

Invoice
3-31-08

CONTRA COSTA HEALTH SERVICES

ALL INFORMATION MUST BE

Date 12/26/07

FILLED IN COMPLETELY

REQUISITION on: Storeroom Pharmacy Other

CONTRA COSTA CO-HEALTH SERVICES MATERIALS MANAGEMENT RECEIVED
CONTRA COSTA CO-HEALTH SERVICES MATERIALS MANAGEMENT RECEIVED

2008 FEB 26 AM 9:34

Central Supply

Forms

PO # 2007 DEC 27 AM 9:51

Delivery Address Blumen

Dept. Emergency Dept - CCRM Sub-Object Code # 4964

Organization Code # 6383 6977

QUANTITY	UNIT/SIZE	DESCRIPTION: TYPE OR PRINT CLEARLY WITH BALLPOINT PEN	PRICE	AMOUNT
		CENTRAL STATION SOFTWARE & HARDWARE		144,998.98
		UPGRADE WITH ADDITIONAL RESERVE MONITORS		145,053.72
				0.00
			144,998.98	
		SEE ATTACHED QUOTE # 20318148	11,962.42 TX	
			156,961.40	

SUGGESTED VENDOR: PHILIPS MEDICAL SYSTEMS

[Signature]

[Signature] AUDITS OK 4/1/00

L3-5 (10/87)

REQ. # _____ SIGNATURE *[Signature]* NAME (PLEASE TYPE) Row PHONE NO. REQ'D 5418 185243

CAO APPROVAL *[Signature]* DATA PROCESSING APPROVAL _____ CFO APPROVAL _____

MATERIALS MANAGEMENT



PHILIPS

Philips Medical Systems
 3000 Minuteman Road, MS 0400
 Andover, MA 01810

Fax your Purchase Order To: 1-800-947-3299

or
 Mail your Purchase Order To:
 Philips Medical Systems
 Order Processing MS0400
 Andover, MA 01810-1099
 (800) 934-7372

QUOTATION DATE

03/28/2008

QUOTE NUMBER

20336945

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03/28/2008 12:40:10

EXPIRATION DATE

05/27/2008

INCOTERMS

FOB DESTINATION

PAYMENT TERMS

Within 30 Days Due Net
 Subject to Credit Approval

FORMAL QUOTE

SALES REPRESENTATIVE

Mark Beguhl Phone:800-218-2045EXT 5424
 Fax:925-373-6269

QUOTE CONTACT

Claudia Collins

CUSTOMER:

Attention: Dave Duet
 Biomedical Engineering
 Contra Costa Regional Medical Ctr
 2500 Alhambra Ave
 MARTINEZ CA 94553-3156
 Customer Number: 94025026

SPECIAL COMMENTS:

Emergency Department: Upgrade of Network / Expansion of
 Monitoring Capability

ITEM	PRODUCT	DESCRIPTION	QTY	UoM	UNIT-AMT	AMOUNT(USD)
10	989803	IntelliVue MP2,X2 and MP5	2	PCE	425.00	850.00
	989803153021	Roll stand				
		Agreement Discount			20.0 %	170.00-
		Special Discount			12.0 %	102.00-
		Price for Item 10				578.00
		Agreement #MK644				



