
FY 2022 Budget Presentation

Acute Discharges (includes NICU)



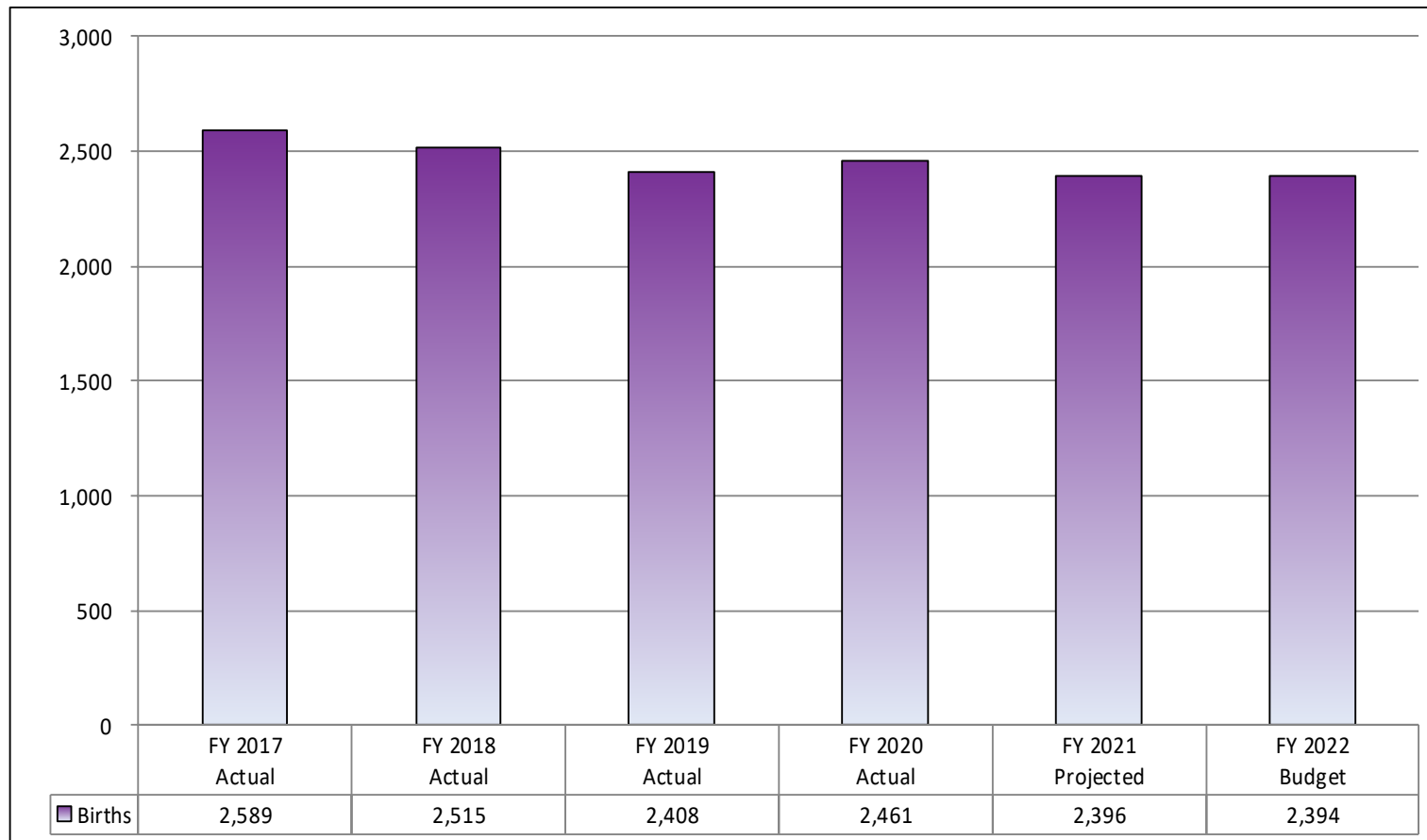
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Sub Acute Discharges by Type



