

July 21, 2022

TO: Legal Counsel

News Media

Salinas Californian

El Sol

Monterey County Herald

Monterey County Weekly

KION-TV

KSBW-TV/ABC Central Coast

KSMS/Entravision-TV

The next regular meeting of the **FINANCE COMMITTEE – COMMITTEE OF THE WHOLE** of the Salinas Valley Memorial Healthcare System will be held **MONDAY, JULY 25, 2022, AT 12:00 P.M., IN THE CEO CONFERENCE ROOM, DOWNING RESOURCE CENTER ROOM 117, AT SALINAS VALLEY MEMORIAL HOSPITAL, 450 E. ROMIE LANE, SALINAS, CALIFORNIA, OR VIA TELECONFERENCE (Visit svmh.com/virtualboardmeeting for Access Information).**

Pursuant to SVMHS Board Resolution No. 2022-10, Assembly Bill 361, and guidance from the Monterey County Health Department in response to concerns regarding COVID-19, Board Members of Salinas Valley Memorial Healthcare System, a local health care district, are permitted to participate in this duly noticed public meeting via teleconference and certain requirements of The Brown Act are suspended.



Pete Delgado
President/Chief Executive Officer

Committee Members: Richard Turner – Chair; Juan Cabrera – Vice Chair; Pete Delgado – President/Chief Executive Officer; Augustine Lopez – Chief Financial Officer; Clement Miller – Chief Operating Officer; Harry Wardwell – Community Member; Michael Wilson – Community Member; and Tarun Bajaj, M.D. – Medical Staff Member

**FINANCE COMMITTEE MEETING – JULY 2022
COMMITTEE OF THE WHOLE
SALINAS VALLEY MEMORIAL HEALTHCARE SYSTEM**

**MONDAY, JULY 25, 2022
12:00 P.M. – CEO CONFERENCE ROOM, DRC ROOM 117
SALINAS VALLEY MEMORIAL HOSPITAL
450 E. ROMIE LANE, SALINAS, CALIFORNIA
OR BY PHONE OR VIDEO
(Visit svmh.com/virtualboardmeeting for Access Information)**

Pursuant to SVMHS Board Resolution No. 2022-10, Assembly Bill 361, and guidance from the Monterey County Health Department in response to concerns regarding COVID-19, Board Members of Salinas Valley Memorial Healthcare System, a local health care district, are permitted to participate in this duly noticed public meeting via teleconference and certain requirements of The Brown Act are suspended.

AGENDA

1. Approval of Minutes from the Finance Committee Meeting of June 20, 2022 (DELGADO)
 - Motion/Second
 - Action by Committee/Roll Call Vote
2. Consider Recommendation for Board Approval (i) the purchase of the Medtronic O-Arm O2 Surgical Imaging System and the Stealth Station S8 Neurosurgical Navigation Surgery System and (ii) Medtronic Service Agreement. (MILLER)
 - Staff Report
 - Committee Questions to Staff
 - Motion/Second
 - Public Comment
 - Committee Discussion/Deliberation
 - Action by Committee/Roll Call Vote
3. Consider recommendation for Board approval of (i) the lease of an Intuitive Da Vinci Xi Surgical Robotics System over a 60 month term and, (ii) to approve the Capital Purchase of the Hillrom Trumpf Surgical Table (RADNER/MILLER)
 - Staff Report
 - Committee Questions to Staff
 - Motion/Second
 - Public Comment
 - Committee Discussion/Deliberation
 - Action by Committee/Roll Call Vote
4. Review Balanced Scorecard – May 2022 (LOPEZ)
5. Financial and Statistical Review (LOPEZ)
6. Public Input

This opportunity is provided for members of the public to make a brief statement, not to exceed three (3) minutes, on issues or concerns within the jurisdiction of this District Board which are not otherwise covered under an item on this agenda.

7. Adjournment - The (next month) 2022 Finance Committee Meeting is scheduled for **Monday, August 22, 2022 at 12:00 p.m.**

This Committee meeting may be attended by Board Members who do not sit on this Committee. In the event that a quorum of the entire Board is present, this Committee shall act as a Committee of the Whole. In either case, any item acted upon by the Committee or the Committee of the Whole will require consideration and action by the full Board of Directors as a prerequisite to its legal enactment.

The Committee packet is available at the Committee Meeting, at www.svmh.com, and in the Human Resources Department of the District. All items appearing on the agenda are subject to action by the Committee.

Requests for a disability related modification or accommodation, including auxiliary aids or services, in order to attend or participate in a meeting should be made to the Executive Assistant during regular business hours at 831-755-0741. Notification received 48 hours before the meeting will enable the District to make reasonable accommodations.

**MINUTES OF THE JUNE 2022
FINANCE COMMITTEE MEETING
COMMITTEE OF THE WHOLE
SALINAS VALLEY MEMORIAL HEALTHCARE SYSTEM**

**MONDAY, JUNE 20, 2022
12:00 P.M. – DOWNING RESOURCE CENTER, ROOMS A, B & C
SALINAS VALLEY MEMORIAL HOSPITAL
450 E. ROMIE LANE, SALINAS, CALIFORNIA OR VIA TELECONFERENCE**

Pursuant to SVMHS Board Resolution No. 2022-08, Assembly Bill 361, and guidance from the Monterey County Health Department in response to concerns regarding COVID-19, Board Members of Salinas Valley Memorial Healthcare System, a local health care district, are permitted to participate in this duly noticed public meeting via teleconference and certain requirements of The Brown Act are suspended.

Committee Members Present: In person Tarun Bajaj, MD, Augustine Lopez, Clement Miller, Harry Wardwell. Via teleconference: Pete Delgado, Michael Wilson, and Vice Chair Juan Cabrera.

Committee Members Absent: Richard Turner

Other Board Members Present, Constituting Committee of the Whole: In person: Joel Hernandez Laguna. Via teleconference: Regina Gage

Tarun Bajaj, MD, joined the meeting in person at 12:56 p.m.

A quorum was present and the meeting was called to order at 12:00 p.m. by Juan Cabrera, Chair.

APPROVE THE MINUTES APRIL 25, 2022

This information was included in the Committee packet.

No public input received.

MOTION: Upon motion by Committee member Delgado, and second by Committee member Cabrera, the minutes of May 23, 2023 Quality and Efficient Practices Committee were approved.

Ayes: Cabrera, Delgado, Lopez, Miller, Wardwell; Noes: None; Abstentions: None; Absent: Bajaj, Turner, Wilson; Motion Carried.

CONSIDER RECOMMENDATION FOR BOARD APPROVAL OF PROJECT FUNDING FOR THE SVMHS STARBUCKS RENOVATION PROJECT

Mr. Miller and Earl Strotman, Director Facilities Management & Construction reported SVMHS is pursuing Starbucks-required tenant improvements to the first level portion of the parking structure located at 446 E Romie, Suite C, Salinas, CA. The planned renovations include architectural finish replacements (flooring, paint, tile, drywall finishes), low voltage cabling, furniture, technology equipment, casework, countertops, kitchen equipment, wall art, light fixtures, electrical, mechanical, plumbing revisions and furnishings necessary to facilitate the licensee requirements for use of the Starbucks brand. Facilities Management is approaching the Board to request approval of capital funding to complete renovations and procure furnishings, furniture, and equipment from Starbucks and their specialty vendors. The total estimated cost for the project planning, design, permitting, construction, and equipment is \$644,000. The background/situation/rationale and financial implications of the Starbucks Renovation Project were included in the packet.

Committee Discussion/Deliberation: The renovations are required by contract; square footage will not be increased. During construction a Starbucks kiosk will be created; location to be determined. Steve Lyon, Bogart Construction, will be the project manager. \$40,000 of the amount will occur in FY22 and \$604,000 will occur in FY23. \$500,000 was budgeted in the FY23 capital budget. Reserves for emergency and unplanned capital will fund the remainder.

No public input received.

MOTION: Upon motion by Committee member Wardwell, and second by Committee member Delgado, the Finance Committee recommends the Board of Directors (i) approve the project budget for the SVMHS Starbucks Renovation Project in the total amount of \$644,000 and (ii) award the capital equipment purchase for furnishings, furniture and equipment purchase of \$172,517.90 to Starbucks for the SVMHS Starbucks Renovation Project.

Ayes: Delgado, Lopez, Miller, Wardwell, Vice Chair Cabrera; Noes: None; Abstentions: None; Absent: Bajaj, Turner, and Wilson; Motion Carried.

Consider Recommendation for Board Approval of Lease Agreement for 1260 South Main Street, Suite 101, Salinas, CA between SVMHS and JS & MR Properties LLC

Allen King, MD has been operating the Diabetes Care Center in Salinas since 1998, providing comprehensive care for patients living with diabetes and the complications associated with the disease. Dr. King is retiring and closing his practice effective July 15, 2022. SVMHS is assisting with the winding down of the Diabetes Care center—assisting with patient transition, taking custody of and managing patient records, acquiring certain assets, and leasing the DCC space for other SVMC programs. SVMC would like to enter into a three (3) year lease for the DCC space for its Lifestyle and Metabolic Program (LAMP) program. The background/situation/rationale and financial implications were included in the packet.

Committee Discussion/Deliberation: The DCC patients are being transitioned to the SVMC Diabetes & Endocrine Center. The current LAMP and bariatric programs are currently housed in Prime Care, however more room is needed with the addition of the bariatric program.

No public input received.

MOTION: Upon motion by Committee member Delgado, and second by Committee member Lopez, the Finance Committee recommends the Board of Directors approve the Lease Agreement with JS & MR Properties LLC for 1260 South Main Street, Suites 101 & 105, Salinas, CA. pending final review by District legal counsel.

Ayes: Delgado, Lopez, Miller, Wardwell, and Vice Chair Cabrera; Noes: None; Abstentions: None; Absent: Bajaj, Turner, and Wilson; Motion Carried.

CONSIDER RECOMMENDATION FOR BOARD APPROVAL TO CONTINUE MONTHLY TRANSFERS FROM OPERATING GENERAL ACCOUNT TO BOARD DESIGNATED RESTRICTED ACCOUNT

The Hospital has a Board Designated Fund. The purpose of a Board Designated Fund is to set aside funds that are restricted for hospital and related capital expenditures as approved by the SVMHS Board of Directors. The District has been making monthly transfers from the General Fund to the Board Designated Fund in the amount of \$1,000,000 from the operating account to Board-restricted investments in United States Treasury and various other investments since July, 2012.

Committee Discussion/Deliberation: Board Designated Fund is intended for plant or equipment funding and withdrawal requires Board action.

No public input received.

MOTION: Upon motion by Committee member Wardwell, and second by Committee member Delgado, the Finance Committee recommends Board of Directors approval to continue making monthly transfers of \$1,000,000, as indicated above, starting July 1, 2022 through June 30, 2023.

Ayes: Delgado, Lopez, Miller, Wardwell, and Vice Chair Cabrera; Noes: None; Abstentions: None; Absent: Bajaj, Turner, and Wilson; Motion Carried.

REVIEW BALANCED SCORECARD – APRIL 2022

Augustine Lopez, Chief Financial Officer, reviewed the Balanced Scorecard Summary for fiscal year 2022, year-to-date April 2022, which provided an overview of the metrics and performance of the SVMHS organizational goals for Service, People, Quality, Finance, Growth, and Community. This information was included in the Committee packet.

FINANCIAL AND STATISTICAL REVIEW

Augustine Lopez, Chief Financial Officer, provided a financial and statistical performance review for the month ending May 2022. This information was included in the Committee packet

Key highlights of the financial summary for May 2022 were: (1) Income from operations was negative \$1.4M with an operating margin of negative 2.7%, (2) Net income was negative \$2.6M with a net income margin of -4.9%; (3) Inpatient gross revenues were above budget; (4) Emergency Department gross revenues were above budget; (5) Outpatient gross revenues were above budget; (6) Payor mix was unfavorable to the budget; (7) Total normalized net patient revenues were favorable to the budget; (8) Outpatient surgeries were below budget and inpatient surgeries were above budget; (9) Average daily census and total admissions were above budget; (8) Total acute average length of stay (ALOS) Medicare traditional ALOS CMI adjusted was unfavorable; (9) Operating revenues met expenses; (10) Days cash on hand was 341; days of net accounts receivable is 55.

NO PUBLIC INPUT

No public input received.

CLOSED SESSION

Vice Chair Cabrera, announced the items to be discussed in Closed Session are Trade Secret: Trade secrets, strategic planning/proposed new services and programs. The meeting was recessed into Closed Session under the Closed Session protocol at 12:32 p.m.

RECONVENE OPEN SESSION/REPORT ON CLOSED SESSION

The Committee reconvened Open Session at 1:27 p.m. Vice Chair Cabrera reported that in Closed Session, the Committee discussed: Report Involving Trade Secret: Trade secrets, strategic planning/proposed new services and programs. No action was taken in the Closed Session.

REVIEW AND CONSIDER RECOMMENDATION FOR BOARD APPROVAL OF FISCAL YEAR 2022 OPERATING AND CAPITAL BUDGET

Augustine Lopez, Chief Financial Officer, presented the Fiscal Year 2023 Operating and Capital Budget and it was reviewed. This information was provided in the Committee packet, and included the following key budget assumptions and capital budget summary:

- Operating Margin – 2.0%
- Total Margin – 3.7%
- Total Operating Revenues - \$681.3 million
- Total Operating Expenses - \$667.8 million
- Total Routine Capital Budget - \$91.6 million

Committee Discussion/Deliberation: The finance team was complimented for creating this budget given the many challenges and variants this year such as the impacts of COVID, the investment market, supply issues, accounts receivable issues, interest rates, availability of staff, etc.

No public input received.

MOTION: Upon motion by Committee member Delgado, and second by Committee member Wardwell, the Finance Committee recommends the Board of Directors approve the SVMHS Operating & Capital Budget for Fiscal Year 2023, with an Operating Margin of \$11.5M (2.0%), which incorporates a recent change to increase the Pension Plan budget by \$5M as a result of the current market outlook; (subject to change following final determination of the Plan of Finance for the Master Facility Plan and any material changes resulting from the Final CCAH contract that is under negotiations).

Ayes: Bajaj, Delgado, Lopez, Miller, Wardwell, and Vice Chair Cabrera; Noes: None; Abstentions: None; Absent: Turner and Wilson; Motion Carried.

ADJOURNMENT

There being no other business, the meeting was adjourned at 1:32 p.m. The July 2022 Finance Committee Meeting is scheduled for **Monday, July 25, 2022 at 12:00 p.m.**

Juan Cabrera
Vice-Chair, Finance Committee
/KmH

Board Paper: Finance Committee

Agenda Item: Consider Recommendation for Board Approval (i) the capital purchase of the Medtronic O-Arm O2 Surgical Imaging System and Stealth Station S8 Neurosurgical Navigation Surgery System and (ii) Medtronic Service Agreement

Executive Sponsor: Clement Miller, Chief Operating Officer

Date: July 18, 2022

Executive Summary

This memorandum serves to justify the approval to upgrade our existing O-Arm and Stealth Station S7 Neurosurgery Navigation System, to the current O-Arm O2 and Stealth Station S8 system. The O-Arm and Stealth Station is a surgical imaging and neurosurgery navigational system that is utilized in greater than 120 surgeries per year. The upgraded O-Arm and Stealth Station is needed to sustain and grow multiple surgical programs at SVMHS.

Background/Situation/Rationale

Upon learning that our current O-arm and Stealth Station have reached serviceable end of life, in early 2021, the surgical services department determined it was necessary to upgrade the system. During FY22 capital budget planning, our surgical services team, in coordination with our physician stakeholders made the decision to push the replacement of these systems to the FY23 capital plan. The O-Arm O2 neurosurgical imaging system is a mobile x-ray system designed for 2D fluoroscopic and 3D imaging for adult and pediatric patients that works in concert with the Stealth Station S8 to provide advanced visualization allowing our surgeons to navigate neurosurgery and select Ears, Nose, and Throat (ENT) surgeries. Both systems are frequently used simultaneously but can also be utilized autonomously. In fiscal year 2022, the unit was utilized in 138 surgeries. In fiscal year 2021, the unit was utilized in 123 surgeries. Medtronic is offering a \$130,000.00 discount if we process the purchase before 7/29/2022. The quote includes all components and instrumentation required to implement the upgrade.

Timeline/Review Process to Date:

[January 2021] SVMHS receives end of guaranteed service letter from Medtronic

[Spring 2021] Capital quote received and submitted for FY22 Capital Budget

[December 2021] O-Arm and Stealth Station S7 system reaches end of guaranteed service. Medtronic agrees to a one-time service extension through July 15 2022.

[Spring 2022] Capital quote received and submitted to FY23 Capital Budget

[July 2022] Updated capital quote received. Quote includes a \$130,000.00 discount if we purchase the system before 7/29/2022.

Meeting our Mission, Vision, Goals Strategic Plan Alignment:

The purchase of the O-Arm O2 and Stealth Station S8 system will allow Salinas Valley Memorial Healthcare System to continue providing high intensity neurosurgical and ENT care to our community, utilizing state-of-the-art technology.

Pillar/Goal Alignment:

Service People Quality Finance Growth Community

Financial/Quality/Safety/Regulatory Implications:

Vendor: Medtronic USA		
Key Contract Terms	Capital	Service
1. Proposed effective date	7/30/2022	Effective upon delivery.
2. Term of agreement	One time transaction	3 year term effective post 1 year warranty.
3. Renewal terms	N/A	To Be Determined
4. Termination provision(s)	N/A	30 days prior notice.
5. Payment Terms	To Be Determined	Net 30. Invoiced annually
6. Annual cost	One-time payment	\$153,300.00 starting 1 year after date of capital purchase.
7. Cost over life of agreement**	Estimated \$1,210,195.36 (=\$1,120,916.80 + \$89,278.56 (tax)) <i>Pending final pricing negotiations</i>	\$459,900.00 for 3 year term (\$79,100 + \$74,200 = \$153,300 annually) <i>Pending final pricing negotiations</i>
8. Budgeted (indicate y/n)	Y – FY23 Capital Budget	<u>Old Device is not fully depreciated and will have an (unbudgeted) write off for \$204k.</u>

Recommendation

Consider Recommendation for Board Approval (i) the purchase of the Medtronic O-Arm O2 Surgical Imaging System and the Stealth Station S8 Neurosurgical Navigation Surgery System at the cost of \$1,210,195.36 and (ii) Medtronic Service Agreement at the cost of \$459,900 for a total cost of **\$1,670,095.36**, subject to final negotiation and legal review.

Attachments

- (1) Medtronic O-Arm O2 and Stealth Station S8 System Capital Quote
- (2) Medtronic Service and Support Agreement Proposal
- (3) Medtronic End of Guaranteed Service Life Letter
- (4) ECRI Proposal Analysis Report
- (5) ECRI Market Intelligence Report
- (6) Justification of Sole Source



Medtronic USA, Inc
826 Coal Creek Circle
Louisville, CO 80027
www.medtronic.com

EXECUTIVE SUMMARY

PREPARED FOR:

Salinas Valley Memorial Hosp, Salinas, CA

Quotation Number: 77167-0001109381-1-2

July 01, 2022

All Prices in \$USD

Item Number	Item Description	QTY	Ext. List Price	Ext. Net Price
BI70002000	O-ARM O2 BASE UNIT	1	\$ 656,000.00	\$ 524,800.00
BI75000027	CONFIG BI75000027 O2 SYSTEM NAVIGATION INTERFACE	1	\$ 39,655.00	\$ 31,724.00
BI75000034	CONFIG BI75000034 O2 MULTIPLE FIELD OF VIEW	1	\$ 39,655.00	\$ 31,724.00
BI75000030	CONFIG BI75000030 O2 ADVANCED VIEWING	1	\$ 22,660.00	\$ 18,128.00
BI75000031	CONFIG BI75000031 O2 ISO-WAG™ ROTATION	1	\$ 14,729.00	\$ 11,783.20
BI75000029	CONFIG BI75000029 O2 HIGH DEFINITION 3D – HD3D	1	\$ 28,325.00	\$ 22,660.00
BI75000045	CONFIG BI75000045 O2 2D LONG FILM	1	\$ 39,655.00	\$ 31,724.00
M072707M014	STEALTHSTATION™ S7 to S8 System Trade In	1	\$ 272,500.00	\$ 218,000.00
9735955	STEALTHSTATION™ EM KIT S8 CRANIAL ACCESSORIES	1	\$ 51,500.00	\$ 41,200.00
9735740	STEALTHSTATION™ SPINE SOFTWARE	1	\$ 92,443.00	\$ 73,954.40
9735502	UPGRADE SET 9735502 PERC PIN	1	\$ 9,500.00	\$ 7,600.00
9734833	NAVLOCK™ NAVIGATION INSTRUMENT SET	1	\$ 18,540.00	\$ 14,832.00
9735737	STEALTHSTATION™ CRANIAL SOFTWARE	1	\$ 92,443.00	\$ 73,954.40
9735743	STEALTHSTATION™ 3D SOFTWARE	1	\$ 36,050.00	\$ 28,840.00
9735736	STEALTHSTATION™ ENT SOFTWARE	1	\$ 76,000.00	\$ 60,800.00
9735745	STEALTHSTATION™ MERGE SOFTWARE	1	\$ 36,050.00	\$ 28,840.00
9735959	STEALTHSTATION™ EM KIT S8 FLAT EMITTER	1	\$ 16,892.00	\$ 13,513.60
9736325	Monitor Cover 9736325 Stealth S8 SVC	2	\$ 386.00	\$ 308.80
9736326	Camera Cover 9736326 Stealth S8 SVC	1	\$ 167.00	\$ 133.60
9734495	STEALTHSTATION® REFERENCING TRAY	1	\$ 11,578.00	\$ 9,262.40
9735129	INST KIT 9735129 SPINE CLAMP	2	\$ 4,636.00	\$ 3,708.80
9730027	INST 9730027 DRIVER, OPEN SPINE CLAMP	2	\$ 310.00	\$ 248.00
9735132	INST KIT 9735132 CLAMP THORACIC	2	\$ 7,210.00	\$ 5,768.00
EM800N	MOTOR MR8 ELECTRIC NAVIGATED S8	2	\$ 49,210.00	\$ 38,977.60
MR8-AVS14	ATT MR8 14CM VARIABLE STRAIGHT 3.2MM	2	\$ 6,590.00	\$ 5,144.00

Prices and Terms Valid until July 29, 2022

Requested By: Liz McClelland, Regional Capital Sales Manager (510) 590-6503
Prepared By: Vincent Walker, Principal Sales Administrator (720) 890-2452

Fax No: 720-890-3699
Quote #: 77167-0001109381-1-2

All Prices in \$USD

Item Number	Item Description	QTY	Ext. List Price	Ext. Net Price
MR8-AVS15	ATT MR8 15CM VARIABLE STRAIGHT 2.4MM	2	\$ 6,590.00	\$ 5,144.00
MR8-AVS10	ATT MR8 10CM VARIABLE STRAIGHT 2.4MM	2	\$ 6,590.00	\$ 5,144.00
Line Item Sub Total			\$ 1,635,864.00	\$ 1,307,916.80
O-arm System Trade in Discount				(\$ 40,000.00)
StealthStation S7 Trade in Discount				(\$ 25,000.00)
P.O. Deadline Discount (expires 7/29/2022)				(\$ 130,000.00)
Discounted Subtotal				\$ 1,112,916.80
Shipping, Installation and Handling				\$ 8,000.00
Grand Total				\$ 1,120,916.80

Prices and Terms Valid until July 29, 2022

Requested By: Liz McClelland, Regional Capital Sales Manager (510) 590-6503
Prepared By: Vincent Walker, Principal Sales Administrator (720) 890-2452

Fax No: 720-890-3699
Quote #: 77167-0001109381-1-2

CONFIDENTIAL

PREPARED FOR:

Salinas Valley Memorial Hosp, Salinas, CA

Quotation Number: 77167-0001109381-1-2

July 01, 2022

All Prices in \$USD

Item Number	Item Description	QTY	Ext. List Price	Ext. Net Price
BI70002000	O-ARM O2 BASE UNIT	1	\$ 656,000.00	\$ 524,800.00
	<ul style="list-style-type: none"> • Complete Multidimensional Surgical Imaging System • 3D, multi-plane Fluoro imaging capability • Lateral patient access without compromising mobility • Faster imaging, reduced does with automated real-time, and pre-set positioning <ul style="list-style-type: none"> • 2K x 1.5K digital flat detector enables higher dynamic range and resolution • Automated multi-plane imaging eliminates manual repositioning or need for a second system (bi-planar Fluoro) <ul style="list-style-type: none"> • System includes the O-arm Imaging Stand, Mobile View Station (MVS) • DICOM 3.0 Compliant. The system supports sending locally created images across the network to another system. It also supports saving images to CD <ul style="list-style-type: none"> • Includes VGA • Includes new 12: 1 X-Ray Grid - Achieves improvement in contrast with higher grid ratio and carbon cover • High Definition 3D - HD3D enabled 			
BI75000027	CONFIG BI75000027 O2 SYSTEM NAVIGATION INTERFACE	1	\$ 39,655.00	\$ 31,724.00
	<ul style="list-style-type: none"> • Unique iso-centric rotation relative to the lateral image in fluoroscopy mode. <ul style="list-style-type: none"> • Rotation around the vertical axis while keeping the anatomy of interest in the imaging field. 			
BI75000034	CONFIG BI75000034 O2 MULTIPLE FIELD OF VIEW	1	\$ 39,655.00	\$ 31,724.00
BI75000030	CONFIG BI75000030 O2 ADVANCED VIEWING	1	\$ 22,660.00	\$ 18,128.00
BI75000031	CONFIG BI75000031 O2 ISO-WAG™ ROTATION	1	\$ 14,729.00	\$ 11,783.20
BI75000029	CONFIG BI75000029 O2 HIGH DEFINITION 3D – HD3D	1	\$ 28,325.00	\$ 22,660.00
BI75000045	CONFIG BI75000045 O2 2D LONG FILM	1	\$ 39,655.00	\$ 31,724.00
M072707M014	STEALTHSTATION™ S7 to S8 System Trade In	1	\$ 272,500.00	\$ 218,000.00

Includes:

- MAIN CART 9735665 STEALTH S8 PREMIUM
- CAMERA CART 9735670 STEALTH S8 BASIC
- POWER PACK 9735943 STEALTH S8 ENG ONLY

Item Number	Item Description	QTY	Ext. List Price	Ext. Net Price
9735955	STEALTHSTATION™ EM KIT S8 CRANIAL ACCESSORIES	1	\$ 51,500.00	\$ 41,200.00
	<ul style="list-style-type: none"> • Latest EM side emitter with large tracking volume • Adjustable instrument interface box that adapts to various workflows in the OR • Vertek™ arm for flexibility of placing the emitter • Bed rail adapter 			
9735740	STEALTHSTATION™ SPINE SOFTWARE	1	\$ 92,443.00	\$ 73,954.40
	<ul style="list-style-type: none"> • Customizable procedure settings for each surgeon • Supports broad portfolio of integrated navigated instruments • Streamlined instrument management interface • Supports auto-registration with O-arm™ Imaging System 			
9735502	UPGRADE SET 9735502 PERC PIN	1	\$ 9,500.00	\$ 7,600.00
9734833	NAVLOCK™ NAVIGATION INSTRUMENT SET	1	\$ 18,540.00	\$ 14,832.00
	STEALTHSTATION® NAVLOCK™ INSTRUMENT SET			
	<ul style="list-style-type: none"> • NavLock™ Gray Tracker 9734590 • NavLock™ Orange Tracker 9734683 • NavLock™ Violet Tracker 9734682 • NavLock™ Green Tracker 9734734 • NavLock™ Container 9734692 • Ratcheting Small Straight Handle (2 each) 9733734 • Awl Tip 9734678 • Lumbar Probe 9734679 • Thoracic Probe Tip 9734680 			
9735737	STEALTHSTATION™ CRANIAL SOFTWARE	1	\$ 92,443.00	\$ 73,954.40
	<ul style="list-style-type: none"> • Supports tumor resection, biopsy, and catheter placement procedures • Intuitive software workflows designed for ease of use • Flexible registration techniques for use with or without fiducials • Supports auto-registration with O-arm™ Imaging System 			
9735743	STEALTHSTATION™ 3D SOFTWARE	1	\$ 36,050.00	\$ 28,840.00
	<ul style="list-style-type: none"> • Enables automatic and semi-automatic segmentation of structures such as tumor, cortex, bone • Allows for advanced visualization of structures and seamless import of StealthViz™ objects • Provides additional color maps for anatomic visualization 			
9735736	STEALTHSTATION™ ENT SOFTWARE	1	\$ 76,000.00	\$ 60,800.00
	<ul style="list-style-type: none"> • Supports FESS, lateral, and anterior skull base procedures • Intuitive software workflows designed for ease of use • Flexible registration techniques for use with pointer and Touch-n-Go probes 			
9735745	STEALTHSTATION™ MERGE SOFTWARE	1	\$ 36,050.00	\$ 28,840.00

Item Number	Item Description	QTY	Ext. List Price	Ext. Net Price
	<ul style="list-style-type: none"> Advanced image correlation algorithms and tools that provide automatic and manual image fusion of different imaging modalities such as MR, CT, O-arm™, fMRI, and PET 			
9735959	STEALTHSTATION™ EM KIT S8 FLAT EMITTER	1	\$ 16,892.00	\$ 13,513.60
	<ul style="list-style-type: none"> New flat emitter with large tracking volume Pelican case to hold the emitter 			
9736325	Monitor Cover 9736325 Stealth S8 SVC	2	\$ 386.00	\$ 308.80
9736326	Camera Cover 9736326 Stealth S8 SVC	1	\$ 167.00	\$ 133.60
9734495	STEALTHSTATION ® REFERENCING TRAY	1	\$ 11,578.00	\$ 9,262.40
9735129	INST KIT 9735129 SPINE CLAMP	2	\$ 4,636.00	\$ 3,708.80
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MR8-AVS14	ATT MR8 14CM VARIABLE STRAIGHT 3.2MM	2	\$ 6,590.00	\$ 5,144.00
MR8-AVS15	ATT MR8 15CM VARIABLE STRAIGHT 2.4MM	2	\$ 6,590.00	\$ 5,144.00
MR8-AVS10	ATT MR8 10CM VARIABLE STRAIGHT 2.4MM	2	\$ 6,590.00	\$ 5,144.00

SALES AND SUPPORT PROPOSAL

Purchase Orders and Signed Proposals can be faxed to: 720-890-3699

This is a Sales & Support Proposal ("Proposal") by and between Medtronic USA, Inc. for its ENT Products and Navigation Products (collectively, "MEDTRONIC") located at 826 Coal Creek Circle, Louisville, Colorado 80027 and Salinas Valley Memorial Hosp ("CUSTOMER"), located in Salinas CA. The date of the proposal is the date on the first page of this Proposal ('Proposal Date').

Thank you for requesting this Proposal for the O-arm® System and StealthStation® System ("Product"). MEDTRONIC looks forward to partnering with you and the staff at Salinas Valley Memorial Hosp to provide for your image guidance needs.

The pricing contained in this proposal is valid until 07/29/2022

I. OFFER AND ACCEPTANCE

This Proposal is an offer by MEDTRONIC to sell the Product described above to the CUSTOMER on the terms of this Proposal and the Medtronic Master Terms and Conditions which are incorporated into this Proposal by reference in their entirety. CUSTOMER accepts this Proposal and places an order for the Product described herein by signing the Proposal at the signature block by an individual authorized to bind the CUSTOMER and returning the Proposal with an appropriate Purchase Order to MEDTRONIC. Upon receipt by MEDTRONIC of the appropriately signed Proposal and Purchase Order, an authorized representative of MEDTRONIC will sign the Proposal on behalf of MEDTRONIC whereupon the Proposal will become a binding Agreement between the parties ("Agreement").

II. PAYMENT TERMS

- Payment to MEDTRONIC by Buyer on invoices from MEDTRONIC under this agreement shall be due within 30 days of the date of the invoice unless otherwise noted in the Additional Terms section.
- FOB Origin. Freight charges are prepaid by MEDTRONIC and added to the CUSTOMER's invoice.

III. INSTALLATION AND IN-SERVICE

The price of the Product includes: installation, complete on-site Product testing and run through.

All site modifications and preparations are the CUSTOMER's responsibility and are to be completed to the specifications given by MEDTRONIC, prior to the date of the installation.

MEDTRONIC is committed to providing CUSTOMER with ongoing technical service and software support on the Product for the Term of this agreement. Details of MEDTRONIC's Customer Support Program are set out in the accompanying Terms and Conditions. However, highlights of this Program are: Software support and maintenance, 24-hour telephone technical assistance, and Software enhancement upgrades to currently owned software packages. The cost of parts associated with the repair of equipment that is out of stated warranty period will be billed to the CUSTOMER.

IV. TRAINING

O-arm® System - MEDTRONIC is committed to providing the necessary training to ensure your staff is capable of operating the O-ARM® System autonomously. All OR Staff, Surgeons, Radiologic Technologists, etc. who will be utilizing the O-ARM® System must be trained by an authorized MEDTRONIC representative. Upon installation of the O-ARM® System, a MEDTRONIC representative will schedule training for up to five (5) business days at a mutually agreed upon date and time at the hospital site. MEDTRONIC may, at its discretion, provide additional on-site training it deems necessary during the warranty period at its expense.

StealthStation® System and Accessories - MEDTRONIC is committed to providing the necessary training to the Trainees on the StealthStation® Navigation System. All employees of CUSTOMER who will be utilizing the StealthStation Navigation System, including OR Staff, Surgeons, Radiologic Technologists, and surgical staff members ("Trainees"), should be trained by an authorized MEDTRONIC representative prior to using the System. Upon installation of the StealthStation® Navigation System, a MEDTRONIC representative will schedule training for Trainees at CUSTOMER's

site for no charge on a mutually agreeable date and time. MEDTRONIC may, at its discretion, provide additional on-site training it deems necessary during the warranty period at its expense.

Upon request by CUSTOMER, MEDTRONIC may also offer additional training for Trainees at MEDTRONIC's StealthStation® University in Louisville, Colorado ("Initial MEDTRONIC Site Training"). For Initial MEDTRONIC Site Training, MEDTRONIC will pre-arrange and pay hotel room fees for up to 10 nights of lodging at MEDTRONIC's designated hotel per CUSTOMER. CUSTOMER shall be responsible for all other fees and costs, including without limitation, travel arrangements, transportation, meals and incidental costs for Trainees.

MEDTRONIC may provide Trainees access to courses at StealthStation® University beyond the Initial MEDTRONIC Site Training at CUSTOMER's sole cost and expense.

*Additional training may involve CE credits for nurses governed by California Board of Nursing. An individual nurse may obtain CEs for a specific course only once per rolling 12 month period.

V. SURGERY SUPPORT

StealthStation® System - Upon request by the CUSTOMER, MEDTRONIC will provide up to six (6) surgical support visits during the warranty period. MEDTRONIC may, at its discretion and depending on the CUSTOMER circumstance (new hospital staff, new surgical procedure introduced, new accessories or equipment), provide additional surgical support at no charge. The CUSTOMER has the option at any time to purchase surgical coverage visits through MEDTRONIC.

O-arm® System - Upon request by the CUSTOMER, MEDTRONIC may provide surgical support visits by a MEDTRONIC authorized representative for training purposes, during the warranty period.

VI. LIMITED WARRANTY

The Product shall be subject to the MEDTRONIC Standard Limited Warranty, applicable to this Product as contained in the Terms and Conditions, for the Term of the agreement. MEDTRONIC SPECIFICALLY DISCLAIMS ALL OTHER WARRANTIES, INCLUDING, WITHOUT LIMITATION, THOSE OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

VII. SOFTWARE LICENSE

MEDTRONIC hereby grants to CUSTOMER, and CUSTOMER hereby accepts, a non-transferable, non-exclusive license ("License") to use Licensed Materials in perpetuity if and for so long as CUSTOMER agrees to and abides by the terms and conditions of this Agreement. CUSTOMER may not copy, modify or transfer the Licensed Materials, in whole or in part, except as provided by MEDTRONIC. CUSTOMER may only use the Licensed Materials in connection with the proper usage and operation of the Products.

VIII. TERM OF AGREEMENT

This agreement shall become effective on the date of the last signature in the signature block below ("Execution Date") and shall have a term of one (1) calendar year from the Acceptance Date of the Product ("Term").

IX. CONFIDENTIALITY

All portions of this Proposal are to be considered confidential and are not to be shared with anyone other than an employee or authorized agent of MEDTRONIC, or personnel of CUSTOMER or their representative, unless approved by MEDTRONIC.

X. DELIVERY AND TRANSFER OF OWNERSHIP

Transfer of ownership from MEDTRONIC to CUSTOMER of the Product shall take place immediately upon shipment. The warranty period will commence seven (7) business days following the delivery date, unless otherwise specified in the additional terms section. Installation and training will be scheduled at a mutually agreed upon date.

XI. ADDITIONAL TERMS

- All prices are quoted in US Dollars.
- Please make the Purchase Order (PO) out to Medtronic USA, Inc. (TAX ID# 41-1493213) and reference quotation number on the purchase order. Please return this page signed with the purchase order.
- CUSTOMER hereby grants permission to MEDTRONIC to use its name and identity in its marketing material for the limited purpose of stating only the existence of the agreement.

- The pricing terms and conditions included in this quotation are contingent on CUSTOMER returning their existing O-arm O1 and StealthStation S7 to MEDTRONIC upon receipt of the O-arm O2 and StealthStation S8. CUSTOMER is responsible for removing all Protected Health Information (PHI) prior to the pick up of the existing O-arm O1 and StealthStation S7.

XII. COMPLETE AGREEMENT

When executed as prescribed herein, this Sales and Support Proposal constitutes a legally binding agreement between the parties. It is the entire agreement between the parties with respect to the subject matter hereof and supersedes all previous proposals, negotiations, representations or commitments between the parties, both written and oral. The terms of this Sales and Support Proposal may be amended only by a writing signed by both parties hereto and shall prevail in the event that there is a conflict or variance with the terms and conditions of any purchase order form or other document submitted by CUSTOMER or with any invoice or other document submitted by MEDTRONIC.

ACCEPTANCE

This agreement sets forth the entire understanding between the parties and supersedes any prior or oral agreements with respect to the matters covered by this agreement. An authorized representative of Salinas Valley Memorial Hosp and MEDTRONIC have signed and executed the agreement below.

Salinas Valley Memorial Hosp

**Medtronic USA, Inc. for its ENT Products
and Navigation Products**

Signature: _____

Signature: _____

Print Name: _____

Print Name: _____

Title: _____

Title: _____

Date: _____

Date: _____



SERVICE AND SUPPORT AGREEMENT PROPOSAL

**PREPARED FOR:
Salinas Valley Memorial Hosp**

Date: 07/05/2022

Quote #: SSA-210860-0001109381-2-0

This SERVICE AND SUPPORT AGREEMENT PROPOSAL ("SSA Proposal") is entered into by Medtronic USA, Inc. for its ENT and Navigation Products ("MEDTRONIC") with a business address of 826 Coal Creek Circle, Louisville, Colorado 80027 and Salinas Valley Memorial Hosp, ("Customer"), with a business address of 450 East Romie Lane, Salinas CA, 93901-4098, UNITED STATES. This SSA Proposal, together with the following attachments (collectively, "Agreement"), constitutes the entire Agreement between MEDTRONIC and Customer for the provision of services:

- Exhibit A (Standard Terms and Conditions)
- Exhibit B (Supplemental Terms)
- Additional exhibits or addenda agreed upon by Customer and MEDTRONIC

The following proposal for service has been prepared in conjunction with current system(s) quote 77167-0001109381-1-1 for:

- One (1) O-arm® Imaging system with software and product integration to the StealthStation® S8 surgical system.
- One (1) StealthStation® S8® surgical system with EM including software and product integration.

MEDTRONIC offers to sell the Services (as described below and defined in the Agreement) to Customer. Please indicate the option below ("Term"):

Option 1: Three (3) year term effective post warranty. Pricing secured at point-of-sale capital purchase.

System Type	Current Expire Date	Part Number	Current List Price	QTY	Year 1 Price	Year 2 Price	Year 3 Price
O-Arm O2	TBD	SERVICEC1 - O2MCT10	\$86,500.00	1	\$79,100.00	\$79,100.00	\$79,100.00
S8 with EM	TBD	SERVICEC1 - S8MCT21	\$81,800.00	1	\$74,200.00	\$74,200.00	\$74,200.00
Invoiced annually, as follows:					\$153,300.00	\$153,300.00	\$153,300.00

Total Price of Option: \$459,900.00 (\$153,300.00 invoiced annually)



The offer contained in this SSA Proposal is valid through 07/29/2022. If Customer's acceptance is not received by MEDTRONIC within such time, this offer will expire. MEDTRONIC may charge Time & Materials at the current standard rates for any services provided to Customer beyond the expiration date which are not covered by warranty or an existing service and support agreement.

MEDTRONIC USA, INC. FOR ITS ENT AND NAVIGATION PRODUCTS

Salinas Valley Memorial Hosp

Signature: _____

Signature: _____

Print Name: Brad Emms

Print Name: _____

Title: Vice President, Surgical Synergy Sales

Title: _____

Date: _____

Date: _____

EXHIBIT A STANDARD TERMS AND CONDITIONS

DEFINITIONS.