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20	M8105A 865024	IntelliVue MP5	2	PCE		
	A04	A04 4 Waves	2	PCE	513.00	1,026.00
	B20	B20 ECG,Resp,NBP,SpO2	2	PCE	7,008.00	14,016.00
	C15	C15 Full Networking SW	2	PCE	184.00	368.00
	E05	E05 Integrated Recorder	2	PCE	826.00	1,652.00
	E22	E22 Quick Release Mount	2	PCE	0.00	0.00
	E24	E24 One Lithium-Ion Battery	2	PCE	216.00	432.00
	H10	H10 General/Intensive Care SW	2	PCE	257.00	514.00
	J40	J40 Advanced System Interface	2	PCE	459.00	918.00
	J45	J45 Instr Telemetry 1.4 GHz	2	PCE	1,469.00	2,938.00
		Agreement Discount			20.0 %	4,372.80-
		Special Discount			12.0 %	2,623.68-
		Price for Item 20 Agreement #MK644				14,867.52
30	M8105A 865024	IntelliVue MP5	6	PCE		
	A04	A04 4 Waves	6	PCE	513.00	3,078.00
	B20	B20 ECG,Resp,NBP,SpO2	6	PCE	7,008.00	42,048.00
	C15	C15 Full Networking SW	6	PCE	184.00	1,104.00
	E05	E05 Integrated Recorder	6	PCE	826.00	4,956.00
	E22	E22 Quick Release Mount	6	PCE	0.00	0.00
	E24	E24 One Lithium-Ion Battery	6	PCE	216.00	1,296.00
	H10	H10 General/Intensive Care SW	6	PCE	257.00	1,542.00
	J02	J02 LAN & Battery operation	6	PCE	330.00	1,980.00
		Agreement Discount			20.0 %	11,200.80-
		Special Discount			12.0 %	6,720.48-
		Price for Item 30 Agreement #MK644				38,082.72



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ITEM	PRODUCT	DESCRIPTION	QTY	UoM	UNIT-AMT	AMOUNT(USD)
40	M1520A 989803103941	5 Lead ECG Patient Trunk Cable, AAMI Agreement Discount Price for Item 40 Agreement #MK644	8	SET	99.00 25.0 %	792.00 <u>198.00-</u> 594.00
50	M1623A 989803104511	Shielded 5-Lead Set ,Grabbers,Safety,AAMI Agreement Discount Price for Item 50 Agreement #MK644	8	PCE	82.00 25.0 %	656.00 <u>164.00-</u> 492.00
60	M1943AL 989803128651	Sp02 9-pin D-sub Adapter cbl 3.0m(8-pin) Agreement Discount Price for Item 60 Agreement #MK644	8	PCE	182.00 25.0 %	1,456.00 <u>364.00-</u> 1,092.00
70	M4552A 989803125421	Antimicrobial Cuff Single Hose Infant Agreement Discount Price for Item 70 Agreement #MK644	3	PCE	26.00 25.0 %	78.00 <u>19.50-</u> 58.50
80	M1599B 989803104341	Adult Pressure Interconnect Cable 3.0m Agreement Discount Price for Item 80 Agreement #MK644	8	PCE	59.00 25.0 %	472.00 <u>118.00-</u> 354.00
90	M4553A 989803125431	Antimicrobial Cuff Single Hose Pedi Agreement Discount Price for Item 90 Agreement #MK644	3	PCE	28.00 25.0 %	84.00 <u>21.00-</u> 63.00
100	M4554A 989803125441	Antimicrobial Cuff Single Hose S.Adult Agreement Discount Price for Item 100 Agreement #MK644	8	PCE	33.00 25.0 %	264.00 <u>66.00-</u> 198.00



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170		M3155 Release K.0 Upgrade	4	PCE		
	865104	C04 Add 2 Patient Capability	4	PCE	2,546.00	10,184.00
	C04	Agreement Discount			20.0 %	2,036.80
		Special Discount			12.0 %	1,222.08
		Price for Item 170				6,925.12
		Agreement #MK644				
180		M3155 Release K.0 Upgrade	1	PCE		
	865104	C01 Add Dual Display Hardware	1	PCE	265.00	265.00
	C73	C73 Add SDN Card	1	PCE	815.00	815.00
	S01	S01 Add Dual Display License	1	PCE	2,945.00	2,945.00
	U01	U01 PC and Software Upgrade	1	PCE	3,591.00	3,591.00
		Agreement Discount			20.0 %	1,523.20
		Special Discount			12.0 %	913.92
		Price for Item 180				5,178.88
		Agreement #MK644				
190		M3155 Release K.0 Upgrade	2	PCE		
	865104	C01 Add Dual Display Hardware	2	PCE	265.00	530.00
	C73	C73 Add SDN Card	2	PCE	815.00	1,630.00
	U01	U01 PC and Software Upgrade	2	PCE	3,591.00	7,182.00
		Agreement Discount			20.0 %	1,868.40
		Special Discount			12.0 %	1,121.04
		Price for Item 190				6,352.56
		Agreement #MK644				