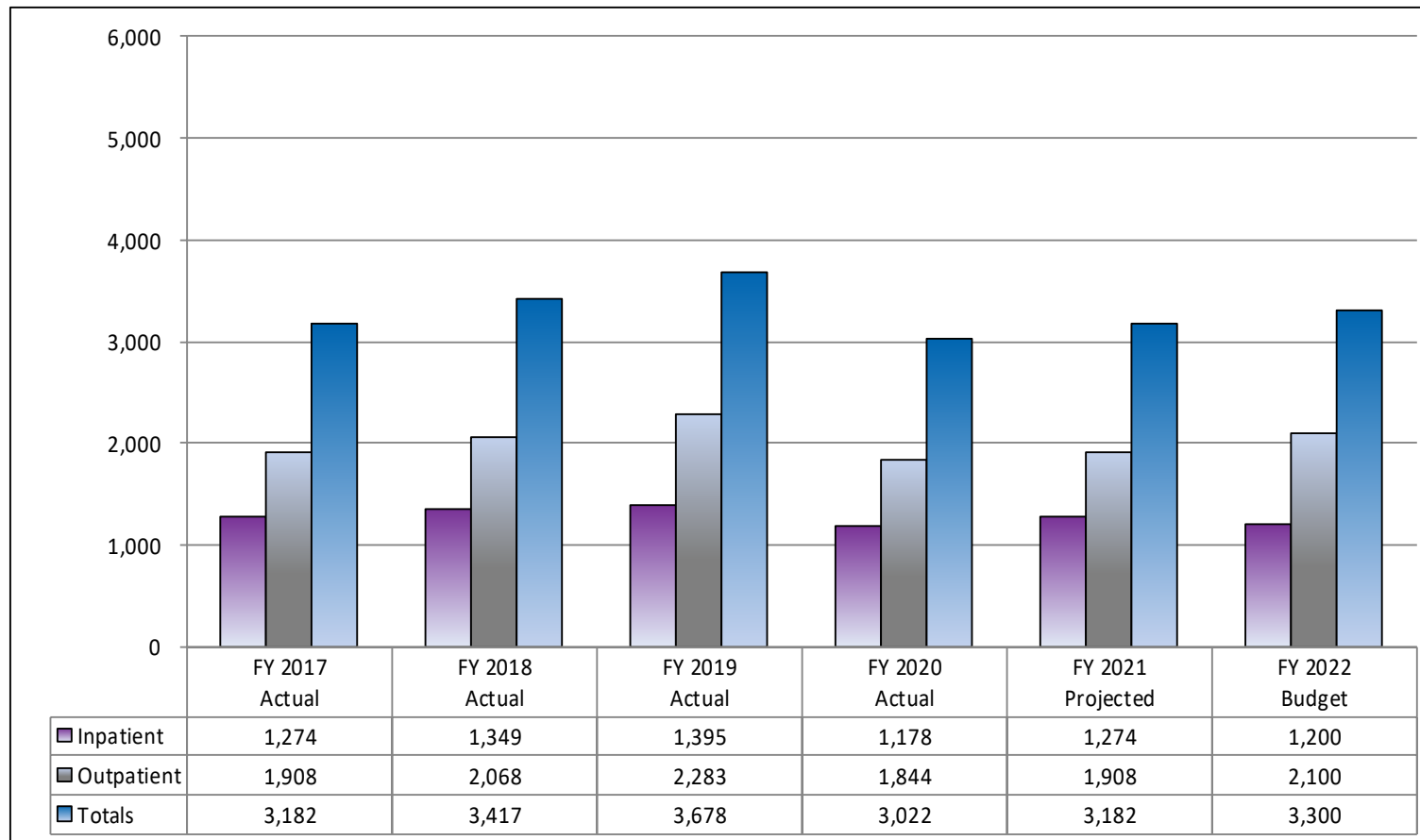
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Deliveries



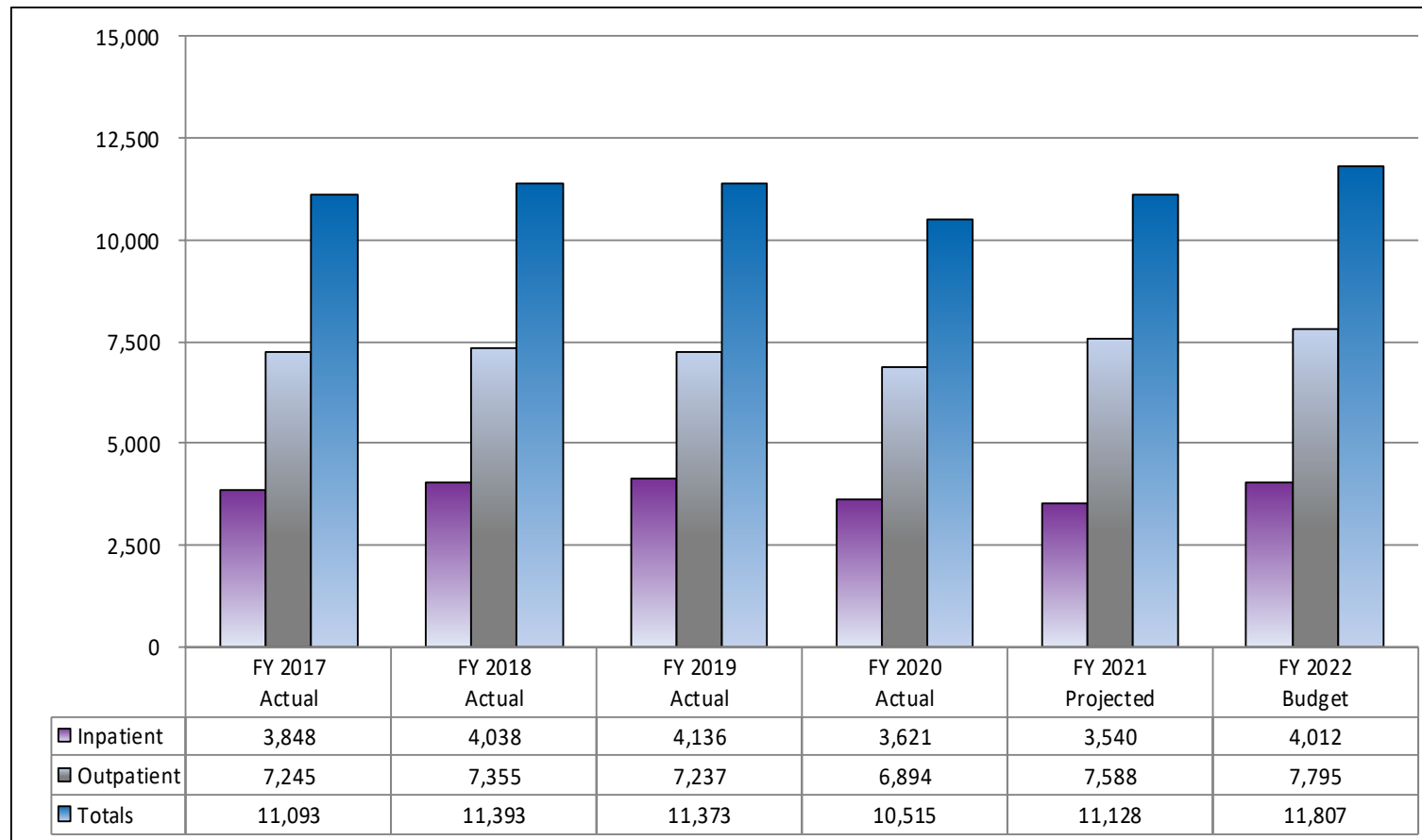
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Cath Lab Cases