- a. **“Corrective Maintenance”** means maintenance required other than Planned Maintenance and Software Maintenance, including but not limited to, maintenance required due to unauthorized relocation, modification, lapse of warranty or service and support agreement, or for other exclusions. Corrective Maintenance shall be at MEDTRONIC’s sole discretion and subject to replacement parts availability.
- b. **“Covered Product(s)”** means any Product or System covered by a valid warranty or, if the warranty has expired or becomes void, any such Product which has been subsequently inspected and approved for service and support coverage by MEDTRONIC in writing. Covered Products are identified by serial number (if available) in the SSA Proposal.
- c. **“Location”** means the site where the Covered Products were originally installed or where they were relocated with the prior approval of MEDTRONIC, which is identified in this Agreement.
- d. **“Licensed Material”** means any Software placed on or provided with Products by MEDTRONIC at the time of System acquisition or at any other time, including any accompanying documentation related thereto.
- e. **“MEDTRONIC Technical Services”** means MEDTRONIC’s customer support department. MEDTRONIC will provide telephone support 24/7/365 through MEDTRONIC Technical Services, unless otherwise provided in the Supplemental Terms set forth in Exhibit B. If applicable, MEDTRONIC may troubleshoot reported problems and/or provide basic data transfers remotely through the Customer’s secure network on both an inbound and outbound basis.
- f. **“Normal Coverage Hours”** means that Services will be performed by MEDTRONIC at the Location, Monday through Friday from 7:00 a.m. to 4:00 p.m. local time, excluding holidays observed by MEDTRONIC. Services performed outside Normal Coverage Hours are considered Optional Services.
- g. **“Notice”** means providing written notice that includes facts sufficient to describe the issue to the other party by certified mail, facsimile, or standard overnight delivery service at the address identified in the Agreement.
- h. **“Optional Services”** means services performed or provided by MEDTRONIC that are outside the scope of this Agreement, including but not limited to: services performed outside the Normal Coverage Hours, relocation of Covered Products, Surgical Support visits provided by MEDTRONIC, additional system Planned Maintenance, system inspections or Corrective Maintenance required, due to unauthorized relocation, modification, lapse of warranty, or for other exclusions, which will be billed as set forth in the Payment Terms.
- i. **“Planned Maintenance”** means a pre-scheduled maintenance of the System performed by MEDTRONIC which may include one or all of the following, as determined by MEDTRONIC: a performance evaluation of all covered Products, System inspection, cleaning, lubrication, adjustments, and/or other Corrective Maintenance of a non-emergency nature.
- j. **“Remote Support”** means a digital service that allows MEDTRONIC to provide features such as; remote diagnostics, predictive part failure reporting, remote troubleshooting support, and remote software install. Remote Support requires an active, secured Internet connection between the Covered Product and MEDTRONIC for connectivity. Upon execution of this Agreement Medtronic will enable Remote Support. Remote Support is not available on all systems and features may vary by product.
- k. **“Services”** means the services set forth in the Supplemental Terms set forth in Exhibit B.
- l. **“Software Application”** means a separate software program that integrates with, but is not part of, the operating system. Software Applications are designed to perform specific functions that enable the Customer to perform specific procedures.
- m. **“Software Feature”** means modifications to or development of software that may include new features, modules or products which enable the software to perform new or different functions or increases the capacity or capability of the software and are NOT designated by MEDTRONIC as either a Software Application or a Software Upgrade.
- n. **“Software”** means the operating system, Software Applications, and Software Features that reside on the System.
- o. **“Software Maintenance Release”** means the release of software that MEDTRONIC deems required or available to all customers and all Systems regardless of software coverage of a service and support agreement.
- p. **“Software Upgrade Release”** means the release of an existing Software Application containing one or more Software Enhancements and/ or Software Features. Software Upgrade Releases are included as part of the software coverage of a service and support agreement.
- q. **“Surgical Support”** means attendance by a qualified MEDTRONIC representative during a surgical case at the Location using Covered Products.
- r. **“System”** means the capital equipment, hardware or platform on which the Software resides.

1. PAYMENT TERMS.

- a. Fees are billed and payable in US Dollars and payable net thirty (30) days after the invoice date.
- b. Fees for Optional Services will be billed at the current standard rate.
- c. Prices in the Agreement and invoices do not include sales, use or other similar taxes, which Customer will pay unless a tax exemption certificate is provided to MEDTRONIC.
- d. The initial payment for Services or Optional Services will be accompanied by a purchase order or equivalent Customer purchase record. All invoices paid after the due date will be subject to a late payment charge of the lesser of 1.5% per month or the maximum rate permitted by law.

2. TERMINATION.

- a. Termination without Cause. Either party may terminate this Agreement for any reason or no reason, with thirty (30) days prior Notice to the other party.
- b. Termination for Cause. Either party may terminate this Agreement immediately, without Notice to the other party, if the other party: 1) makes an assignment for the benefit of creditors, or a receiver, trustee in bankruptcy or similar officer is appointed to take charge of all or any material part of the other party's property or business; or 2) MEDTRONIC may terminate this Agreement immediately, without prior Notice to Customer if Customer misuses the Licensed Material and/or uses the Licensed Material in violation of any license provided under this Agreement (referred to herein as "Cause").
- c. Result of Termination: 1) If MEDTRONIC terminates this Agreement for any reason other than for Cause, MEDTRONIC will pay Customer a pro-rata refund of the fees that Customer paid for the year in which the Agreement is terminated based on the remaining period in such year; 2) If Customer terminates this Agreement for any reason other than for Cause, Customer shall not be entitled to a refund of any portion of any fees paid by Customer under the Agreement. However, Customer shall be excused from any obligation to pay any future fees beyond the year in which the Agreement was terminated; or 3) If Customer terminates this Agreement for Cause, MEDTRONIC will pay Customer a pro-rata refund of the fees that Customer paid for the year in which the Agreement is terminated based on the remaining period in such year.

3. QUALIFICATION. To qualify for this Agreement, the following conditions must be met, and Customer represents:

- a. The Covered Products must be used in accordance with any product labeling or any product documentation provided and as solely determined by MEDTRONIC;
- b. As of the effective date of this Agreement, Covered Products must be in good working condition and not have been altered or subjected to misuse, modification, abuse, accident or improper handling, and MEDTRONIC reserves the right to inspect the Covered Products to ensure they are in good working condition and in compliance with MEDTRONIC's specifications for the Covered Products; Prior to being covered under this Agreement, or any service and support agreement, Covered Products not in good working condition must first be repaired by MEDTRONIC at the current per-incident repair price, subject to any existing and applicable warranty terms. If replacement is necessary, Customer will be notified and current product pricing will apply. Customer acknowledges that all of Customer's similar Medtronic products listed in this SSA Proposal are applicable included for coverage under this Agreement;
- c. The Covered Products must not have been repaired or altered outside of MEDTRONIC's supervision or by non-MEDTRONIC personnel in any way which, in the judgement of MEDTRONIC, may affect its stability or reliability;
- d. MEDTRONIC must be notified within thirty (30) days following discovery of the problem, malfunction or defect; and
- e. The Covered Products must be returned to MEDTRONIC without shipping damage within thirty (30) days of MEDTRONIC receiving Notice as provided above.

4. CUSTOMER RESPONSIBILITIES. During the Agreement Term, Customer agrees to comply with the following obligations, failure of which will be considered a breach and, where noted, will void this Agreement:

- a. Ensure the Location is maintained in a condition reasonably suitable for the Covered Products, including but not limited to temperature and humidity control, incoming power supply, and fire protection system.
- b. Ensure the Covered Products are used in accordance with relevant specifications by personnel who are properly trained on the operation and use of the Covered Products.
- c. Contact MEDTRONIC prior to relocation of Covered Products. Although Covered Products that are mobile may be moved within the Location during use, relocation to another site within the Location that would result in the Covered Product being lifted, dropped, tilted or jarred and any relocation outside the Location will void this Agreement if undertaken by Customer or by a third party without prior Notice to MEDTRONIC Technical Services or failure to adhere to MEDTRONIC shipping requirements and proper crating. Relocation by Customer or a third party requires post-relocation system inspection and any

necessary Corrective Maintenance by MEDTRONIC, which will be billed to Customer at the current standard rates. Alternatively, MEDTRONIC will relocate Covered Products for Customer as an Optional Service.

d. Promptly notify MEDTRONIC of any problem, failure or malfunction of Covered Products which result in the inability of the Covered Product to perform in accordance with its specifications. Provide full and safe access to Covered Products, at no cost to MEDTRONIC, for any period when on-site Services are required or requested by Customer.

e. Customer acknowledges that the Covered Products are medical devices subject to federal regulations and agrees not to tamper with, alter, service, or modify any Covered Product (including the loading of additional software) without prior written consent from MEDTRONIC, as unauthorized modifications could render the device unsafe or ineffective for its intended use. Customer agrees not to use non-Medtronic or reprocessed tools not provided and inspected by MEDTRONIC with the Covered Products. Any such unauthorized modification or use of reprocessed products will void this Agreement. Customer shall indemnify and hold MEDTRONIC harmless against any damages, costs and expenses resulting from such unauthorized modifications or use of reprocessed products. This provision shall survive termination, expiration or lapse of this Agreement.

5. EXCLUSIONS. The following items shall be considered exclusions and are not included as or part of the Services under this Agreement:

- a. Providing any service or replacement part specifically excluded under the Agreement;
- b. Maintenance or repair of third-party or non-MEDTRONIC products or Software, even if packaged or sold with MEDTRONIC Products and recommended by MEDTRONIC;
- c. Problems caused by unauthorized modifications, maintenance or repairs of the Products or any other modification, maintenance or repair of the Covered Product(s) not performed by MEDTRONIC;
- d. Problems caused by external power sources, including the incoming power supply;
- e. Repair of damage caused by accident, negligence or any cause other than ordinary use, including Customer's failure to follow operation instructions, failure to provide a reasonably suitable environment for Covered Products, or use of the Covered Products for purposes other than those for which they were designed;
- f. Damage to the Covered Products caused by disaster, such as, fire, flood, wind, earthquake, terrorism, lightning or natural disaster;
- g. Movement of the Covered Product from the Location unless performed by MEDTRONIC as an Optional Service;
- h. Expendable materials and accessories, such as straps, fabric, as well as Corrective Maintenance necessary to repair accessories;
- i. Future Software Upgrades, Software Features and Software Applications or any other Software that was not originally part of this Agreement, except as otherwise provided in the Agreement; and
- j. Optional Services. Upon Customer's request, any service, support or maintenance for the foregoing exclusions may be performed at the sole discretion of MEDTRONIC as Optional Services.

6. TECHNICAL SERVICES SUPPORT.

a. Phone Support: MEDTRONIC shall provide technical telephone support for the Covered Product(s), 24/7/365 through the MEDTRONIC Technical Services support line (800-595-9709). MEDTRONIC Technical Services can be reached by either phone or email as follows: (i) for Medtronic Navigation and ENT Products: (800) 595-9709 or rs.navtechsupport@medtronic.com; (ii) for Medtronic Neurologic Technologies products (Midas Rex): Technical Support (800) 643-2773, Repair Services (800) 335-9557, Product Order Entry (800) 433-7080; or (iii) for Medtronic Advanced Energy products: (866) 777-9400, prompt #3. Customer agrees to provide the appropriate information to MEDTRONIC, in an effort to ensure prompt issue resolution, and accurate medical device reporting.

b. Remote Support: If applicable, MEDTRONIC may troubleshoot reported problems and/or provide basic data transfers remotely through the hospital's secure network on both an inbound and outbound basis, or as indicated in the respective Supplemental Terms for the Covered Product(s).

7. RETROFITS. MEDTRONIC reserves the right to make changes in the design or construction of MEDTRONIC Products without incurring any obligation to make any changes whatsoever in the Covered Products described in this Agreement. Customer agrees to allow MEDTRONIC, at MEDTRONIC's expense, to make retrofits or design changes to Covered Products, which improve equipment reliability but do not change equipment performance characteristics.

8. WARRANTY. EXCEPT AS IS EXPRESSLY SET FORTH ABOVE, MEDTRONIC EXPRESSLY DISCLAIMS ANY REPRESENTATION OR WARRANTY OF ANY KIND, EXPRESS OR IMPLIED, WHETHER AS TO MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, OR ANY OTHER MATTER. THE REMEDIES SET FORTH IN THIS

WARRANTY ARE THE EXCLUSIVE REMEDIES AVAILABLE FOR BREACH OF WARRANTY.

9. LIMITATION OF LIABILITY. EXCEPT AS EXPRESSLY PROVIDED BY THIS AGREEMENT, IN NO EVENT SHALL MEDTRONIC BE LIABLE FOR ANY INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES BASED ON ANY DEFECT, FAILURE OR MALFUNCTION OF THE COVERED PRODUCT TO FUNCTION WITHIN NORMAL TOLERANCES WHETHER THE CLAIM IS BASED ON WARRANTY, CONTRACT, NEGLIGENCE, STRICT LIABILITY, OR OTHER TORT OR ANY OTHER LEGAL THEORY. THIS AGREEMENT IS MADE ONLY TO THE CUSTOMER. AS TO ALL OTHERS, MEDTRONIC MAKES NO WARRANTY, EXPRESS OR IMPLIED, INCLUDING BUT NOT LIMITED TO ANY IMPLIED WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE, WHETHER ARISING FROM STATUTE, COMMON LAW, CUSTOM OR OTHERWISE. NO SUCH EXPRESS OR IMPLIED WARRANTY TO THE CUSTOMER SHALL EXTEND BEYOND THE PERIOD SPECIFIED ABOVE. THIS AGREEMENT SHALL BE THE EXCLUSIVE REMEDY AVAILABLE TO ANY PERSON.

10. ASSIGNMENT. Customer may not assign its rights under this Agreement to any third party without the prior written consent of MEDTRONIC. Any purported assignment in violation of this clause is void.

11. FORCE MAJEURE. Neither Customer nor MEDTRONIC shall be liable to the other for any delay or failure to perform that results from any event or cause that is beyond the reasonable control of the party obligated to perform.

12. CONFIDENTIAL INFORMATION. Customer and MEDTRONIC agree that this Agreement represents and contains confidential information, including but not limited to pricing, that shall not be disclosed to any third party or otherwise be made public, without prior written authorization of the other party, except where such disclosure is required by law and then only after Notice to the other party to allow for an objection to such disclosure.

13. COMPLIANCE WITH LAWS. Customer and MEDTRONIC agree to comply with obligations under federal, state or other applicable laws or regulations with respect to the performance of this Agreement. The parties acknowledge that it is their intent to establish a business relationship in which rebates, discounts, payments and credits provided to Customer comply with the exceptions to the Medicare and Medicaid Anti-Kickback statute set forth at 42 U.S.C. § 1320a-7b(b)(3) and the “Safe Harbor” regulations regarding discounts set forth in 42 C.F.R. § 1001.952(h); and the parties believe that the relationship contemplated by this Agreement is in compliance with those requirements.

14. STATEMENT REGARDING DEBARMENT/SUSPENSION/ EXCLUSION ISSUES. MEDTRONIC certifies that it has not been excluded, debarred or suspended from and is not, in any other way, ineligible to participate in any state or federal governmental program. Prior to hiring any applicant for employment, MEDTRONIC: (1) conducts a criminal background check (since 1996); (2) requires a pre-employment mandatory drug screening test (since 2000); (3) determines whether the applicant appears on the list of excluded individuals and entities maintained by the Office of Inspector General for the United States Department of Health and Human Services (“excluded list”); and (4) determines whether the applicant is ineligible to participate in Federal procurement and non-procurement programs, in the list maintained by the United States government (www.SAM.gov). In addition, at least once annually, Medtronic screens all employees against the “excluded list” and www.SAM.gov. MEDTRONIC terminates the employment of any current employee who is found to be in either system.

As a public company, MEDTRONIC is required on an annual basis to make a disclosure to the United States Securities and Exchange Commission regarding any director, person nominated to become a director or executive officer who was, during the preceding five years, convicted in a criminal proceeding or the named subject of a pending criminal proceeding (excluding traffic violations and other minor offenses). MEDTRONIC makes inquiry of each such persons on an annual basis and has not, during the previous five years, made any disclosure responsive to this requirement. MEDTRONIC’s most recent quarterly report on Form 10-Q or annual report on Form 10-K disclosed material pending legal proceedings as of that date, including material legal proceedings known to be contemplated by governmental authorities.

15. ACCESS TO RECORDS. Notwithstanding the confidentiality provision herein, to the extent required by the Social Security Act, as amended, MEDTRONIC will, upon request, allow the United States Department of Health and Human Services, the Comptroller General of the United States, the State Department of Health, the State Department of Finance, and their duly authorized representatives access to this Agreement and to all books, documents, and records necessary to verify the nature and

extent of the costs of Services provided by it under this Agreement at any time during the Term of this Agreement and for an additional period of four (4) years following the last date Services are provided under this Agreement.

16. ENTIRE AGREEMENT/PRECEDENCE. This Agreement contains the entire agreement between the parties and supersedes all prior or concurrent agreements between the parties, whether oral or written, relating to its subject matter. The provisions of this Agreement may not be modified except in a writing signed by authorized representatives of both parties; therefore any different or additional terms in any Customer purchase order or other document are objected to and will not be binding. If any terms conflict, the terms of this Agreement will apply in the following order of precedence: (i) Exhibit B (Supplemental Terms), (ii) Exhibit A (Standard Terms and Conditions), and (iii) any other exhibit, addendum or schedule attached to this Agreement.

17. GOVERNING LAW. The validity, construction and performance of this Agreement shall be governed by and construed in accordance with the laws of the State of Florida.

EXHIBIT B SUPPLEMENTAL TERMS

SUPPLEMENTAL TERMS FOR MEDTRONIC O-ARM O2 SERVICE & SUPPORT

The following Supplemental Terms, which shall amend or modify and take precedence over the Standard Terms and Conditions (Exhibit A), are applicable to the Services being provided under the Agreement for the System(s) listed in this SSA Proposal.

HARDWARE COVERAGE

a. Replacement Parts: MEDTRONIC agrees to provide, at no additional cost to Customer, all replacement parts necessary to return the Covered Product to good working condition: 1) As determined by MEDTRONIC in its sole discretion, replacement parts may be refurbished parts or functionally comparable parts, provided in either case that they are qualified pursuant to MEDTRONIC'S validation and verification process; 2) Replaced parts will become the property of MEDTRONIC. Customer agrees to return all replaced parts to MEDTRONIC. In the event that Customer does not return the replaced part(s) to MEDTRONIC, Customer agrees to pay the full retail price of the replaced part(s); 3) The warranty term on replacement parts expires with the expiration of the Term of this Agreement; and 4) Standard Overnight shipping will be used for replacement parts, when available.

SOFTWARE COVERAGE

a. Software Maintenance Releases: As deemed necessary by MEDTRONIC, Software Maintenance Releases will be provided at no charge to Customer, for the Covered Products.
b. Software Upgrade Releases: When available, Software Upgrade Releases will be provided at no charge to Customer, for the Covered Products.

ON-GOING PRODUCT MAINTENANCE

Planned Maintenance: At a mutually agreeable date and time, during Normal Coverage Hours, MEDTRONIC will provide all necessary Planned Maintenance as defined in the System manual.

SOFTWARE LICENSE

a. MEDTRONIC hereby grants to Customer, and Customer hereby accepts, a non-transferable, non-exclusive license ("License") to use the Licensed Materials in perpetuity if and for so long as Customer agrees to and abides by the terms and conditions of this Agreement. Customer may not copy, modify or transfer the Licensed Materials, in whole or in part, except as provided by MEDTRONIC. Customer may only use the Licensed Materials in connection with the operation of the Covered Product(s).
b. Customer agrees to take all reasonable steps to safeguard the Licensed Materials to ensure that no unauthorized person shall have access thereto, and that no copy, publication, disclosure or distribution, in whole or in part, in any form shall be made. Customer acknowledges that the Licensed Materials contain valuable, confidential information and trade secrets of MEDTRONIC and that copying of or allowing unauthorized access to the Licensed Material is harmful and damaging to MEDTRONIC.

REMOTE SUPPORT

a. MEDTRONIC will provide Remote Support on Covered Product.

SUPPLEMENTAL TERMS FOR MEDTRONIC STEALTHSTATION S8 W/ EM SERVICE & SUPPORT

The following Supplemental Terms, which shall amend or modify and take precedence over the Standard Terms and Conditions (Exhibit A), are applicable to the Services being provided under the Agreement for the System(s) listed in this SSA Proposal.

HARDWARE COVERAGE

a. Replacement Parts: MEDTRONIC agrees to provide, at no additional cost to Customer, all replacement parts necessary to return the Covered Product to good working condition: 1) As determined by MEDTRONIC in its sole discretion, replacement

parts may be refurbished parts or functionally comparable parts, provided in either case that they are qualified pursuant to MEDTRONIC'S validation and verification process; 2) Replaced parts will become the property of MEDTRONIC. Customer agrees to return all replaced parts to MEDTRONIC. In the event that Customer does not return the replaced part(s) to MEDTRONIC, Customer agrees to pay the full retail price of the replaced part(s); 3) The warranty term on replacement parts expires with the expiration of the Term of this Agreement; and 4) Standard Overnight shipping will be used for replacement parts, when available.

SOFTWARE COVERAGE

- a. Software Maintenance Releases: As deemed necessary by MEDTRONIC, Software Maintenance Releases will be provided at no charge to Customer, for the Covered Products.
- b. Software Upgrade Releases: When available, Software Upgrade Releases will be provided at no charge to Customer, for the Covered Products.

CLINICAL AND PROFESSIONAL SERVICES

- a. Upon request by Customer, MEDTRONIC will provide up to six (6) Surgical Support visits per System, per year of the Agreement Term. The MEDTRONIC representative providing Surgical Support will provide support and training for the Covered Product, but will not run the Covered Product, provide medical advice, or participate in any way in delivering medical or surgical care to a patient. Surgical Support visits must be scheduled in advance and are based on MEDTRONIC personnel availability. MEDTRONIC reserves the right to charge a fee for any Surgical Support visit that is longer than eight (8) hours in duration, or that occurs outside Normal Coverage Hours.
- b. MEDTRONIC may at its discretion and depending on the Customer circumstance (e.g., new hospital staff, new surgical procedure introduced, new accessories or equipment) provide additional Surgical Support visits at no charge.
- c. Customer has the option to purchase additional Surgical Support visits, through MEDTRONIC.
- d. Customer agrees to (a) designate and make known to MEDTRONIC a system products coordinator (if applicable) who has received training from MEDTRONIC and is qualified to act as Customer's primary contact for MEDTRONIC Technical Support personnel; and (b) designate Customer personnel who are trained by MEDTRONIC Technical Support with sufficient system issue description, technical information and/or modem access as deemed necessary by MEDTRONIC Technical Support personnel to diagnose and attempt to resolve the technical issue or issues.

ON-GOING PRODUCT MAINTENANCE

Planned Maintenance: At a mutually agreeable date and time, during Normal Coverage Hours, MEDTRONIC will provide all necessary Planned Maintenance as defined in the System manual.

EDUCATION AND TRAINING

- a. StealthStation® University (MEDTRONIC Education Center)
 - (1) Education: Additional training courses on the Covered Product are available through MEDTRONIC's StealthStation® University in Louisville, Colorado. Upon request by Customer for its surgeons, surgical staff, and radiologic technologists ("Trainees") to attend StealthStation® University training courses, MEDTRONIC will pre-arrange and pay hotel room fees for up to ten (10) nights lodging at MEDTRONIC's designated hotel. The ten (10) nights lodging are allocated per Location, per year of the Agreement Term, regardless of the number of Covered Products owned or operated by Customer. Customer is solely responsible for all other costs, including without limitation, travel arrangements, transportation, meals and incidental costs for Trainees.
 - (2) Select courses may include continuing education ("CE") credits (as governed by California Board of Nursing) for nursing staff. A nurse may obtain CE credits for a specific MEDTRONIC course only once annually.
- b. MEDTRONIC may at its discretion provide on-site training on the Covered Product during the Agreement Term, at MEDTRONIC's expense.
- c. Customer may arrange to purchase additional training from MEDTRONIC at an agreeable date and time.

SOFTWARE LICENSE

a. MEDTRONIC hereby grants to Customer, and Customer hereby accepts, a non-transferable, non-exclusive license (“License”) to use the Licensed Materials in perpetuity if and for so long as Customer agrees to and abides by the terms and conditions of this Agreement. Customer may not copy, modify or transfer the Licensed Materials, in whole or in part, except as provided by MEDTRONIC. Customer may only use the Licensed Materials in connection with the operation of the Covered Product(s).

b. Customer agrees to take all reasonable steps to safeguard the Licensed Materials to ensure that no unauthorized person shall have access thereto, and that no copy, publication, disclosure or distribution, in whole or in part, in any form shall be made. Customer acknowledges that the Licensed Materials contain valuable, confidential information and trade secrets of MEDTRONIC and that copying of or allowing unauthorized access to the Licensed Material is harmful and damaging to MEDTRONIC.

REMOTE SUPPORT

a. MEDTRONIC will provide Remote Support on Covered Product.



Medtronic
Restorative Therapies Group
826 Coal Creek Circle
Louisville, Colorado 80027
www.medtronic.com

January 26, 2021

Salinas Valley Memorial Hospital
450 East Romie Lane,
Salinas, CA 93901-4098

SUBJECT: StealthStation™ S7™, StealthStation™ S7™ Planning Station, Fusion™ and O-arm™ 1000 Imaging System
End of Guaranteed Service Notification

Dear Valued Customer,

Due to continued improvements in technology and limited availability of replacement parts, the StealthStation™ S7™, StealthStation™ S7™ Planning Station, Fusion™ and O-Arm™ 1000 systems are entering the final stages of serviceability. As a result of these restraints, Medtronic will no longer be able to guarantee service for the StealthStation™ S7™, StealthStation™ S7™ Planning Station, Fusion™ and O-Arm™ 1000 after the following dates:

System Type	Install Date	End of Guaranteed Service Date
StealthStation™ S7	Before December 31, 2012	December 31, 2019
StealthStation™ S7™ Planning Station	Between January 1, 2013 and December 31, 2014	December 31, 2021
Fusion™		
O-Arm™ 1000	After January 1, 2015	December 31, 2024

YOUR SYSTEM INFORMATION:

System Name	System #	Install Date	End of Guaranteed Service Date
O-arm™ 1000	B14090881	11/24/2014	12/31/2021
StealthStation™ S7	N05890123	10/24/2014	12/31/2021

After your system's respective End of Guaranteed Service date, replacement parts will be sold on a commercial reasonable basis. Critical replacement parts will become unavailable over time, as well as field technical training/support for these systems. Technical Phone Support, In-Service training, Planned Maintenance (excluding part replacements) and Case Support will continue to be available for a limited period of time after these dates.

If you're interested in learning more about our next generation platforms, the StealthStation™ S8™, StealthStation™ ENT or O-Arm™ O2 imaging system, please visit Medtronic.com or see the brief overview below. In addition, for qualifying legacy systems, we are offering a trade-in credit to help facilitate your transition to our newer technology.

- StealthStation™ S8™ system was introduced in April 2017, and offers neurosurgeons an advanced solution with enhanced workflows, efficiencies, and more comprehensive data integration, providing useful surgical navigation information.
- StealthStation™ ENT system was introduced in June 2017, and offers otolaryngologists an advanced solution with enhanced workflows, efficiencies, and more comprehensive data integration, providing useful surgical navigation information.
- O-arm™ O2 Imaging System was introduced in October 2015, and has several new hardware and software updates that combine to create an imaging system that maximizes features, functionally, service and reliability. New features include; Enhanced Low Dose Mode, Multiple Fields of View and Field of View Preview.

Thank you for your continued support of Medtronic Restorative Therapies Group and our surgical navigation and imaging solutions. To discuss your options for upgrading to the StealthStation™ S8™ system, StealthStation™ ENT or O-Arm™ O2 imaging system, please contact your local Medtronic Navigation, Neurosurgery Area Sales Manager or ENT Area Sales Manager.

We appreciate your business and look forward to serving your surgical navigation and imaging needs now and into the future.

Sincerely,

Matthew Boyd | Medtronic Restorative Therapies Group | 720.890.3267 | matthew.k.boyd@medtronic.com

Capital Guide

Proposal Analysis

Potential Savings

\$112,970.00 capital

\$56,100.00 service

Configuration

Vendor

Medtronic Surgical Technologies Div Medtronic Inc

Device

**Stereotactic Systems, Image-Guided, Surgical, Multiprocedure;
Radiographic/Fluoroscopic Units, Mobile; Hand Drills**

Model

StealthStation S8, O-Arm O2, Midas Rex MR8 Motor

Prepared For

Salinas Valley Memorial Healthcare System

Tim Eckert

Salinas - CA

Phone: 831 771-3865

Email: teckert@svmh.com

Prepared By

Michael Green

Phone: (800) 998-3274 ext 5323

Email: mgreen@ecri.org

Wednesday, July 06, 2022

If you have any questions or require additional information, please do not hesitate to call the analyst.

Work Order: 1201232 Revision #1

User Label: O-Arm_Medtronic



ECRI

The Most Trusted
Voice in Healthcare

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The Bottom Line

Recommendations	
Pricing	Negotiating for a 34.9% overall discount prior to trade-in, reported in similar proposals for the StealthStation S8 and O-Arm O2 systems from Medtronic in our records, will potentially save \$112,970.
Terms & Conditions	
<ul style="list-style-type: none"> • Shipping 	We recommend negotiating for FOB Destination with all costs absorbed.
<ul style="list-style-type: none"> • Warranty 	We recommend negotiating for one year parts & labor.
Service Contract	Negotiating for a 20% service discount off the purchase of SSA coverage for the S8 and O2 systems from Medtronic will potentially save \$56,100 across the three-year term.
Hazards & Recalls	A search of ECRI's Alerts database did not find any recent hazards, recalls, or problems with this equipment.

Price Analysis

Proposal Number: 77167-0001109381-1-2			
Total Quantity	4	Discount Reasons	Bottom Line, Trade in
Total List Price	\$1,635,864.00		
Total Quoted Price	\$1,177,916.80	Trade-in Amount	\$65,000.00
Total Quoted Discount	28.0%	Discount After Trade-in	32.0%
Excluded Costs	Shipping, installation, and handling		

In Medtronic quotation # 77167-0001109381-1-2, Salinas Valley Memorial Hospital has been quoted a 28% overall discount prior to trade-in credit off the purchase of the StealthStation S8 navigation system and O-Arm O2 imaging system, plus two (2) navigated Midas Rex MR8 high-speed drills. This is based in part on a \$130,000 PO deadline discount. Our PricePaid database indicates similar proposals for the StealthStation S8 and O-Arm O2 systems submitted for analysis in the last 13 months have reflected discounts from 20% to 34.9%. Negotiating for a 34.9% overall discount prior to trade-in credit will potentially save \$112,970.

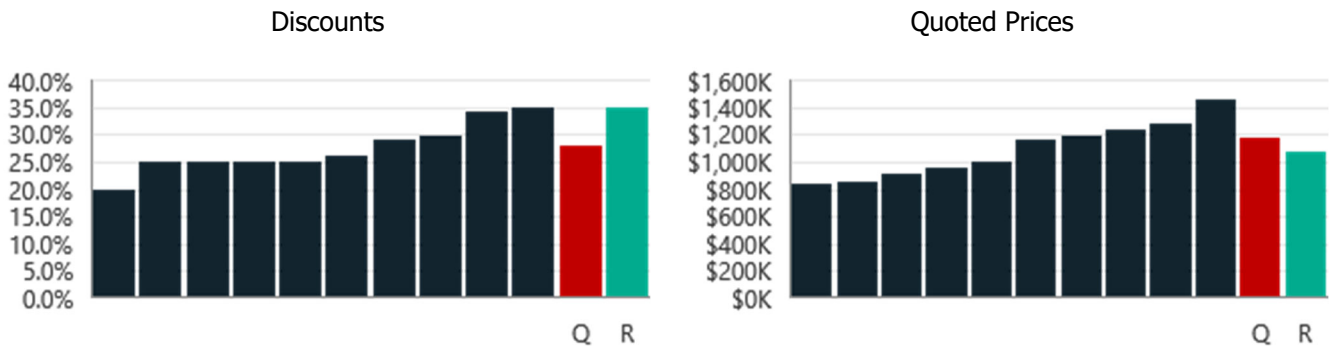
Service Price Analysis – ResponseCare

Proposal Number: SSA-210860-0001109381-2-0			
Total Quantity	2	Discount Reasons	None Indicated
Total List Price	\$504,900.00		
Total Quoted Price	\$459,900.00	Service Company	Medtronic Surgical Technologies Div Medtronic Inc
Total Quoted Discount	8.9%		
List Price/Year	\$168,300.00	Level of Service	
Quoted Price/Year	\$153,300.00	Capital List	
List Price/Unit/Year	\$168,300.00	Capital List Source	
Quoted Price/Unit/Year	\$153,300.00	% of Capital List/Year	
Point-Of-Sale	Yes	Term Length	3 Years

In Medtronic quotation # SSA-210860-0001109381-2-0, your facility has also been quoted an 8.9% overall discount off the purchase of a three-year Service and Support Agreement (SSA) for the StealthStation S8 and O-Arm O2 systems. Our service contract database indicates similar SSA proposals for the S8 and O2 systems submitted for analysis in the last two years have reflected discounts from 11.1% to 20%. Negotiating for a 20% service discount will potentially save \$56,100 across the three-year term.

Historical Purchases - S8 & O2

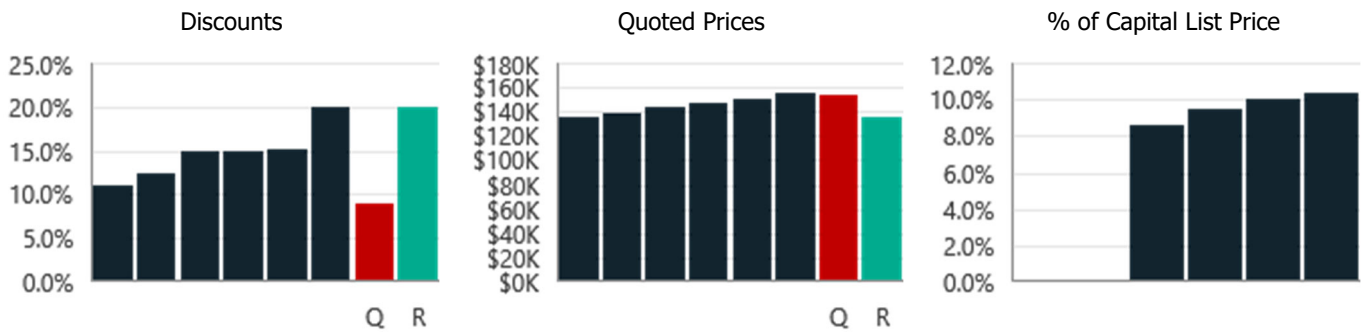
Total Records: 10 Total Units:10					Potential Savings:	
Pricing Type : Pre Trade-in Pricing					\$112,970.00	
	Average	High	Low	Std Dev	Quoted	Recommended
Discount:	27.4%	34.9%	20.0%	4.6%	28.0%	34.9%
Quoted Price:	\$1,085,241.75	\$1,458,255.20	\$830,418.25	\$207,322.56	\$1,177,916.80	\$1,064,946.80
List Price:	\$1,487,581.70	\$1,822,819.00	\$1,222,617.00	\$222,340.98	—	—



* The records we have selected for the historical data set were chosen from the most recent records in our PricePaid Database. The equipment in these records matches your hospital's configuration as closely as possible and any significant differences have been noted below the individual records. The summary reflects the total price of each record.

Historical Service Contracts – S8 & O2

Total Records: 6 Total Units: 6					Potential Savings/Term: \$56,100.00	
Pricing Type : Grand Total Pricing					Potential Savings/Year: \$18,700.00	
	Average	High	Low	Std Dev	Quoted	Recommended
Discount:	14.8%	20.0%	11.1%	3.1%	8.9%	20.0%
Quoted Price:	\$144,974.17	\$155,975.00	\$134,600.00	\$7,688.85	\$153,300.00	\$134,600.00
% of Capital Price:	9.6%	10.4%	8.6%	0.8%	—	—



* The records we have selected for the historical data set were chosen from the most recent records in our PricePaid Database. The equipment in these records matches your hospital's configuration as closely as possible and any significant differences have been noted below the individual records.

Line Item Analysis

Configuration			Proposed Pricing					Historical Pricing					
Catalog Number	Item Name	Qty	List Price	List Price Per Unit	Quoted Price	Quoted Price Per Unit	Quoted Discount %	Quote Amount		Savings @ Low	Discount %		Savings @ High
								Avg.	Low		Avg.	High	
BI70002000	O-Arm O2	1	\$656,000.00	\$656,000.00	\$524,800.00	\$524,800.00	20.0%	\$488,663.24	\$452,640.00	\$72,160.00	25.5%	31.0%	\$72,160.00
BI75000027	O2 System Navigation Interface	1	\$39,655.00	\$39,655.00	\$31,724.00	\$31,724.00	20.0%	\$29,619.43	\$27,361.95	\$4,362.05	25.3%	31.0%	\$4,362.05
BI75000034	O2 Multiple Field of View	1	\$39,655.00	\$39,655.00	\$31,724.00	\$31,724.00	20.0%	\$29,678.11	\$27,361.95	\$4,362.05	25.2%	31.0%	\$4,362.05
BI75000030	O2 Advanced Viewing	1	\$22,660.00	\$22,660.00	\$18,128.00	\$18,128.00	20.0%	\$16,749.12	\$14,762.78	\$3,365.22	26.1%	34.9%	\$3,376.34
BI75000031	O2 Iso-Wag Rotation	1	\$14,729.00	\$14,729.00	\$11,783.20	\$11,783.20	20.0%	\$10,886.93	\$9,595.81	\$2,187.39	26.1%	34.9%	\$2,194.62
BI75000029	O2 High Definition 3D-HD3D	1	\$28,325.00	\$28,325.00	\$22,660.00	\$22,660.00	20.0%	\$20,936.40	\$18,453.48	\$4,206.52	26.1%	34.9%	\$4,220.43
BI75000045	2D Long Film	1	\$39,655.00	\$39,655.00	\$31,724.00	\$31,724.00	20.0%	\$29,344.70	\$27,361.95	\$4,362.05	26.0%	31.0%	\$4,362.05
M072707M014	StealthStation S8	1	\$272,500.00	\$272,500.00	\$218,000.00	\$218,000.00	20.0%	\$204,375.00	\$204,375.00	\$13,625.00	25.0%	25.0%	\$13,625.00
9735955	EM Kit S8 Cranial Accessories	1	\$51,500.00	\$51,500.00	\$41,200.00	\$41,200.00	20.0%	\$39,140.00	\$38,625.00	\$2,575.00	24.0%	25.0%	\$2,575.00
9735740	StealthStation Spine Software	1	\$92,443.00	\$92,443.00	\$73,954.40	\$73,954.40	20.0%	\$68,374.27	\$60,676.88	\$13,277.52	26.0%	34.4%	\$13,311.79
9735502	Perc Pin Upgrade	1	\$9,500.00	\$9,500.00	\$7,600.00	\$7,600.00	20.0%	\$7,113.13	\$6,555.00	\$1,045.00	25.1%	31.0%	\$1,045.00
9734833	Navlock Navigation Instrument Set	1	\$18,540.00	\$18,540.00	\$14,832.00	\$14,832.00	20.0%	\$13,671.45	\$12,222.00	\$2,610.00	26.3%	34.1%	\$2,614.14
9735737	StealthStation Cranial Software	1	\$92,443.00	\$92,443.00	\$73,954.40	\$73,954.40	20.0%	\$68,057.73	\$58,337.50	\$15,616.90	26.4%	36.9%	\$15,622.87
9735743	StealthStation 3D Software	1	\$36,050.00	\$36,050.00	\$28,840.00	\$28,840.00	20.0%	\$27,398.00	\$27,037.50	\$1,802.50	24.0%	25.0%	\$1,802.50
9735736	StealthStation ENT Software	1	\$76,000.00	\$76,000.00	\$60,800.00	\$60,800.00	20.0%	\$57,000.00	\$57,000.00	\$3,800.00	25.0%	25.0%	\$3,800.00
9735745	StealthMerge Software	1	\$36,050.00	\$36,050.00	\$28,840.00	\$28,840.00	20.0%	\$27,398.00	\$27,037.50	\$1,802.50	24.0%	25.0%	\$1,802.50



9735959	StealthStation EM Kit S8 Flat Emitter	1	\$16,892.00	\$16,892.00	\$13,513.60	\$13,513.60	20.0%	\$13,091.30	\$12,669.00	\$844.60	22.5%	25.0%	\$844.60
9736325	Monitor Cover 9736325 Stealth S8 SVC	2	\$386.00	\$193.00	\$308.80	\$154.40	20.0%	\$140.89	\$133.17	\$42.46	27.0%	31.0%	\$42.46
9736326	Camera Cover 9736326 Stealth S8 SVC	1	\$167.00	\$167.00	\$133.60	\$133.60	20.0%	\$121.91	\$115.23	\$18.37	27.0%	31.0%	\$18.37
9734495	Referencing Tray	1	\$11,578.00	\$11,578.00	\$9,262.40	\$9,262.40	20.0%			\$0.00			\$0.00
9735129	Instrument Kit, Spine Clamp	2	\$4,636.00	\$2,318.00	\$3,708.80	\$1,854.40	20.0%	\$1,751.25	\$1,738.50	\$231.80	24.5%	25.0%	\$231.80
9730027	Driver, Open Spine Clamp	2	\$310.00	\$155.00	\$248.00	\$124.00	20.0%			\$0.00			\$0.00
9735132	Thoracic Clamp	2	\$7,210.00	\$3,605.00	\$5,768.00	\$2,884.00	20.0%	\$2,723.88	\$2,703.75	\$360.50	24.5%	25.0%	\$360.50
	Shipping, Installation, and Handling	1	\$8,000.00	\$8,000.00	\$8,000.00	\$8,000.00	0.0%	\$3,444.44	\$0.00	\$8,000.00	44.4%	100.0%	\$8,000.00
EM800N	Midas Rex MR8 Motor	2	\$49,210.00	\$24,605.00	\$38,977.60	\$19,488.80	20.8%			\$0.00			\$0.00
MR8- AVS14	14cm Variable Straight 3.2mm	2	\$6,590.00	\$3,295.00	\$5,144.00	\$2,572.00	21.9%	\$2,012.49	\$1,302.85	\$2,538.30	37.4%	59.5%	\$2,475.05
MR8- AVS15	15cm Variable Straight 2.4mm	2	\$6,590.00	\$3,295.00	\$5,144.00	\$2,572.00	21.9%	\$2,249.03	\$1,763.85	\$1,616.30	30.0%	45.1%	\$1,526.09
MR8- AVS10	ATT MR8 10CM VARIABLE STRAIGHT 2.4MM	2	\$6,590.00	\$3,295.00	\$5,144.00	\$2,572.00	21.9%			\$0.00			\$0.00
Total										\$164,812.03	\$164,735.21		

The above table compares each of the line items in your quoted configuration to similar occurrences of that line item. Negotiating for an overall discount is not the only option. Using the data above provides a different approach to finding savings by identifying the best pricing for each line item in your quotation. All historical pricing is based upon the records included within this report.