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200		M3155 Release K.O Upgrade	1	PCE		
	865104					
	C73	C73 Add SDN Card	1	PCE	815.00	815.00
	U01	U01 PC and Software Upgrade	1	PCE	3,591.00	3,591.00
		Agreement Discount			20.0 %	881.20
		Special Discount			12.0 %	528.72
		Price for Item 200				2,996.08
		Agreement #MK644				
210		Large Flat Panel Display	2	PCE	1,639.00	3,278.00
	865058					
		Agreement Discount			20.0 %	655.60
		Special Discount			12.0 %	393.36
		Price for Item 210				2,229.04
		Agreement #MK644				
220		M3176C Information Center	1	PCE		
	862120	USB Recorder				
	A02	A02 Two Recorders	1	PCE	4,584.00	4,584.00
		Agreement Discount			20.0 %	916.80
		Special Discount			12.0 %	550.08
		Price for Item 220				3,117.12
		Agreement #MK644				
230		M3154 Release K.O Upgrade	1	PCE		
	865107					
	U01	U01 PC and Software Upgrade	1	PCE	9,679.00	9,679.00
		Agreement Discount			20.0 %	1,935.80
		Special Discount			12.0 %	1,161.48
		Price for Item 230				6,581.72
		Agreement #MK644				
240		Watchdog UPS	2	PCE	720.00	1,440.00
	862123					
		Agreement Discount			20.0 %	288.00
		Special Discount			12.0 %	172.80
		Price for Item 240				979.20
		Agreement #MK644				



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250	865054	24 Port UTP Switch	2	PCE	1,997.00	3,994.00
		Agreement Discount			20.0 %	798.80
		Special Discount			12.0 %	479.28
		Price for Item 250				2,715.92
		Agreement #MK644				
260	H1028B 890500 A04	Installation Site Services	1	PCE	24,264.00	24,264.00
		Facilities Implem Solutions				
		Price for Item 260				24,264.00
270	H1028B 890500 A10	Installation Site Services	1	PCE	3,344.00	3,344.00
		Site Specific Impl Solutions				
		Price for Item 270				3,344.00
280	H1028B 890500 A12	Installation Site Services	1	PCE	1,500.00	1,500.00
		Telemetry Implement Solutns				
		Price for Item 280				1,500.00
290	H1028B 890500 A13	Installation Site Services	1	PCE	4,668.00	4,668.00
		Product Upgrade Implem Solutns				
		Price for Item 290				4,668.00
300	890539 A02	Clinical Config. & Impl. Services (CMS)	1	PCE	3,200.00	3,200.00
		2 Day Std. Config/Impl Serv				
		Price for Item 300				3,200.00
310	890539 A06	Clinical Config. & Impl. Services (CMS)	1	PCE	2,200.00	2,200.00
		1 Day OT Config/Impl Serv				
		Price for Item 310				2,200.00



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		Total Quotation List Price				194,349.00
		Less All Applicable Discounts				49,350.02
		Total Quotation Net Price				<u>144,998.98</u>



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Philips Medical Systems North America 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: MEDASSETS
Prices quoted are subject to and reflect applicable discounts per the terms and conditions of the following contract:
Contract # MK644 Expiration: 01/31/2009

The discount quoted herein is a combination of the 20% Purchase Agreement Discount and a Special Negotiated Discount of 12%. This offer EXPIRES on 05/26/2008

This quotation is issued pursuant to, and any PO for the items herein will be accepted subject to the Terms of Contract# MK644. If no contract is called out in the previous sentence this quotation is issued pursuant to, and any PO for the items herein will be accepted subject to the Philips Terms and Conditions of Sale posted at <http://www.medical.philips.com/terms/&conditions.html> and the terms herein.

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 customers 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.



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Philips will work with the customers 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.

This quotation is issued subject to the terms of the agreement between Philips and customer referred to herein, or if no agreement is cited, the terms and conditions of the sale set forth at [HTTP://www.medical.phillips.com/terms/&conditions.html](http://www.medical.phillips.com/terms/&conditions.html)

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 subject to the Philips Terms and Conditions of Sale posted at <http://www.medical.phillips.com/terms/&conditions.html> and the terms herein.