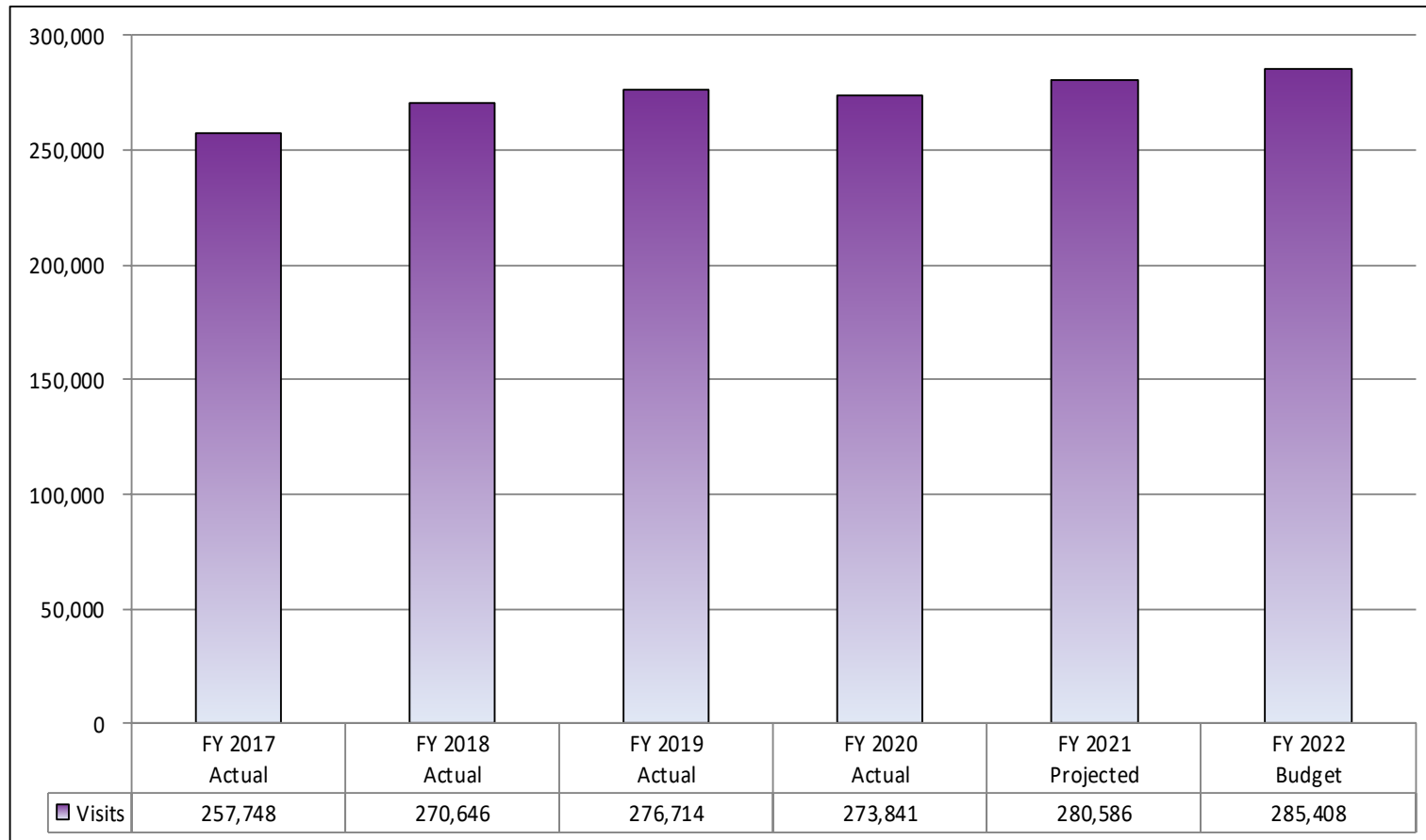
FY 2022 Budget Presentation

Surgical Cases (excludes FBC Surgeries)