The savings @low represents the extended potential savings for the quoted quantity of each item based upon the lowest unit list price. The savings @high represents the extended potential savings for the quoted quantity of each item based upon the highest line item discount. These figures do not always match because manufacturers increase their list prices from time to time.



Configuration Analysis

Configuration		▼	Detail					
Catalog Number	Item Name	Typical Config						
The Proposed Configuration			List/Unit	Quote/Unit	Discount	Config List	Config Quote	Config Discount
BI70002000	O-Arm O2	- 137 -	\$656,000.00	\$524,800.00	20.0%	\$840,679.00	\$672,543.20	20.0%
BI75000027	O2 System Navigation Interface	129/137	\$39,655.00	\$31,724.00	20.0%			
BI75000034	O2 Multiple Field of View	122/137	\$39,655.00	\$31,724.00	20.0%			
BI75000030	O2 Advanced Viewing	129/137	\$22,660.00	\$18,128.00	20.0%			
BI75000031	O2 Iso-Wag Rotation	122/137	\$14,729.00	\$11,783.20	20.0%			
BI75000029	O2 High Definition 3D-HD3D	131/137	\$28,325.00	\$22,660.00	20.0%			
BI75000045	2D Long Film	78/137	\$39,655.00	\$31,724.00	20.0%			
Additional Items Purchased by Other Facilities			Quote Amount			Discount %		
			High	Low	Avg.	High	Low	Avg.
BI75000032	* O2 Collimated Axial 3D	110/137	\$16,995.00	\$10,536.90	\$12,802.24	38.0%	0.0%	24.7%
BI75000024	* MVS Printer	56/137	\$9,064.00	\$5,619.68	\$6,888.49	38.0%	0.0%	24.0%
	* Shipping, Installation, and Handling	46/137	\$15,500.00	\$0.00	\$5,076.09	100.0%	0.0%	17.4%
BI75000033	* O2 Enhanced Cranial 3D	45/137	\$28,325.00	\$17,561.50	\$20,867.17	38.0%	0.0%	26.3%
BI75000035	* O2 Stereotaxy	42/137	\$10,300.00	\$6,386.00	\$7,633.03	38.0%	0.0%	25.9%

Configuration		▼	Detail					
Catalog Number	Item Name	Typical Config						
The Proposed Configuration			List/Unit	Quote/Unit	Discount	Config List	Config Quote	Config Discount
M072707M014	StealthStation S8	- 94 -	\$272,500.00	\$218,000.00	20.0%	\$726,205.00	\$580,964.00	20.0%
9735955	EM Kit S8 Cranial Accessories	67/94	\$51,500.00	\$41,200.00	20.0%			
9735740	StealthStation Spine Software	87/94	\$92,443.00	\$73,954.40	20.0%			
9735502	Perc Pin Upgrade	12/94	\$9,500.00	\$7,600.00	20.0%			
9734833	Navlock Navigation Instrument	26/94	\$18,540.00	\$14,832.00	20.0%			



Set					
9735737	StealthStation Cranial Software	75/94	\$92,443.00	\$73,954.40	20.0%
9735743	StealthStation 3D Software	74/94	\$36,050.00	\$28,840.00	20.0%
9735736	StealthStation ENT Software	34/94	\$76,000.00	\$60,800.00	20.0%
9735745	StealthMerge Software	75/94	\$36,050.00	\$28,840.00	20.0%
9735959	StealthStation EM Kit S8 Flat Emitter	28/94	\$16,892.00	\$13,513.60	20.0%
9736325	Monitor Cover 9736325 Stealth S8 SVC	6/94	\$193.00	\$154.40	20.0%
9736326	Camera Cover 9736326 Stealth S8 SVC	5/94	\$167.00	\$133.60	20.0%
9734495	Referencing Tray	1/94	\$11,578.00	\$9,262.40	20.0%
9735129	Instrument Kit, Spine Clamp	8/94	\$2,318.00	\$1,854.40	20.0%
9730027	Driver, Open Spine Clamp	1/94	\$155.00	\$124.00	20.0%
9735132	Thoracic Clamp	7/94	\$3,605.00	\$2,884.00	20.0%
	Shipping, Installation, and Handling	53/94	\$8,000.00	\$8,000.00	0.0%

Additional Items Purchased by Other Facilities			Quote Amount			Discount %		
			High	Low	Avg.	High	Low	Avg.
9735500	* Basic Spine Referencing	24/94	\$12,257.00	\$7,210.00	\$10,376.77	50.0%	15.0%	28.0%
9735921	* StealthStation DBS and Stereotaxy Software	20/94	\$55,234.14	\$27,156.79	\$48,284.81	61.6%	22.0%	31.8%
9735469	* CD Horizon Solera Taps	13/94	\$5,165.45	\$3,646.20	\$4,387.63	40.0%	15.0%	27.7%
9734752K	* Adapter Perc Pin	12/94	\$824.00	\$515.00	\$709.50	50.0%	20.0%	31.0%
9734501	* Percutaneous Pin Upgrade	12/94	\$6,800.00	\$4,250.00	\$5,903.96	50.0%	20.0%	30.5%
9735465	* CD Horizon Solera Awl-Tip Taps	10/94	\$9,888.00	\$8,652.00	\$9,096.96	30.0%	20.0%	26.4%
9734507	* StealthStation Universal Drill Guide	10/94	\$6,219.45	\$3,658.50	\$5,173.84	50.0%	15.0%	29.1%
9732176	* Touch-N-Go Kit	10/94	\$3,889.60	\$2,917.20	\$3,452.02	40.0%	20.0%	29.0%
9735747	* Schaltenbrand Wharen Atlas	10/94	\$4,017.00	\$3,350.00	\$3,615.41	35.0%	22.0%	29.8%
9733935	* Cranial Instrument Set, Passive	9/94	\$18,428.80	\$13,821.60	\$16,235.34	40.0%	20.0%	29.5%
9734494	* Tactile Probes Instrument Set	8/94	\$16,124.00	\$10,077.50	\$13,821.38	50.0%	20.0%	31.2%
9735283	* Solera 5.5/6.0 Drivers	8/94	\$9,192.75	\$6,825.00	\$7,916.67	36.5%	15.0%	26.6%
9735173	* 2.25mm Ped Probe	7/94	\$4,932.00	\$3,082.50	\$4,096.22	50.0%	20.0%	33.3%
9735738	* StealthStation DBS Software	6/94	\$40,788.00	\$33,990.00	\$38,994.08	40.0%	28.0%	31.2%
NAV2024K	* Driver NAV2024 Solera 4.75 Standard MAS	6/94	\$1,982.75	\$1,776.75	\$1,866.88	31.0%	23.0%	27.5%



9735130	* Instrument Kit; Drivers Spine Clamp	6/94	\$131.75	\$96.10	\$115.03	38.0%	15.0%	25.8%
9730269	* Cranial Instrument, Microscope Probe	5/94	\$1,350.30	\$1,259.69	\$1,320.60	34.7%	30.0%	31.5%
9735501	* Revision Referencing Tray	5/94	\$6,128.50	\$5,191.20	\$5,761.14	30.0%	15.0%	22.6%
9735742	* Stealth 3D ENT Software	5/94	\$25,900.00	\$22,750.00	\$24,616.67	35.0%	26.0%	29.7%
9736149	* Zeiss KINEVO Interface Kit	5/94	\$41,600.00	\$33,800.00	\$38,332.09	35.0%	20.0%	26.3%

Configuration		▼	Detail					
Catalog Number	Item Name	Typical Config						
The Proposed Configuration			List/Unit	Quote/Unit	Discount	Config List	Config Quote	Config Discount
EM800N	Midas Rex MR8 Motor	- 32 -	\$24,605.00	\$19,488.80	20.8%	\$68,980.00	\$54,409.60	21.1%
MR8-AVS14	14cm Variable Straight 3.2mm	14/32	\$3,295.00	\$2,572.00	21.9%			
MR8-AVS15	15cm Variable Straight 2.4mm	13/32	\$3,295.00	\$2,572.00	21.9%			
MR8-AVS10	ATT MR8 10CM VARIABLE STRAIGHT 2.4MM	3/32	\$3,295.00	\$2,572.00	21.9%			
Additional Items Purchased by Other Facilities			Quote Amount			Discount %		
			High	Low	Avg.	High	Low	Avg.
CA875	* MR8 Navigated Instrument Case, 3/4 DIN	22/32	\$1,796.00	\$535.50	\$1,188.34	70.2%	0.0%	34.1%
CA850S	* Case MR8 Sterilization 3/4 DIN	17/32	\$927.00	\$463.50	\$674.99	50.0%	0.0%	27.4%
MR8-AS14	* ATT MR8 14CM STRAIGHT 3.2MM	13/32	\$1,628.90	\$620.02	\$1,274.10	65.6%	9.6%	29.4%
MR8-AS09	* ATT MR8 9CM STRAIGHT 3.2MM	5/32	\$1,531.80	\$938.00	\$1,243.36	45.0%	12.4%	27.5%
MR8-AS10	* MR8 10cm Straight 2.4mm	5/32	\$1,204.45	\$487.55	\$898.44	65.5%	15.0%	36.5%
MR8-AF02	* ATT MR8 FOOTED F2 B-1 2.4MM	5/32	\$1,624.35	\$659.25	\$1,182.78	65.6%	15.0%	38.1%
MR8-AA14	* ATT MR8 14CM ANGLED 3.2MM	4/32	\$3,631.20	\$2,349.60	\$3,045.86	45.1%	15.0%	28.8%
MR8-AF03	* ATT MR8 FOOTED F3 S-1 3.2MM	4/32	\$1,674.50	\$1,087.00	\$1,356.06	45.0%	15.0%	31.3%
CA800	* CASE MR8 Instrument 1/2 DIN	4/32	\$785.40	\$535.50	\$665.18	42.0%	15.0%	28.0%
MR8-AS07	* ATT MR8 7CM STRAIGHT 2.4MM	4/32	\$1,080.35	\$701.40	\$874.89	44.9%	15.0%	31.2%
CA800S	* Sterilization Case	4/32	\$832.50	\$535.50	\$689.63	42.2%	12.4%	26.2%
MR8-AT10	* ATT MR8 TELESCOPING BASE	3/32	\$1,966.50	\$1,423.50	\$1,750.50	35.0%	12.4%	20.8%
MR8-AA09	* ATT MR8 09CM ANGLED 3.2MMMR8	3/32	\$3,574.25	\$2,319.10	\$2,945.62	44.8%	15.0%	29.9%



MR8-ASMC09	* ATT MR8 9CM METAL CUTTER 3.2MM	2/32	\$2,226.60	\$1,364.30	\$1,795.45	45.0%	12.4%	28.7%
MR8-AD03	* ATT MR8 PERFORATOR DRIVER 1000 RPM	2/32	\$3,910.40	\$3,309.60	\$3,610.00	45.0%	35.0%	40.0%
MR8-TT12CMIS	* TUBE MR8 12CM TELESCOPING CURVE	2/32	\$1,064.70	\$770.90	\$917.80	35.0%	12.4%	23.7%
	* Shipping, Installation, and Handling	2/32	\$10,500.00	\$3,000.00	\$6,750.00	0.0%	0.0%	0.0%
MR8-AA10	* ATT MR8 10cm Angled 2.4mm	2/32	\$2,922.00	\$2,137.30	\$2,529.65	45.1%	25.0%	35.1%
CA850	* Instrument Case	2/32	\$1,351.50	\$468.56	\$910.03	74.0%	25.0%	49.5%

The above table shows your quoted configuration as compared to the configurations previously purchased by other members. The "Typical Config" column is a ratio of how many times the component was purchased with this model compared to how many purchases of the model are on record. For example, "2/8" indicates that 2 out of the 8 most recent purchases of this model include this component. The line items with a "*" are not currently included in your purchase but occurred in previous purchases.



Appendix

Historical Purchases - S8 & O2

Record ID# 1198457

Date: Q2 2022	List Price: \$1,822,819.00	Quoted Price: \$1,458,255.20			Discount: 20.0%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	Midas Rex MR8 Motor and Components	1	\$35,087.20	\$35,087.20	20.0%
EK800N	Midas Rex MR8 Motor	1	\$21,959.20	\$21,959.20	20.0%
MR8-AVA14	ATT MR8 14cm Variable Angle, 3.2mm	1	\$3,992.00	\$3,992.00	20.0%
MR8-AVA15	ATT MR8 15CM VARIABLE ANGLE 2.4MM	1	\$3,992.00	\$3,992.00	20.0%
MR8-AVS14	14cm Variable Straight 3.2mm	1	\$2,572.00	\$2,572.00	20.0%
MR8-AVS15	15cm Variable Straight 2.4mm	1	\$2,572.00	\$2,572.00	20.0%
Subtotal	O-Arm O2 and Components	1	\$692,566.40	\$692,566.40	20.0%
BI70002000	O-Arm O2	1	\$524,800.00	\$524,800.00	20.0%
BI75000027	O2 System Navigation Interface	1	\$31,724.00	\$31,724.00	20.0%
BI75000024	MVS Printer	1	\$7,251.20	\$7,251.20	20.0%
BI75000034	O2 Multiple Field of View	1	\$31,724.00	\$31,724.00	20.0%
BI75000030	O2 Advanced Viewing	1	\$18,128.00	\$18,128.00	20.0%
BI75000031	O2 Iso-Wag Rotation	1	\$11,783.20	\$11,783.20	20.0%
BI75000032	O2 Collimated Axial 3D	1	\$13,596.00	\$13,596.00	20.0%
BI75000033	O2 Enhanced Cranial 3D	1	\$22,660.00	\$22,660.00	20.0%
BI75000029	O2 High Definition 3D-HD3D	1	\$22,660.00	\$22,660.00	20.0%
BI75000035	O2 Stereotaxy	1	\$8,240.00	\$8,240.00	20.0%
Subtotal	StealthStation S8 and Components	1	\$730,601.60	\$730,601.60	20.0%



M072707M01 5	StealthStation S8	1	\$218,000.00	\$218,000.00	20.0%
9735955	EM Kit S8 Cranial Accessories	1	\$41,200.00	\$41,200.00	20.0%
9735740	StealthStation Spine Software	1	\$73,954.40	\$73,954.40	20.0%
9735500	Basic Spine Referencing	1	\$11,536.00	\$11,536.00	20.0%
9735502	Perc Pin Upgrade	1	\$7,600.00	\$7,600.00	20.0%
9735501	Revision Referencing Tray	1	\$5,768.00	\$5,768.00	20.0%
9735522	Revision Referencing Tray Upgrade	1	\$4,944.00	\$4,944.00	20.0%
NAV2024K	Driver NAV2024 Solera 4.75 Standard MAS	1	\$2,060.00	\$2,060.00	20.0%
NAV2025K	Driver NAV2025 Solera 4.75 Reduct MAS	1	\$2,060.00	\$2,060.00	20.0%
9735465	CD Horizon Solera Awl-Tip Taps	1	\$9,888.00	\$9,888.00	20.0%
9735469	CD Horizon Solera Taps	1	\$4,861.60	\$4,861.60	20.0%
9735283	Solera 5.5/6.0 Drivers	1	\$8,652.00	\$8,652.00	20.0%
9734494	Tactile Probes Instrument Set	1	\$16,124.00	\$16,124.00	20.0%
9735173	2.25mm Ped Probe	1	\$4,932.00	\$4,932.00	20.0%
9734833	Navlock Navigation Instrument Set	1	\$14,832.00	\$14,832.00	20.0%
9734507	StealthStation Universal Drill Guide	1	\$5,853.60	\$5,853.60	20.0%
NAV2001K	TAP NAV2001 SOLERA AWLTIPTAP 4.0 MM	1	\$1,236.00	\$1,236.00	20.0%
NAV2003K	TAP NAV2003 SOLERA AWLTIPTAP 5MM	1	\$1,236.00	\$1,236.00	20.0%
9735607	Vertex Select Instrument Set	1	\$9,393.60	\$9,393.60	20.0%
9735032	Powerease Adapter	1	\$2,472.00	\$2,472.00	20.0%
9735737	StealthStation Cranial Software	1	\$73,954.40	\$73,954.40	20.0%
9735743	StealthStation 3D Software	1	\$28,840.00	\$28,840.00	20.0%
9735921	StealthStation DBS and Stereotaxy Software	1	\$56,650.40	\$56,650.40	20.0%
9733935	Cranial Instrument Set, Passive	1	\$18,428.80	\$18,428.80	20.0%
9732176	Touch-N-Go Kit	1	\$3,889.60	\$3,889.60	20.0%
9730269	Cranial Instrument, Microscope Probe	1	\$1,543.20	\$1,543.20	20.0%
9733265	Passive Biopsy Navigus Kit	1	\$1,238.40	\$1,238.40	20.0%
9733936	Cranial Instrument Set - Vertek Passive Biopsy Kit	1	\$17,300.00	\$17,300.00	20.0%
9736027	Leica HUD S8 Interface Kit	1	\$33,310.40	\$33,310.40	20.0%
9735745	StealthMerge Software	1	\$28,840.00	\$28,840.00	20.0%
961-574	Suretrak2, passive system	1	\$6,489.60	\$6,489.60	20.0%
9735959	StealthStation EM Kit S8 Flat Emitter	1	\$13,513.60	\$13,513.60	20.0%
	Shipping, Installation, and Handling	1	\$8,000.00	\$8,000.00	0.0%



Total	All Models and Components	---		\$1,458,255.20	20.0%
	None Indicated	---		---	
Grand Total	All Models and Components After Discounts	3		\$1,458,255.20	20.0%
Notes:	S8 cranial, spine and O2 Not included in pricing: shipping				
Vendor:	Medtronic Surgical Technologies Div Medtronic Inc				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				None Indicated	---	---

Record ID# 1191871

Date:	List Price:	Quoted Price:			Discount:
Q2 2022	\$1,403,390.00	\$994,906.80			29.1%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	Integrated Power Console NT and Components	1	\$18,485.36	\$18,485.36	51.5%
EK001	Integrated Power Console NT	1	\$14,653.70	\$14,653.70	48.8%
MR8-AS15	ATT MR8 15cm Straight 2.4mm	2	\$612.98	\$1,225.96	59.5%
MR8-AVS14	14cm Variable Straight 3.2mm	2	\$1,302.85	\$2,605.70	59.5%
Subtotal	Midas Rex MR8 Motor and Components	2	\$21,244.53	\$42,489.06	36.6%
EK800N	Midas Rex MR8 Motor	2	\$16,618.93	\$33,237.86	39.5%
9735132	Thoracic Clamp	2	\$2,744.00	\$5,488.00	23.9%
9735130	Instrument Kit; Drivers Spine Clamp	2	\$117.60	\$235.20	24.1%
9735129	Instrument Kit, Spine Clamp	2	\$1,764.00	\$3,528.00	23.9%
Subtotal	O-Arm O2 and Components	1	\$566,430.45	\$566,430.45	29.3%
BI70002000	O-Arm O2	1	\$465,192.35	\$465,192.35	29.1%
BI75000027	O2 System Navigation Interface	1	\$28,919.63	\$28,919.63	27.1%
BI75000034	O2 Multiple Field of View	1	\$29,506.40	\$29,506.40	25.6%
BI75000030	O2 Advanced Viewing	1	\$14,762.78	\$14,762.78	34.9%
BI75000031	O2 Iso-Wag Rotation	1	\$9,595.81	\$9,595.81	34.9%
BI75000029	O2 High Definition 3D-HD3D	1	\$18,453.48	\$18,453.48	34.9%
Subtotal	StealthStation S8 and Components	1	\$367,501.93	\$367,501.93	26.1%



M072707M015	StealthStation S8	1	\$204,800.00	\$204,800.00	24.8%
9735740	StealthStation Spine Software	1	\$60,676.88	\$60,676.88	34.4%
9735500	Basic Spine Referencing	2	\$10,815.00	\$21,630.00	25.0%
9735502	Perc Pin Upgrade	2	\$7,125.00	\$14,250.00	25.0%
9735501	Revision Referencing Tray	1	\$5,407.50	\$5,407.50	25.0%
9735465	CD Horizon Solera Awl-Tip Taps	2	\$12,360.00	\$24,720.00	0.0%
9734833	Navlock Navigation Instrument Set	2	\$12,222.00	\$24,444.00	34.1%
9734507	StealthStation Universal Drill Guide	1	\$5,487.75	\$5,487.75	25.0%
961-574	Suretrak2, passive system	1	\$6,085.80	\$6,085.80	25.0%
Total	All Models and Components	---		\$994,906.80	29.1%
	None Indicated	---		---	
Grand Total	All Models and Components After Discounts	5		\$994,906.80	29.1%
Notes:					
Vendor:	Medtronic Surgical Technologies Div Medtronic Inc				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				None Indicated	---	---

Record ID# 1188911

Date:	List Price:	Quoted Price:			Discount:
Q2 2022	\$1,275,691.00	\$830,418.25			34.9%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	O-Arm O2 and Components	1	\$613,514.25	\$613,514.25	25.0%
BI70002000	O-Arm O2	1	\$492,000.00	\$492,000.00	25.0%
BI75000027	O2 System Navigation Interface	1	\$29,741.25	\$29,741.25	25.0%
BI75000034	O2 Multiple Field of View	1	\$29,741.25	\$29,741.25	25.0%
BI75000030	O2 Advanced Viewing	1	\$16,995.00	\$16,995.00	25.0%
BI75000031	O2 Iso-Wag Rotation	1	\$11,046.75	\$11,046.75	25.0%
BI75000032	O2 Collimated Axial 3D	1	\$12,746.25	\$12,746.25	25.0%
BI75000029	O2 High Definition 3D-HD3D	1	\$21,243.75	\$21,243.75	25.0%
Subtotal	StealthStation S8 and Components	1	\$343,254.00	\$343,254.00	25.0%



M072707M01 4	StealthStation S8	1	\$204,375.00	\$204,375.00	25.0%
9735740	StealthStation Spine Software	1	\$69,332.25	\$69,332.25	25.0%
9735500	Basic Spine Referencing	1	\$10,815.00	\$10,815.00	25.0%
9735502	Perc Pin Upgrade	1	\$7,125.00	\$7,125.00	25.0%
9735465	CD Horizon Solera Awl-Tip Taps	2	\$9,270.00	\$18,540.00	25.0%
9735469	CD Horizon Solera Taps	2	\$4,557.75	\$9,115.50	25.0%
9734833	Navlock Navigation Instrument Set	1	\$13,905.00	\$13,905.00	25.0%
9734507	StealthStation Universal Drill Guide	1	\$5,487.75	\$5,487.75	25.0%
9735132	Thoracic Clamp	1	\$2,703.75	\$2,703.75	25.0%
9735130	Instrument Kit; Drivers Spine Clamp	1	\$116.25	\$116.25	25.0%
9735129	Instrument Kit, Spine Clamp	1	\$1,738.50	\$1,738.50	25.0%
	Shipping, Installation, and Handling	1	\$0.00	\$0.00	100.0%
Total	All Models and Components	---		\$956,768.25	25.0%
	Bottom Line	---		-\$126,350.00	
	Trade in	---		-\$65,000.00	
Grand Total	All Models and Components After Discounts	2		\$765,418.25	40.0%
Notes:	S8 spine and O-Arm O2 Trade-in credit for (1) StealthStation S7= \$45,000 (excluded) Trade-in credit for (1) O-Arm 1000= \$20,000 (excluded) PO deadline discount= \$126,350 Not included in pricing: shipping				
Vendor:	Medtronic Surgical Technologies Div Medtronic Inc				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				Bottom Line	---	\$126,350.00
				Trade in	---	\$65,000.00

Record ID# 1173317

Date:	List Price:	Quoted Price:		Discount:	
Q1 2022	\$1,222,617.00	\$916,962.75		25.0%	
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	O-Arm O2 and Components	1	\$643,255.50	\$643,255.50	25.0%
BI70002000	O-Arm O2	1	\$492,000.00	\$492,000.00	25.0%
BI75000027	O2 System Navigation Interface	1	\$29,741.25	\$29,741.25	25.0%
BI75000034	O2 Multiple Field of View	1	\$29,741.25	\$29,741.25	25.0%



BI75000030	O2 Advanced Viewing	1	\$16,995.00	\$16,995.00	25.0%
BI75000031	O2 Iso-Wag Rotation	1	\$11,046.75	\$11,046.75	25.0%
BI75000032	O2 Collimated Axial 3D	1	\$12,746.25	\$12,746.25	25.0%
BI75000029	O2 High Definition 3D-HD3D	1	\$21,243.75	\$21,243.75	25.0%
BI75000045	2D Long Film	1	\$29,741.25	\$29,741.25	25.0%
	Shipping, Installation, and Handling	1	\$7,500.00	\$7,500.00	0.0%
Subtotal	StealthStation S8 and Components	1	\$273,707.25	\$273,707.25	25.0%
M072707M014	StealthStation S8	1	\$204,375.00	\$204,375.00	25.0%
9735740	StealthStation Spine Software	1	\$69,332.25	\$69,332.25	25.0%
Total	All Models and Components	---		\$916,962.75	25.0%
	Trade in	---		-\$65,000.00	
Grand Total	All Models and Components After Discounts	2		\$851,962.75	30.3%
Notes:	S8 spine and O-Arm O2 not included in pricing: shipping				
Vendor:	Medtronic Surgical Technologies Div Medtronic Inc				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				Trade in	---	\$65,000.00

Record ID# 1158914

Date:	List Price:	Quoted Price:			Discount:
Q2 2021	\$1,584,506.00	\$1,188,379.50			25.0%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	O-Arm O2 and Components	1	\$672,224.25	\$672,224.25	25.0%
BI70002000	O-Arm O2	1	\$492,000.00	\$492,000.00	25.0%
BI75000027	O2 System Navigation Interface	1	\$29,741.25	\$29,741.25	25.0%
BI75000034	O2 Multiple Field of View	1	\$29,741.25	\$29,741.25	25.0%
BI75000030	O2 Advanced Viewing	1	\$16,995.00	\$16,995.00	25.0%
BI75000031	O2 Iso-Wag Rotation	1	\$11,046.75	\$11,046.75	25.0%



BI75000032	O2 Collimated Axial 3D	1	\$12,746.25	\$12,746.25	25.0%
BI75000033	O2 Enhanced Cranial 3D	1	\$21,243.75	\$21,243.75	25.0%
BI75000029	O2 High Definition 3D-HD3D	1	\$21,243.75	\$21,243.75	25.0%
BI75000035	O2 Stereotaxy	1	\$7,725.00	\$7,725.00	25.0%
BI75000045	2D Long Film	1	\$29,741.25	\$29,741.25	25.0%
	Shipping, Installation, and Handling	1	\$5,000.00	\$5,000.00	0.0%
Subtotal	Midas Rex MR8 Motor and Components	1	\$23,001.00	\$23,001.00	25.0%
EK800N	Midas Rex MR8 Motor	1	\$20,586.75	\$20,586.75	25.0%
MR8-AS14	ATT MR8 14CM STRAIGHT 3.2MM	1	\$1,351.50	\$1,351.50	25.0%
MR8-AS10	MR8 10cm Straight 2.4mm	1	\$1,062.75	\$1,062.75	25.0%
Subtotal	StealthStation S8 and Components	1	\$493,154.25	\$493,154.25	25.0%
M072707M01 4	StealthStation S8	1	\$204,375.00	\$204,375.00	25.0%
9735955	EM Kit S8 Cranial Accessories	1	\$38,625.00	\$38,625.00	25.0%
9735740	StealthStation Spine Software	1	\$69,332.25	\$69,332.25	25.0%
9735737	StealthStation Cranial Software	1	\$69,332.25	\$69,332.25	25.0%
9735743	StealthStation 3D Software	1	\$27,037.50	\$27,037.50	25.0%
9735736	StealthStation ENT Software	1	\$57,000.00	\$57,000.00	25.0%
9735745	StealthMerge Software	1	\$27,037.50	\$27,037.50	25.0%
9736325	Monitor Cover 9736325 Stealth S8 SVC	2	\$144.75	\$289.50	25.0%
9736326	Camera Cover 9736326 Stealth S8 SVC	1	\$125.25	\$125.25	25.0%
	Shipping, Installation, and Handling	1	\$2,500.00	\$2,500.00	0.0%
Total	All Models and Components	---		\$1,188,379.50	25.0%
	Trade in	---		-\$105,000.00	
Grand Total	All Models and Components After Discounts	3		\$1,083,379.50	31.6%
Notes:	O2 and S8 cranial/spine/ENT Not included in pricing: shipping				
Vendor:	Medtronic Surgical Technologies Div Medtronic Inc				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				Trade in	---	\$105,000.00



Record ID# 1153715

Date: Q3 2021		List Price: \$1,543,499.00		Quoted Price: \$1,157,624.25		Discount: 25.0%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %	
Subtotal	O-Arm O2 and Components	1	\$650,053.50	\$650,053.50	25.0%	
BI70002000	O-Arm O2	1	\$492,000.00	\$492,000.00	25.0%	
BI75000027	O2 System Navigation Interface	1	\$29,741.25	\$29,741.25	25.0%	
BI75000024	MVS Printer	1	\$6,798.00	\$6,798.00	25.0%	
BI75000034	O2 Multiple Field of View	1	\$29,741.25	\$29,741.25	25.0%	
BI75000030	O2 Advanced Viewing	1	\$16,995.00	\$16,995.00	25.0%	
BI75000031	O2 Iso-Wag Rotation	1	\$11,046.75	\$11,046.75	25.0%	
BI75000032	O2 Collimated Axial 3D	1	\$12,746.25	\$12,746.25	25.0%	
BI75000029	O2 High Definition 3D-HD3D	1	\$21,243.75	\$21,243.75	25.0%	
BI75000045	2D Long Film	1	\$29,741.25	\$29,741.25	25.0%	
	Shipping, Installation, and Handling	1	\$0.00	\$0.00	100.0%	
Subtotal	Midas Rex MR8 Motor and Components	1	\$25,308.75	\$25,308.75	25.0%	
EK800N	Midas Rex MR8 Motor	1	\$20,586.75	\$20,586.75	25.0%	
MR8-AS07	ATT MR8 7CM STRAIGHT 2.4MM	1	\$955.50	\$955.50	25.0%	
MR8-AS09	ATT MR8 9CM STRAIGHT 3.2MM	1	\$1,279.50	\$1,279.50	25.0%	
MR8-AS14	ATT MR8 14CM STRAIGHT 3.2MM	1	\$1,351.50	\$1,351.50	25.0%	
MR8-AS15	ATT MR8 15cm Straight 2.4mm	1	\$1,135.50	\$1,135.50	25.0%	
Subtotal	StealthStation S8 and Components	1	\$482,262.00	\$482,262.00	25.0%	
M072707M014	StealthStation S8	1	\$204,375.00	\$204,375.00	25.0%	
9735955	EM Kit S8 Cranial Accessories	1	\$38,625.00	\$38,625.00	25.0%	
9735740	StealthStation Spine Software	1	\$69,332.25	\$69,332.25	25.0%	
9735500	Basic Spine Referencing	1	\$10,815.00	\$10,815.00	25.0%	
9735502	Perc Pin Upgrade	1	\$7,125.00	\$7,125.00	25.0%	
9734723K	Clamp, Double Standard	1	\$2,703.75	\$2,703.75	25.0%	
9734724K	Clamp, Double Short	1	\$2,703.75	\$2,703.75	25.0%	
9735465	CD Horizon Solera Awl-Tip Taps	1	\$9,270.00	\$9,270.00	25.0%	



9734833	Navlock Navigation Instrument Set	1	\$13,905.00	\$13,905.00	25.0%
9735737	StealthStation Cranial Software	1	\$69,332.25	\$69,332.25	25.0%
9735743	StealthStation 3D Software	1	\$27,037.50	\$27,037.50	25.0%
9735745	StealthMerge Software	1	\$27,037.50	\$27,037.50	25.0%
	Shipping, Installation, and Handling	1	\$0.00	\$0.00	100.0%
Total	All Models and Components	---		\$1,157,624.25	25.0%
	Trade in	---		-\$105,000.00	
Grand Total	All Models and Components After Discounts	3		\$1,052,624.25	31.8%
Notes:	O2 and S8 cranial/spine Not included: shipping at no charge Trade-in= \$\$60,000 for O-Arm and \$45,000 for S7				
Vendor:	Medtronic Surgical Technologies Div Medtronic Inc				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				Trade in	---	\$105,000.00

Record ID# 1150819

Date:	List Price:	Quoted Price:			Discount:
Q3 2021	\$1,288,843.00	\$850,636.38			34.0%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	O-Arm O2 and Components	1	\$607,430.46	\$607,430.46	31.0%
BI70002000	O-Arm O2	1	\$452,640.00	\$452,640.00	31.0%
BI75000027	O2 System Navigation Interface	1	\$27,361.95	\$27,361.95	31.0%
BI75000034	O2 Multiple Field of View	1	\$27,361.95	\$27,361.95	31.0%
BI75000030	O2 Advanced Viewing	1	\$15,635.40	\$15,635.40	31.0%
BI75000031	O2 Iso-Wag Rotation	1	\$10,163.01	\$10,163.01	31.0%
BI75000029	O2 High Definition 3D-HD3D	1	\$19,544.25	\$19,544.25	31.0%
BI75000045	2D Long Film	1	\$27,361.95	\$27,361.95	31.0%
BI71000875	4.2 Lng Flm Upgrade Kit	1	\$27,361.95	\$27,361.95	31.0%
Subtotal	StealthStation S8 and Components	1	\$281,871.21	\$281,871.21	31.0%
M072707M015	StealthStation S8	1	\$188,025.00	\$188,025.00	31.0%



9735740	StealthStation Spine Software	1	\$63,785.67	\$63,785.67	31.0%
9735500	Basic Spine Referencing	1	\$9,949.80	\$9,949.80	31.0%
9735502	Perc Pin Upgrade	1	\$6,555.00	\$6,555.00	31.0%
9734833	Navlock Navigation Instrument Set	1	\$12,792.60	\$12,792.60	31.0%
9736325	Monitor Cover 9736325 Stealth S8 SVC	4	\$133.17	\$532.68	31.0%
9736326	Camera Cover 9736326 Stealth S8 SVC	2	\$115.23	\$230.46	31.0%
	Shipping, Installation, and Handling	1	\$0.00	\$0.00	100.0%
Total	All Models and Components	---		\$889,301.67	31.0%
	Bottom Line	---		-\$38,665.29	
Grand Total	All Models and Components After Discounts	2		\$850,636.38	34.0%
Notes:	S8 spine and O-Arm O2 PO deadline discount= \$38,665.29 Not included in pricing: shipping				
Vendor:	Medtronic Surgical Technologies Div Medtronic Inc				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				Bottom Line	---	\$38,665.29

Record ID# 1148647

Date:	List Price:	Quoted Price:			Discount:
Q4 2021	\$1,281,496.00	\$949,591.00			25.9%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	O-Arm O2 and Components	1	\$600,768.00	\$600,768.00	25.0%
BI70002000	O-Arm O2	1	\$492,000.00	\$492,000.00	25.0%
BI75000027	O2 System Navigation Interface	1	\$29,741.25	\$29,741.25	25.0%
BI75000034	O2 Multiple Field of View	1	\$29,741.25	\$29,741.25	25.0%
BI75000030	O2 Advanced Viewing	1	\$16,995.00	\$16,995.00	25.0%
BI75000031	O2 Iso-Wag Rotation	1	\$11,046.75	\$11,046.75	25.0%
BI75000029	O2 High Definition 3D-HD3D	1	\$21,243.75	\$21,243.75	25.0%
Subtotal	Midas Rex MR8 Motor and Components	1	\$14,384.50	\$14,384.50	44.3%
EM800	Midas Rex MR8 Motor	1	\$11,490.00	\$11,490.00	41.9%
CA875	MR8 Navigated Instrument Case, 3/4 DIN	1	\$535.50	\$535.50	70.2%



CA850S	Case MR8 Sterilization 3/4 DIN	1	\$535.50	\$535.50	42.2%
MR8-AS14	ATT MR8 14CM STRAIGHT 3.2MM	1	\$991.20	\$991.20	45.0%
MR8-AS15	ATT MR8 15cm Straight 2.4mm	1	\$832.30	\$832.30	45.0%
Subtotal	StealthStation S8 and Components	1	\$334,438.50	\$334,438.50	26.4%
M072707M015	StealthStation S8	1	\$197,819.25	\$197,819.25	27.4%
9735740	StealthStation Spine Software	1	\$69,332.25	\$69,332.25	25.0%
9735500	Basic Spine Referencing	1	\$10,815.00	\$10,815.00	25.0%
9735502	Perc Pin Upgrade	1	\$7,125.00	\$7,125.00	25.0%
NAV2024K	Driver NAV2024 Solera 4.75 Standard MAS	1	\$1,931.25	\$1,931.25	25.0%
9735465	CD Horizon Solera Awl-Tip Taps	1	\$9,270.00	\$9,270.00	25.0%
9735469	CD Horizon Solera Taps	1	\$4,557.75	\$4,557.75	25.0%
9735283	Solera 5.5/6.0 Drivers	1	\$8,111.25	\$8,111.25	25.0%
9734833	Navlock Navigation Instrument Set	1	\$13,905.00	\$13,905.00	25.0%
9734507	StealthStation Universal Drill Guide	1	\$5,487.75	\$5,487.75	25.0%
961-574	Suretrak2, passive system	1	\$6,084.00	\$6,084.00	25.0%
Total	All Models and Components	---		\$949,591.00	25.9%
	None Indicated	---		---	
Grand Total	All Models and Components After Discounts	3		\$949,591.00	25.9%
Notes:					
Vendor:	Medtronic Surgical Technologies Div Medtronic Inc				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				None Indicated	---	---

Record ID# 1134389

Date:	List Price:	Quoted Price:			Discount:
Q3 2021	\$1,755,727.00	\$1,232,721.62			29.8%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	O-Arm O2 and Components	1	\$630,509.25	\$630,509.25	25.0%
BI70002000	O-Arm O2	1	\$492,000.00	\$492,000.00	25.0%
BI75000027	O2 System Navigation Interface	1	\$29,741.25	\$29,741.25	25.0%
BI75000034	O2 Multiple Field of View	1	\$29,741.25	\$29,741.25	25.0%
BI75000030	O2 Advanced Viewing	1	\$16,995.00	\$16,995.00	25.0%



BI75000031	O2 Iso-Wag Rotation	1	\$11,046.75	\$11,046.75	25.0%
BI75000029	O2 High Definition 3D-HD3D	1	\$21,243.75	\$21,243.75	25.0%
BI75000045	2D Long Film	1	\$29,741.25	\$29,741.25	25.0%
Subtotal	Midas Rex MR8 Motor and Components	2	\$21,309.85	\$42,619.70	37.1%
EK800N	Midas Rex MR8 Motor	2	\$17,782.15	\$35,564.30	35.2%
MR8-AVS15	15cm Variable Straight 2.4mm	2	\$1,763.85	\$3,527.70	45.1%
MR8-AVS14	14cm Variable Straight 3.2mm	2	\$1,763.85	\$3,527.70	45.1%
Subtotal	StealthStation S8 and Components	1	\$624,472.75	\$624,472.75	26.3%
M072707M015	StealthStation S8	1	\$204,375.00	\$204,375.00	25.0%
9735740	StealthStation Spine Software	1	\$69,332.25	\$69,332.25	25.0%
9735500	Basic Spine Referencing	2	\$10,815.00	\$21,630.00	25.0%
9735502	Perc Pin Upgrade	2	\$7,125.00	\$14,250.00	25.0%
NAV2024K	Driver NAV2024 Solera 4.75 Standard MAS	2	\$1,931.25	\$3,862.50	25.0%
NAV2025K	Driver NAV2025 Solera 4.75 Reduct MAS	1	\$1,931.25	\$1,931.25	25.0%
9735465	CD Horizon Solera Awl-Tip Taps	1	\$9,270.00	\$9,270.00	25.0%
9735469	CD Horizon Solera Taps	2	\$4,557.75	\$9,115.50	25.0%
9734492	Solara Deformity Taps Upgrade	1	\$4,500.00	\$4,500.00	25.0%
9735283	Solera 5.5/6.0 Drivers	2	\$8,111.25	\$16,222.50	25.0%
9735285	Solera Iliac Taps	1	\$5,407.50	\$5,407.50	25.0%
9734494	Tactile Probes Instrument Set	2	\$15,116.25	\$30,232.50	25.0%
9735173	2.25mm Ped Probe	2	\$4,623.75	\$9,247.50	25.0%
9734833	Navlock Navigation Instrument Set	2	\$13,905.00	\$27,810.00	25.0%
961-574	Suretrak2, passive system	1	\$6,084.00	\$6,084.00	25.0%
9736325	Monitor Cover 9736325 Stealth S8 SVC	2	\$144.75	\$289.50	25.0%
9736326	Camera Cover 9736326 Stealth S8 SVC	1	\$125.25	\$125.25	25.0%
9735737	StealthStation Cranial Software	1	\$58,337.50	\$58,337.50	36.9%
9735743	StealthStation 3D Software	1	\$27,037.50	\$27,037.50	25.0%
9732176	Touch-N-Go Kit	1	\$3,646.50	\$3,646.50	25.0%
9733935	Cranial Instrument Set, Passive	1	\$17,277.00	\$17,277.00	25.0%
9730269	Cranial Instrument, Microscope Probe	1	\$1,446.75	\$1,446.75	25.0%
9733265	Passive Biopsy Navigus Kit	1	\$1,161.00	\$1,161.00	25.0%



9733936	Cranial Instrument Set - Vertek Passive Biopsy Kit	1	\$16,218.75	\$16,218.75	25.0%
9735955	EM Kit S8 Cranial Accessories	1	\$38,625.00	\$38,625.00	25.0%
9735745	StealthMerge Software	1	\$27,037.50	\$27,037.50	25.0%
Total	All Models and Components	---		\$1,297,601.70	26.1%
	Bottom Line	---		-\$64,880.08	
Grand Total	All Models and Components After Discounts	4		\$1,232,721.62	29.8%
Notes:	PO Deadline Discount (\$64,880.08)				
Vendor:	Medtronic Surgical Technologies Div Medtronic Inc				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				Bottom Line	---	\$64,880.08