This quotation contains confidential and proprietary information of Philips Medical Systems and is intended for use only by the customer whose name appears on this quotation. It may not be disclosed to third parties without prior written consent of Philips Medical Systems.

**CRITERIA FOR
SOLE SOURCE/BRAND**

Please address by specific reference each question listed below (1-5) in your justification. Failure to respond to any of the questions may result in the rejection of your request.

1. Why was the particular product and/or vendor selected?

We have been standardized on Philips monitoring for more than 14 years. This product will replace our 10 year old and now obsolete central station monitoring system within the ED. It will also allow us to increase and properly monitor up to 16 patients rather than the current and originally intended 8 that we long ago outgrew. Finally, it will allow us to stop renting bedside monitors that has occurred almost non-stop for the last 2 years.

2. What are the unique performance factors of the selected product/service? Provide detailed specifications and descriptions.

Only this brand allows us to maintain patient monitoring standardization and the ability to interface and transfer patient physiologically information to other department such as ICU & CCU

3. Why are these specific factors required?

System Integration, end-users standardization

4. What other products/services have been examined and rejected?

NONE Standardization

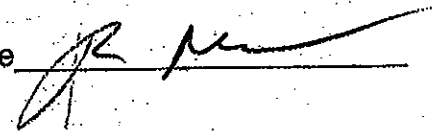
5. Why are other sources providing like goods or services unacceptable? (Full explanation.)

They would not allow for the continuity of standardization, end-user familiarity, and system wide integration

I HEREBY CERTIFY THAT:

- 1) I am an approved department representative and I understand the County's requirements for competitive bidding, as well as the criteria for justification for sole source.
- 2) I have gathered the required technical information and have made a good faith effort to review comparable and/or equal equipment. Copies are attached.
- 3) I certify to the best of my knowledge the validity of the information contained herein.

Dated: 12/14/07

Department representative signature 

PURCHASING OFFICE USE ONLY:

BUYER: _____ PURCHASING AGENT/DESIGNEE _____

APPROVED: _____ NOT APPROVED _____ DATE _____

COMMENTS: _____

SUPPLEMENTAL APPROVAL FORM FOR ITEMS OVER \$25,000

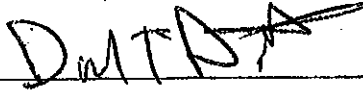
Department: **Emergency Department**

Date: 1/20/09

Authorized Requestor: **David Duet**

Telephone: 370-5418

Authorized Requestor Signature: _____



1. Item:

- **8 Philips IntelliVue MP 5 monitors to increase monitoring capability of the Emergency Dept.**
- **5 Philips M3155 Servers to upgrade central station servers and make available patient transfer function.**
- **Ancillary equipment, software and installation.**

2. Description:

Patient monitoring bedside monitors and central station servers make up an integrated system of cardiac and vital signs monitoring of patients. The central station servers allow centralized monitoring of all patients in a department and also allow the transfer of patients from department to department.

3. Estimated cost of equipment:

Total cost - \$144,998.98

4. Single Item:

Integrated System:

5. How does this purchase meet the Departments operational needs?

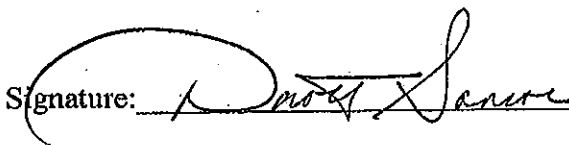
Our current servers are not supported by the manufacturer. Parts and technical support for these devices is no longer possible. Recent failures of central station servers in IMCU and ED make this an urgent purchase. The ED census over the past 3 years has tripled and patient care acuity has also increased, requiring more patients needing cardiac monitoring. Expansion of ED monitoring is reaching a critical need.

6. Fiscal impact:

After initial purchase, there should be no costs associated with these devices other than repair costs. The cost is included in the Contra Costa Regional Medical Center (Enterprise Fund 1) Budget.

7. County administrator approval

Signature: _____



Date: _____

1/26/08