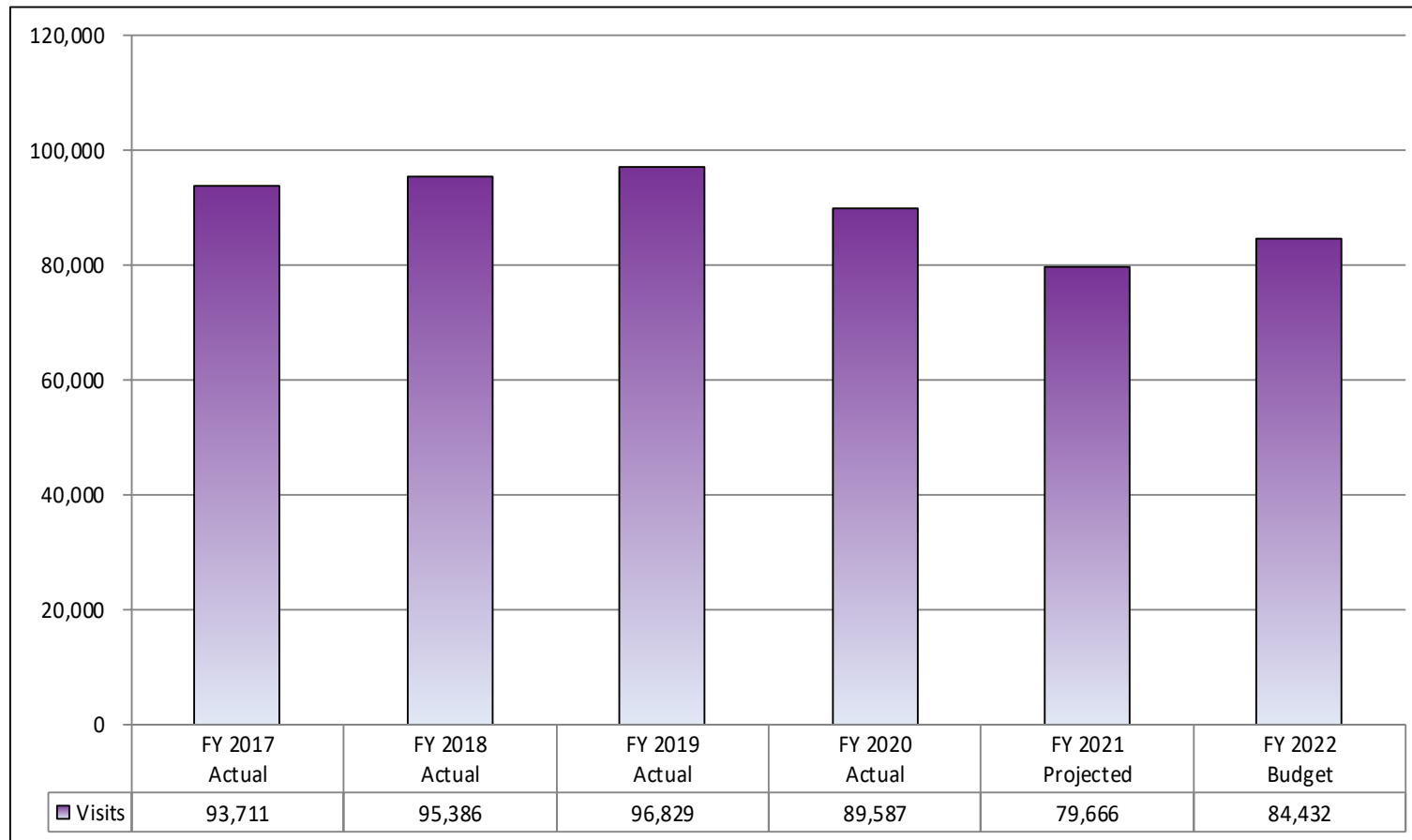
FY 2022 Budget Presentation

Hospital Outpatient Registrations



FY 2022 Budget Presentation