Record ID# 1118808

Date:	List Price:	Quoted Price:			Discount:
Q2 2021	\$1,697,229.00	\$1,272,921.75			25.0%
Catalog No.	Description	Qty	Unit Quoted Price	Quoted Price	Discount %
Subtotal	O-Arm O2 and Components	1	\$650,053.50	\$650,053.50	25.0%
BI70002000	O-Arm O2	1	\$492,000.00	\$492,000.00	25.0%
BI75000027	O2 System Navigation Interface	1	\$29,741.25	\$29,741.25	25.0%
BI75000024	MVS Printer	1	\$6,798.00	\$6,798.00	25.0%
BI75000034	O2 Multiple Field of View	1	\$29,741.25	\$29,741.25	25.0%
BI75000030	O2 Advanced Viewing	1	\$16,995.00	\$16,995.00	25.0%
BI75000031	O2 Iso-Wag Rotation	1	\$11,046.75	\$11,046.75	25.0%
BI75000032	O2 Collimated Axial 3D	1	\$12,746.25	\$12,746.25	25.0%
BI75000029	O2 High Definition 3D-HD3D	1	\$21,243.75	\$21,243.75	25.0%
BI75000045	2D Long Film	1	\$29,741.25	\$29,741.25	25.0%
Subtotal	Midas Rex MR8 Motor and Components	1	\$25,409.25	\$25,409.25	25.0%
EK800N	Midas Rex MR8 Motor	1	\$20,586.75	\$20,586.75	25.0%
MR8-AVS14	14cm Variable Straight 3.2mm	1	\$2,411.25	\$2,411.25	25.0%



MR8-AVS15	15cm Variable Straight 2.4mm	1	\$2,411.25	\$2,411.25	25.0%
Subtotal	StealthStation S8 and Components	1	\$597,459.00	\$597,459.00	25.0%
M072707M015	StealthStation S8	1	\$204,375.00	\$204,375.00	25.0%
9735955	EM Kit S8 Cranial Accessories	1	\$38,625.00	\$38,625.00	25.0%
9735740	StealthStation Spine Software	1	\$69,332.25	\$69,332.25	25.0%
9735500	Basic Spine Referencing	1	\$10,815.00	\$10,815.00	25.0%
9735502	Perc Pin Upgrade	1	\$7,125.00	\$7,125.00	25.0%
9735469	CD Horizon Solera Taps	1	\$4,557.75	\$4,557.75	25.0%
9734494	Tactile Probes Instrument Set	1	\$15,116.25	\$15,116.25	25.0%
9735173	2.25mm Ped Probe	1	\$4,623.75	\$4,623.75	25.0%
9734833	Navlock Navigation Instrument Set	1	\$13,905.00	\$13,905.00	25.0%
9734507	StealthStation Universal Drill Guide	1	\$5,487.75	\$5,487.75	25.0%
9735737	StealthStation Cranial Software	1	\$69,332.25	\$69,332.25	25.0%
9733935	Cranial Instrument Set, Passive	1	\$17,277.00	\$17,277.00	25.0%
9735736	StealthStation ENT Software	1	\$57,000.00	\$57,000.00	25.0%
9733452XOM	ENT Navigation Instrument Set	1	\$13,143.00	\$13,143.00	25.0%
9735959	StealthStation EM Kit S8 Flat Emitter	1	\$12,669.00	\$12,669.00	25.0%
	Shipping, Installation, and Handling	1	\$8,000.00	\$8,000.00	0.0%
9735745	StealthMerge Software	1	\$27,037.50	\$27,037.50	25.0%
9735743	StealthStation 3D Software	1	\$27,037.50	\$27,037.50	25.0%
Total	All Models and Components	---		\$1,272,921.75	25.0%
	None Indicated	---		---	
Grand Total	All Models and Components After Discounts	3		\$1,272,921.75	25.0%
Notes:	S8 cranial, spine, ENT and O-Arm O2				
	Not included in pricing: shipping				
Vendor:	Medtronic Surgical Technologies Div Medtronic Inc				

Discount Categories	Items	Qty	Amount %	Discount Reasons	Amount %	Amount \$
No Data				None Indicated	---	---



Historical Service Contracts - S8 & O2

Record ID# 1177902

Date: Q1 2022

Totals for Term		Term	3 Years
List Price	\$504,900.00	Payment Interval	1 Year
Quoted Price	\$403,800.00	Level of Coverage	
Discount	20.0%	Point-of-Sale	No
Totals per Year		Discount Amount	
List Price	\$168,300.00	Discount Reasons	None Indicated
Quoted Price	\$134,600.00		

Service Contract

Catalog No.	Item Name	Service Company	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	ResponseCare	Medtronic Surgical Technologies Div Medtronic Inc	\$168,300.00	\$168,300.00	\$134,600.00	\$134,600.00	20.0%		

Capital Items

Catalog No.	Description	Qty	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	O-Arm O2	1	\$86,500.00	\$86,500.00	\$69,200.00	\$69,200.00	20.0%		
	StealthStation S8	1	\$81,800.00	\$81,800.00	\$65,400.00	\$65,400.00	20.0%		

Coverage

Service Type	Rate Type	Response Time	Coverage Time	Rate	Limit
Notes:	Medtronic Service and Support Agreement - 3 Year Coverage O-Arm O2 StealthStation S8				



Record ID# 1166587

Date: Q4 2021

Totals for Term		Term	3 Years
List Price	\$504,900.00	Payment Interval	1 Year
Quoted Price	\$448,965.00	Level of Coverage	
Discount	11.1%	Point-of-Sale	No
Totals per Year		Discount Amount	
List Price	\$168,300.00	Discount Reasons	None Indicated
Quoted Price	\$149,655.00		

Service Contract

Catalog No.	Item Name	Service Company	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	ResponseCare	Medtronic Surgical Technologies Div Medtronic Inc	\$168,300.00	\$168,300.00	\$149,655.00	\$149,655.00	11.1%		

Capital Items

Catalog No.	Description	Qty	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	O-Arm O2	1	\$86,500.00	\$86,500.00	\$79,200.00	\$79,200.00	8.4%		
	StealthStation S8	1	\$81,800.00	\$81,800.00	\$70,455.00	\$70,455.00	13.9%		

Coverage

Service Type	Rate Type	Response Time	Coverage Time	Rate	Limit
Notes:	SERVICEC1-O2MCT10 O-Arm O2 SERVICEC1-S8MCT21 S8 with EM				



Record ID# 1133364

Date: Q3 2021	
Totals for Term	Term 3 Years
List Price \$504,900.00	Payment Interval 1 Year
Quoted Price \$442,500.00	Level of Coverage
Discount 12.4%	Point-of-Sale No
Totals per Year	
List Price \$168,300.00	Discount Amount
Quoted Price \$147,500.00	Discount Reasons None Indicated

Service Contract

Catalog No.	Item Name	Service Company	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	ResponseCare	Medtronic Surgical Technologies Div Medtronic Inc	\$168,300.00	\$168,300.00	\$147,500.00	\$147,500.00	12.4%	\$1,480,000.00	10.0%

Capital Items

Catalog No.	Description	Qty	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	O-Arm O2	1	\$86,500.00	\$86,500.00	\$78,000.00	\$78,000.00	9.8%	\$830,000.00	9.4%
	StealthStation S8	1	\$81,800.00	\$81,800.00	\$69,500.00	\$69,500.00	15.0%	\$650,000.00	10.7%

Coverage

Service Type	Rate Type	Response Time	Coverage Time	Rate	Limit
Notes:	SERVICEC1 - O2MCT10 SERVICEC1 - S8MCT21				

Record ID# 1081078



Date: Q4 2020

Totals for Term		Term	3 Years
List Price	\$551,400.00	Payment Interval	1 Year
Quoted Price	\$467,925.00	Level of Coverage	
Discount	15.1%	Point-of-Sale	Yes
Totals per Year		Discount Amount	
List Price	\$183,800.00	Discount Reasons	None Indicated
Quoted Price	\$155,975.00		

Service Contract

Catalog No.	Item Name	Service Company	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	ResponseCare	Medtronic Surgical Technologies Div Medtronic Inc	\$183,800.00	\$183,800.00	\$155,975.00	\$155,975.00	15.1%	\$1,506,265.00	10.4%

Capital Items

Catalog No.	Description	Qty	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	O-Arm O2	1	\$86,500.00	\$86,500.00	\$73,525.00	\$73,525.00	15.0%	\$830,000.00	8.9%
	StealthStation S8	1	\$81,800.00	\$81,800.00	\$69,275.00	\$69,275.00	15.3%	\$650,000.00	10.7%
	StealthStation S8 Planning Station	1	\$15,500.00	\$15,500.00	\$13,175.00	\$13,175.00	15.0%	\$26,265.00	50.2%

Coverage

Service Type	Rate Type	Response Time	Coverage Time	Rate	Limit
Notes:	SERVICEC1-O2MCT10 O2 SERVICEC1-S8MCT21 S8 with EM SERVICEC1-S8MCT14 S8 planning station				

Record ID# 1076395



Date: Q4 2020

Totals for Term		Term	3 Years
List Price	\$504,900.00	Payment Interval	1 Year
Quoted Price	\$429,165.00	Level of Coverage	
Discount	15.0%	Point-of-Sale	Yes
Totals per Year		Discount Amount	
List Price	\$168,300.00	Discount Reasons	None Indicated
Quoted Price	\$143,055.00		

Service Contract

Catalog No.	Item Name	Service Company	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	ResponseCare	Medtronic Surgical Technologies Div Medtronic Inc	\$168,300.00	\$168,300.00	\$143,055.00	\$143,055.00	15.0%	\$1,656,729.00	8.6%

Capital Items

Catalog No.	Description	Qty	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
BI70002000	O-Arm O2	1	\$86,500.00	\$86,500.00	\$73,525.00	\$73,525.00	15.0%	\$801,321.00	9.2%
M072707M014	StealthStation S8	1	\$81,800.00	\$81,800.00	\$69,530.00	\$69,530.00	15.0%	\$855,408.00	8.1%

Coverage

Service Type	Rate Type	Response Time	Coverage Time	Rate	Limit
Notes:	SERVICEC1 - S8MCT21 - S8 with EM SERVICEC1 - O2MCT10 - O-Arm O2				

Record ID# 1070321

Date: Q4 2020



Totals for Term		Term	3 Years
List Price	\$490,800.00	Payment Interval	1 Year
Quoted Price	\$417,180.00	Level of Coverage	
Discount	15.0%	Point-of-Sale	Yes
Totals per Year			
List Price	\$163,600.00	Discount Amount	
Quoted Price	\$139,060.00	Discount Reasons	None Indicated

Service Contract

Catalog No.	Item Name	Service Company	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
	ResponseCare	Medtronic Surgical Technologies Div Medtronic Inc	\$163,600.00	\$163,600.00	\$139,060.00	\$139,060.00	15.0%	\$1,461,239.00	9.5%

Capital Items

Catalog No.	Description	Qty	Payment List/Unit	List /Unit/Year	Payment Quoted/Unit	Quoted /Unit/Year	Discount %	Capital List Price/Unit	Svc Cost % Unit/ Year
M072707M014	StealthStation S8	1	\$81,800.00	\$81,800.00	\$69,530.00	\$69,530.00	15.0%	\$607,511.00	11.4%
M072707M015	StealthStation S8	1	\$81,800.00	\$81,800.00	\$69,530.00	\$69,530.00	15.0%	\$853,728.00	8.1%

Coverage

Service Type	Rate Type	Response Time	Coverage Time	Rate	Limit
Notes:	SERVICEC1-S8MACT21 - S8 with EM (2)				



Disclaimer

The member agrees to hold in strict confidence Capital Guide Custom Analyses, as well as the content of the other Products and Services offered under the Capital Guide Agreement, using them only for their intended purpose and within its own institution, and shall not transmit them to or share them with third parties without the prior written permission of ECRI in each instance. The provisions of this clause shall survive expiration or termination of this Agreement. In the event that member uses or attempts to use the Custom Analysis, or other Capital Guide Products and Services, in a manner that is contrary to the terms of the Capital Guide Agreement, it may result in an automatic termination of the usage rights granted herein and will give ECRI the right (in addition to any such remedies available to it) to injunctive relief enjoining those acts, it being acknowledged that legal remedies are inadequate.



ECRI

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Voice in Healthcare

Capital Guide

Market Intelligence Report

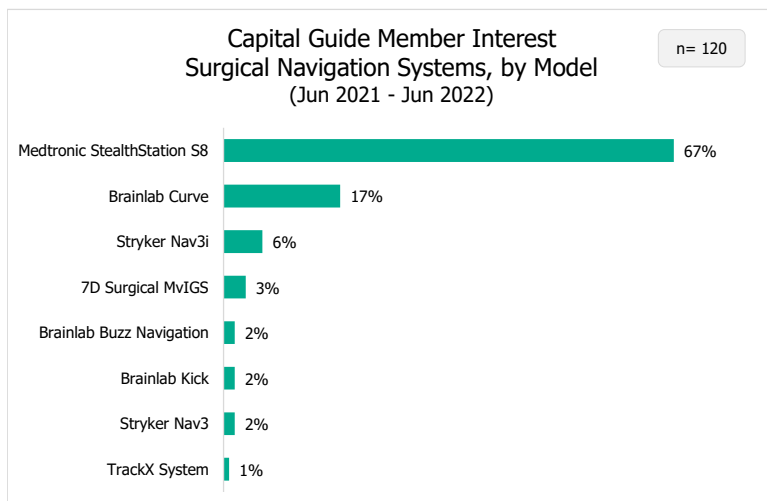
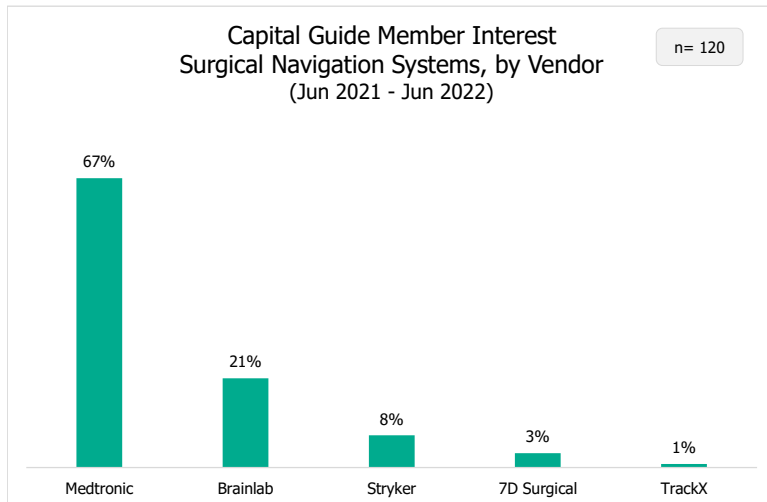
Surgical Navigation Systems

Description

Surgical Navigation Systems provide preoperative and intraoperative information to surgeons by displaying the position of surgical instruments in relation to the patient anatomy in real-time. Prior to surgery and during surgery, diagnostic imaging modalities such as fluoroscopy, computed tomography (CT), and magnetic resonance imaging (MRI) are integrated to develop three-dimensional renderings of patient anatomy. The navigation system creates a surgical plan and provides interactive guidance using localization/digitization techniques.



Popular Vendors and Models



Key Considerations

- Surgical navigation systems are customized to meet the clinical needs/preferences of individual surgeons and service lines.
- Systems can be configured for one to four clinical specialties including cranial, spine, ENT, and orthopedic surgery.
- For cranial neurosurgery, navigation is the standard of care because it helps the surgeon to avoid vital structures and reduce trauma to healthy tissue.
- Spine applications for navigation include trauma, tumors, and spinal deformities. Surgical navigation is often used to assist pedicle screw fixation.
- Surgical navigation is gaining acceptance for functional endoscopic sinus surgery as well as knee/hip replacements.
- Purchasers should confirm that the system can integrate with their surgical microscopes and is compatible with existing CT and MRI equipment to facilitate image-data transfer.
- The host computer should have at least 2 GB of memory and 200 GB archival storage capacity.
- A navigation system should be considered an adjunct to or enhancement of a surgeon's skills, not a replacement.

Feature Comparison for Popular Models

<i>Surgical Navigation Systems</i>	7D Surgical MvIGS	Brainlab Curve	Brainlab Kick	Medtronic StealthStation S8	Stryker Nav3	Stryker Nav3i
Clinical Applications	Cranial and spine	Cranial, ENT, ortho, and spine	Cranial, ENT, ortho, and spine	Cranial, ENT, and spine	Cranial, ENT, ortho, and spine	Cranial, ENT, ortho, and spine
Configuration	1 cart	2 carts	2 carts	2 carts	1 cart	1 cart
Instrument Tracking Type	Passive	Passive	Passive	Passive/Active	Active	Active
Electromagnetic Navigation	No	Optional	Optional	Optional	No	No
CT/MR Compatible	Both for cranial, CT for spine	Both	Both	Both	Both	Both
Patient Registration Method(s)	Markers	Markers, laser	Probe	Markers	Mask	Markers, mask
Automatic 3D Registration	Yes	Yes	Yes	Yes	Yes	Yes
CT to Fluoro Matching Registration	No	Yes	Yes	Yes	Yes	Yes
Automatic Image Fusion	Yes for cranial, no for spine	Yes	Yes	Yes	Yes	Yes
Surgeon Monitor Size, in	32	32 (1 or 2 monitors)	22	27 (2 monitors)	24	32
Monitor Resolution	1920 x 1080	3840 x 2160	1920 x 1080	1920 x 1080	1920 x 1080	1920 x 1080
Computer Memory, GB	32	24	4	16	4	6
Hard Drive Storage Capacity, GB	1,000	1,000	160	1,000	500	1,000
User Controls	Keyboard/mouse, foot pedal	Touchscreen	Touchscreen	Touchscreen, keyboard/mouse	Tablet, surgical handpieces	Tablet, surgical handpieces
Wireless Networking	No	Yes	Yes	Yes	Yes	Yes
System Weight, lbs	640	458	98.1	440	101	551
System Footprint, sq ft	11.6	11.8	5.4	8.9	4.6	7.4

Other Considerations

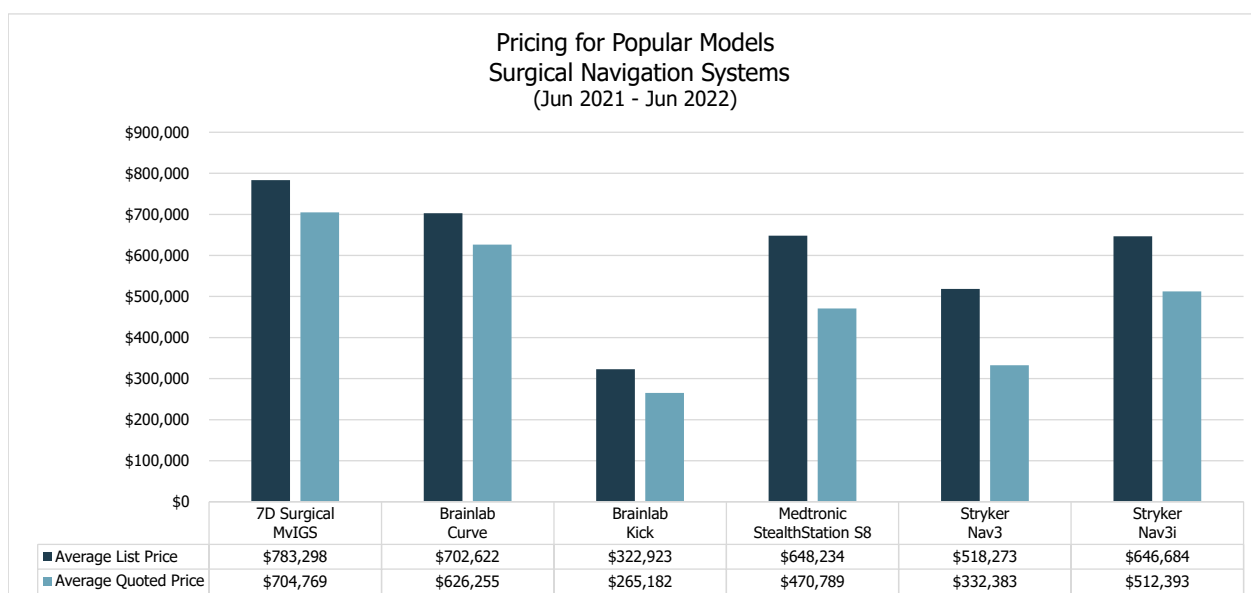
The 7D Surgical MvIGS, Brainlab Curve, Brainlab Kick, Medtronic StealthStation S8, Stryker Nav3, and Stryker Nav3i are all multi-application platforms which can be configured with the software and instrumentation necessary for image-guided surgery for two to four different clinical specialties (e.g. cranial, ENT, orthopedics, spine). However, the majority of multi-application systems are configured for one or two applications. Navigation systems with multiple applications may result in a decreased cost per application, but result in increased competition for use amongst service lines. Several vendors do offer single application platforms that can be dedicated to one particular department.

Navigation systems typically use either passive or active optical tracking technology to track the position of surgical instruments. With passive optical tracking, the system's camera tracks infrared lights from special spherical reflectors placed on the instruments. Active optical tracking systems track the position of light-emitting diodes (LEDs) mounted on instruments.

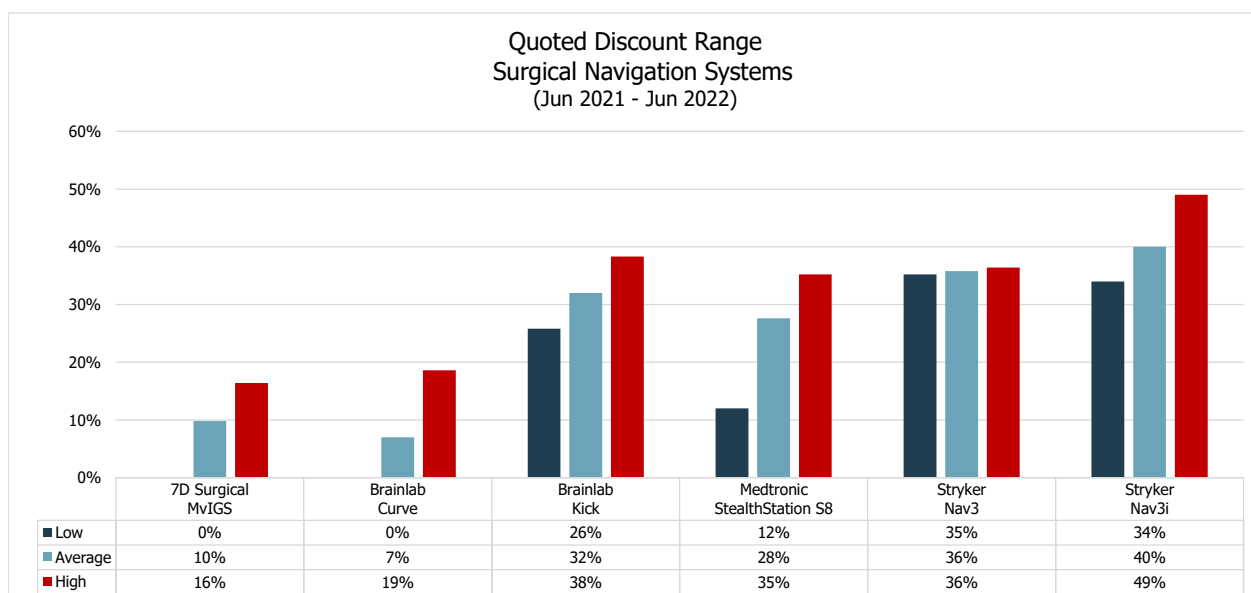
Some systems offer the option to add-on electromagnetic (EM) tracking, which does not require a clear line of sight between the camera and instrument that is necessary for optical tracking. The clinical applications that may benefit the most from EM tracking are ENT and cranial procedures.

Due to the fact that the models from 7D Surgical, Brainlab, Medtronic, and Stryker are similar on paper in terms of basic functionality, we strongly recommend that hospitals test drive each system. We believe that trialing will help highlight differences in ease of use, intuitiveness of design, quality of graphics, workflow processes, set-up times, device compatibility issues, and surgeon preferences that may influence the final decision. Also, differences in patient positioning, importing images, and registration techniques may only become apparent in real world usage.

Pricing Information



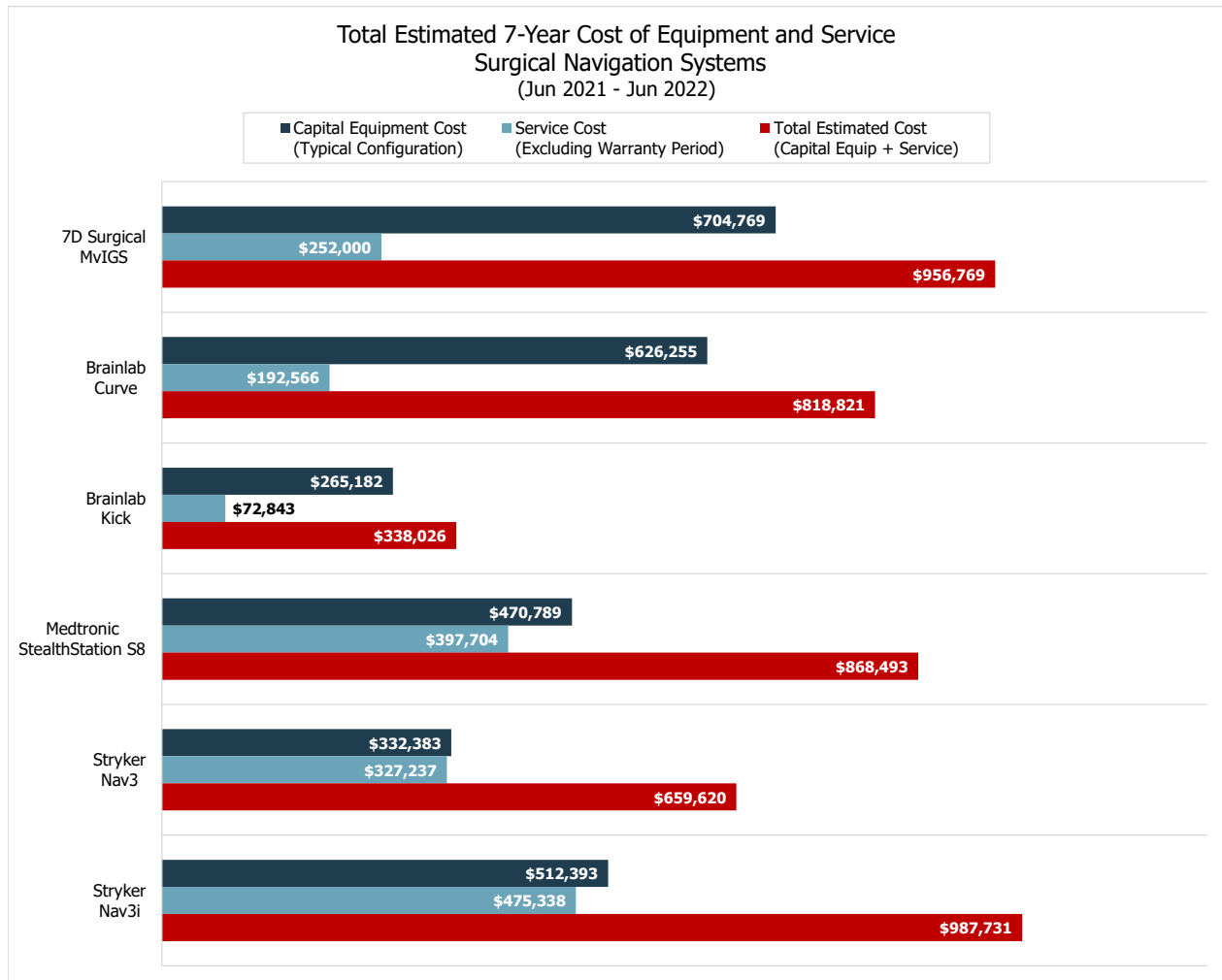
Typical Discounts Seen by Capital Guide Members



Service and Support Information

Surgical Navigation Systems	Model	Warranty	Est. Annual Service Cost
<ul style="list-style-type: none"> Estimated Service Life: 7 Years <p>Service and support costs for surgical navigation systems vary significantly depending upon the covered software and instruments, and inclusion of on-site surgical case support.</p>	7D Surgical MvIGS	1 Year	\$42,000
	Brainlab Curve	1 Year	\$32,094
	Brainlab Kick	1 Year	\$12,141
	Medtronic StealthStation S8	1 Year	\$66,284
	Stryker Nav3	1 Year	\$54,540
	Stryker Nav3i	1 Year	\$79,223

Total Estimated Cost



Additional Information

*For updated information on Pricing, Vendor Discounts, Equipment Specifications, or to request a **Custom Report** on this technology, Click Here: CapitalGuide@ecri.org*

Disclaimer

Market interest charts are based solely upon quotations submitted to ECRI by members of the Capital Guide advisory service. This data is not validated market share and is time sensitive.

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Justification for Sole Source Form

To: Contract Review Committee

From: Marco Hernandez, Surgery

Type of Purchase: (Check One)

- Non-Medical, Non-Surgical Equipment/Supplies >= \$25,000
- Data Processing/Telecommunication Goods >= \$25,000
- Medical/Surgical – Supplies/Equipment >= \$25,000
- Purchased Services >= \$350,000

Total Cost \$:	Estimated \$ 1,210,195.36 Capital Cost. (Pending final pricing negotiations)
Vendor Name:	Medtronic USA
Agenda Item:	O-Arm O2 and Stealth Station S8 Capital Purchase Upgrade

Statement of Need: My department’s recommendation for sole source is based upon an objective review of the product/service required and appears to be in the best interest of SVMHS. The procurements proposed for acquisition through sole source are the only ones that can meet the district’s need. I know of no conflict of interest on my part or personal involvement in any way with this request. No gratuities, favors or compromising action have taken place. Neither has my personal familiarity with particular brands, types of equipment, materials or firms been a deciding influence on my request to sole source this purchase when there are other known suppliers to exist.

Describe how this selection results in the best value to SVMHS. See typical examples below.

Licensed or patented product or service. No other vendor provides this. Warranty or defect correction service obligations of the consultant. **Describe.**

Existing SVMHS equipment, inventory, custom-built information system, custom built data inventory system, or similar products or programs. **Medtronic’s O-Arm O2 and Stealth Station S8 owns 67% of the market share for neuro navigational systems (per attached ECRI Market Intelligence Report). SVMHS has utilized this equipment for 8+ years and has purchased instrumentation that is only compatible with this system. Transitioning to a different vendor would significantly increase instrumentation costs.**

Uniqueness of the service. **Describe.**

SVMHS has established a standard for this manufacturer, supplier or provider and there is only one vendor. **Describe.**

Factory-authorized warranty service available from only this single dealer. Sole availability at the location required. **Describe.**

Used item with bargain price (describe what a new item would cost). **Describe.**

Other -The above reasons are the most common and established causes for an eligible sole source. If you have a different reason, please **describe:**

By signing below, I am attesting to the accuracy and completeness of this form.

Submitter Signature Marco Hernandez Date: 7/7/2022

Board Paper: Finance Committee

Agenda Item: Consider Recommendation for Board Approval of (i) the lease of an Intuitive Da Vinci Xi Surgical Robotics System and (ii) the Capital Purchase of the Hillrom Trumpf Surgical Table

Executive Sponsor: Allen Radner, MD, Chief Medical Officer/CEO SVMC
Clement Miller, Chief Operating Officer

Date: July 25, 2022

Executive Summary

Robotic-assisted surgery allows surgeons to perform complex minimally invasive surgical procedures with precision and accuracy. SVMHS is seeking to provide minimally invasive colorectal surgery to patients in our community, who would otherwise need to receive this level of care, outside of our community. As we seek to expand our offerings within the district it is important to transition our service to a modern and desirable means of surgical intervention, utilizing tools that physicians have begun utilizing during their training.

Background/Situation/Rationale

Following the retirement of our previous colorectal surgeon, SVMC has worked to recruit a surgeon trained to fill the void left in our community. During the recruitment process it became apparent that SVMHS would need to expand surgical services to encompass robotics, allowing surgeons to transition from training to independent practices that are aligned with their skills. Following a successful recruitment, Dr. Alison Tammany joined SVMC with a start date of September 1, 2022. Following confirmation of her commitment, SVMHS began the work to obtain a lease with Intuitive to procure the Da Vinci Xi system and the Hillrom Trumpf Advanced surgical table, to support her practice. Securing these devices will allow Dr. Tammany to provide excellent clinical care to the patients in our community that would benefit from minimally invasive general surgeries while allowing us to repatriate the colorectal subspecialty service that we lost following the retirement of a tenured general surgeon. Finally, in addition to Dr. Tammany utilizing the system we have been made aware that a high percentage of surgeons coming out of training have begun to expect access to robotic surgery, making it imperative that we acquire the system to remain competitive as we seek to recruit new surgeons.

Timeline/Review Process to Date:

March 2022: Ensured facility capacity to support equipment
April 2022: Dr. Tammany's Contract was fully executed
May 2022: Vendor negotiations
June 2022: Assessed ROI
July 2022: Obtain Board of Directors approval

Meeting our Mission, Vision, Goals

Strategic Plan Alignment:

The acquisition of Intuitive, Da Vinci Xi coupled with the Hillrom Trumpf Advanced Surgical Table will allow us to achieve the standard of care our community expects, while giving our organization the opportunity to repatriate

colorectal surgical patients while providing the opportunity to recruit skilled physicians who are interested in providing minimally invasive surgical procedure for our community.

Pillar/Goal Alignment:

Service People Quality Finance Growth Community

Financial/Quality/Safety/Regulatory Implications:

We are requesting strategic capital funding for fiscal year 2023

Key Contract Terms	Vendor: Intuitive Surgical Inc.
1. Proposed effective date	July 2022
2. Term of agreement	5 years
3. Renewal terms	At the end of the 5 year term, we may purchase the equipment at fair market value or request renewal of the lease.
4. Termination provision(s)	After execution of the Lease Agreement, SVMHS will not be entitled to cancel or terminate the Lease Agreement before expiration of the 5 year term unless SVMHS pays the Termination Sum as defined in Section 1.
5. Payment Terms	Periodic Lease Payments (due monthly, inclusive of many services): \$32,637.27/month (for 60 months) Annual Service Fee beginning in Year 2: \$149,000/yr (for 4 years) SIMNOW Service & Benefits Annual Fee beginning in Year 2: \$20,000/yr (for 4 years) TOTAL OVER FIVE YEARS: \$2,634,236.20
6. Annual cost	Year 1: \$391,647.24/yr Years 2-5: \$560,647.24/yr
7. Cost over life of agreement**	Estimated \$2,634,236.20
8. Budgeted (indicate y/n)	Y – FY23 Strategic Budget

Vendor: Hillrom Services, Inc.		
Key Contract Terms	Capital	Service
1. Proposed effective date	8/1/2022	Effective upon delivery
2. Term of agreement	N/A	1 year
3. Renewal terms	N/A	To Be Determined
4. Termination provision(s)	N/A	To Be Determined
5. Payment Terms	To Be Determined	To Be Determined
6. Annual cost	One-time payment	\$ 4, 423.00
7. Cost over life of agreement**	Estimated \$ 107,462.00 (\$ 96,989.67 capital + \$ 1,500.00 freight + \$ 8,972.00 est. tax)	\$ 4, 423.00
8. Budgeted (indicate y/n)	Y – FY23 Strategic Budget	

Recommendation

Consider recommendation for Board approval of (i) the lease of an Intuitive Da Vinci Xi Surgical Robotics System at the total cost of \$2,634,236.20 over a 60 month term and, (ii) to approve the Capital Purchase of the Hillrom Trumpf Surgical Table at the total cost of \$ 107,462.00, bringing the total requested dollar amount to \$2,741,698.20 subject to final negotiation and legal review.

Attachments

- (1) Equipment Lease Agreement Da Vinci Xi
- (2) Equipment Quote for Hillrom Trumpf Surgical Table
- (3) ECRI Market Intelligence Reports for Da Vinci and Trumpf Surgical Table
- (4) Sole Source Justification

LEASE AGREEMENT

Agreement No.: MA-380-2022 / (414736)

This Lease Agreement ("Lease Agreement") is made and entered into as of June 20, 2022, between Intuitive Surgical, Inc., a Delaware corporation, located at 1020 Kifer Road, Sunnyvale, California 94086 ("Lessor" or "Intuitive"); and

Lessee: Salinas Valley Memorial Healthcare Systems
Registered Address: 450 E. Romie Ln., Salinas, CA 93901-4098

Lessor and Lessee are contemporaneously entering into a Use, License & Service Agreement, dated June 20, 2022.

The Lessor and the Lessee are referred to as the "Parties" collectively, or "Party" individually.

Qty.	Included in Periodical Lease Payment	Not included in Periodical Lease Payment	Equipment Description	Price
1	<input checked="" type="checkbox"/>	<input type="checkbox"/>	System Type ("System"): da Vinci Xi® Single Console System	\$1,803,000.00
1	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Service during the first twelve months of the Lease Period	Included in Periodical Lease Payments
N/A	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Service beginning on the thirteenth month of the Lease Period, or if Lessee purchases the Equipment ("Service"); see Special Conditions	\$149,000.00 / per year*
1	<input checked="" type="checkbox"/>	<input type="checkbox"/>	System delivery fee	\$5,000.00
1	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Other: E-100 Generator	\$20,000.00
1	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Other: da Vinci Xi® Integrated Table Motion Upgrade	\$50,000.00
1	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Other: da Vinci® SIMNOW Skills Simulator (Includes First Year - SIMNOW Services & Benefits)	\$80,000.00
N/A	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Other: SIMNOW Service & Benefits (Years 2-5)	\$20,000.00 / per year

*Intuitive will credit Lessee a pro-rata amount of the annual Service fee Lessee has paid to Intuitive for the leased System based on the number of months remaining in the current Service year from the date the leased System is de-installed. The credit will be applied to Lessee's account with Intuitive within thirty (30) days from the date the leased System is de-installed. The Service price indicated above will be valid for a period of five (5) years from the effective date of this Lease Agreement.

Lease Conditions			
Lease Period	60 Months. The Lease Period may be extended in accordance with the Lease Agreement.		
Commencement Date	This Lease Agreement will commence on the date of Acceptance specified in the Acceptance Document.		
Interest Rate	3.50%		
Periodical Lease Payments	Months 1 – 60: \$32,637.27 / per month	No. of Periodical Lease Payments: 60 (subject to extension of Lease Period)	<input checked="" type="checkbox"/> Monthly payments
	Lessee agrees and acknowledges payments due herein shall not be excused by any contingencies including, but not limited to, Lessee's internal practices, policies, or any state approvals.		
	<input type="checkbox"/> The first Periodical Lease Payment is due on Commencement Date. Thereafter, each subsequent Periodical Lease Payment is due on the corresponding day of each month, as applicable, of the Lease Period (payments in advance). <input checked="" type="checkbox"/> The first Periodical Lease Payment is due one month after the Commencement Date. Thereafter, each subsequent payment is due on the corresponding day of each month of the Lease Period (payments in arrears).		
Deposit	\$0.00	The Deposit, if any, is due on the Commencement Date	
Balloon Payment	N/A	The Balloon Payment, if any, is due on the last day of the Lease Period.	
End of Lease Options	<input type="checkbox"/> End of Lease option A applies (see 11.1 of Standard Terms and Conditions) <input checked="" type="checkbox"/> End of Lease option B applies (see 11.2 of Standard Terms and Conditions) <input checked="" type="checkbox"/> See Special Conditions below		
Funding Amount	Original Equipment Cost (OEC): \$1,958,000.00	Down-Payment from Lessee to Lessor: \$0.00	Funding Amount: \$1,958,000.00

Special Conditions*	
If Lessee is not in default, on each anniversary date of Acceptance, Lessee will have the option to upgrade the Equipment at a price to be mutually agreed to between the parties. Lessee must provide Lessor written notice at least sixty (60) days prior to the anniversary date of Acceptance with regards to intent. If the Lessee exercises its upgrade option, Service shall be purchased on the upgraded Equipment. If Lessor does not receive notice as to Lessee's intent, Lessee will be deemed to continue the Lease as outlined above.	
Provided the Lessee is not in default, the Fair Market Value at the end of the Lease Period shall not exceed \$195,800.00.	

*If Lessee is required to send written notice or has questions regarding this Lease Agreement, all communications should be directed to CustomerFinance@intusurg.com.

All amounts are denominated in USD and net of taxes, any applicable taxes will be for the account of the Lessee. Where the terms of this Lease Agreement are inconsistent with the Special Conditions above, if any, the Special Conditions prevail. The Standard Terms and Conditions of Leasing attached hereto are hereby incorporated to and form an integral part of this Agreement. All references to this Agreement will include the terms and conditions set out herein, in the Annexes and the Standard Terms and Conditions of Leasing. By signing this Lease Agreement, Lessee agrees to be bound by and undertakes to comply with all the terms and conditions set out in this Lease Agreement.

(SIGNATURE ON FOLLOWING PAGE)

BOTH PARTIES HAVE READ, UNDERSTOOD, AND AGREED TO BE BOUND BY THE TERMS AND CONDITIONS OF THIS AGREEMENT AND EXECUTE THIS AGREEMENT AS OF THE EFFECTIVE DATE.

IF THIS AGREEMENT IS NOT SIGNED BY BOTH PARTIES AND RETURNED TO INTUITIVE ON OR BEFORE JUNE 30, 2022 THE TERMS WILL BE SUBJECT TO CHANGE.

ACCEPTED BY:

Intuitive Surgical, Inc.

Signature:  _____
Miguel Trujillo (Jun 17, 2022 08:30 EDT)

Email: Miguel.Trujillo@intusurg.com

Title: Manager, Contract Administration

Company: Intuitive Surgical, Inc.

Date: _____

ACCEPTED BY:

Lessee

By: _____

Name: _____

Title: _____

E-mail: _____

Date: _____

 _____
SP

 _____
NS

Standard Terms and Conditions of Leasing

1. DEFINITIONS

Terms not herein defined will have the meanings set out in the Lease Agreement, unless the context otherwise requires.

"Acceptance" means the Equipment is deemed accepted by Lessee upon delivery to Lessee's designated location as evidenced by Lessee's execution of an acceptance letter, a form of which is attached hereto as Annex 1.

"Lease Agreement" means the agreement between the Lessor and the Lessee for the lease of the Equipment from the Lessor to the Lessee, including the Annexes thereto, incorporating these Standard Terms and Conditions.

"Event of Default" means an event specified under Clause 12 of these Terms and Conditions.

"Equipment" means the equipment specified in the Lease Agreement and any part thereof including, without limitation, all component parts and all software.

"Lease Payment" means the payment of rent for the lease of the Equipment, owed by the Lessee to the Lessor under the Lease Agreement, including but not limited to the periodical installments and the Balloon Payment.

"Termination Sum" means the aggregate of:

- (i) all Lease Payments due and payable under the Lease Agreement;
- (ii) an amount equal to one-hundred ten percent (110%) of all remaining Lease Payments yet to fall due under the Lease Agreement discounted by the contract interest rate inherent in the Lease Agreement; and
- (iii) all other sums due and payable under the Lease Agreement (including, without limitation, Default Interest, costs and expenses related to or connected with the termination of the Lease Agreement and any sum recoverable from the Lessee).

"Total Loss" includes any actual, constructive, or agreed total loss, theft, damage beyond repair, taking back of the Equipment (or any part thereof) by the owner of the Equipment pursuant to a right incorporated in the Lease Agreement for the sale of the Equipment and any seizure or confiscation of the Equipment.

2. LEASE, SELECTION AND DELIVERY OF EQUIPMENT

(a) The Lessor agrees to lease to the Lessee and the Lessee agrees to lease from the Lessor the Equipment on the terms and conditions as set out in the Lease Agreement.

(b) The Lessee has chosen the Equipment and agreed with the Lessor upon the terms of delivery of the Equipment.

(c) Upon delivery, the Lessee will inspect the Equipment, ensure that the Equipment is in good and working order and condition, and issue and deliver the duly signed and dated Acceptance Letter set out in Annex 1 of the Lease Agreement to the Lessor.

3. LEASE AND OTHER PAYMENTS

(a) The Lessee will pay (i) to the Lessor the Lease Payment and all other payments on the dates and in the manner specified in the Lease Agreement, and (ii) all taxes, rates, registration charges or other applicable expenses in respect to the Equipment.

(b) If the Lessee fails to pay any amount payable by it under the Lease Agreement on its due date, it will pay to the Lessor interest on the overdue amount ("Default Interest") from and excluding such due date up to and including the date of actual payment. Default Interest will be twelve percent (12%) per annum, or the maximum rate allowed by applicable law, whichever is lower, and will be calculated on a daily basis. Default Interest will be payable by the Lessee on demand by the Lessor.

(c) The Lessee will pay all payments when due under the Lease Agreement notwithstanding that the Equipment are unusable for any reason at any time during the Lease Period, and the Lessor will not be liable to provide the Lessee with any replacement equipment.

(d) The Lessor will have a right to set-off in respect of any payments, charges or other sums due or prematurely due and payable, and the Lessee agrees to waive any legal defense against such set-off. The Lessee will have no right of set-off in respect of any payments, charges or other sums due or claimed to be due to the Lessee from the Lessor hereunder.

(e) Lessee agrees that Lessee's obligation and duty to pay all sums due and to become due pursuant to this Lease Agreement will be absolute and unconditional and are not subject to any defense, counterclaim, setoff or recoupment by reason of any past, present, or future claims which Lessee may have against Lessor. Additionally, Lessee will not assert against any assignee of this Agreement any defense, counterclaim, setoff or recoupment by reason of any past, present, or future claims which Lessee may have against Lessor.

4. LOCATION, USE AND MAINTENANCE OF THE EQUIPMENT

(a) The Equipment will be kept at the Location as set out in the Lease Agreement and will not be removed without the prior written consent of the Lessor.

5. OWNERSHIP, INSPECTION AND TESTING

(a) The Lessor may at any time during the Lease Period require inspection of the Equipment, provided the Lessor gives at least forty eight (48) hours written notice. For such purpose, the Lessee will ensure that the Lessor and its authorized representatives have access to the Equipment and the premises at which the Equipment is located and to the records (including books of accounts) relating to the Equipment, during normal business hours. The Lessee will keep proper accounts of all its dealings in relation to the Equipment and deliver to the Lessor any such records when requested by the Lessor.

6. PROHIBITION AGAINST DEALING WITH EQUIPMENT

(a) The Lessee will not (i) sell, transfer, lease, sub-lease or otherwise dispose of the Equipment (ii) create, permit, or allow to subsist any security interest, lien, or encumbrance on the Equipment, (iii) affix the Equipment to any premises in such a manner as to make it a part of such premises, (iv) represent itself to be, hold itself out as being or suffer or permit anything to be done whereby it may be reputed to be, the owner of the Equipment, and/or (v) alter or modify or permit any alteration of the Equipment, without the Lessor's prior written consent.

(b) The Lessee will notify the Lessor immediately of any enforcement of any security interest created by it and/or any landlord of the premises on or in which the Equipment is located or the appointment of any receiver of all or part of the assets of the Lessee.

7. REPRESENTATIONS AND WARRANTIES

(a) The Lessee represents and warrants to the Lessor that: (i) it has the power to enter into and perform, and has taken all necessary action to authorize the entry into and performance of the Lease Agreement and the transactions contemplated by the Lease Agreement; and (ii) all information supplied by it or on its behalf to the Lessor in connection with the Lease Agreement are true and accurate as at the date at which it is stated to be given.

8. TOTAL LOSS AND INSURANCE

(a) The Lessee will bear the risks related to a Total Loss of the Equipment after delivery. If a Total Loss occurs with respect to the Equipment, Lessee will promptly notify Lessor thereof. On the Lease Payment date following such notice, Lessee will pay to Lessor an amount equal to the Termination Sum plus a sum equal to the calculated residual value at the time of expiration of the Lease Period, if any. Upon the making of such payment by Lessee, the payment obligation for such Equipment will cease, the Lease Agreement as to such Equipment will terminate and Lessor will be entitled to recover possession at Lessee's expense in accordance with Clause 10 below. Provided that Lessor has received all payments to be made by the Lessee under this Lease Agreement, the Lessee will be entitled to the proceeds of any recovery in respect of that Equipment from insurance or otherwise.

(b) If not agreed otherwise in writing, the Lessee will at its own expense insure the Equipment on a policy and terms with such insurers as may be approved by the Lessor and will keep this insurance coverage in place until the Equipment is returned to the Lessor or the title has been transferred to the Lessee.

(c) The proceeds of the insurances will be paid to the Lessor and applied towards satisfaction of all amounts owing by the Lessee to the Lessor under the Lease Agreement.

(d) If the Lessee fails to comply with this Clause 8 the Lessor may (but is not obligated to do so), at the expense of the Lessee, effect any insurance, and all costs and expenses incurred in so doing will be repaid to the Lessor by the Lessee on demand.

9. OWNERSHIP IN THE EQUIPMENT

The Lessor will be the sole legal and beneficial owner of the Equipment and the Lessee will not do or permit to be done anything that could prejudice the rights of the Lessor in respect of the Equipment. During the Lease Period ownership in the Equipment will not for any reason pass to the Lessee.

10. RETURN OF EQUIPMENT

(a) In the event that the Lease Agreement is terminated for any reason the Lessee will, at its own risk, cost and expense, immediately (i) return the Equipment to the Lessor or its designated agent, by delivering the Equipment to such address as the Lessor may require or (ii) allow the Lessor access to pick up the Equipment. The Lessee will return the Equipment to the Lessor, free and clear of any security interest and in good working condition without any damage or fault which would affect the value of the Equipment or its operation (reasonable wear and tear excepted) together with all licenses, certificates and other documents relating to the Equipment.

(b) If upon return the Equipment is not in the condition stated in Clause 10(a) above, the Lessor may at its own discretion cause such reasonable repair works as it deems necessary to be carried out by a provider of its choice. All reasonable costs and expenses in connection with such repairs will be paid by the Lessee.

11. END OF LEASE OPTIONS

11.1 OPTION A Applicable Not Applicable

(a) *Provided* that the Lessee has fulfilled all its obligations under this Lease Agreement and paid the Balloon Payment, if any, in full, title to the Equipment will pass to the Lessee on an "as is where is" basis without any warranties whatsoever given by the Lessor at the end of the Lease Period. Lessee will maintain the Service plan on the Equipment as provided in this Lease Agreement until Lessee acquires title to the Equipment pursuant to this Lease Agreement.

(b) The Lessee may request the Lessor to re-lease all (but not part thereof) of the Equipment to the Lessee at the end of the Lease Period, *provided* that the Lessee's financial situation has not deteriorated and that the Lessee has duly fulfilled its obligations under this Lease Agreement. The Lease Payments and the Lease Period of the re-lease will be determined between the Parties hereto at the time of re-lease. If the Lessee wishes to renew the Lease Agreement, it will notify the Lessor in writing no less than ninety (90) days prior to the end of the Lease Period. If the Lessor does not confirm acceptance of the Lessee's request within four (4) weeks, it is deemed to have been declined. In case the Lessor refuses such request, the Lessee continues to be obliged to make the Balloon Payment in the manner and on the date as specified in the Lease Agreement.

11.2 OPTION B Applicable Not Applicable

Provided that no Event of Default has occurred at the end of the Lease Period, the Lessee may, by written notice to the Lessor not less than ninety (90) days prior to the end of the Lease Period, exercise one of the options below.

(a) The Lessee may request the Lessor to sell all (but not part thereof) of the Equipment to the Lessee after the end of the Lease Period and the Lessor will meet such request *provided* that the Lessee has fulfilled all its obligations under this Lease Agreement. The purchase price of the Equipment will be an amount equal to the fair market value, as determined by the Lessor, or, if applicable, as indicated in the Special Conditions noted above. Upon payment of the purchase price, title to the Equipment will pass to the Lessee on an "as is where is" basis without any warranties whatsoever given by the Lessor. If no sale can be achieved, the Lessee will return the Equipment to the Lessor immediately at the end of the Lease Period in accordance with Clause 10 hereof. Lessee will maintain the Service plan on the Equipment as provided in this Lease Agreement until the Equipment is returned to Lessor or Lessee acquires title to the Equipment pursuant to this Lease Agreement, whichever is later.

(b) The Lessee may request the Lessor to re-lease all (but not part thereof) of the Equipment to the Lessee at the end of the Lease Period, *provided* that, the Lessee's financial situation has not deteriorated and that the Lessee has duly fulfilled its obligations under this Lease Agreement. If the Lessor does not confirm acceptance of the Lessee's request within four (4) weeks, it is deemed to have been declined. The Lease Payments and the Lease Period of the re-lease will be determined between the Parties hereto at the time of re-lease. If the Lessor refuses such request, the Lessee will return the Equipment to the Lessor immediately at the end of the Lease Period in accordance with Clause 10 hereof.

(c) If the Lessee fails to provide sufficient written notice as noted above, the Lease Agreement will be automatically renewed for a period of one (1) month at any one time, at the price of the most recent Periodical Lease Payment, unless either Party gives notice to the other party no less than two (2) weeks prior to the end of the respective renewal period of its desire to terminate the Lease Agreement. Unless otherwise agreed between the Parties, the Lessee will in such case return the Equipment to the Lessor in accordance with Clause 10 hereof. Lessee will maintain the Service plan on the Equipment as provided in this Lease Agreement until the Equipment is returned to Lessor.

12. EVENT OF DEFAULT

Each of the events set out in this Clause 12 is an Event of Default. Upon the occurrence of an Event of Default, the Lessor may by written notice to the Lessee terminate the Lease Agreement, which will take effect in accordance with its terms.

(a) The Lessee does not pay on the due date any amount payable by it under the Lease Agreement in the prescribed manner, and such default is not cured within ten (10) days.

(b) The Lessee does not comply with any term of the Lease Agreement, any Sales/Use, License and Service Agreement between Lessor and Lessee, or any other similar agreement governing the use of the Equipment.

(c) Any representation made or repeated by the Lessee in the Lease Agreement is proved to be incorrect in any material respect when made or deemed to be repeated.

(d) The Lessee is unable to pay its debts as they fall due, admits its inability to pay its debts as they fall due, or is otherwise deemed for the

purposes of any law to be insolvent, or (by reason of actual or anticipated financial difficulties) begins negotiations with any creditor for the rescheduling of any of its indebtedness.

(e) Any step is taken with a view to a moratorium, rehabilitation or composition with any of the Lessee's creditors, a meeting of its shareholders, directors or other officers is convened for the purpose of considering any resolution for, to petition for or to file documents with a court or any registrar for, its winding-up, bankruptcy, dissolution or judicial management or any such resolution is passed or any person petitions for or files documents for the same, an order for its bankruptcy, winding-up, judicial management or dissolution is made or any other analogous step or procedure is taken in any jurisdiction.

(f) Any provisional attachment, attachment, sequestration, distress, execution or analogous event affects any material asset(s) of the Lessee and is not discharged within fourteen (14) days.

(g) Where the Lessee, is an individual, the Lessee dies, becomes partly or wholly incapacitated.

(h) It is or becomes unlawful for the Lessee to perform any of its obligations under the Lease Agreement, or the Lease Agreement is not effective in accordance with its terms.

(i) An event or series of events occur which, in the reasonable opinion of the Lessor, is likely to result in a Total Loss.

(j) The Lessee abandons the Equipment or does anything which, in the reasonable opinion of the Lessor, prejudices the rights of the Lessor in or over the Equipment.

(k) There is, in the Lessor's reasonable opinion, a material change in the shareholding of the Lessee or any person, or group of persons acting in concert, acquires control of the Lessee.

(l) An event or series of events occur which, in the reasonable opinion of the Lessor, have or are likely to have a material adverse effect on the financial condition of the Lessee.

13. TERMINATION

(a) After execution of the Lease Agreement, the Lessee will, except as set out in Clause 13(f), not be entitled to cancel or terminate the Lease Agreement before expiration of the Lease Period.

(b) Any termination of the Lease Agreement and any delivery of the Equipment by the Lessee to the Lessor will be without prejudice to any right or claim the Lessor may have against the Lessee under the Lease Agreement (including, without limitation, for arrears in Lease Payment, other sums payable by the Lessee under the Lease Agreement and damages for breach of the Lease Agreement).

(c) Where the Lease Agreement is terminated due to an Event of Default, the Lessee will pay to the Lessor the Termination Sum.

(d) Until the Lessor has received the Termination Sum in full, all obligations of the Lessee under the Lease Agreement will continue and the Lessee will continue to pay the Lease Payment notwithstanding any repossession of the Equipment by the Lessor.

(e) Upon termination of the Lease Agreement, the Lessor will without prejudice to any other rights which it may have, have the right to repossess the Equipment and for this purpose to enter the land, building or premises at which the Equipment are located and the Lessee will give access to or procure that the Lessor or its agents be given access to the land, building or premises for this purpose.

(f) During the Lease Period, *provided* that no Event of Default has occurred and the Lessee has duly performed all of its obligations under this Lease Agreement the Lessee may by written notice to the Lessor request to early terminate the Lease Agreement. On the Lease Payment date following such notice, Lessee will pay to Lessor an amount equal to the Termination Sum. Upon the making of such payment by Lessee, the payment obligation for such Equipment will cease and the Lease Agreement as to such Equipment will terminate. The Lessee will in such case return the Equipment to the Lessor in accordance with Clause 10 hereof.

14. SUBMISSION OF MATERIALS

Upon written request by the Lessor for the purpose of credit preservation, the Lessee will provide the credit status of the Lessee, and cooperate with the Lessor for any investigations thereon. At Lessor's request, the Lessee will provide a copy of its year-end financial statements not later than four (4) months from the end of the financial year. The Lessee will notify the Lessor of any material change or any suspected material change in the credit status of the Lessee.

15. TAXES AND COSTS

(a) Lessee is responsible for all license and registration fees, and all sales, use, property, stamp and other taxes and charges relating in any manner to the Equipment or this Lease Agreement, except the Medical Device Excise Tax.

(b) All payments by the Lessee under the Lease Agreement will be made free and clear of and without any deduction for or on account of any taxes

and withholding taxes, except to the extent that the Lessee is required by law to make payment subject to taxes. If any amounts in respect of tax or any other deduction must be made from any amounts payable by the Lessee to the Lessor under the Lease Agreement, the Lessee will pay such additional amounts as may be necessary to ensure that the Lessor receives a net amount equal to the full amount which it would have received had the payment not been made subject to tax or the deduction.

(c) The Lessee will bear the costs for the protection or exercise of the Lessor's rights, or the protection, collection or disposition of securities including but not limited to the stamp duty, the expense for sending demand or notice to the Lessee, the expenses for registration, change and cancellation of security interest, and all legal fees which Lessor may incur in connection with the enforcement of this Lease Agreement.

(d) Unless otherwise provided, this Lease Agreement is entered into with the assumption that Lessor is the owner of the Equipment for income tax purposes and is entitled to certain federal and state tax benefits available to the owner of equipment (collectively "Tax Benefits"), including without limitation, accelerated cost recovery deductions and deductions for interest incurred by Lessor to finance the purchase of the Equipment, available under the Code. Lessee represent, warrant, and covenant to Lessor that (a) unless Lessee has provided Lessor with a 501(c)(3) letter indicating that Lessee is tax exempt, then Lessee is not a tax exempt entity (as defined in Section 168(h) of the Code, (b) Lessee will use the Equipment solely within the United States, and (c) Lessee will take no position inconsistent with the assumption that Lessor is the owner of the Equipment for any tax purposes. If, because of any act or omission by Lessee, or any party acting through Lessee, or the breach or the inaccuracy of any representation, warranty or covenant made by Lessee in this Agreement, Lessor reasonably determines that Lessor cannot claim, are not allowed to claim, lose, or must recapture any or all of the Tax Benefits otherwise available with respect to the Equipment (a "Tax Loss"), then Lessee will, promptly upon demand, pay to Lessor an amount sufficient to provide Lessor the same after-tax rate of return and aggregate after-tax cash flow through the end of the term of the Lease Agreement as Lessor would have realized but for such Tax Loss.

16. INDEMNITY

The Lessee will indemnify the Lessor against all damages, claims or liabilities which may be incurred or suffered by the Lessor in connection with: (i) the occurrence of any Event of Default; (ii) any late payment of any sum (including, without limitation, any overdue amount) being received from any source otherwise than on its due date, and is not cured within ten (10) days; (iii) Lessee's breach of any law affecting the Equipment, their use, operation or leasing, or the Lease Payment to be paid; (iv); the execution or enforcement (including any attempts thereof) of any of the rights, powers, remedies, authorities or discretions vested in the Lessor under or pursuant to the Lease Agreement; or (v); any loss arising from non-or incomplete performance by Lessee of the Lease Agreement, the delivery and the inspection of the Equipment.

17. FORCE MAJEURE

(a) Neither Lessor nor Lessee will be liable for any loss, damage, detention, delay, or failure to perform in whole or in part resulting from causes beyond that party's control including, but not limited to, acts of terrorism, acts of God, fire, earthquake, war, the threat of imminent war, riots, or other acts of civil disobedience, insurrection, labor or trade disputes, shortage of components, any governmental law, order, regulation, ordinance or any other supranational legal authority, explosion, storms, floods, lightning, or earthquake.

18. **UCC FILINGS AND FINANCIAL STATEMENTS.** Lessee authorizes Lessor to file a financing statement with respect to the Equipment

and grants the Lessor the right to sign such financing statement on Lessee's behalf. If Lessor reasonably deems it necessary, Lessee agrees to submit financial statements (audited if available) on a quarterly basis.

19. **UCC-ARTICLE 2A Provisions:** Lessee agrees that this Lease Agreement is a Finance Lease as that term is defined in Article 2A of the Uniform Commercial Code ("UCC"). Lessee waives any and all rights and remedies granted Lessee under Sections 2A-508 2A-522 of the UCC.

20. MISCELLANEOUS

(a) The Lease Agreement will not be construed to be a purchase or an agreement for the purchase of the Equipment by the Lessee.

(b) The Lessee may not assign or transfer any of its rights and obligations under the Lease Agreement without the Lessor's prior written consent. The Lessor may at any time without the consent of the Lessee assign or transfer any of its rights and obligations under the Lease Agreement and dispose of its rights and title to the Equipment.

(c) This Lease Agreement constitutes the entire obligation of the parties hereto and supersedes any prior expressions of intent or understandings with respect to this transaction. Any amendment of this Lease Agreement will be in writing and will be signed by duly authorized representatives of both parties hereto.

(d) No failure or delay on the part of the Lessor to exercise any right provided for in this Lease Agreement will constitute a waiver of such right or any obligation of the Lessee under this Lease Agreement, nor will any single or partial exercise of any such right preclude any further exercise thereof. No waiver by the Lessor hereunder will be effective unless it is in writing. The rights and remedies provided for in this Lease Agreement are cumulative and not exclusive of any other rights or remedies which the Lessor may otherwise have.

(e) If any one or more of the provisions of this Lease Agreement or any document executed in connection herewith will be invalid, illegal or unenforceable in any respect under any applicable law, the validity, legality and enforceability of the remaining provisions contained herein will not in any way be affected or impaired thereby.

(f) The Lessee acknowledges and agrees that the sole responsibility for determining the proper treatment of this Lease Agreement for tax purposes rests with the Lessee. The Lessor makes no representations whatsoever as to the proper treatment of this Lease Agreement for tax purposes. The Lessee acknowledges that the Lessor is the legal owner of the Equipment.

(g) All notices, claims, requests, demands, and other formal communications hereunder will be in writing and will be deemed given at the time of personal delivery or completed facsimile, or, if sent by a reputable overnight courier or registered or certified mail, one business day after such sending.

(h) The Lessee will notify the Lessor promptly of any changes in company name, registered office, and any other matters which may affect this Lease Agreement.

(i) This Agreement shall be governed by the laws of the State of California, excluding its conflicts of laws principles. With respect to any legal action or proceeding relating to this Agreement, the parties consent and submit to the *exclusive* jurisdiction of the Federal and State courts located in Santa Clara County, California, and the parties agree that venue therein is proper.

(j) For the avoidance of doubt, the Lessee retains all rights, warranties and remedies granted to it under the corresponding Use, License and Service Agreement.

Annex 1

INTUITIVE
SURGICAL

ACCEPTANCE DOCUMENT

I, the undersigned, as an authorized representative of the below named hospital, acknowledge that the following product was (check the box below which applies):

Delivered Installed

CUSTOMER	

END USER	

CLM Agreement Number:	
------------------------------	--

Equipment Description	Serial Number

ACCEPTANCE	
ACCEPTANCE CRITERIA - PER AGREEMENT:	

EXAMPLE

Signature: _____ Date: _____

Print Name: _____

Title: _____

Please email signed acceptance letter to Acceptance@Intusurg.com

837921-03, Rev F



Customer Name: Salinas Valley Memorial Healthcare System
Customer Number: 10031341
Quote Number: 10003627-1
Account Manager: Graig Cooper
415.279.1802
grraig.cooper@hillrom.com
Expiration Date: 8-31-2022



Hillrom™



Thank you for your inquiry. Our quote is subject to our General Terms and Conditions, available upon request.

Best Regards,

Graig Cooper

grraig.cooper@hillrom.com

415.279.1802

Item	Item Description	Qty	Unit Price	Net Price	Extended Net Price
112011	TruSystem 7000dV Standard Table Package Vizient Trumpf Medical OR Tables - CE7216	1	83,658.82	83,658.82	83,658.82
112125	APEX Advanced Robotics Positioning Vizient Trumpf Medical OR Tables - CE7216	1	12,249.25	12,249.25	12,249.25
1798326	Cable remote control TS7000 (dV) Vizient Trumpf Medical OR Tables - CE7216	1	1,081.60	1,081.60	1,081.60
Total for Products and Services					\$ 96,989.67
FRT-TABLE	Freight OR Table	1	1,500.00	1,500.00	1,500.00
Grand Total					\$ 98,489.67

Financing options available. For more information visit hillrom.com/financial-services or contact your Hillrom representative.

To place an order, email PO to ordersurgical@hillrom.com.

Please make all PO's payable to Hill-Rom Company, Inc. referencing quote number **10003627-1** on your order.



Optional Service Plans

Item	Item Description	Qty	Unit Price	Net Price	Extended Net Price
PTP-TS7000DV-1	Protection+, 1 year, TS7000dV Surgical Table	1	4,423.00	4,423.00	4,423.00
				Total Price	\$ 4,423.00
				Total	\$ 4,423.00



TruSystem 7000dV Standard Table Package

112011

Mobile Surgical Table with ISO Center Motion for robotic surgery.

- Components include: Double Joint Head Section (1853828), Short Leg Section (1739969), Charging Cable (110181), Pads, dV Remote Control (1798326) and dV Connection Cable (1816914), Software for table motion.
- Accessories include: 2 Armboards with Snaplock Trigger (111893), Lightweight Transfer Board (2012543), 1 Component Cart (2069425), 1 Patient Restraint Strap (2068137), 1 Rotatable Footboard (111618) and 2 Easy Lock Blade Clamps (111426).
- Package includes 1 year Warranty plus 1 year SmartCare Protection+ (PTP-TS7000DV-1) for a total of 2 years service coverage.



Cable remote control TS7000 (dV)

1798326

Cable remote control for the TruSystem 7000dV mobile surgical table in combination with the da Vinci Xi® System to activate Integrated Table Motion.

- Compatible with TruSystem 7000dV Surgical Tables



Comprehensive, Customized Solutions to Enable Peak Procedural Performance

SURGICAL WORKFLOW						
Exam Light	Surgical Lights			Cameras	Booms	
	Value	Universal	Premium			
TL1000	TL3000	TL5000	iLED 7	TV HD & TV Wireless	FCS Booms	
PRECISION POSITIONING						
Mobile Tables				System & Specialty Tables		
Value	Universal	Premium		Robotic	Hybrid	Spine
PST 300+	PST 500	TS7000	TS7500	TS7000dV	TS7500 Hybrid	Advance Table
General, GYN/URO, Ortho, C-Section, Arthroscopy, ERCP/LAP						
Bariatric, Vascular, Cardio, Neuro						
Trauma, Spine						
				Image Guided		Spine
CONNECTIVITY				POSITIONING PACKAGES & ACCESSORIES		
OR Integration				General/Bariatrics		
				Gynecology/Urology		
				Orthopedics		
				Spine		
				Neurosurgery		
				Cardiovascular		
Helion™ System						

hillrom.com

130 E. Randolph St. Suite 1000 Chicago, IL 60601

Hill-Rom reserves the right to make changes without notice in design, specifications and models. The only warranty Hill-Rom makes is the express written warranty extended on the sale or rental of its products.

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Capital Guide

Market Intelligence Report

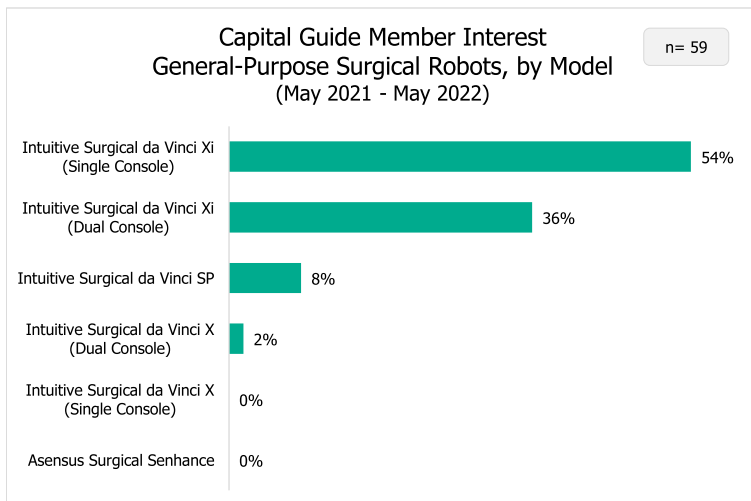
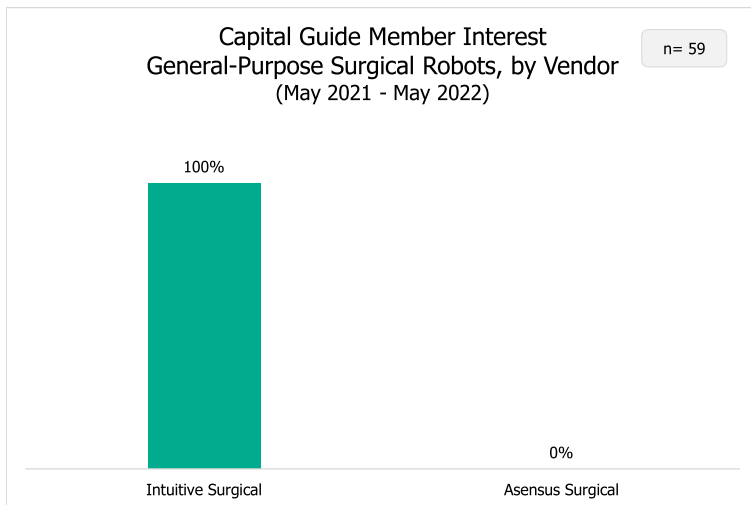
General-Purpose Surgical Robots

Description

General-Purpose Surgical Robots have been developed to facilitate minimally invasive surgery and to help surgeons perform procedures that would otherwise be difficult or not possible with traditional open or laparoscopic techniques.



Popular Vendors and Models



Key Considerations

- Our member facilities have shown limited to no interest in competitors to Intuitive Surgical such as Asensus Surgical (formerly TransEnterix).
Robotic systems typically consist of a patient side cart with the robotic arms, a surgeon console, and a vision system cart.
A system should be selected based upon the types of robotic-assisted surgery of interest (e.g., gynecologic, urologic, abdominal, ENT).
Systems typically provide scaling (i.e., reducing larger hand movements to a microscopic level) and tremor filtering (i.e., filtering of the hand movements to eliminate minute tremors).
The robotic system should have proper mechanisms in place to ensure efficient and accurate instrument exchange, and audible and visual prompts that announce the state of the system's status.
Training, experience, and procedure-specific credentialing is essential to ensure physician competency and safety.
The surgical team also requires training to learn set-up of the system and how to make any necessary adjustments during a procedure.
Renovation or new construction of operating rooms may be needed to accommodate the components of a robotic surgical system.
Also consider clinical data supporting use of the robot for the intended procedures, establishment of a safety committee, and impact on OR scheduling.

Feature Comparison for Popular Models

<i>General-Purpose Surgical Robots</i>	Asensus Surgical Senhance	Intuitive Surgical da Vinci SP	Intuitive Surgical da Vinci X	Intuitive Surgical da Vinci Xi
Intended Patients	Adult	Adult	Adult, pediatric	Adult, pediatric
FDA Cleared Indications	Gynecologic, colorectal, cholecystectomy, hernia repair	Urologic, transoral	General, gynecologic, colorectal, thoracic, cardiac, urologic	General, gynecologic, colorectal, thoracic, cardiac, urologic
Single-site/Multisite Procedures	Multi-site only	Single-site only	Both	Both
Number of Robotic Arms	3 rigid	1 flexible	4 rigid	4 rigid
Laser Targeting Guidance	No	No	Yes	Yes
Disposable/Reusable Instruments	Reusable	Disposable (25 reuses)	Disposable (10 reuses)	Disposable (10 reuses)
Number of Surgeon Consoles	1	1	1 or 2	1 or 2
Tactile Feedback	Yes	No	No	No
Hand-Instrument Motion	Laparoscopic motion	Open surgery motion	Open surgery motion	Open surgery motion
3DHD Video Resolution	1080i	1080i	1080i	1080i
Augmented Intelligence	Yes	No	No	No
Eye Sensing Camera Control	Yes	No	No	No
NIR Fluorescence Imaging	No	No	Standard	Standard
Skills Simulator	No	Optional	Optional	Optional
Vessel Sealer	Optional	Standard	Standard	Standard
Integrated OR Table Motion	No	No	No	Optional
Tele-Surgery Capability	No	No	No	No

Other Considerations

The da Vinci Xi is optimized for larger, more complex surgeries. All four arms of the Xi are mounted on an overhead boom, which allows positioning of the patient side cart anywhere around the patient. The Xi arms are longer and slimmer than previous versions and the endoscope can be attached on any arm. The da Vinci Xi is the only model that features an optional Integrated Table Motion software upgrade which enables the Trumpf TruSystem 7000dV table (purchased separately) to move in concert with the robot. This option allows repositioning of the table without undocking the robot; it should be considered for multi-quadrant surgeries that require repositioning during the procedure.

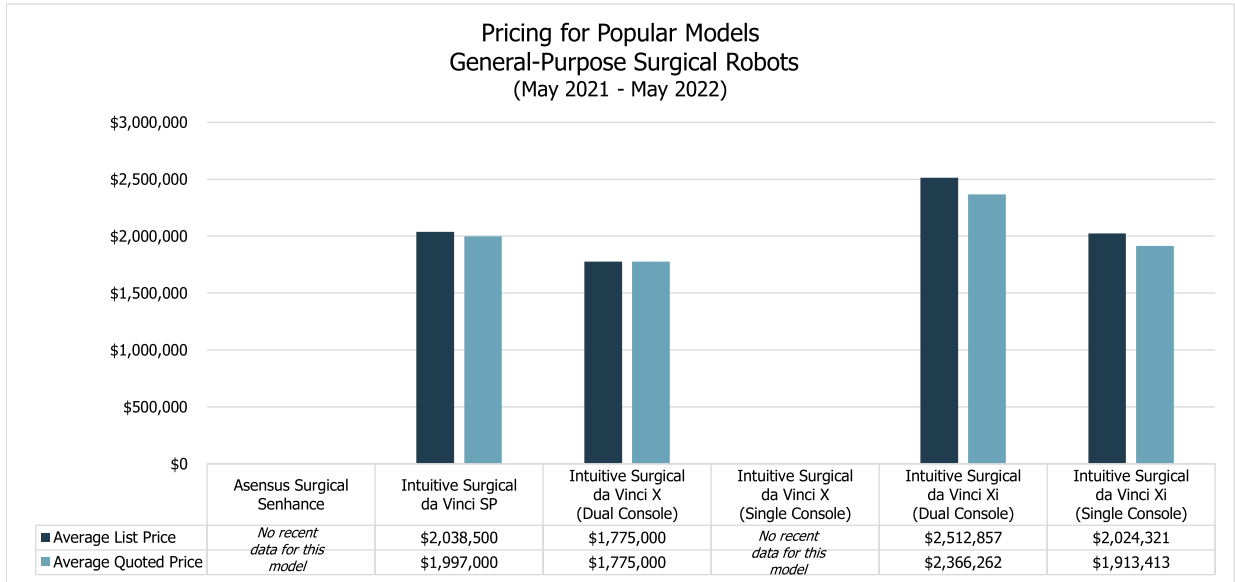
The da Vinci X uses the same instrumentation as the Xi and features the same thinner arm design, but is a cart-based system with side-mounted arms, and thus does not allow the same optimized patient-side access. While it still features voice and laser guidance for automatic arm configuration, it does not offer the other technologies for efficient setup offered by the Xi. However, the X is indicated for the same multi- and single-site procedures as the Xi.

The da Vinci SP is designed for single-site procedures such as those performed through a natural orifice (e.g., mouth-throat) or a single laparoscopic incision. The SP allows three flexible endoscopic instruments and an HD camera to access a patient's abdomen via a single 2.5 cm (1 in) port. Like the instruments, the camera is flexible, and the surgeon also has the option to flip camera views 180° with a button as needed for surgical site visualization. Once inside the cavity, the instruments can be independently maneuvered and are arranged around target anatomy so as to avoid collisions. The system shares the same boom-mounted features as the da Vinci Xi.

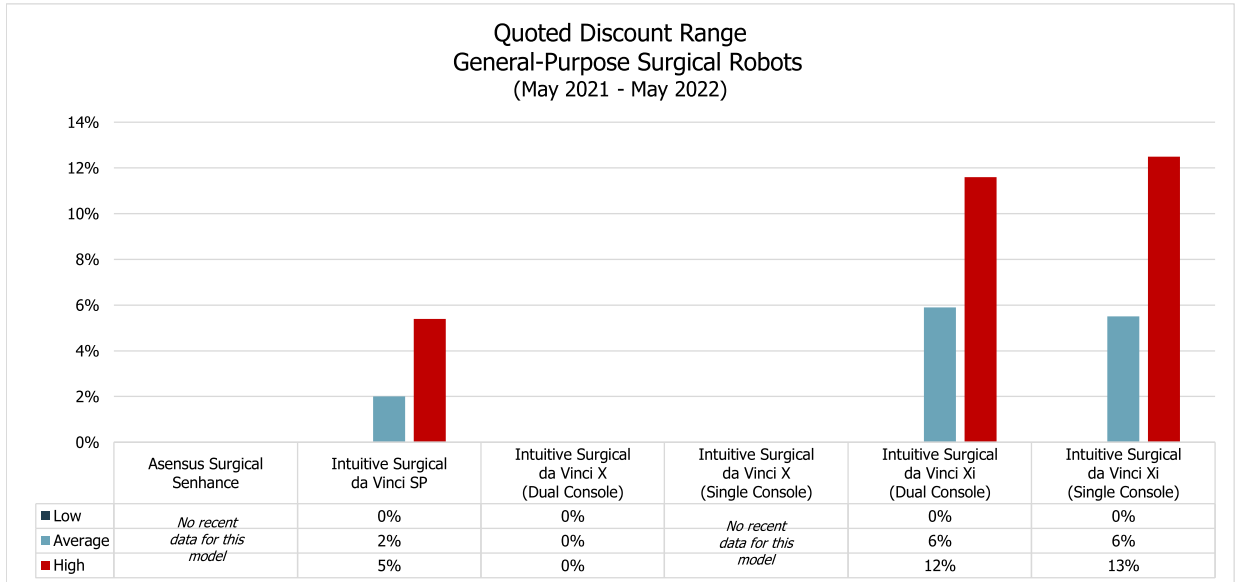
The Senhance system has three robotic arms, two mounted on a patient side cart, and one mounted on a single surgeon console with open cockpit. The robot incorporates laparoscopic instrument motion (inverted hand-instrument movement) and tactile feedback, and allows surgeons to control the camera by moving their eyes. As opposed to da Vinci robots which use disposable instruments that typically last for a programmed number of cases, the Senhance has reusable instruments. While some single-use items are still required, the cost per procedure should be significantly less for the Senhance. However, Senhance instruments are non-wristed (similar to standard laparoscopic instrumentation) compared to da Vinci wristed instruments that have seven degrees of motion.

In March 2020, Asensus Surgical received FDA clearance to add an "Intelligent Surgical Unit" to the Senhance system, which is the first machine-vision system to be FDA-cleared for use in robotic surgery. This feature enables the camera to respond to a surgeon's commands and recognize objects or locations in the field and move accordingly.