Emergency Department Visits *

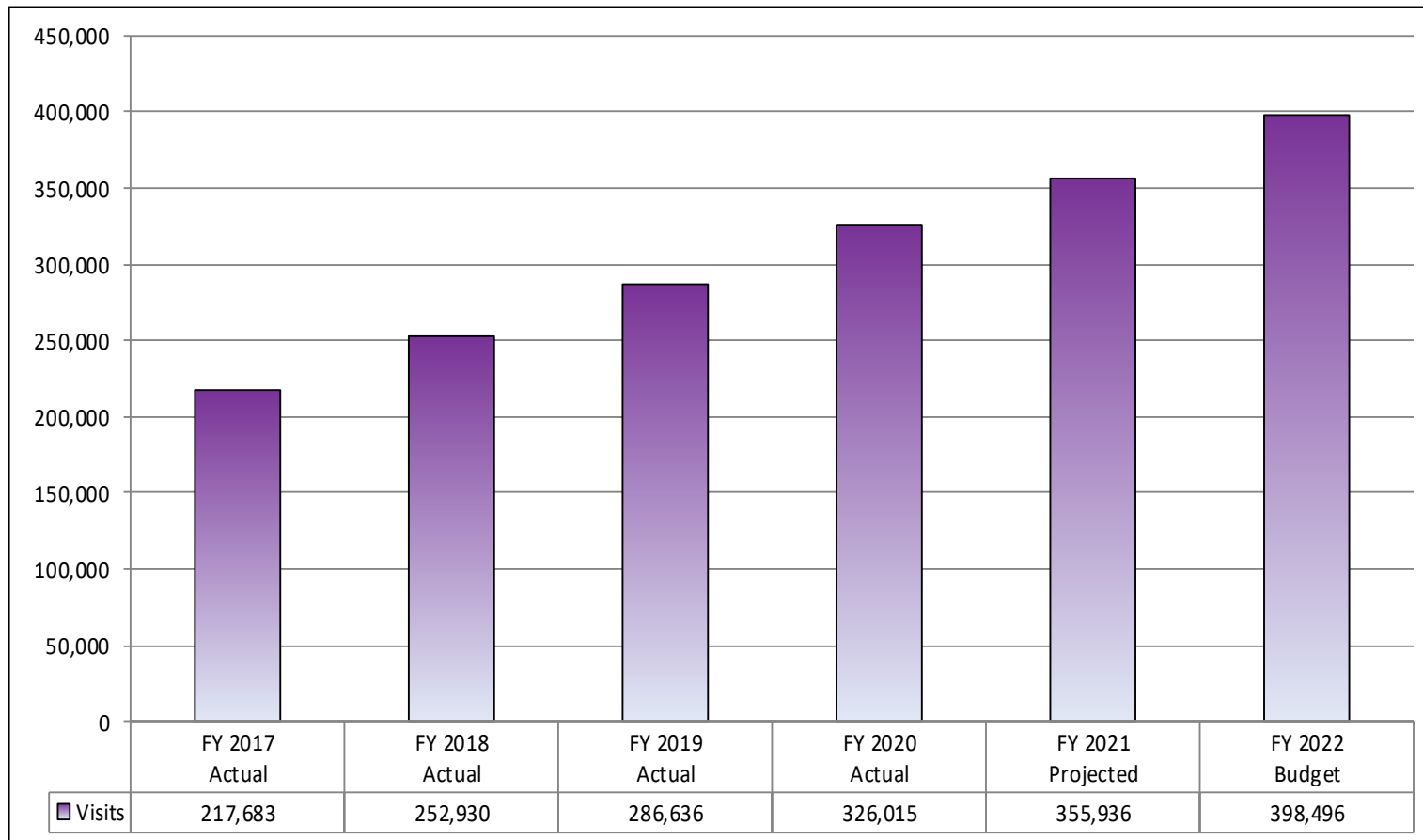


* Emergency Department Visits (including ED Admissions)