Pricing Information



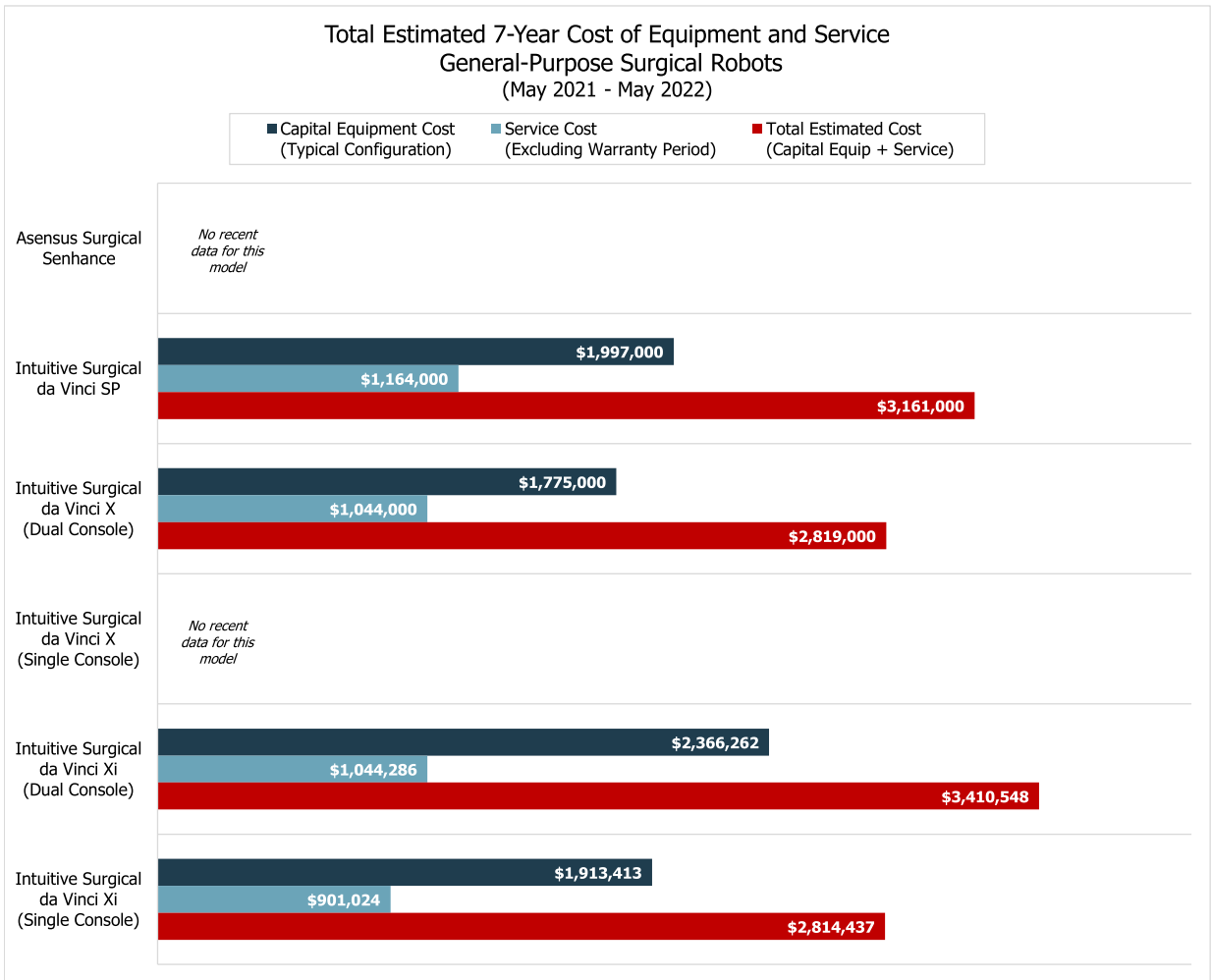
Typical Discounts Seen by Capital Guide Members



Service and Support Information

General-Purpose Surgical Robots	Model	Warranty	Est. Annual Service Cost
<ul style="list-style-type: none"> Estimated Service Life: 7 Years <p>Typically, only the manufacturer can service the robot. Access to repair parts may be limited.</p>	Asensus Surgical Senhance	No recent data	No recent data
	Intuitive Surgical da Vinci SP	1 Year	\$194,000
	Intuitive Surgical da Vinci X (Dual)	1 Year	\$174,000
	Intuitive Surgical da Vinci X (Single)	1 Year	No recent data
	Intuitive Surgical da Vinci Xi (Dual)	1 Year	\$174,048
	Intuitive Surgical da Vinci Xi (Single)	1 Year	\$150,171

Total Estimated Cost



Additional Information

For updated information on Pricing, Vendor Discounts, Equipment Specifications, or to request a *Custom Report* on this technology, Click Here: CapitalGuide@ecri.org

Disclaimer

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Capital Guide

Market Intelligence Report

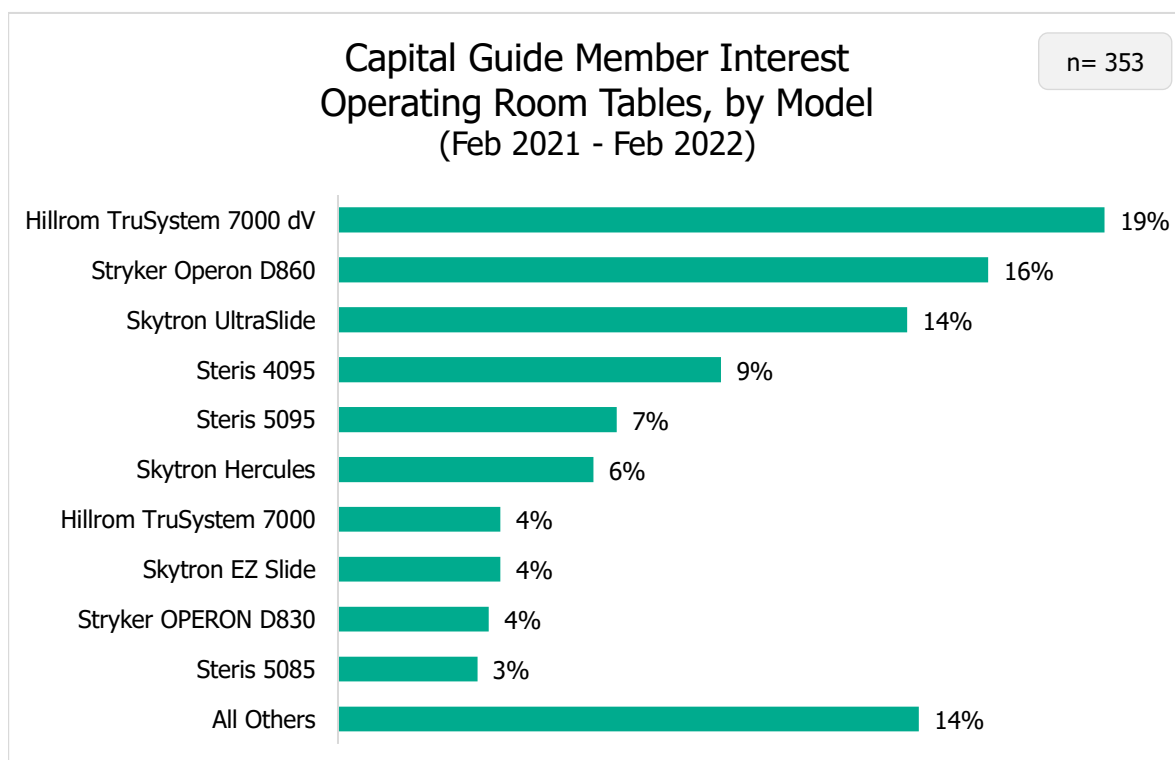
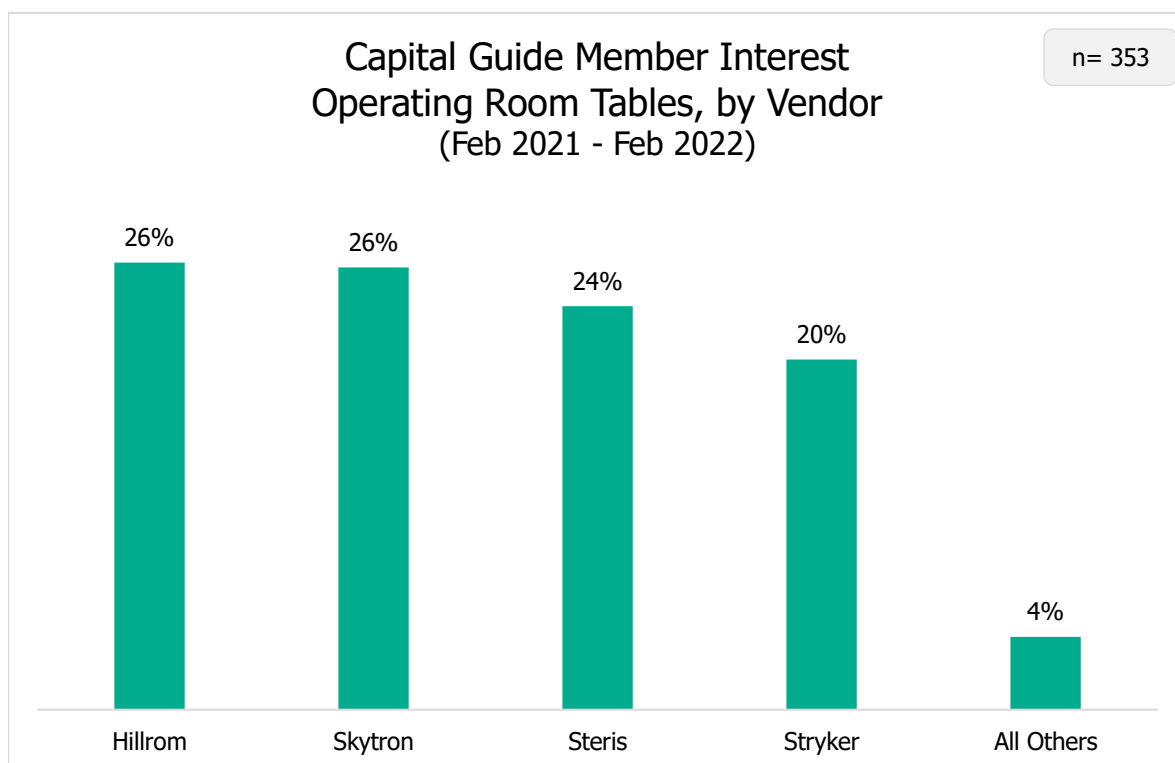
Operating Room Tables

Description

Operating Room (OR) Tables are designed to provide optimal patient positioning and access while performing surgical procedures. Most operating tables are divided into three or more hinged sections. The principal divisions are the head, body, and foot sections. Tables and their individual segments are raised and lowered by mechanical gears or hydraulic piston systems using manual controls (e.g., cranks, foot pedals) or electrical controls (e.g., foot pedals, levers, remote units).



Popular Vendors and Models



Key Considerations

- The primary criterion for selecting an operating table is that it **meets the positioning needs of the procedures** for which it is intended.
- Other considerations include **replacement pad availability, durability of caster-locking mechanisms, and protection of mechanisms from corrosive fluids** (e.g., floor-cleaning solutions) and fluid infiltration that can short electrical systems.
- Operating tables should, at minimum, position from the horizontal plane 25 degrees in the **Trendelenburg position**, 25 degrees in the **Reverse-Trendelenburg position**, and 18 degrees in the **lateral-tilt position**.
- There should be at least **three table sections**: a table back section, which should position, at minimum, +55° to -25° from the horizontal plane; a table foot/leg section, which should position +20° to -40° from the horizontal plane; and a table head section, which should position +45° to -90° from the horizontal plane.
- Operating tables should have a **side rail**, a **load limit** of at least 159 kg (350 lb), and a hand- or foot operated **remote control**, as well as, **arm boards, shoulder braces, stirrups, leg holders, and counter supports**.
- The table should have a **radiolucent tabletop**, be **C-arm accessible**, and accept 35 × 43 cm (14 × 17 in) **x-ray cassettes**.
- OR tables that can function as **orthopedic tables** need to be able to accommodate a hand table, spine frames, and beach chair attachments.

Feature Comparison for Popular Models

<i>Operating Room Tables</i>	Hillrom TruSystem 7000 dV	Skytron Hercules	Skytron UltraSlide	Steris 4095	Steris 5095	Stryker Operon D860
Number of Table Sections	4	4	5	4	4	4
Actuator System	Electromechanical	Electrohydraulic	Electrohydraulic	Electrohydraulic	Electrohydraulic	Electrohydraulic
Vertical Height Range, in	23 - 45	23 - 41	24 - 43	26 - 45	22.8 - 42.5	22.6 - 46.4
Trendelenburg Position, deg	45	30	30	30	30	30
Reverse Trendelenburg Position, deg	45	30	30	30	30	30
Synchronous Movement	Yes	Not Specified	Not Specified	No	No	Yes
Lateral Tilt, deg	30	30	30	20	20	20
Static Weight Capacity, lbs	1000	1200	1000	1100	1200	1250
Articulated Weight Capacity, lbs	1000	1000	800	600	600	1000
Table Top Slide, in	18	No	23	18	18	17
Table Width, in	23	22	22	20	20	21
Head Section Up/Down, deg	45/-45	60/-90	60/-90	90/-90	90/-90	45/-90
Back Section Up/Down, deg	90/-45	90/-40	90/-40	80/-40	80/-40	90/-45
Foot Section Up/Down, deg	90/-105	20/-100	15/-100	0/-105	0/-105	30/-105
Rotating Top, deg	360	210	No	No	No	Not Specified
Programmable Table Positions	30	Not Specified	Not Specified	No	No	No
Anti-Collision	Yes	No	No	Yes	Yes	Yes
Kidney Elevator	Yes	Yes	Yes	Yes	Yes	Yes
Radiolucent Tabletop	Yes	Yes	Yes	Yes	Yes	Yes
C-Arm Accessible	Yes	Yes	Yes	Yes	Yes	Yes
Cassette Sizes, in	14x17	14x17	14x17	18x18	16.5x18	Not Specified
Hybrid OR Configuration	No	No	No	No	No	No
da Vinci Xi Integration	Yes	No	No	No	No	No
Controls	Hand control, foot control, wireless capabilities	Hand control, optional foot, back-up controls located on table base	Hand control, optional foot control, optional wireless control	Remote hand, optional foot, auxiliary controller	Remote hand, optional foot, auxiliary controller	Hand control, auxiliary pendant

**Note: All models above have various accessories available for purchase. Clinical applications are dependent on which accessories are purchased with these tables.*

Other Considerations

When considering weight capacities, facilities must consider static weight capacity (how much weight can be borne when the table is in a horizontal position), as well as, the effect of articulation (e.g., tilt/lift) and the effect of using certain extensions (especially bariatric extensions used to widen the table for larger patients).

While tables typically offer adjustable height, some tables offer a lower total table height, which is advantageous for both bariatric surgery (because larger patients extend higher vertically, shorter surgeons would be required to stand on a riser to adequately reach all surgical sites) and it allows surgeons to operate from a seated position. Although all tables offer at least some degree of Trendelenburg positioning (head down, feet up) and lateral tilt, some models offer higher degrees of tilt for specialized applications.

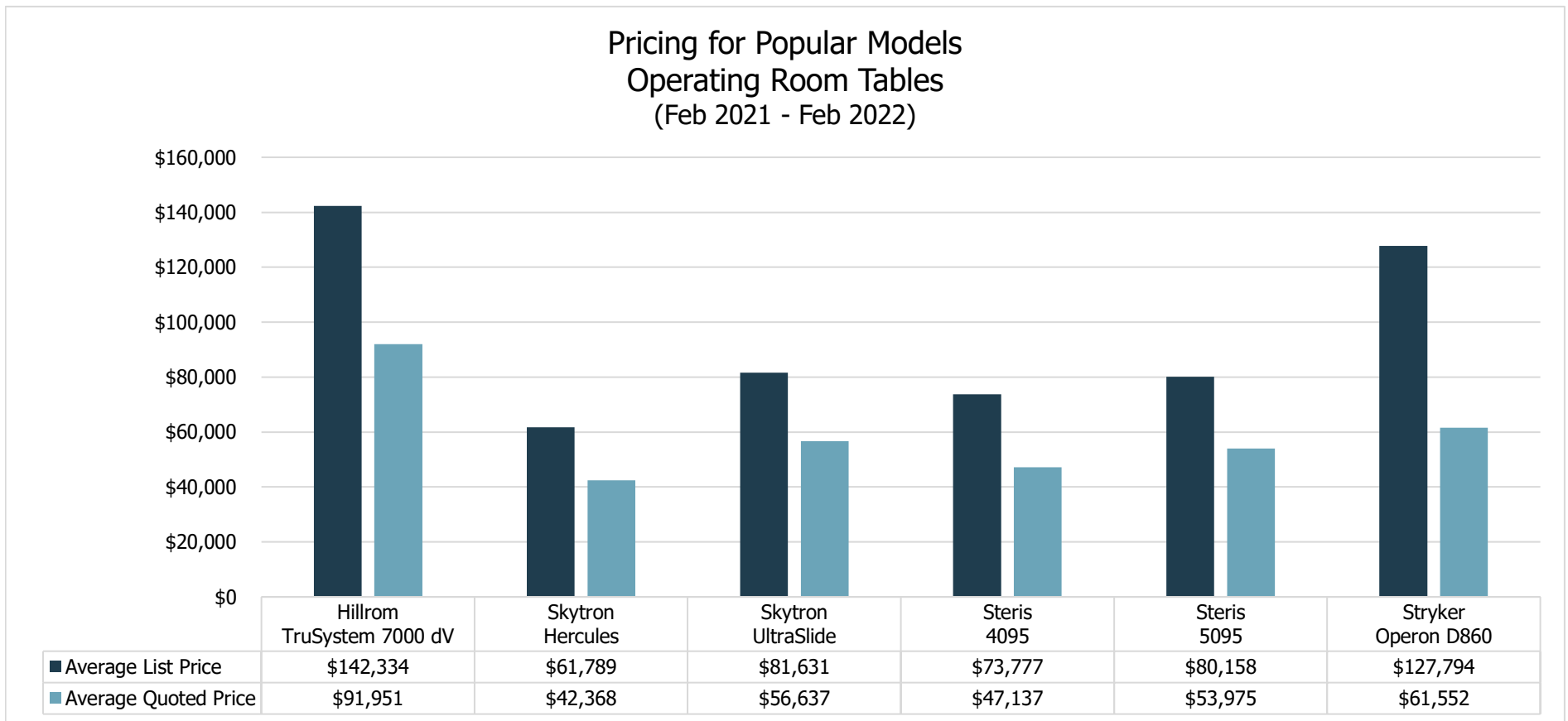
Facilities have three choices when selecting operating tables for specialty procedures:

- 1) general purpose OR tables which can be configured to allow some specialty procedures,
- 2) general-purpose tables which offer interchangeable tops configured to a certain specialty and,

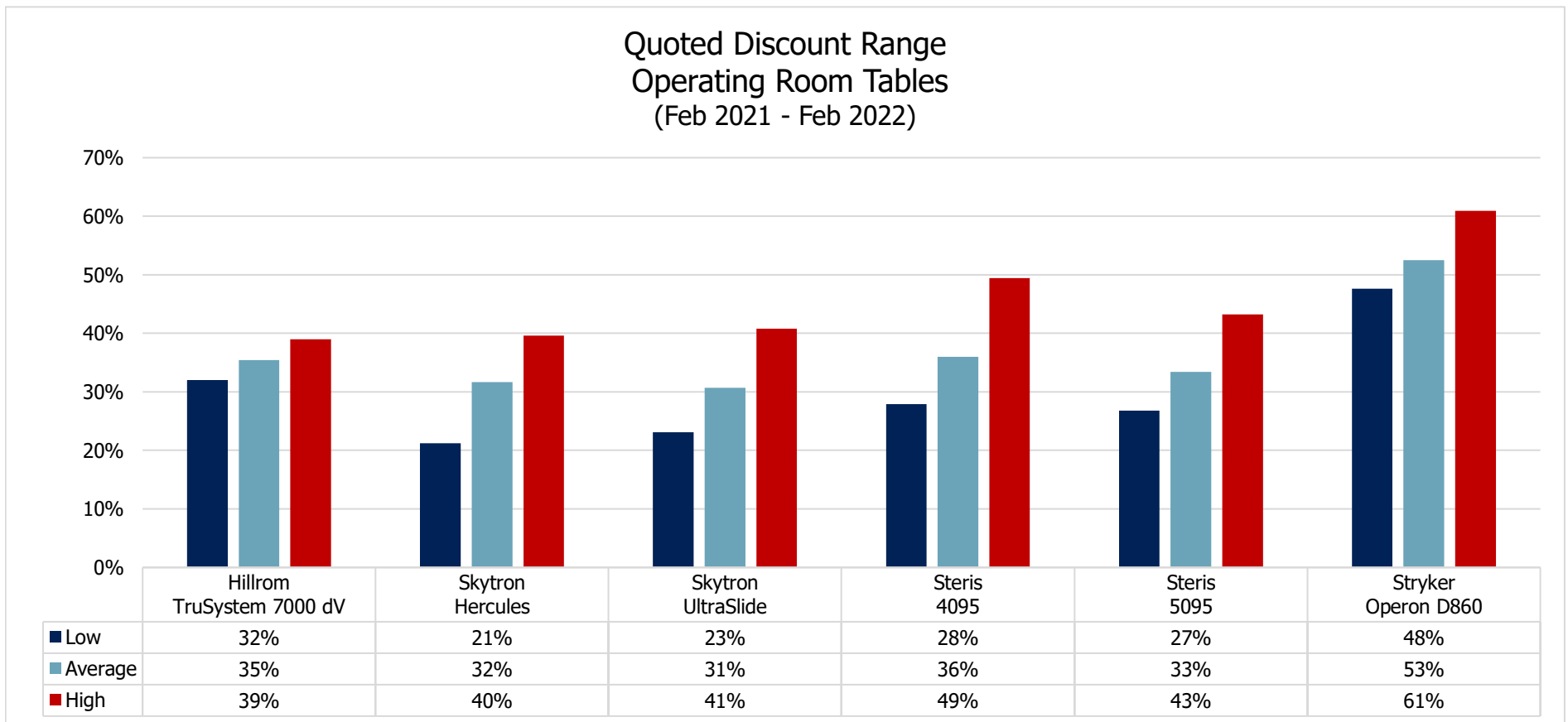
Some tables offer a sliding table top which allow the surgeon to move the patient longitudinally in order to position the patient for imaging with a C-arm. Currently available operating tables span many levels of technological sophistication, from manually and electrically controlled models to those which incorporate remote controls. There has been an increased use of special tabletops, table extensions, and accessories for x-ray and fluoroscopic procedures.

Image-guided surgery (IGS) is also becoming more widespread, and specialized surgical tables are often required to facilitate these procedures. Tables specifically designed for IGS procedures frequently have carbon fiber tabletops to avoid the imaging artifacts caused by certain metals; they will also allow for precise movements and obstruction-free views of the patient.

Pricing Information



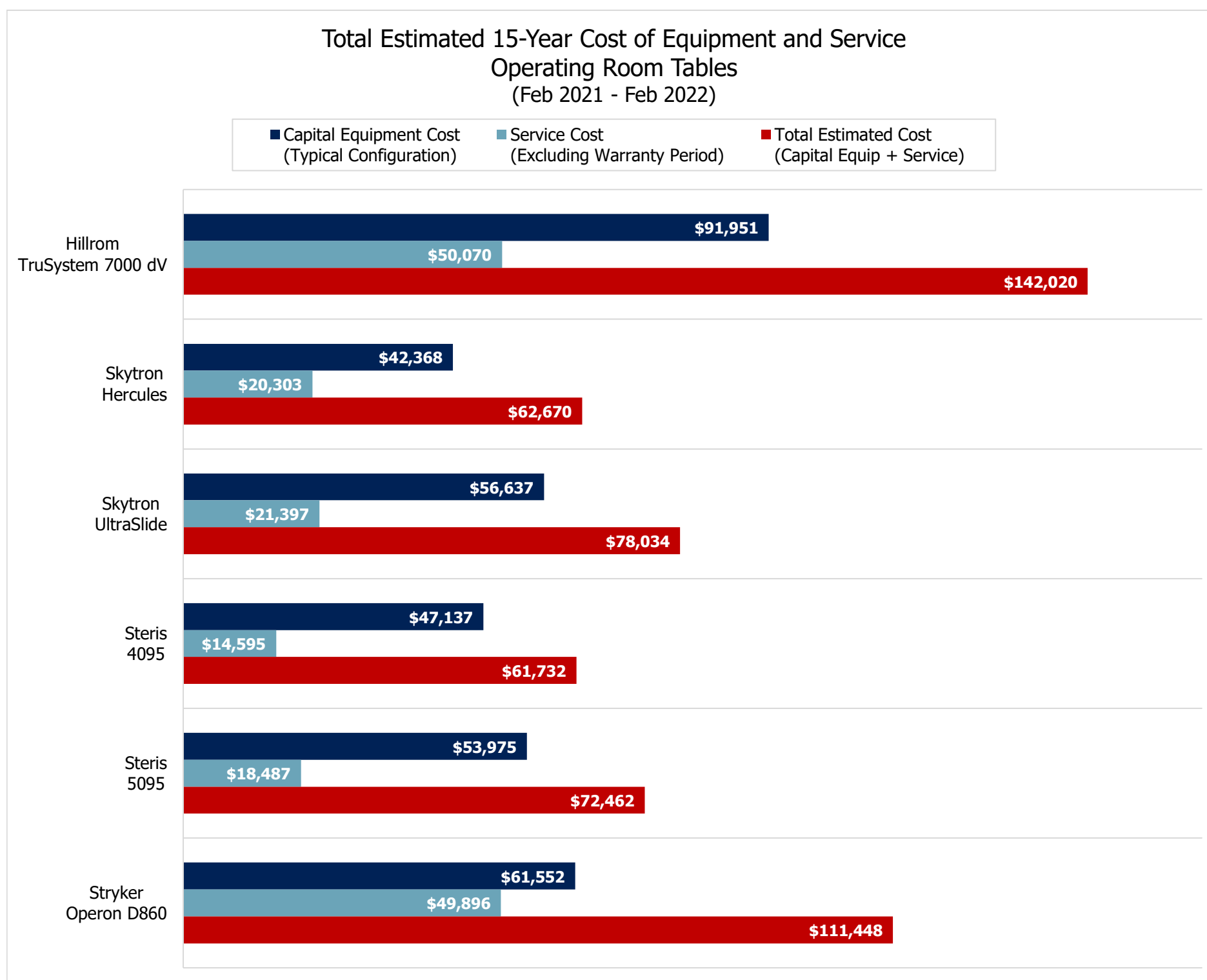
Typical Discounts Seen by Capital Guide Members



Service and Support Information

Operating Room Tables	Model	Warranty	Est. Annual Service Cost
<ul style="list-style-type: none"> Estimated Service Life: 15 Years 	Hillrom TruSystem 7000 dV	2 Years	\$3,852
	Skytron Hercules	1 Year	\$1,450
	Skytron UltraSlide	1 Year	\$1,528
	Steris 4095	1 Year	\$1,043
	Steris 5095	1 Year	\$1,321
	Stryker Operon D860	1 Year	\$3,564

Total Estimated Cost



Additional Information

*For updated information on Pricing, Vendor Discounts, Equipment Specifications, or to request a **Custom Report** on this technology, Click Here: CapitalGuide@ecri.org*

Want to know more?** Go to [Operating Room Tables: The Essentials](#) to access **Product Ratings, Selection and Use Guidance, and other vital information on this technology.

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Justification for Sole Source Form

To: Contract Review Committee

From: Marco Hernandez, Surgery

Type of Purchase: (Check One)

- Non-Medical, Non-Surgical Equipment/Supplies >= \$25,000
- Data Processing/Telecommunication Goods >= \$25,000
- Medical/Surgical – Supplies/Equipment >= \$25,000
- Purchased Services >= \$350,000

Total Cost \$:	Pending final contract negotiations
Vendor Name:	Intuitive Surgical Inc.
Agenda Item:	Da Vinci Xi Surgical Robotics System

Statement of Need: My department's recommendation for sole source is based upon an objective review of the product/service required and appears to be in the best interest of SVMHS. The procurements proposed for acquisition through sole source are the only ones that can meet the district's need. I know of no conflict of interest on my part or personal involvement in any way with this request. No gratuities, favors or compromising action have taken place. Neither has my personal familiarity with particular brands, types of equipment, materials or firms been a deciding influence on my request to sole source this purchase when there are other known suppliers to exist.

Describe how this selection results in the best value to SVMHS. See typical examples below.

Licensed or patented product or service. No other vendor provides this. Warranty or defect correction service obligations of the consultant. **Describe.**

Existing SVMHS equipment, inventory, custom-built information system, custom built data inventory system, or similar products or programs. **Describe.**

Uniqueness of the service. A professional services contract was recently signed between SVMHS and a new colorectal surgeon, Dr. Alison Tammamy. The surgeon has previous experience/training with this specific robotics system. The surgeon will join SVMHS on September 1 2022. Additionally, Intuitive Surgical, Inc, is the only general purpose surgical robot that offers robotics for the general, gynecology, colorectal, thoracic, cardiac, and urologic service lines. Intuitive Surgical, Inc. currently owns 100% of the market share for general purpose surgical robots (per attached ECRI Market Intelligence Report)

SVMHS has established a standard for this manufacturer, supplier or provider and there is only one vendor. **Describe.**

Factory-authorized warranty service available from only this single dealer. Sole availability at the location required. **Describe.**

Used item with bargain price (describe what a new item would cost). **Describe.**

Other -The above reasons are the most common and established causes for an eligible sole source. If you have a different reason, please **describe:**

By signing below, I am attesting to the accuracy and completeness of this form.

Submitter Signature Marco Hernandez Date: 7/6/2022

SVMH
Balanced Scorecard



FY 2022 YTD May

Monthly Scorecard

Service (30%)



Organizational Goals by Pillar	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
I. Service															
Average of Inpatient HCAHPS Scores	72.4	78.8	75.6	77.4	77.1	72.1	74.4	72.0	74.4	75.8	70.0	74.5	75.1	-0.7%	74.6
Emergency Room Press Ganey Score (*)	60.6	58.2	60.0	61.7	63.4	66.5	58.6	66.1	61.9	62.0	59.1	60.6	64.8	-6.6%	61.4
Average of Ambulatory HCAHPS Scores	88.0	91.3	87.6	94.7	89.4	91.1	91.9	93.6	93.1	94.6	94.7	91.8	91.6	0.3%	91.1

ER Press Ganey Score Measurement Period begins April 2022

Notes / Assumptions:

- Source: Press Ganey
- Based on monthly **received date**
- Based on top box scores (highest response possible on the survey scale: Yes, Definitely Yes, Always)
- IP HCAHPS Score FY 2021 Baseline was 74.6. Rationale: Baseline = Threshold is based on FY 2021 Actuals. Target is +0.5 from baseline. Max is +1.0 from baseline.
- ER HCAHPS Score FY 2021 Baseline was 61.4. Rationale: Baseline = Threshold is based on FY 2021 Actuals. The Target at 64.8 is the midpoint between Threshold & Max. The Max Goal at 68.27 is the 50th percentile rank.
- (*) **Measurement period will be Quarter 4 for Fiscal Year 2022.**
- Ambulatory HCAHPS Score FY 2021 Baseline was 91.1. Rationale: Baseline = Threshold is based on FY 2021 Actuals. Target is +0.5 from baseline. Max is +1.0 from baseline.

Monthly Scorecard

Quality & Safety Processes – ER (8%)



Organizational Goals by Pillar	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
Emergency Room Efficiencies															
Median length of stay for non-admits (in minutes)	171.0	162.0	162.0	168.0	172.0	165.0	165.0	175.0	173.0	181.0	172.0	170.0	162.0	-4.9%	163.0
Median time from admit decision to time of admission to nursing unit (in minutes)	81.0	79.0	82.0	78.0	93.0	78.0	86.0	83.0	70.0	70.0	75.0	80.0	89.0	10.1%	90.0

Source: Meditech

ER - LOS for Non-Admits in Minutes: Data Criteria: Calculate the median LOS in minutes for ER Outpatients for each month & YTD for cases in ER (excludes inpatients and patients leaving against medical advice or left without being seen.) Rationale: Baseline = Threshold is based on FY 2021 Actuals. The Target is a 1 minute improvement from the Baseline, and the Max is a 2 minute improvement from the Baseline.

ER - Time to Admit in Minutes: Data Criteria: Calculate the median time for inpatients from admit decision to time of admission to nursing unit in minutes (includes observation cases). Rationale: Baseline = Threshold is based on FY 2021 Actuals. The Target is a 1 minute improvement from the Baseline, and the Max is a 2 minute improvement from the Baseline.

Monthly Scorecard

Quality & Safety Processes – OR (8%)



Organizational Goals by Pillar	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
Operating Room Efficiencies															
Turnover Time (Wheels out / Wheels in) (in minutes)	28.2	27.5	28.1	28.2	27.9	28.3	28.7	27.7	28.9	28.2	28.9	28.2	29.5	4.3%	29.6
Percentage of 1st Case On Time Start Time	93.3%	97.7%	95.5%	95.6%	94.2%	93.4%	92.5%	96.7%	95.4%	95.0%	96.9%	95.1%	89.0%	6.9%	91.6%

Turnover Time Measurement: Source is from the PICIS OR Nurse Record, calculate minutes elapsed between the wheels out & wheels in of the next case. Only cases where the time difference is less than or equal to 60 minutes will be included because breaks are often scheduled in a day. Due to MD availability, cases that exceed 60 threshold minutes will not count as a turnover. Excludes non-scheduled cases. Measurement applies to cases for the same physician and same room only. Data will be partition by actual date rather than previously scheduled date. **National benchmarks range from 25 to 38 minutes.** FY 2022 Goals are the same as prior year to continue high efficiency performance and strive to maintain sustainability at these levels. Planning to reduce minutes may cause patient safety risks and other concerns, especially considering the Covid-19 ongoing pandemic and the impact its had in our hospital capacity as well as in our perioperative operations.

Percentage of 1st case On Time Start Time

- Source is from PICIS for 1st scheduled case of the day in each OR room where the scheduled time is between 07:00 AM and 08:59 AM
- Cases in which the patient is Wheeled In at least zero minutes prior to the case
- **National benchmark goals range from 70% to 80%**
- FY 2022 Goals are the same as prior year to continue high efficiency performance and strive to maintain sustainability.

Monthly Scorecard

Quality & Safety Processes – HAC & Hand Hygiene(4%)



Organizational Goals by Pillar	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline	
Hospital Acquired Conditions																
CLABSI SIR (Standard Infection Ratio)	0.00			0.63			0.00						0.21	0.30	30.3%	0.11
# of CLABSI EVENTS	0	0	0	1	0	0	0	0	0						1	
CAUTI SIR (Standard Infection Ratio)	0.00			0.61			0.52						0.38	0.47	19.9%	0.57
# of CAUTI EVENTS	0	0	0	0	1	0	1	0	0						5	
CDI SIR (Standard Infection Ratio)	0.51			0.31			0.48						0.43	0.45	4.0%	0.19
# of CDI EVENTS	0	2	1	0	1	1	2	1	0						4	
Hospital Acquired Conditions Average	0.17			0.52			0.33						0.34	0.41	16.6%	0.29
Hand Hygiene (Percentage of successful Hand Hygiene observations)	79.7%	81.6%	81.8%	81.0%	94.1%	91.2%	96.4%	98.0%	83.6%	90.8%	94.3%	88.4%	75.0%	17.9%	78.0%	

Hospital Acquired Conditions

- Source: National Healthcare Safety Network (NHSN) & Medline Interface
- Hospital Acquired Conditions will be measured **quarterly**
- **Rationale for Targets:** The FY 2022 Target (0.41) is set to be an improvement from the prior year target (0.49)
- Acronyms:
 1. CLABSI (Central Line Associated Bloodstream Infection)
 2. CAUTI (Catheter Associated Urinary Tract Infection)
 3. CDI (Clostridium Difficile Infection)

Hand Hygiene

- Source: MyRounding Tool populated by SVMHS staff / leaders direct observations
- Hand Hygiene will be measured **monthly**
- **Rationale for Targets:** Improve Hand Hygiene performance and meet recommended metrics by Leapfrog and JC/CMS

Monthly Scorecard

Finance (20%)



Organizational Goals by Pillar	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
IV. Finance															
Income from Operations (Normalized) (\$ in Millions)	\$7,939	\$9,298	\$5,821	\$4,561	\$6,599	\$11,434	\$6,458	\$8,222	\$8,143	\$5,178	\$3,547	\$84,217	\$68,853	22.3%	\$86,392
Operating Margin (Normalized)	16.3%	18.1%	12.3%	10.1%	13.9%	21.5%	12.9%	15.6%	15.3%	10.7%	7.4%	14.0%	12.5%	12.3%	15.1%

- Target Methodology is based on SVMH’s 100% of FY 2022 Board Approved Annual Operating Budget

Monthly Scorecard

Growth (10%)



Organizational Goals by Pillar	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	FY 2022 Act/Proj	TARGET	Var %	FY 2021 Baseline
V. Growth															
Increase % of patients adopting of EPIC MyChart to →	37.1%	37.6%	38.2%	39.1%	39.5%	39.9%	40.5%	40.9%	41.4%	41.9%	42.9%	42.9%	40.0%	7.2%	36.5%
Implement eConsult in a Number of Specialties	0	0	0	0	1	1	2	2	2	3	3	3	2	50.0%	-
eConsult Patient Utilization	0	0	0	0	8	20	13	6	10	26	23	106	100	6.0%	-

- **I. MyChart adoption for SVMC:** Source is the EPIC SVMC system. Increasing from 36.5% to 40% - this continues to be a significant focus as we expand functionality for patient engagement and develop MyChart as our digital front door for the clinic. Measurement will be based on 12 months ending June 30, 2022. Monthly reporting will be based on a rolling 12 month period.
- **II. & III. SVMC eConsult development (Number of Specialties & Patient Volume):** Source is the EPIC SVMC system. Increasing access to specialty services by providing a mechanism for our specialty care physicians to support primary care through electronic consults facilitated through Epic. Primary care MDs submit specified data to a specialist through Epic and receive a plan/recommendation for care that they can implement or the specialist will request to see the patient. The first specialty we are targeting is **Dermatology**, followed by **Infectious Disease** and **Cardiology**. The functionality exists in Epic to support the workflows but it will require program and protocol development that we will begin in the next several weeks.
 - *Dermatology went live effective November 2021*
 - *Infectious Disease went live effective January 2022*
 - *Cardiology went live effective April 2022*

Questions / Comments?



Financial Performance Review

June 2022

Augustine Lopez
Chief Financial Officer



Consolidated Financial Summary

For the Month of June 2022

Profit/Loss Statement

\$ in Millions	For the Month of June 2022				
			Variance fav (unfav)		
	Actual	Budget	\$VAR	%VAR	
Operating Revenue	\$ 62.1	\$ 53.0	\$ 9.1	17.2%	
Operating Expense	\$ 58.9	\$ 51.9	\$ (7.0)	-13.5%	
Income from Operations*	\$ 3.2	\$ 1.1	\$ 2.1	190.9%	
<i>Operating Margin %</i>	5.2%	2.1%	3.1%	147.62%	
Non Operating Income**	\$ 1.4	\$ 1.1	\$ 0.3	27.3%	
Net Income	\$ 4.6	\$ 2.2	\$ 2.4	109.1%	
<i>Net Income Margin %</i>	7.4%	4.1%	3.3%	80.5%	

*** Income from operations includes the following normalizing items:**

\$1.6M AB915 OP Medi-Cal Supplement payment

<\$1.1M> Reserve for FY 2021 & 2022 Medi-Cal Cost Reports

\$0.2M Medicare Settlements for audited cost reports 2016-2018

\$0.7M Total for month of June

Consolidated Financial Summary

For the Month of June 2022 - Normalized

Profit/Loss Statement

\$ in Millions	For the Month of June 2022				
			Variance fav (unfav)		
	Actual	Budget	\$VAR	%VAR	
Operating Revenue	\$ 61.4	\$ 53.0	\$ 8.4	15.8%	
Operating Expense	\$ 58.9	\$ 51.9	\$ (7.0)	-13.5%	
Income from Operations	\$ 2.5	\$ 1.1	\$ 1.4	127.3%	
<i>Operating Margin %</i>	4.1%	2.1%	2.0%	95.2%	
Non Operating Income	\$ 1.4	\$ 1.1	\$ 0.3	27.3%	
Net Income	\$ 3.9	\$ 2.2	\$ 1.7	77.3%	
<i>Net Income Margin %</i>	6.4%	4.1%	2.3%	56.1%	

* Operating Performance highlights:

- Very strong Outpatient and ER activity for the month, OP gross revenues were \$20M (23%) above budget
- IP Admissions were above budget by 2% and IP Gross Revenues were above budget by \$5M (5%)
- IP Surgeries were 39% above budget

With the higher than expected volumes, the gain from operations is due to:

- Strong Revenue performance
- Better than expected average collection % and collections from Commercial AR greater than 180 days
- Contract labor utilization was \$1.7M coupled with higher usage of OT, which was needed to provide coverage for nursing and ancillary support for OR, ER, inpatient and outpatient services

Consolidated Financial Summary

Year-to-Date June 2022

Profit/Loss Statement

\$ in Millions	FY 2022 YTD June				
			Variance fav (unfav)		
	Actual	Budget	\$VAR	%VAR	
Operating Revenue	\$ 698.5	\$ 633.8	\$ 64.7	10.2%	
Operating Expense	\$ 647.1	\$ 619.8	\$ (27.3)	-4.4%	
Income from Operations*	\$ 51.4	\$ 14.0	\$ 37.4	267.1%	
<i>Operating Margin %</i>	7.4%	2.2%	5.2%	236.4%	
Non Operating Income**	\$ (3.8)	\$ 13.0	\$ (16.8)	-129.2%	
Net Income	\$ 47.6	\$ 27.0	\$ 20.6	76.3%	
<i>Net Income Margin %</i>	6.8%	4.3%	2.5%	58.1%	

* **Income from operations includes:**

\$1.9M AB 113 Intergovernmental Transfer Payment (FY 2021)

\$0.5M AB113 Intergovernmental Transfer Payment (FY 2020)

\$3.9M Hospital Quality Assurance Fee (CY 2021)

<\$3.0M> Medi-Cal Cost Report Final Settlement reserve (FYs 2018-2022)

\$1.6M AB 915 OP Medi-Cal supplemental payment

\$4.9M Total Normalizing Items, Net

****Non-operating income includes:**

\$1.1 M Doctors on Duty Forgiven Paycheck Protection Program Loan

\$2.0 M Gain on sale of a Vantage Eye Surgery Center

Consolidated Financial Summary

Year-to-Date June 2022 - Normalized

Profit/Loss Statement

\$ in Millions	FY 2022 YTD June				
			Variance fav (unfav)		
	Actual	Budget	\$VAR	%VAR	
Operating Revenue	\$ 693.6	\$ 633.8	\$ 59.8	9.4%	
Operating Expense	\$ 647.1	\$ 619.8	\$ (27.3)	-4.4%	
Income from Operations	\$ 46.5	\$ 14.0	\$ 32.5	232.1%	
<i>Operating Margin %</i>	6.7%	2.2%	4.5%	204.5%	
Non Operating Income	\$ (6.0)	\$ 13.0	\$ (19.0)	-146.2%	
Net Income	\$ 40.5	\$ 27.0	\$ 13.5	50.0%	
<i>Net Income Margin %</i>	5.9%	4.3%	1.6%	37.2%	

SVMH Financial Highlights June 2022

Gross Revenues were favorable

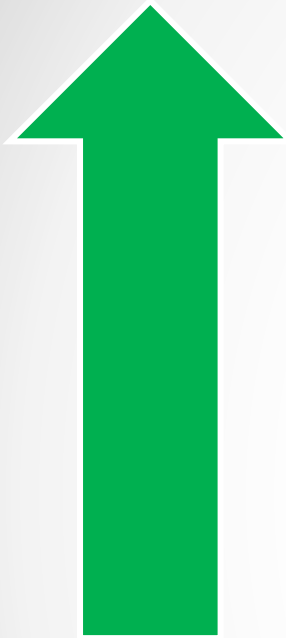
- **Gross Revenues** were 13% favorable to budget
- **IP gross revenues** were 5% favorable to budget
- **ED gross revenues** were 40% above budget
- **OP gross revenues** were 18% favorable to budget in the following areas:
 - Infusion Therapy
 - Surgery
 - Cardiology
 - Radiology
 - Lab
 - Other OP Services

- **Commercial:** 12% below budget
- **Medicaid:** 6% above budget
- **Medicare:** 7% above budget

Payor Mix – unfavorable to budget

Total Normalized Net Patient Revenues were \$52.8M, which was favorable to budget by \$7.9M or 17.6%

Financial Summary – June 2022



1) Higher than expected Inpatient business:

- Average daily census was at 117, 2% above budget of 115

2) Total admissions were 13% (105 admits) above budget

- ER admissions were 15% above budget (91 admits)

3) ER Outpatient visits were above budget by 63% at 4,615

4) Higher than expected Outpatient business:

- Predominantly due to higher than budgeted volumes in Infusion Therapy, Cardiology, Radiology, and Other Outpatient Services

5) Inpatient Surgeries cases were 39% (52 cases) above budget predominately in Cardiovascular Surgery, Orthopedic and ENT Surgery

6) Medicare Traditional ALOS CMI adjusted 10% favorable at 2.2 days with a Case Mix Index of 1.7



7) OP Observation cases were 10% (15 cases) higher than budget at 165

8) Outpatient Surgeries were 3% (8 cases) below budget

9) Deliveries were 21% (29 deliveries) below budget at 111



COVID Inpatient Discharge Cases

Payor Mix Analysis

Jul 2021 thru Jun 2022

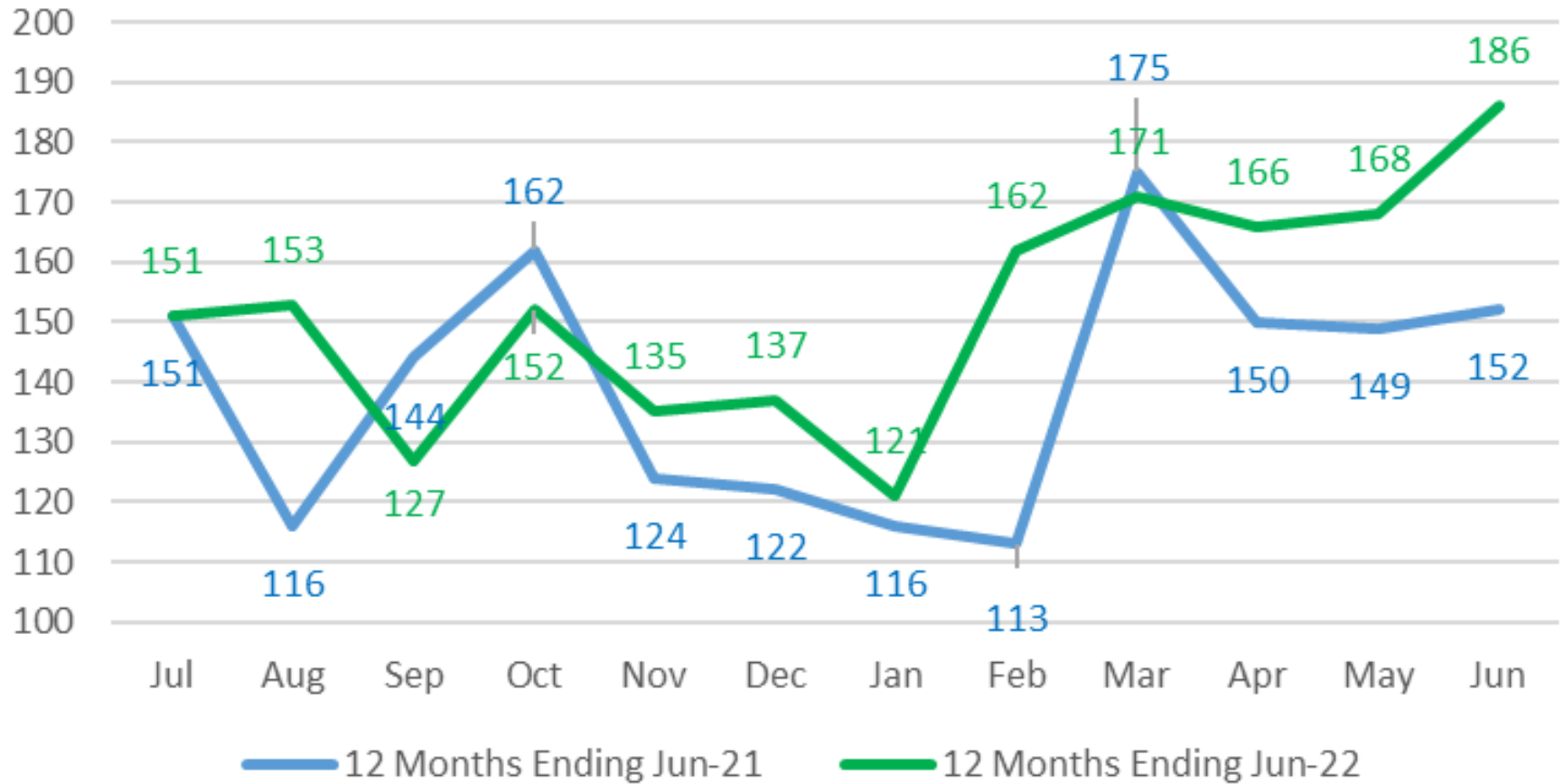
Payor <input type="button" value="▼"/>	July 21	Aug 21	Sep 21	Oct 21	Nov 21	Dec 21	Jan 22	Feb 22	Mar 22	Apr 22	May 22	Jun 22
Medicare	1	10	11	12	5	18	82	59	9	9	18	25
Medi-Cal	3	19	11	10	6	12	44	27	2	1	4	5
Commercial	9	14	10	7	11	11	38	14	3		1	11
Other	1	3	1		1		3			1		
Grand Total	14	46	33	29	23	41	167	100	14	11	23	41

COVID Inpatient cases Increased during June compared to prior month.