FY 2022 Budget Presentation

Clinic Visits *

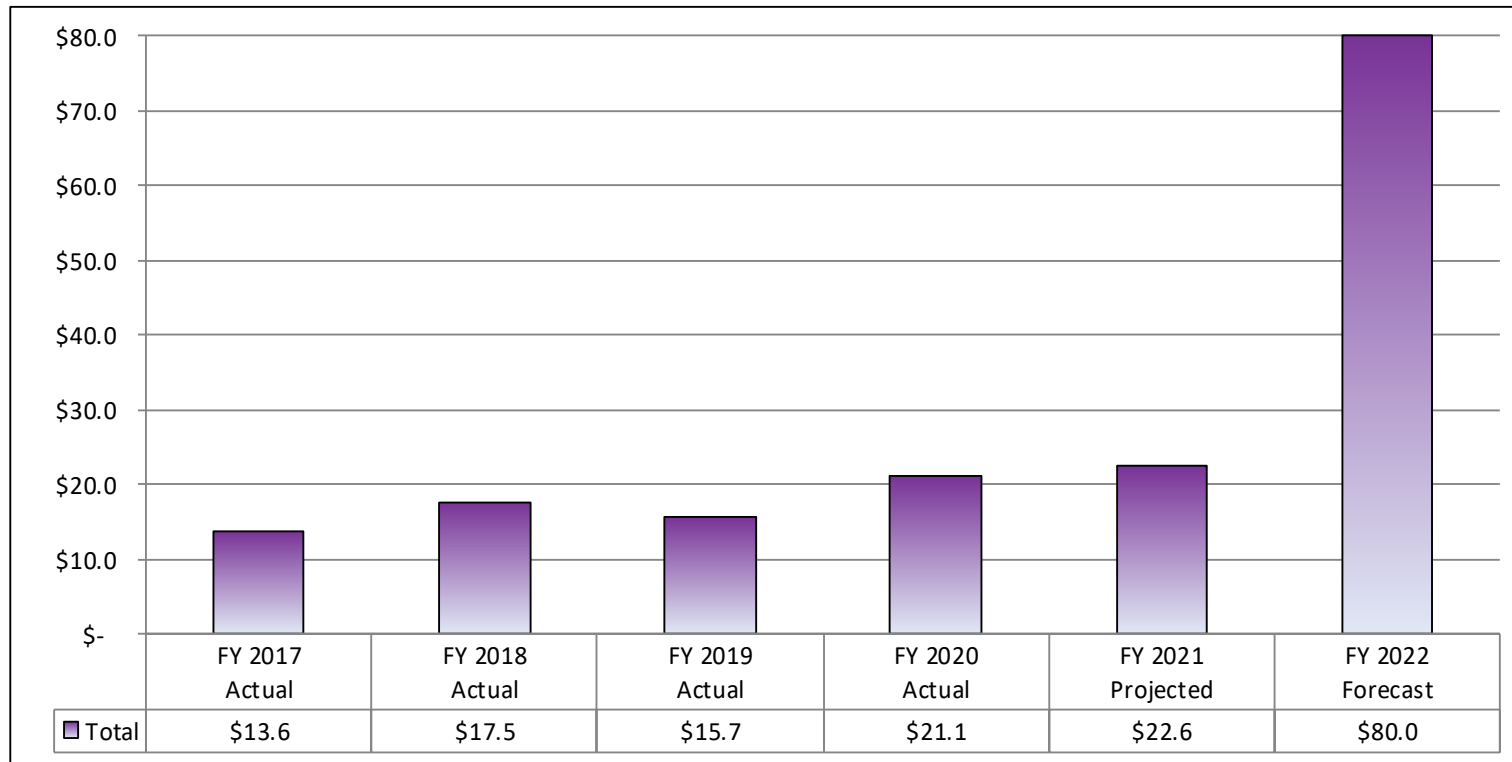


* Clinic Visits exclude Hospitalists, Intensivists, Behavioral Med, Physical Med & Rehab, Wound Care, Radiologists, & ED Physicians



FY 2022 Budget Presentation

Capital Expenditures (\$ in Millions)



FY 2022 Budget Presentation

Appendix A: Planned Capital for FY2022

ID	Category/Product	Entity/Department	OM VP Role	FY22 Planned Amt
2828	Multisports Aquatics Center: Phase 1	01.07.41890: PON Orthocentral Clinic	Meegan	\$ 2,188,372
2293	Nurse Call	01.01.30110: Nursing Resources	Brittni	\$ 1,500,000
2705	Rosa knee platform Zimmer Biomet	01.03.32100: HPX-Surgical Services	John	\$ 764,000
2808	Relocation of Endocrinology Clinic	01.07.41115: Norman Endocrinology Assoc.	Meegan	\$ 710,599
2841	LG V Zero Client - Teradici Tera2321 LG Electronics	01.99.93100: Health Information Technology	John	\$ 480,000
1419	Cisco Systems, Inc. Switches	01.99.93100: Health Information Technology	John	\$ 400,000
1264	Ambulance Remount Osage Ambulances	01.06.33500: EMSStat	Brittni	\$ 377,546
1424	Cisco Systems, Inc. Network Access Control System	01.99.93100: Health Information Technology	John	\$ 350,000
2314	Create vehicular access to the Moore clinic from 4th Street on the North side of the facility	01.99.81400: Engineering	John	\$ 309,330
1421	Replacement of eol/eos for existing nursing wireless phones.	01.99.93100: Health Information Technology	John	\$ 300,000
2745	OPMI Pentero 800 Carl Zeiss	01.01.32100: NRH-Surgical Services	John	\$ 274,730
2824	Philips Vue Philips Healthcare	01.01.40510: NRH-Imaging Services	John	\$ 249,000
2145	MX1 Ultrasound System V1 BOM Konica Minolta	01.07.41890: PON Orthocentral Clinic	Meegan	\$ 217,454
2193	Pure1 PureStorage	01.99.93100: Health Information Technology	John	\$ 200,000
1400	HP DL380 G10 w/ Nvidia grid cards Hewlett Packard Enterprise (HPE)	01.99.93100: Health Information Technology	John	\$ 200,000
2835	Synergy servers Hewlett Packard Enterprise (HPE)	01.99.93100: Health Information Technology	John	\$ 196,394
2822	360 Encompass System, 3M Health Care	01.99.81130: Coders	Meegan	\$ 185,211
2916	Symmetra RM XR Frame UPS	01.99.93100: Health Information Technology	John	\$ 159,406
2838	SSO Licences/Password Management/VDI Forward Advantage, Inc.	01.99.93100: Health Information Technology	John	\$ 156,336
1446	Formal Compensation System with Job Valuation and Computerized Electronic Merit Review/Evaluation	01.99.93150: Human Resources	John	\$ 150,000
1458	Johnson Controls, Inc. analog camera replacements	01.99.81420: Security	John	\$ 146,000
2760	Liaison XL Analyzer DiaSorin	01.01.40100: NRH-Laboratory	John	\$ 125,000



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Appendix A (continued)