Note: COVID Criteria is based any DX U07.1

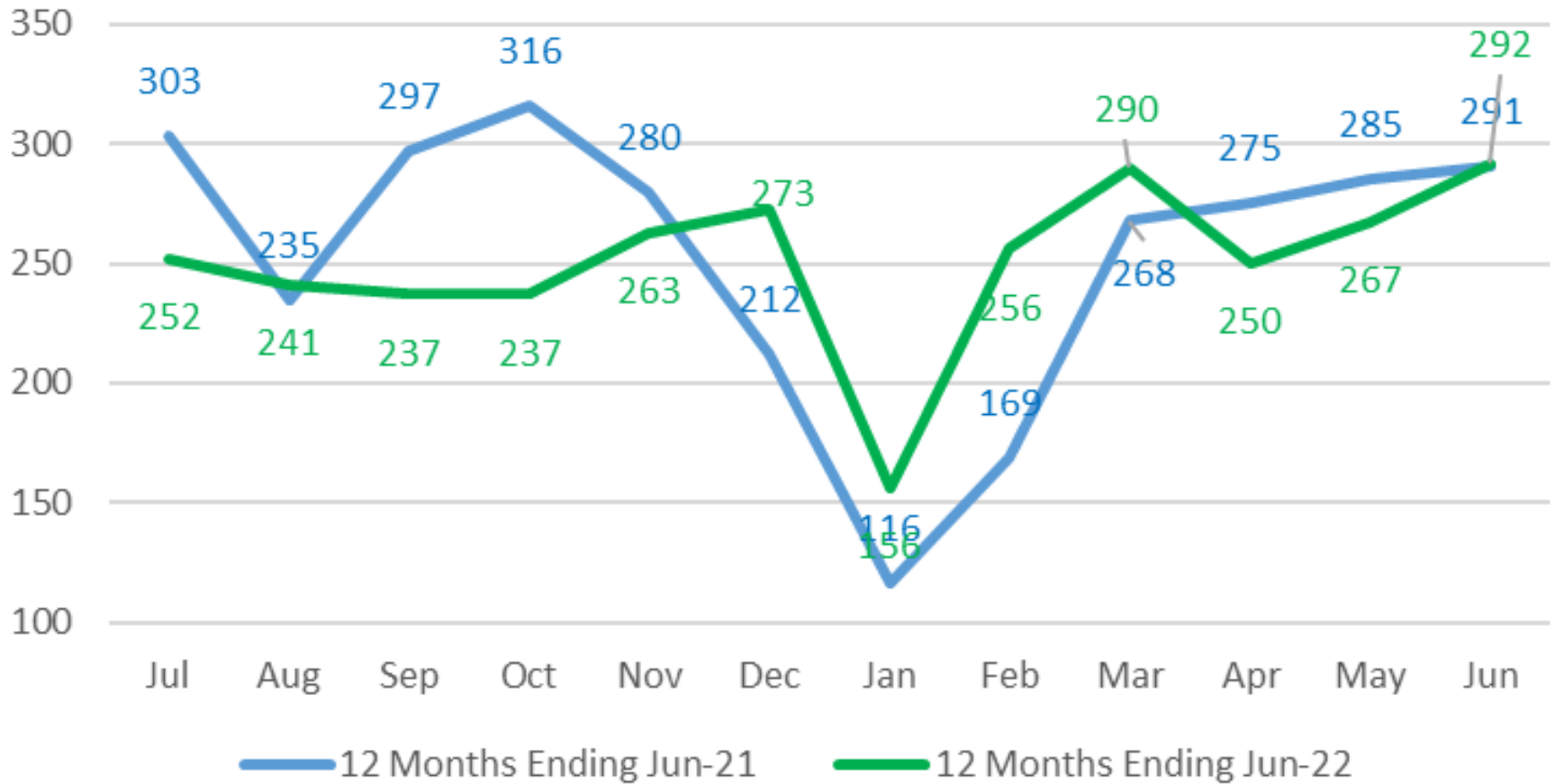
IP Surgery Cases – June 2022

IP Surgery Cases



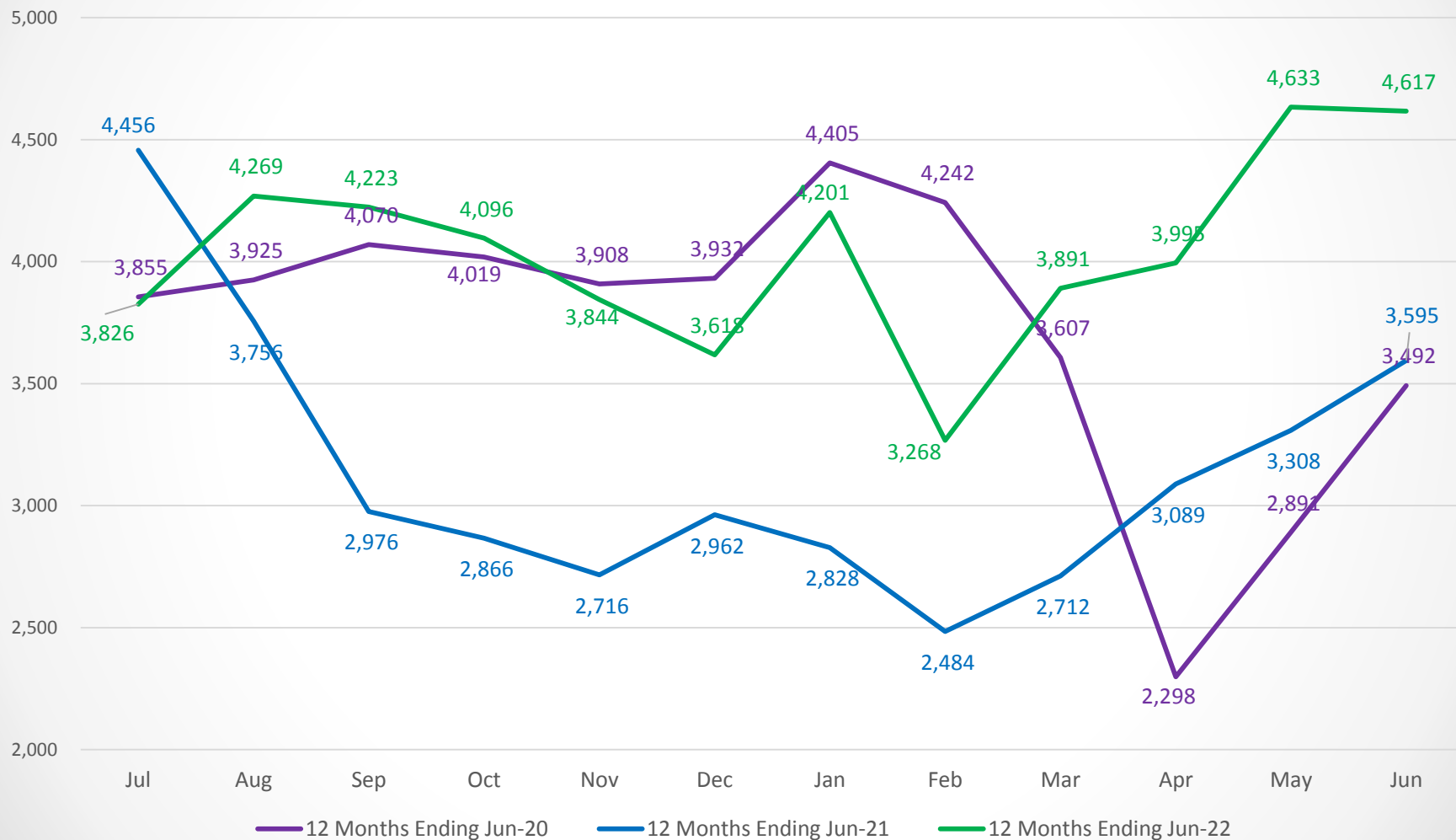
OP Surgery Cases – June 2022

OP Surgery Cases

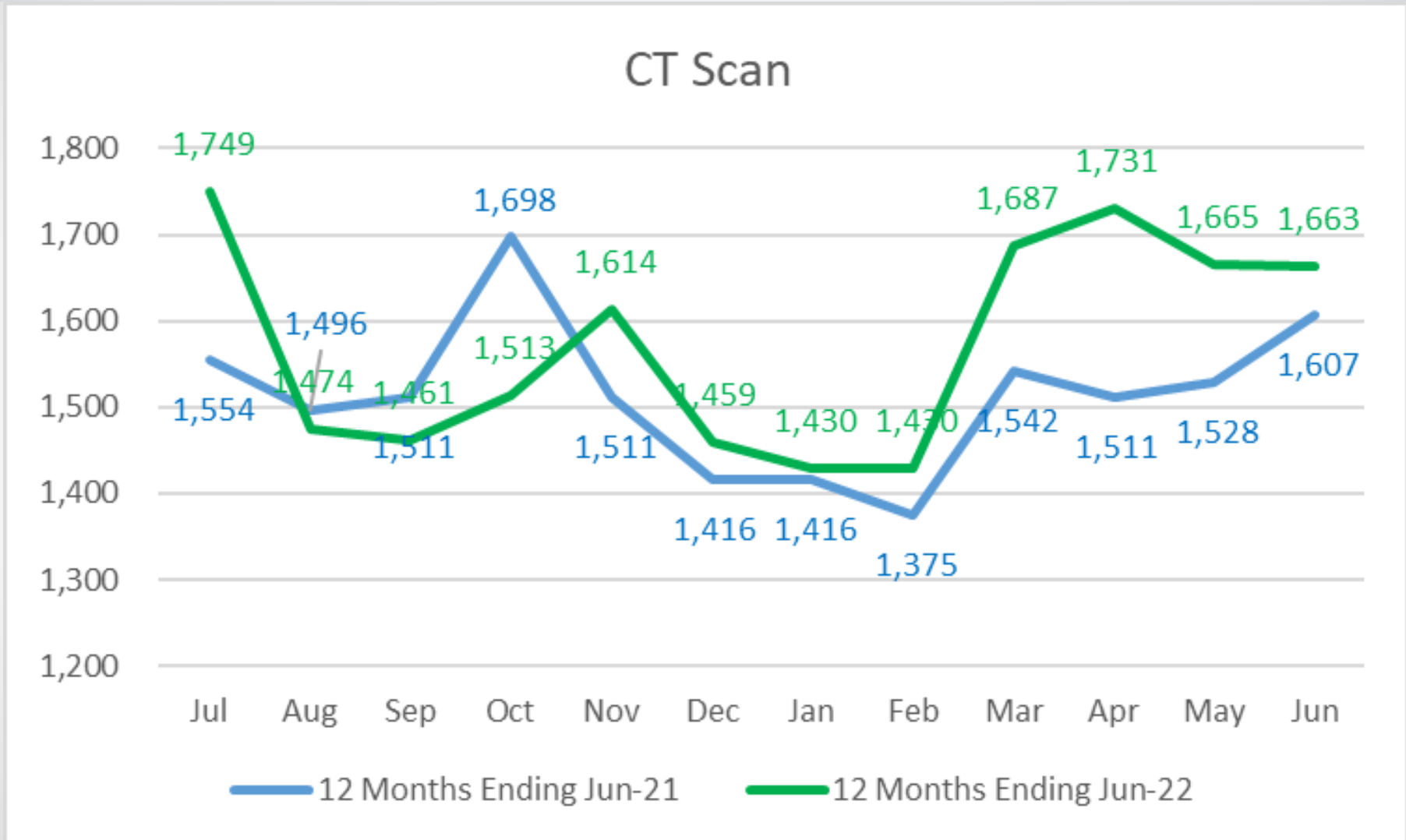


ER Outpatient Visits – June 2022

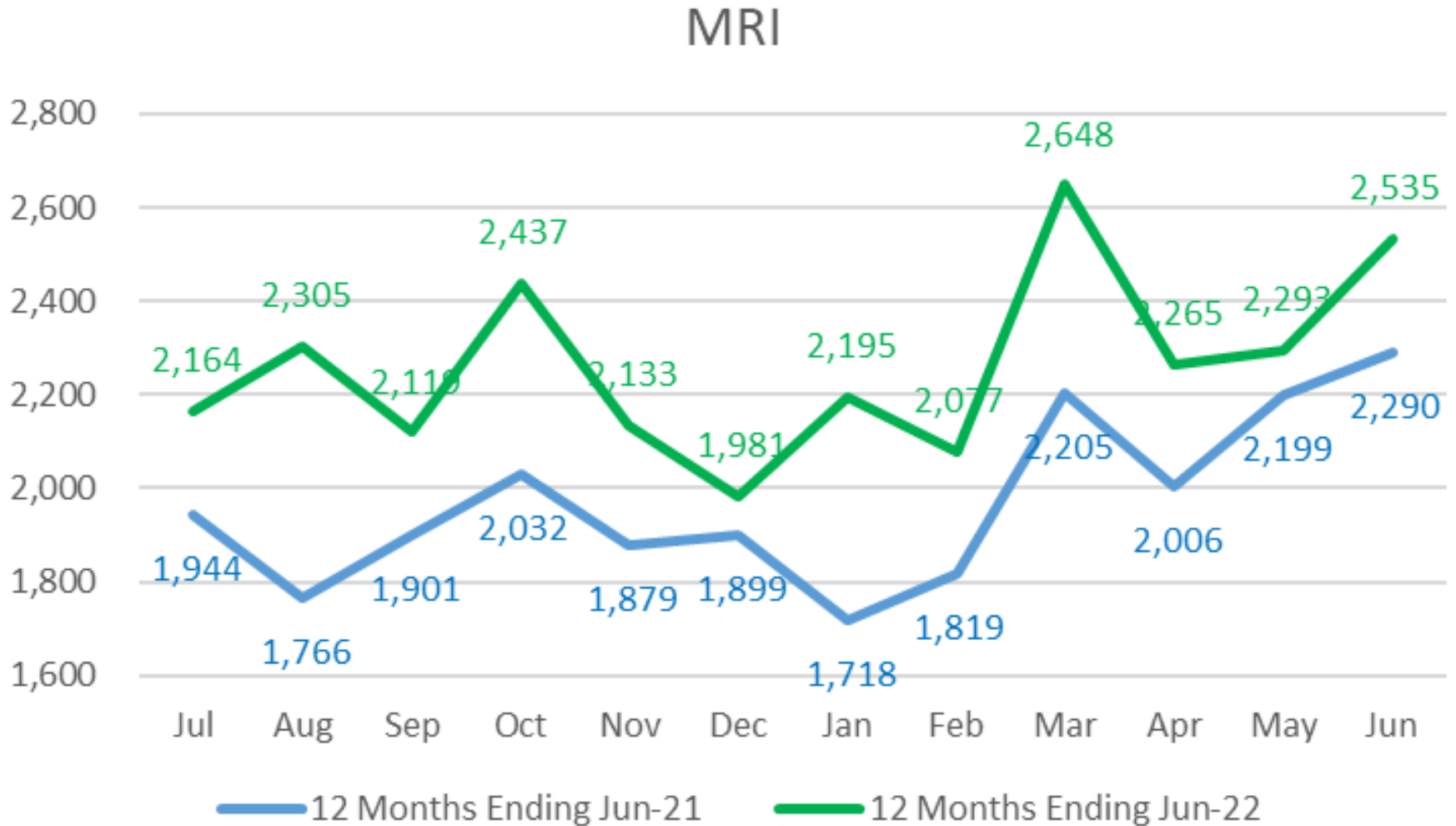
ER OP Visits



CT Scan Cases – June 2022

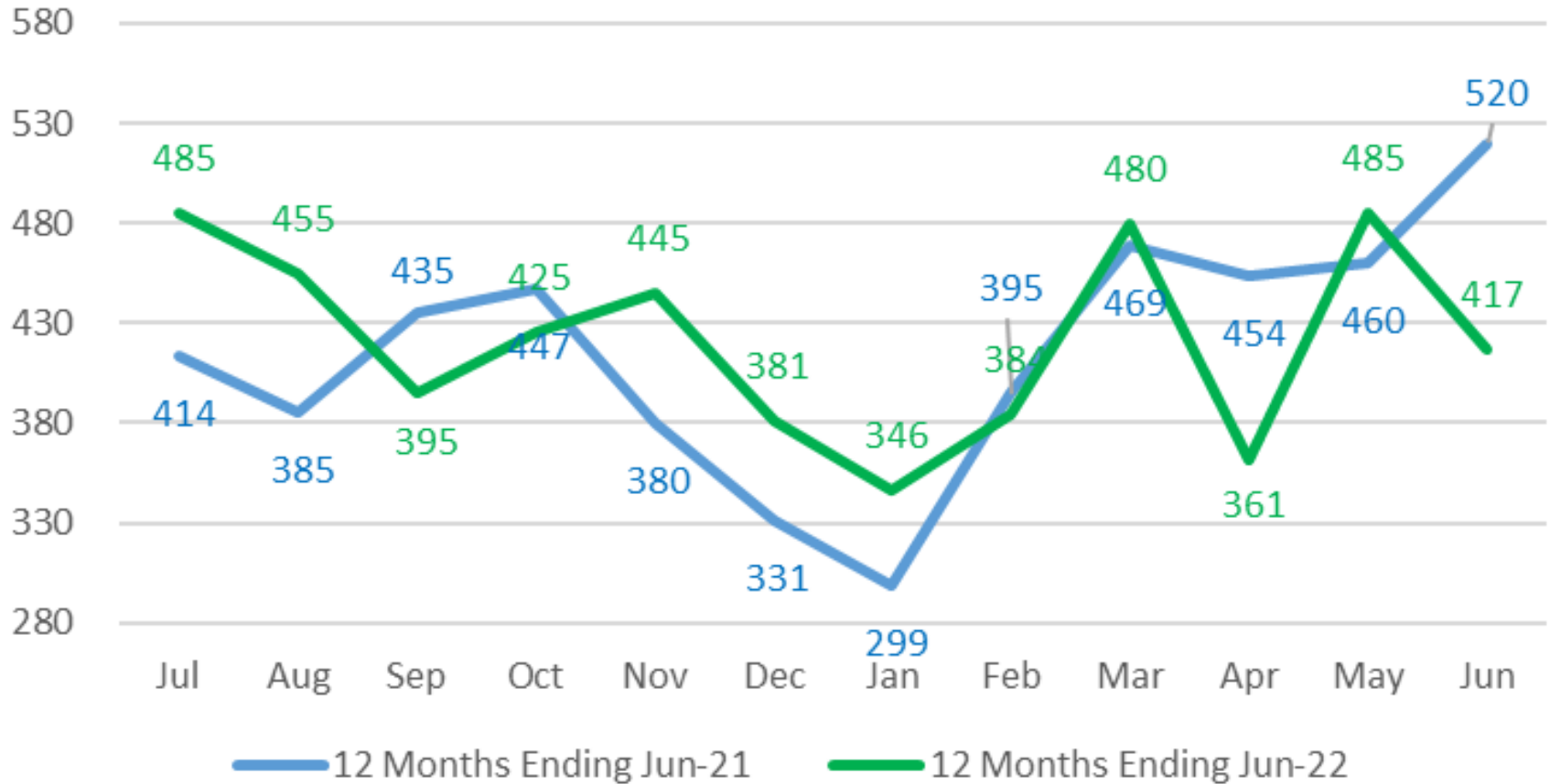


MRI – June 2022



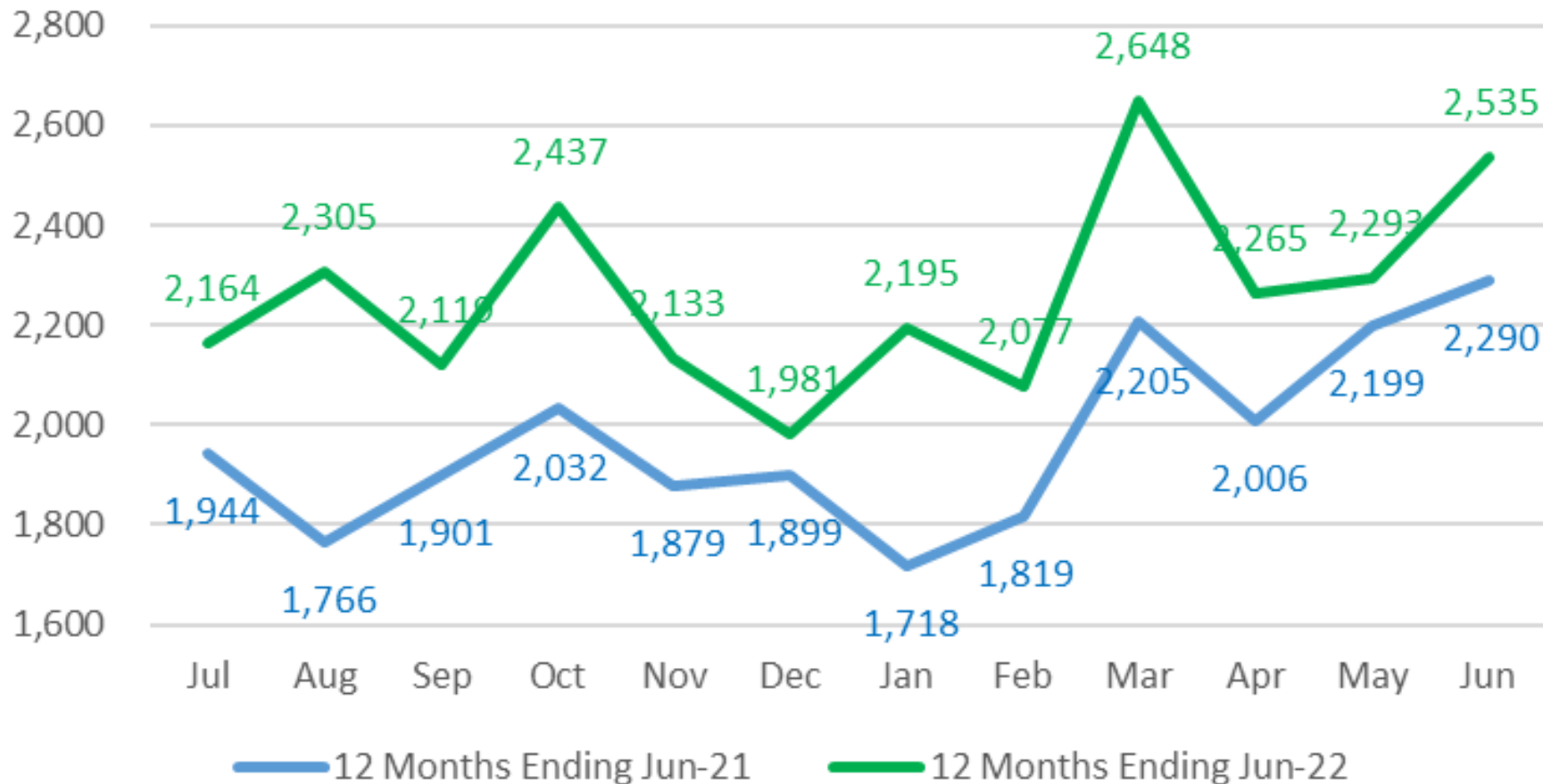
Cath Lab – June 2022

Cath Lab



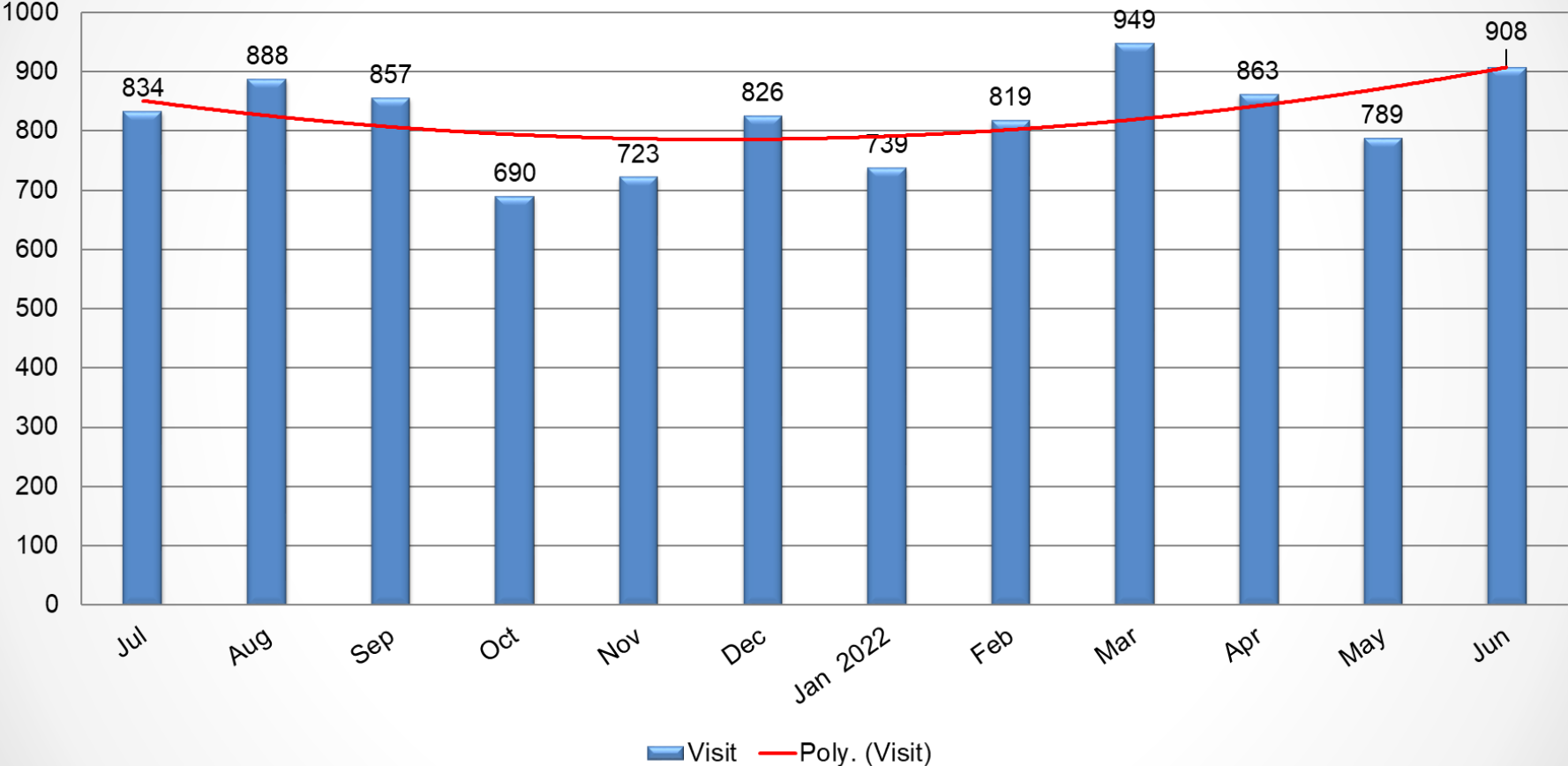
Mammography – June 2022

Mammography



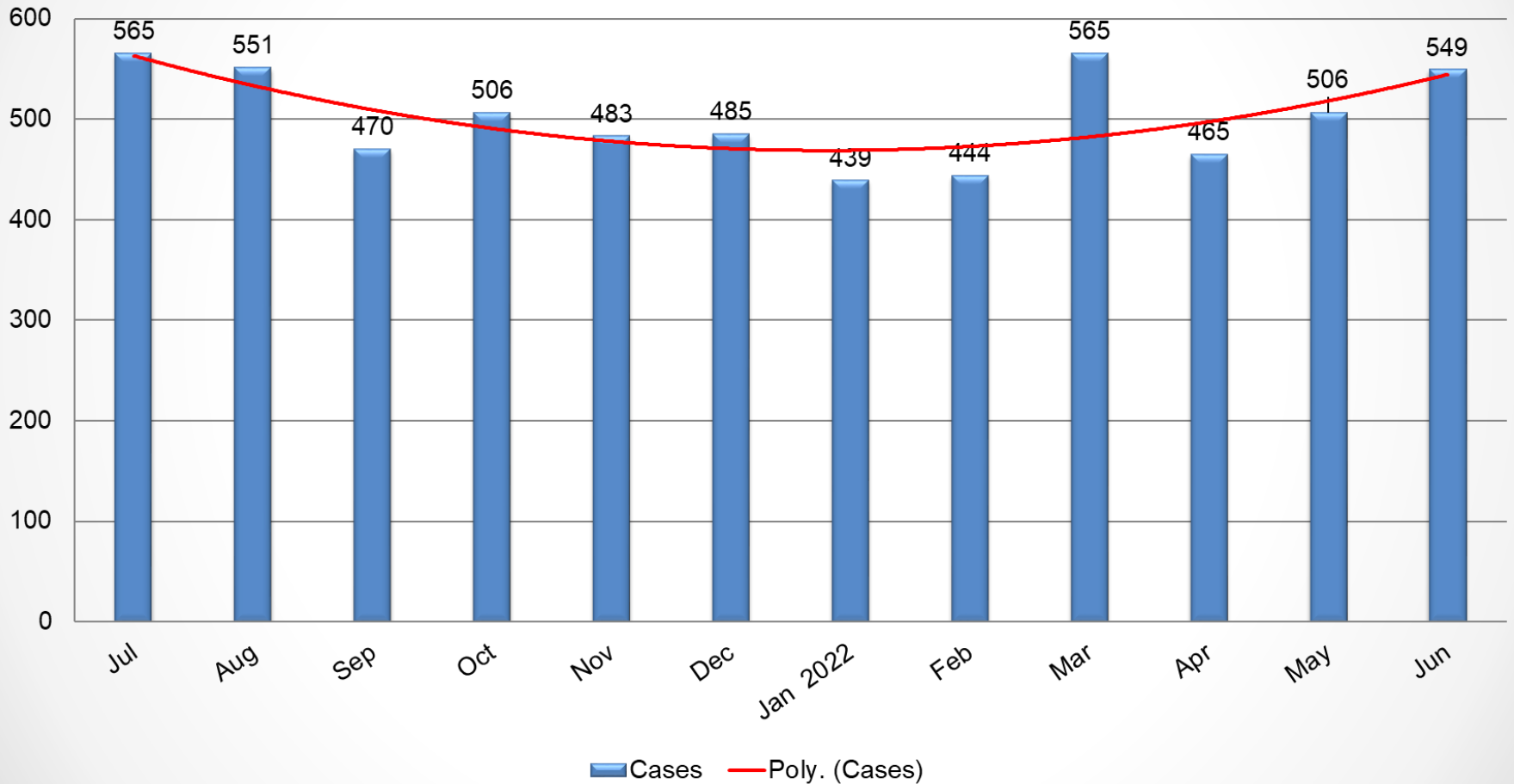
OP Infusion Service Line

**OP Infusion - Rolling 12 Month Trend
(Includes Botox)
Jun 2021 thru Jun 2022**



Cardiac Diagnostic O/P Center (CDOC)

**CDOC Cases - Rolling 12 Month Trend
Jul 2021 thru Jun 2022**

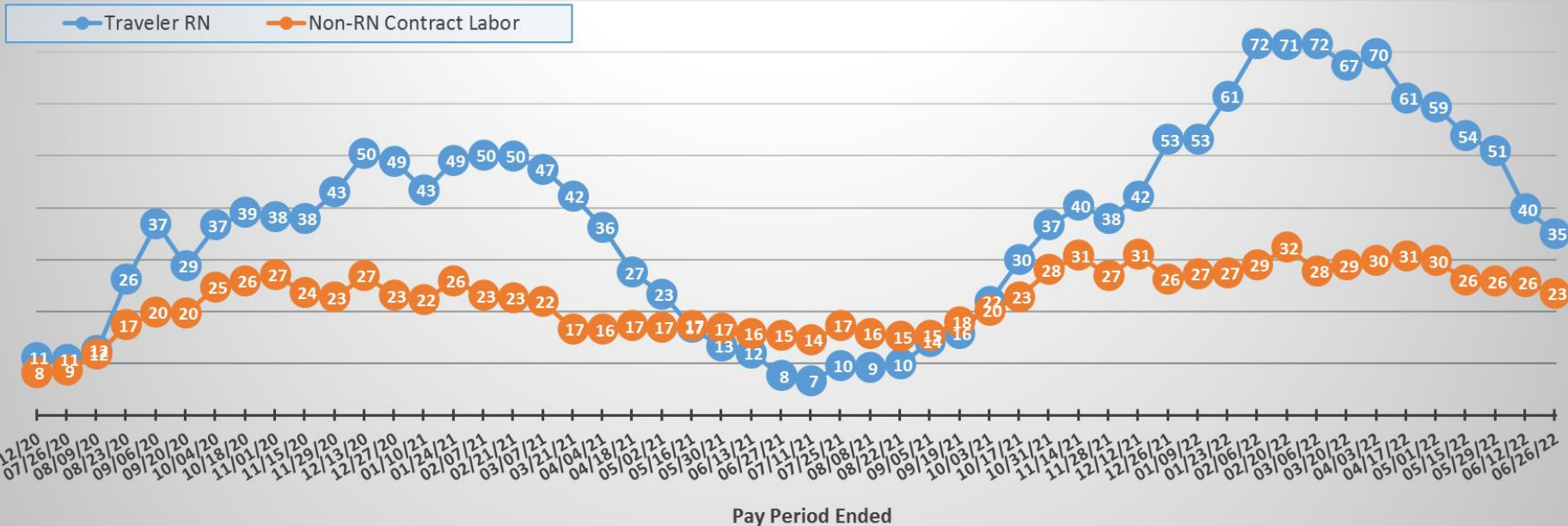


Labor Productivity – June 2022

- 1. Worked FTEs:** During the month of June, worked FTEs on a PAADC basis were **6%** favorable at **6.36** with a target of **6.75**. *When reviewed on a unit by unit level, the variance was 12.7 FTEs positive with the FTE driven variance for salaries, wages and benefits valued at \$177k positive.* The key drivers were highly variable volumes. Average Daily Census was down (compared to 119 in May) at 117 in June. Worked FTE decreased to 1,469 in June from 1,521 in May.
- 2. Paid FTEs:** On a PAADC basis paid FTEs were **1%** favorable to budget at **7.64 actual vs. 7.73 budget**. Paid FTE decreased slightly from 1,770 in May to 1,764 in June.

Contract Labor FTE By Pay Period

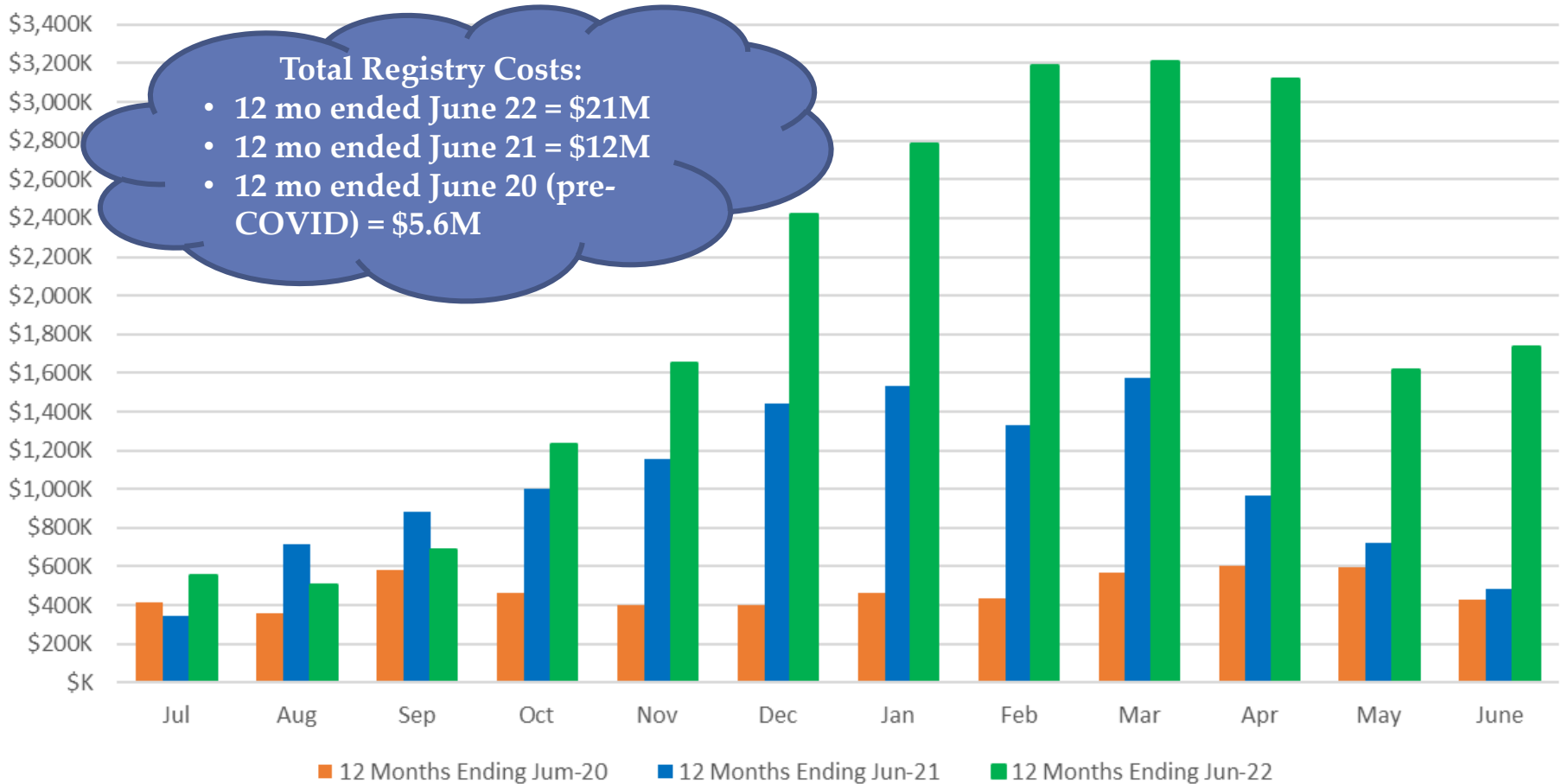
Contract Labor - FTE By Pay Period



Contract labor came down the last two pay periods as nurse contract staffing has decreased slightly. The contract labor is used to offset the loss of staff from the Covid vaccine mandates, hiring challenges, and volume growth.