ID	Category/Product	Entity/Department	OM VP Role	FY22 Planned Amt
2695	1688 AIM 4K camera head and AIM 4K coupler Kit Stryker	01.01.32100: NRH-Surgical Services	John	\$ 120,063
615	Alien Vault for Security Log Server	01.99.93100: Health Information Technology	John	\$ 120,000
2746	Windows 10 upgrade RADPRO	01.01.40510: NRH-Imaging Services	John	\$ 111,900
2773	Analyzer Instrument	01.01.40100: NRH-Laboratory	John	\$ 100,000
1423	ASA 5500-X Series Firewalls Cisco Systems, Inc.	01.99.93100: Health Information Technology	John	\$ 100,000
1417	19" Widescreen Thin Client Integrated LCD Monitor Samsung - Electronics & Appliances	01.99.93100: Health Information Technology	John	\$ 100,000
2826	Philips Healthcare EOL Maclab Server and Hemo replacement	01.03.40350: HPX-Cath Lab	Brittni	\$ 100,000
2704	Generac Model RG03824ANAX Size 38kw Upgrade to gel battery and block heater for best cold weather performance Generac	01.06.33500: EMSStat	Brittni	\$ 100,000
2823	Mobile XRay Unit	01.07.41890: PON Orthocentral Clinic	Meegan	\$ 92,143
2723	Power Tools Stryker	01.07.41910: Ortho Central Ambulatory Surgery Center	Meegan	\$ 89,119
2135	Qube Mini Spacelabs Healthcare	01.03.30550: HPX-Womens & Childrens Health	Brittni	\$ 87,586
2753	Hb9210 HbA1c Analyzer Premier Biotech	01.01.40100: NRH-Laboratory	John	\$ 85,920
2700	Mazor instrumentation Medtronic	01.01.32100: NRH-Surgical Services	John	\$ 80,185
2812	Powerscribe one upgrade and powershare upgrade Nuance	01.01.40510: NRH-Imaging Services	John	\$ 80,000
2801	Construction Durante Construction	01.99.81400: Engineering	John	\$ 80,000
2614	Convert 5th floor waiting to Centers of Excellence Office space. Convert 5th floor Vast to Cardiopulmonary Rehab.	01.99.95080: Centers of Excellence	Brittni	\$ 80,000
2613	Reallocate space at HPX. 4th Floor waiting converted to Provider Documentation. 4th Floor Dialysis converted to hospitalist sleep room.	01.07.41240: Hospitalist	John	\$ 80,000
1420	Infoblox eol/eos	01.99.93100: Health Information Technology	John	\$ 80,000
2685	Breast surgeon instrumentation V.Meuller	01.03.32100: HPX-Surgical Services	John	\$ 80,000



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Appendix A (continued)

ID	Category/Product	Entity/Department	OM VP Role	FY22 Planned Amt
1426	Contingency bucket for the forced migration to Windows 10.	01.99.93100: Health Information Technology	John	\$ 75,000
1402	Mattress Replacements	01.03.81200: HPX-Environmental Services	John	\$ 75,000
2813	SenTec Digital Monitor SenTec AG	01.03.30950: HPX-NICU	Brittni	\$ 72,500
2891	Employee application and intranet Dynamic Signal	01.99.94050: Corporate Communications	Paula	\$ 70,000
2190	Flooring Apex Flooring	01.99.81400: Engineering	John	\$ 68,000
1425	SSO Licences/Password Management/VDI Forward Advantage, Inc.	01.99.93100: Health Information Technology	John	\$ 66,000
2725	midas rex (stealth) Medtronic	01.01.32100: NRH-Surgical Services	John	\$ 62,737
2056	SAS Visual Analytics SAS	01.99.92020: Decision Support	John	\$ 60,000
2782	Construction Durante Construction	01.99.81400: Engineering	John	\$ 60,000
2681	Arch Innovative Orthopedic Technologies, LLC	01.03.32100: HPX-Surgical Services	John	\$ 59,640
1457	Johnson Controls, Inc. Cameras for new face detection	01.99.81420: Security	John	\$ 56,532
2698	Visera elite video sytem and tower Olympus	01.01.32100: NRH-Surgical Services	John	\$ 54,076
2218	SonoSite X-Porte FUJIFILM SonoSite, Inc.	01.03.40350: HPX-Cath Lab	Brittni	\$ 50,963
2687	Xtract-All Knee Shukla Medical	01.03.32100: HPX-Surgical Services	John	\$ 50,000
2719	Sonosite PX Ultrasound System FUJIFILM SonoSite, Inc.	01.01.33200: NRH-Emergency Department	Brittni	\$ 46,665
1442	EMR Updates for Interoperatibility	01.99.93100: Health Information Technology	John	\$ 45,000
2796	Mobile XRay Unit	01.07.41580: PHYS Same Day Clinic	Meegan	\$ 45,000
2741	OER-Pro Olympus	01.07.41780: Medical Plaza Endoscopy	Meegan	\$ 44,064
1408	New exterior signage for Porter campus	01.01.81400: NRH-Engineering Services	John	\$ 43,700
1984	Linvatec sets CONMED	01.03.32100: HPX-Surgical Services	John	\$ 41,864
2696	Operative Laparoscopes Stryker	01.01.32100: NRH-Surgical Services	John	\$ 38,036
2060	Data Innovations LLC Interface for Microbiology Testing	01.01.40100: NRH-Laboratory	John	\$ 37,346
2809	Furniture Multi Admiral Express	01.03.32100: HPX-Surgical Services	John	\$ 35,000
1305	VolparaEnterprise Software Volpara Solutions	01.03.40510: HPX-Imaging Services	John	\$ 34,000
1440	Electronic Tracking of FMLA Leaves of Absence	01.99.93150: Human Resources	John	\$ 30,000



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Appendix A (continued)

ID	Category/Product	Entity/Department	OM VP Role	FY22 Planned Amt
2724	Temperature Monitors, Probes, Power Supply, and Buffer Vials SensoScientific	01.03.32100: HPX-Surgical Services	John	\$ 29,750
2729	OTC18M, Cuattro 1417 DR UMG/DEL MEDICAL	01.07.41890: PON Orthocentral Clinic	Meegan	\$ 28,933
2686	Universal flexible osteotome solution Shukla Medical	01.03.32100: HPX-Surgical Services	John	\$ 27,000
2731	FA2118891 - RT300-LA Supine, clinic Restorative Therapies, Inc	01.01.40900: NRH-Physical Rehabilitation	Brittni	\$ 25,220
2779	Lab Outreach Interfaces	01.01.40110: Lab Outreach	John	\$ 24,000
2179	furniture Admiral Express	01.03.31440: HPX-PCCU	Brittni	\$ 24,000
2706	Bravo Reflux Testing System Medtronic	01.01.32210: NRH-Endoscopy Lab	John	\$ 23,474
2903	Troy Secure Print Enterprise Troy Group, Inc	01.99.93100: Health Information Technology	John	\$ 22,600
2798	Tru-Fit OBT Overbed Tables Stryker	01.03.31440: HPX-PCCU	Brittni	\$ 21,000
1252	Activate Series Elliptical Cross-Trainer Life Fitness	01.09.73400: The Health Club	Meegan	\$ 20,312
2774	Lab Interfaces	01.01.40100: NRH-Laboratory	John	\$ 20,000
2185	Artwork D & K Art Design	01.99.81400: Engineering	John	\$ 20,000
2793	Furniture Multi Admiral Express	01.07.41470: Pulmonary Clinic - Robinson Medical Plaza	Meegan	\$ 20,000
2791	Flooring Apex Flooring	01.99.81400: Engineering	John	\$ 20,000
2688	Xtract-All Screw Shukla Medical	01.03.32100: HPX-Surgical Services	John	\$ 19,600
2709	olympus BR-H190 bronchoscope IMS Medical Equipment (Podiatry Superstore)	01.01.32210: NRH-Endoscopy Lab	John	\$ 18,995
2188	furniture Admiral Express	01.99.81400: Engineering	John	\$ 18,000
2680	Shoulder ARthroplasty Retr. Set Arthrex, Inc.	01.03.32100: HPX-Surgical Services	John	\$ 17,900
2788	Furniture Copelin Contract	01.01.40110: Lab Outreach	John	\$ 15,000
2142	neoBLUE LED Phototherapy System Natus	01.03.30950: HPX-NICU	Brittni	\$ 12,708
2151	NM Injection Room to US Room Reno	01.03.40510: HPX-Imaging Services	John	\$ 11,248
2722	Temperature Monitors, Probes, Power Supply, and Buffer Vials SensoScientific	01.01.32100: NRH-Surgical Services	John	\$ 10,985
1260	Installation, Wall for MRI Noise Reduction	01.02.40510: NRM-Imaging Services	John	\$ 10,000
2847	Endocrinology Suite Reno	01.07.41420: Heart & Vascular Assoc.	Brittni	\$ 10,000
2787	Construction Durante Construction	01.99.81400: Engineering	John	\$ 10,000



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ID	Category/Product	Entity/Department	OM VP Role	FY22 Planned Amt
2182	Tru-Fit OBT Overbed Tables Stryker	01.99.81400: Engineering	John	\$ 9,750
2127	960RX Vulcan Food Equipment Group	01.03.41160: HPX-Nutrition & Dining Services	John	\$ 9,634
2181	Tru-Fit OBT Overbed Tables Stryker	01.99.81400: Engineering	John	\$ 9,500
2806	MAJ-2056 Olympus	01.01.32210: NRH-Endoscopy Lab	John	\$ 9,429
2761	IT1000 Roche Diagnostics Corporation	01.01.40100: NRH-Laboratory	John	\$ 9,000
2784	Cardiac (Electrocardiograph (EKG))	01.07.41580: PHYS Same Day Clinic	Meegan	\$ 8,500
2062	MAX4000-PLUS CNMC Company, Inc.	01.01.40440: Radiation Therapy	Meegan	\$ 8,300
2152	Hill-Rom OB-GYN Stretcher Hill-Rom	01.03.40510: HPX-Imaging Services	John	\$ 8,000
2900	Reports Interface eClinicalWorks	01.99.93100: Health Information Technology	John	\$ 5,000
				<u>\$ 13,285,255</u>