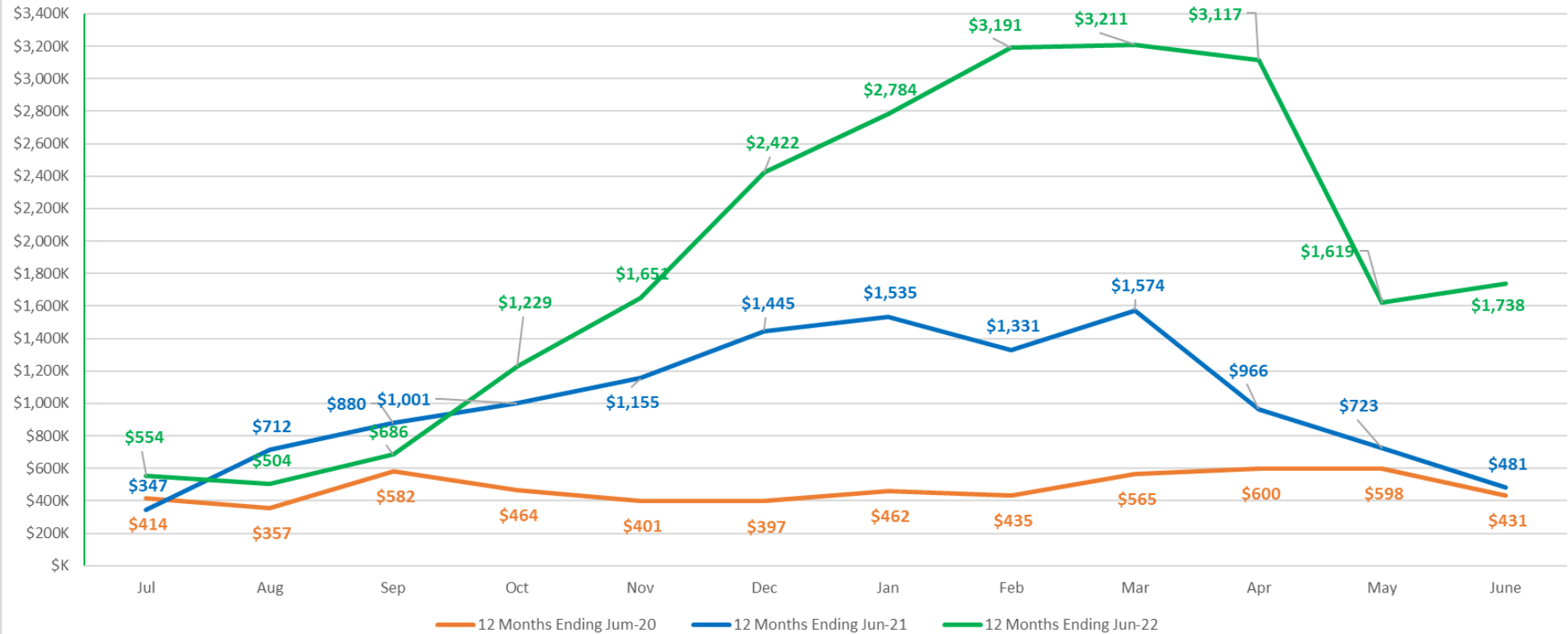
Registry – June 2022

Registry Dollars
(\$ in thousands)



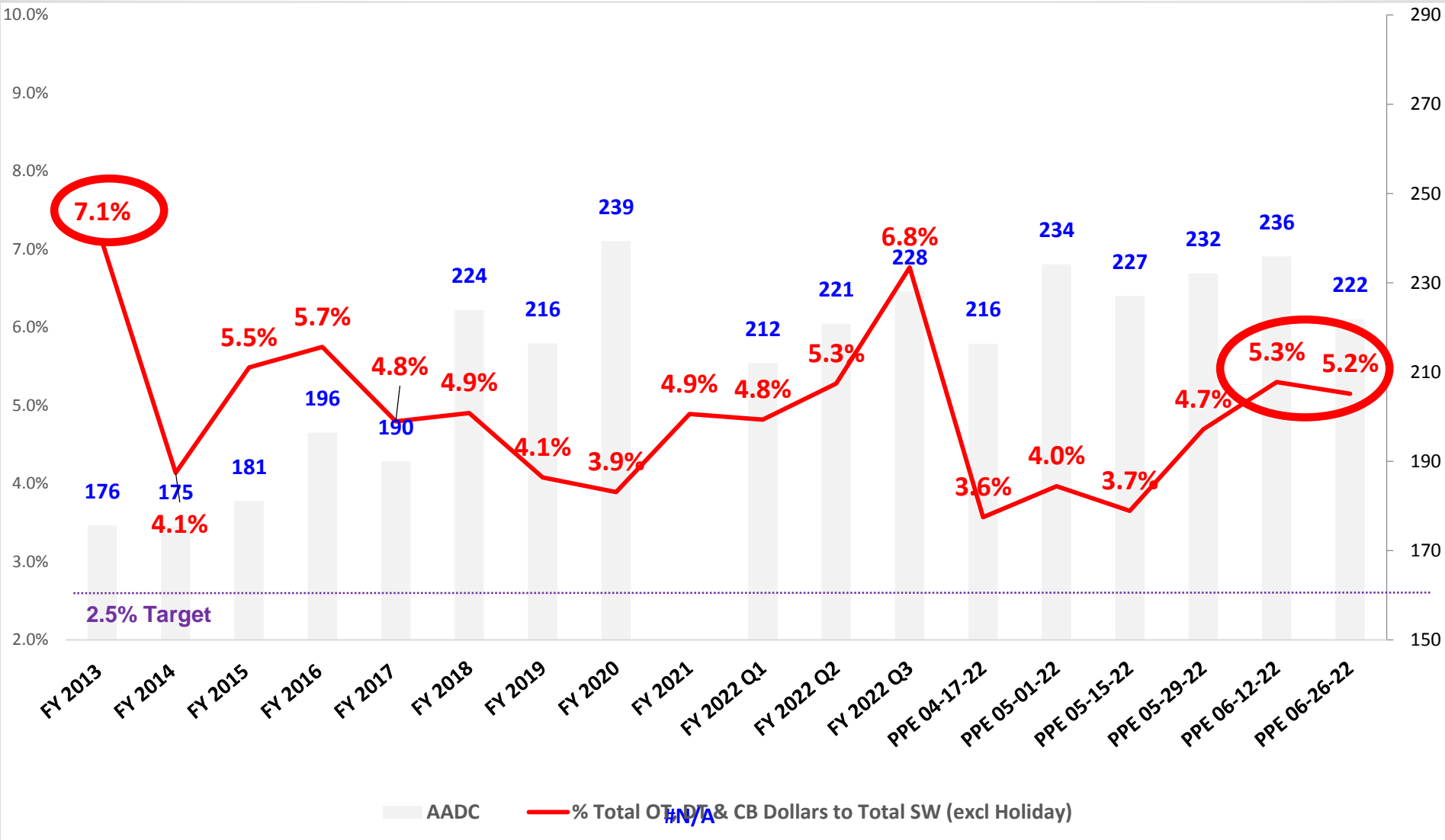
Registry – June 2022

Registry Dollars
(\$ in thousands)



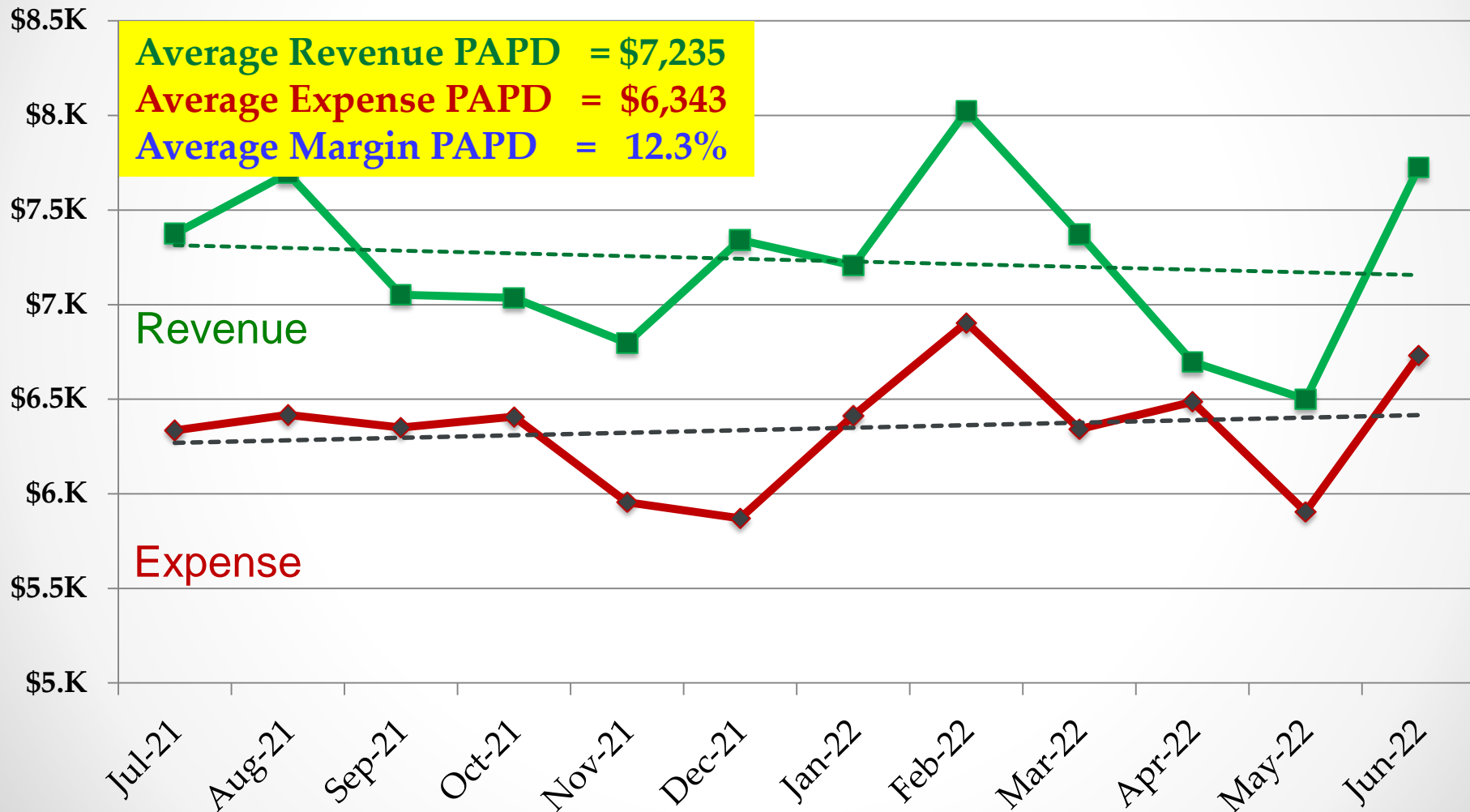
% of Total OT, DT & CB Dollars to Total S&W

Updated Thru PPE 6-26-22



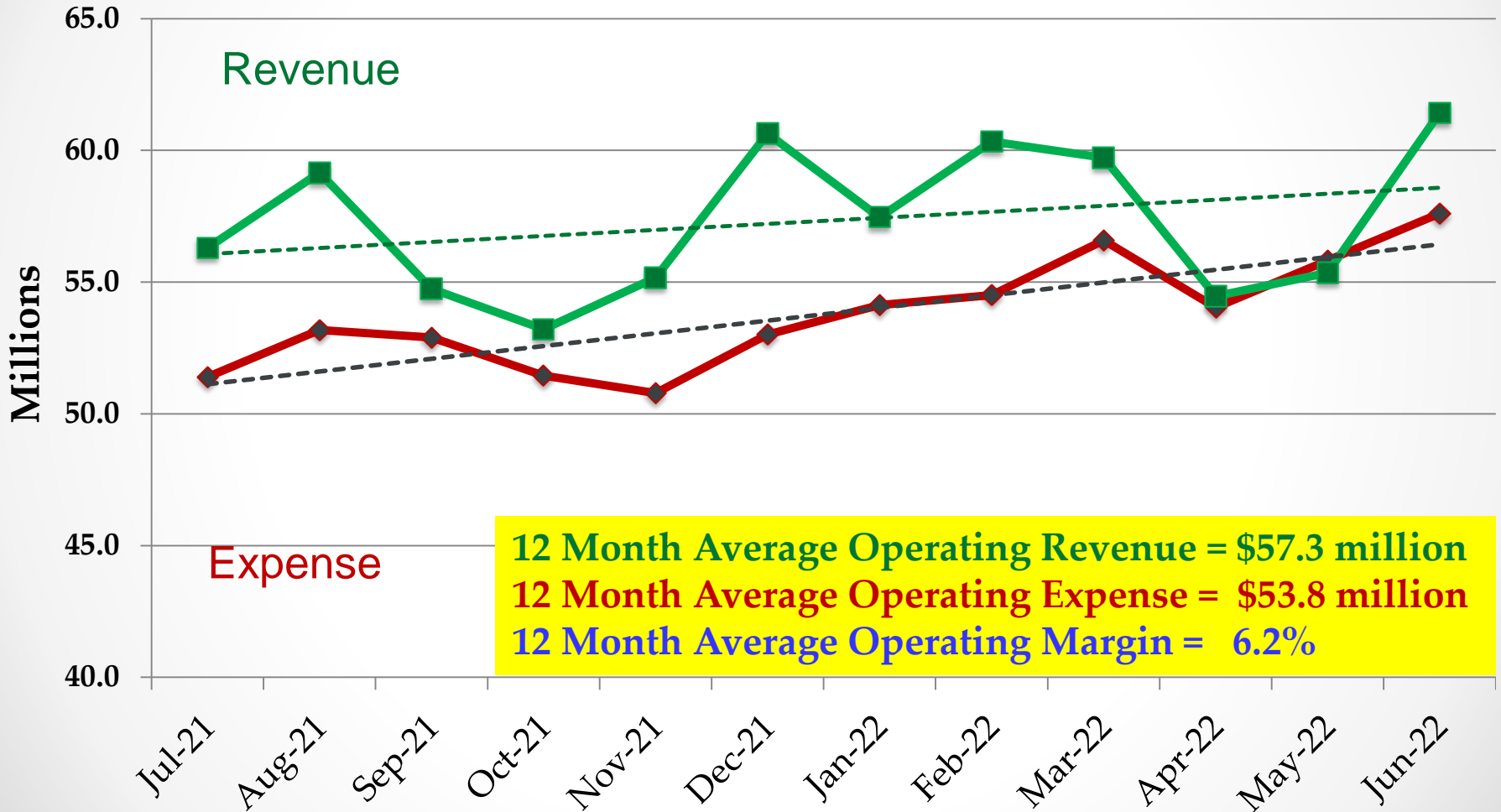
SVMH Revenues & Expenses Per Adjusted Patient Day (Normalized)

Rolling 12 Months: Jul 21 to June 22



SVMHS Operating Revenues & Expenses (Normalized)

Rolling 12 Months: Jul 21 to June 22



SVMHS Key Financial Indicators

Statistic	YTD	SVMHS		S&P A+ Rated		YTD	
	Jun-22	Target	+/-	Hospitals	+/-	Jun-21	+/-
Operating Margin*	6.7%	9.0%	Red	4.0%	Green	5.3%	Green
Total Margin*	5.9%	10.8%	Red	6.6%	Green	7.5%	Red
EBITDA Margin**	10.7%	13.4%	Red	13.6%	Red	9.6%	Green
Days of Cash*	343	305	Green	249	Green	373	Red
Days of Accounts Payable*	50	45	Green	-		47	Green
Days of Net Accounts Receivable*	50	45	Red	49	Red	45	Red
Supply Expense as % NPR	12.8%	15.0%	Green	-		12.6%	Green
SWB Expense as % NPR	51.2%	53.0%	Green	53.7%	Green	52.5%	Green
Operating Expense per APD*	6,370	4,992	Red	-		6,241	Yellow

*These metrics have been adjusted for normalizing items

**Metric based on Operating Income (consistent with industry standard)

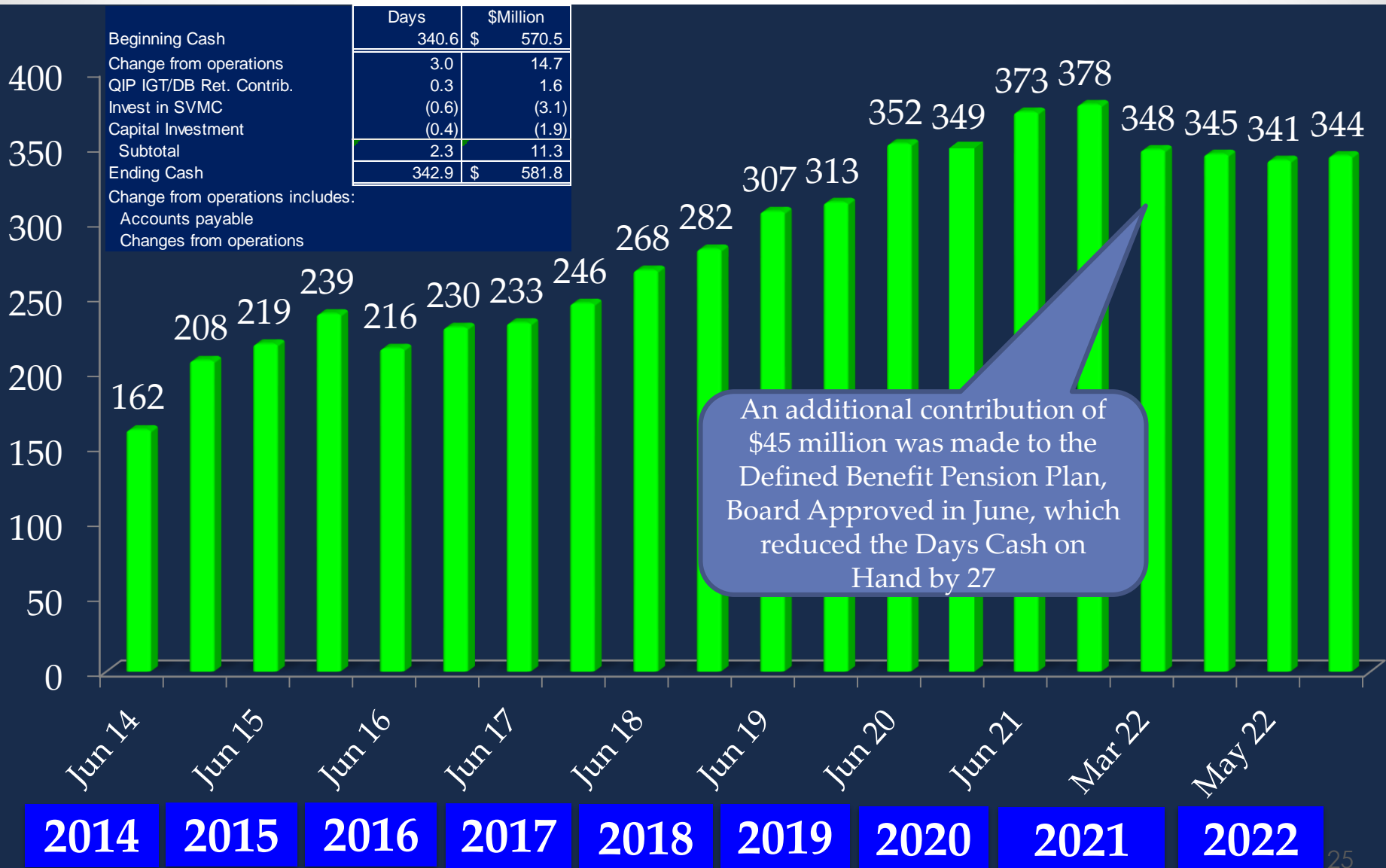
***Metric based on 90 days average net revenue (consistent with industry standard)

Days of Cash and Accounts Payable metrics have been adjusted to **exclude** accelerated insurance payments (COVID-19 assistance)

Salinas Valley Memorial Healthcare System

Days Cash on Hand = 344 Days (\$549M)

June 2022



ASSETS WHOSE USE IS LIMITED

		<u>June-22</u>		<u>YTD</u>
Beginning balance	\$	148,424,283	\$	148,424,283
Investment income or (loss)		(791,624)		(6,624,619)
Transfer		1,000,000		12,000,000
Ending balance	\$	148,632,659	\$	148,632,659

ROUTINE CAPITAL EXPENDITURES Through June 2022

Fiscal Month	FY 2022 Approved Budget *	Total Purchased Expenditures	Remaining	Project	Amount
July	1,558,333	764,068	794,265	Parking Structure	229,073
August	1,558,333	840,566	1,512,033	212 San Jose Space planning	282,791
September	1,558,333	2,259,376	810,990	OB C-section OR room	247,450
October	1,558,333	535,000	1,834,323	252 San Jose Flooring	142,661
November	1,558,333	1,388,043	2,004,614	Other CIP	101,573
December	1,558,333	1,351,043	2,211,904	Total Improvements	1,003,549
January	1,558,333	788,483	2,981,755	Kitchen Appliances	92,586
February	1,558,333	974,340	3,565,748	Instavac	33,443
March	1,558,333	1,692,172	3,431,909	IT Equip	11,000
April	1,558,333	1,983,382	3,006,861	Snake retractor	10,121
May	1,558,333	1,613,985	2,951,210	Other CIP	768,256
June	1,558,333	1,918,954	2,590,589	Total Equipment	915,406
YTD TOTAL	18,700,000	16,109,411	2,590,589	Grand Total	1,918,954

QUESTIONS / COMMENTS

SALINAS VALLEY MEMORIAL HOSPITAL
SUMMARY INCOME STATEMENT
June 30, 2022

	<u>Month of June,</u>		<u>Twelve months ended June 30,</u>	
	<u>current year</u>	<u>prior year</u>	<u>current year</u>	<u>prior year</u>
Operating revenue:				
Net patient revenue	\$ 53,474,614	\$ 54,359,716	\$ 590,852,248	\$ 572,018,532
Other operating revenue	520,340	1,647,683	14,029,235	14,591,668
Total operating revenue	<u>53,994,954</u>	<u>56,007,399</u>	<u>604,881,483</u>	<u>586,610,200</u>
Total operating expenses	47,894,131	40,540,947	516,280,437	489,729,350
Total non-operating income	<u>(1,634,827)</u>	<u>(2,834,056)</u>	<u>(40,311,522)</u>	<u>(30,576,180)</u>
Operating and non-operating income	<u>\$ 4,465,996</u>	<u>\$ 12,632,397</u>	<u>\$ 48,289,524</u>	<u>\$ 66,304,670</u>

SALINAS VALLEY MEMORIAL HOSPITAL
BALANCE SHEETS
June 30, 2022

	<u>Current year</u>	<u>Prior year</u>
ASSETS:		
Current assets	\$ 401,493,408	\$ 425,957,331
Assets whose use is limited or restricted by board	148,632,659	143,257,278
Capital assets	239,012,844	244,922,431
Other assets	229,652,149	186,298,457
Deferred pension outflows	<u>50,119,236</u>	<u>50,119,236</u>
	<u>\$ 1,068,910,296</u>	<u>\$ 1,050,554,733</u>
LIABILITIES AND EQUITY:		
Current liabilities	112,948,685	142,058,540
Long term liabilities	13,732,408	14,556,513
	83,585,120	83,585,120
Net assets	<u>858,644,083</u>	<u>810,354,560</u>
	<u>\$ 1,068,910,296</u>	<u>\$ 1,050,554,733</u>

**SALINAS VALLEY MEMORIAL HOSPITAL
SCHEDULES OF NET PATIENT REVENUE
June 30, 2022**

	<u>Month of June,</u>		<u>Twelve months ended June 30,</u>	
	<u>current year</u>	<u>prior year</u>	<u>current year</u>	<u>prior year</u>
Patient days:				
By payer:				
Medicare	1,760	1,585	21,148	20,286
Medi-Cal	1,094	914	11,883	12,355
Commercial insurance	624	695	8,784	8,727
Other patient	46	41	1,256	1,391
Total patient days	<u>3,524</u>	<u>3,235</u>	<u>43,071</u>	<u>42,759</u>
Gross revenue:				
Medicare	\$ 98,016,904	\$ 96,958,945	\$ 1,123,537,736	\$ 1,026,341,867
Medi-Cal	64,194,517	54,054,685	685,828,756	637,505,906
Commercial insurance	50,125,392	50,490,984	593,689,626	568,462,088
Other patient	<u>5,833,628</u>	<u>6,160,119</u>	<u>94,823,167</u>	<u>98,523,566</u>
Gross revenue	<u>218,170,441</u>	<u>207,664,733</u>	<u>2,497,879,285</u>	<u>2,330,833,427</u>
Deductions from revenue:				
Administrative adjustment	(27,209)	131,169	3,260,698	3,502,174
Charity care	554,068	1,193,690	9,592,563	12,808,167
Contractual adjustments:				
Medicare outpatient	30,594,787	30,778,098	334,139,787	306,057,790
Medicare inpatient	40,421,682	42,557,050	491,843,427	454,865,294
Medi-Cal traditional outpatient	3,463,809	2,989,944	36,040,421	26,518,159
Medi-Cal traditional inpatient	(51,505)	2,969,748	65,974,080	76,857,735
Medi-Cal managed care outpatient	24,305,549	22,008,757	266,077,183	225,041,589
Medi-Cal managed care inpatient	25,071,160	17,889,988	236,204,606	219,174,385
Commercial insurance outpatient	18,989,754	17,821,126	201,941,543	193,298,540
Commercial insurance inpatient	17,984,711	12,781,064	208,330,469	189,338,065
Uncollectible accounts expense	4,036,087	4,080,441	45,609,276	43,303,645
Other payors	<u>(647,066)</u>	<u>(1,896,060)</u>	<u>8,012,984</u>	<u>8,049,353</u>
Deductions from revenue	<u>164,695,827</u>	<u>153,305,016</u>	<u>1,907,027,037</u>	<u>1,758,814,896</u>
Net patient revenue	<u>\$ 53,474,614</u>	<u>\$ 54,359,716</u>	<u>\$ 590,852,248</u>	<u>\$ 572,018,532</u>
Gross billed charges by patient type:				
Inpatient	\$ 110,969,167	\$ 103,538,117	\$ 1,330,183,319	\$ 1,267,196,564
Outpatient	78,830,953	77,192,336	846,494,183	802,358,510
Emergency room	<u>28,370,321</u>	<u>26,934,280</u>	<u>321,201,783</u>	<u>261,278,353</u>
Total	<u>\$ 218,170,441</u>	<u>\$ 207,664,733</u>	<u>\$ 2,497,879,285</u>	<u>\$ 2,330,833,427</u>

**SALINAS VALLEY MEMORIAL HOSPITAL
STATEMENTS OF REVENUE AND EXPENSES
June 30, 2022**

	<u>Month of June,</u>		<u>Twelve months ended June 30,</u>	
	<u>current year</u>	<u>prior year</u>	<u>current year</u>	<u>prior year</u>
Operating revenue:				
Net patient revenue	\$ 53,474,614	\$ 54,359,716	\$ 590,852,248	\$ 572,018,532
Other operating revenue	520,340	1,647,683	14,029,235	14,591,668
Total operating revenue	<u>53,994,954</u>	<u>56,007,399</u>	<u>604,881,483</u>	<u>586,610,200</u>
Operating expenses:				
Salaries and wages	15,676,788	14,921,572	186,822,026	187,996,067
Compensated absences	2,864,379	2,772,270	33,035,342	32,115,725
Employee benefits	9,948,690	2,523,465	85,360,307	81,793,600
Supplies, food, and linen	6,624,510	5,500,561	76,326,187	72,933,249
Purchased department functions	3,895,742	3,161,164	41,900,412	38,824,093
Medical fees	2,797,519	1,348,122	22,907,667	16,404,867
Other fees	2,560,084	7,063,665	30,152,160	23,298,658
Depreciation	1,683,203	1,819,756	22,245,023	21,553,608
All other expense	1,843,216	1,430,372	17,531,313	14,809,483
Total operating expenses	<u>47,894,131</u>	<u>40,540,947</u>	<u>516,280,437</u>	<u>489,729,350</u>
Income from operations	<u>6,100,823</u>	<u>15,466,452</u>	<u>88,601,046</u>	<u>96,880,850</u>
Non-operating income:				
Donations	166,667	(461,834)	2,075,873	2,168,234
Property taxes	333,333	1,345,713	4,000,000	5,012,380
Investment income	(1,501,313)	(2,492,234)	(13,230,496)	630,140
Taxes and licenses	0	0	0	(29,074)
Income from subsidiaries	(633,514)	(1,225,701)	(33,156,899)	(38,357,860)
Total non-operating income	<u>(1,634,827)</u>	<u>(2,834,056)</u>	<u>(40,311,522)</u>	<u>(30,576,180)</u>
Operating and non-operating income	4,465,996	12,632,397	48,289,524	66,304,670
Net assets to begin	<u>854,178,087</u>	<u>797,722,163</u>	<u>810,354,559</u>	<u>744,049,890</u>
Net assets to end	<u>\$ 858,644,083</u>	<u>\$ 810,354,560</u>	<u>\$ 858,644,083</u>	<u>\$ 810,354,560</u>
Net income excluding non-recurring items	\$ 4,465,996	\$ 8,977,682	\$ 41,997,148	\$ 49,801,337
Non-recurring income (expense) from cost report settlements and re-openings and other non-recurring items	<u>0</u>	<u>3,654,715</u>	<u>6,292,376</u>	<u>16,503,333</u>
Operating and non-operating income	<u>\$ 4,465,996</u>	<u>\$ 12,632,397</u>	<u>\$ 48,289,524</u>	<u>\$ 66,304,670</u>

**SALINAS VALLEY MEMORIAL HOSPITAL
SCHEDULES OF INVESTMENT INCOME
June 30, 2022**

	Month of June,		Twelve months ended June 30,	
	current year	prior year	current year	prior year
Detail of other operating income:				
Dietary revenue	\$ 189,840	\$ 115,947	\$ 1,732,370	\$ 1,594,105
Discounts and scrap sale	2,023	2,553	1,336,587	1,008,907
Sale of products and services	50,799	74,720	765,270	407,924
Clinical trial fees	1,210	760	28,910	110,186
Stimulus Funds	0	0	0	0
Rental income	147,618	127,771	1,968,789	1,951,216
Other	128,850	1,325,932	8,197,309	9,519,330
Total	\$ 520,340	\$ 1,647,683	\$ 14,029,235	\$ 14,591,668
Detail of investment income:				
Bank and payor interest	\$ 115,550	\$ 108,124	\$ 1,082,877	\$ 1,356,658
Income from investments	(1,621,863)	(2,201,203)	(16,028,118)	(3,263,480)
Gain or loss on property and equipment	5,000	(399,155)	1,714,745	2,536,962
Total	\$ (1,501,313)	\$ (2,492,234)	\$ (13,230,496)	\$ 630,140
Detail of income from subsidiaries:				
Salinas Valley Medical Center:				
Pulmonary Medicine Center	\$ (131,133)	\$ (127,156)	\$ (2,151,282)	\$ (2,217,968)
Neurological Clinic	4,171	16,697	(605,081)	(901,611)
Palliative Care Clinic	(72,968)	(115,554)	(936,112)	(958,593)
Surgery Clinic	(115,366)	(143,671)	(1,512,574)	(1,912,642)
Infectious Disease Clinic	(11,739)	(46,387)	(299,230)	(345,123)
Endocrinology Clinic	(55,536)	(103,767)	(1,429,937)	(2,041,873)
Early Discharge Clinic	0	0	0	0
Cardiology Clinic	(379,483)	(407,719)	(5,002,447)	(5,475,112)
OB/GYN Clinic	(292,507)	(376,121)	(3,938,510)	(4,356,003)
PrimeCare Medical Group	133,769	374,026	(5,433,042)	(8,780,451)
Oncology Clinic	(411,630)	(228,112)	(2,988,678)	(3,229,355)
Cardiac Surgery	(125,038)	(247,572)	(2,402,980)	(1,986,974)
Sleep Center	(18,315)	(54,494)	(385,208)	(671,425)
Rheumatology	(42,640)	(64,634)	(653,901)	(664,505)
Precision Ortho MDs	(35,986)	(385,407)	(3,278,409)	(2,982,597)
Precision Ortho-MRI	285	0	95	(1,492)
Precision Ortho-PT	(408)	(60,543)	(532,215)	(601,575)
Vaccine Clinic	3,071	0	(55,342)	0
Dermatology	(3,376)	(23,483)	(191,828)	(352,388)
Hospitalists	0	0	0	0
Behavioral Health	(37,592)	(85,874)	(722,529)	(908,171)
Pediatric Diabetes	(33,928)	(37,913)	(506,008)	(417,061)
Neurosurgery	(30,429)	(31,010)	(276,825)	(327,469)
Multi-Specialty-RR	24,350	8,738	113,614	51,672
Radiology	26,641	(204,672)	(2,523,185)	(2,399,939)
Salinas Family Practice	(64,644)	(22,332)	(1,133,531)	(197,523)
Urology	127,272	0	(112,863)	0
Total SVMC	(1,543,159)	(2,366,960)	(36,958,008)	(41,678,178)
Doctors on Duty	634,517	139,520	713,332	962,374
Assisted Living	0	0	0	(65,904)
Salinas Valley Imaging	0	0	0	(19,974)
Vantage Surgery Center	0	11,521	222,007	263,422
LPCH NICU JV	0	878,504	0	878,504
Central Coast Health Connect	0	(96,947)	0	(96,947)
Monterey Peninsula Surgery Center	215,600	140,927	2,455,237	1,309,363
Aspire/CHI/Coastal	(28,581)	5,170	(303,850)	(835,904)
Apex	0	(9,538)	103,759	98,751
21st Century Oncology	35,766	28,933	155,750	(35,543)
Monterey Bay Endoscopy Center	52,344	43,170	454,875	862,176
Total	\$ (633,514)	\$ (1,225,701)	\$ (33,156,899)	\$ (38,357,860)

**SALINAS VALLEY MEMORIAL HOSPITAL
BALANCE SHEETS
June 30, 2022**

	Current year	Prior year
A S S E T S		
Current assets:		
Cash and cash equivalents	\$ 292,615,970	\$ 340,058,708
Patient accounts receivable, net of estimated uncollectibles of \$29,007,275	83,765,858	70,975,794
Supplies inventory at cost	7,960,823	8,616,495
Other current assets	17,150,757	6,306,335
Total current assets	401,493,408	425,957,331
Assets whose use is limited or restricted by board	148,632,659	143,257,278
Capital assets:		
Land and construction in process	36,458,903	33,482,774
Other capital assets, net of depreciation	202,553,941	211,439,657
Total capital assets	239,012,844	244,922,431
Other assets:		
Investment in Securities	141,269,337	145,963,160
Investment in SVMC	12,836,308	15,148,978
Investment in Aspire/CHI/Coastal	1,683,517	3,814,849
Investment in other affiliates	21,838,569	20,839,297
Net pension asset	52,024,418	532,173
Total other assets	229,652,149	186,298,457
Deferred pension outflows	50,119,236	50,119,236
	\$ 1,068,910,296	\$ 1,050,554,733
LIABILITIES AND NET ASSETS		
Current liabilities:		
Accounts payable and accrued expenses	\$ 61,197,719	\$ 61,333,208
Due to third party payers	34,111,122	63,747,156
Current portion of self-insurance liability	17,639,844	16,978,176
Total current liabilities	112,948,685	142,058,540
Long term portion of workers comp liability	13,732,408	14,556,513
Total liabilities	126,681,093	156,615,053
Pension liability	83,585,120	83,585,120
Net assets:		
Invested in capital assets, net of related debt	239,012,844	244,922,431
Unrestricted	619,631,239	565,432,129
Total net assets	858,644,083	810,354,560
	\$ 1,068,910,296	\$ 1,050,554,733

SALINAS VALLEY MEMORIAL HOSPITAL
STATEMENTS OF REVENUE AND EXPENSES - BUDGET VS. ACTUAL
June 30, 2022

	Month of June,				Twelve months ended June 30,			
	Actual	Budget	Variance	% Var	Actual	Budget	Variance	% Var
Operating revenue:								
Gross billed charges	\$ 218,170,441	\$ 193,000,467	25,169,974	13.04%	\$ 2,497,879,285	\$ 2,332,185,515	165,693,770	7.10%
Deductions from revenue	164,695,827	148,121,190	16,574,637	11.19%	1,907,027,037	1,790,772,621	116,254,416	6.49%
Net patient revenue	53,474,614	44,879,278	8,595,336	19.15%	590,852,248	541,412,894	49,439,354	9.13%
Other operating revenue	520,340	944,363	(424,023)	-44.90%	14,029,235	10,198,951	3,830,284	37.56%
Total operating revenue	53,994,954	45,823,641	8,171,313	17.83%	604,881,483	551,611,845	53,269,638	9.66%
Operating expenses:								
Salaries and wages	15,676,788	15,789,447	(112,659)	-0.71%	186,822,026	187,192,967	(370,941)	-0.20%
Compensated absences	2,864,379	2,195,613	668,766	30.46%	33,035,342	30,724,067	2,311,275	7.52%
Employee benefits	9,948,690	7,165,503	2,783,187	38.84%	85,360,307	85,414,503	(54,196)	-0.06%
Supplies, food, and linen	6,624,510	5,845,248	779,262	13.33%	76,326,187	70,427,041	5,899,146	8.38%
Purchased department functions	3,895,742	3,093,373	802,369	25.94%	41,900,412	36,929,115	4,971,297	13.46%
Medical fees	2,797,519	1,830,070	967,449	52.86%	22,907,667	21,929,387	978,280	4.46%
Other fees	2,560,084	902,640	1,657,444	183.62%	30,152,160	11,060,230	19,091,930	172.62%
Depreciation	1,683,203	1,868,901	(185,698)	-9.94%	22,245,023	21,933,270	311,753	1.42%
All other expense	1,843,216	1,415,875	427,341	30.18%	17,531,313	17,148,183	383,130	2.23%
Total operating expenses	47,894,131	40,106,670	7,787,461	19.42%	516,280,437	482,758,762	33,521,675	6.94%
Income from operations	6,100,823	5,716,971	383,852	6.71%	88,601,046	68,853,083	19,747,963	28.68%
Non-operating income:								
Donations	166,667	166,667	0	0.00%	2,075,873	2,000,000	75,873	3.79%
Property taxes	333,333	333,333	(0)	0.00%	4,000,000	4,000,000	0	0.00%
Investment income	(1,501,313)	(63,302)	(1,438,012)	2271.68%	(13,230,496)	(759,619)	(12,470,877)	1641.73%
Income from subsidiaries	(633,514)	(4,138,300)	3,504,786	-84.69%	(33,156,899)	(49,023,377)	15,866,478	-32.37%
Total non-operating income	(1,634,827)	(3,701,602)	2,066,775	-55.83%	(40,311,522)	(43,782,996)	3,471,474	-7.93%
Operating and non-operating income	\$ 4,465,996	\$ 2,015,370	2,450,626	121.60%	\$ 48,289,524	\$ 25,070,087	23,219,437	92.62%

SALINAS VALLEY MEMORIAL HOSPITAL
PATIENT STATISTICAL REPORT
For the month of June and twelve months to date

	<u>Month of June</u>		<u>Twelve months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
<u>NEWBORN STATISTICS</u>					
Medi-Cal Admissions	41	33	511	464	(47)
Other Admissions	102	80	1,138	1,132	(6)
Total Admissions	143	113	1,649	1,596	(53)
Medi-Cal Patient Days	65	61	784	732	(52)
Other Patient Days	162	132	1,843	1,853	10
Total Patient Days of Care	227	193	2,627	2,585	(42)
Average Daily Census	7.6	6.4	7.2	7.1	(0.1)
Medi-Cal Average Days	1.6	2.1	1.6	1.6	0.1
Other Average Days	0.7	1.7	1.6	1.6	0.0
Total Average Days Stay	1.5	1.8	1.6	1.6	0.0
<u>ADULTS & PEDIATRICS</u>					
Medicare Admissions	334	378	3,844	4,270	426
Medi-Cal Admissions	265	252	2,789	2,889	100
Other Admissions	398	287	3,325	3,624	299
Total Admissions	997	917	9,958	10,783	825
Medicare Patient Days	1,417	1,466	17,524	18,158	634
Medi-Cal Patient Days	933	1,129	12,770	12,254	(516)
Other Patient Days	765	1,426	10,917	14,915	3,998
Total Patient Days of Care	3,115	4,021	41,211	45,327	4,116
Average Daily Census	103.8	134.0	112.9	124.2	11.3
Medicare Average Length of Stay	4.2	3.8	4.5	4.2	(0.3)
Medi-Cal Average Length of Stay	3.5	4.1	3.8	3.5	(0.3)
Other Average Length of Stay	2.1	4.1	2.5	3.2	0.7
Total Average Length of Stay	3.2	4.0	3.5	3.7	0.1
Deaths	19	19	432	327	(105)
Total Patient Days	3,342	4,214	43,838	47,912	4,074
Medi-Cal Administrative Days	2	0	178	212	34
Medicare SNF Days	0	0	0	0	0
Over-Utilization Days	0	0	0	0	0
Total Non-Acute Days	2	0	178	212	34
Percent Non-Acute	0.06%	0.00%	0.41%	0.44%	0.04%

SALINAS VALLEY MEMORIAL HOSPITAL
PATIENT STATISTICAL REPORT
For the month of June and twelve months to date

	<u>Month of June</u>		<u>Twelve months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
<u>PATIENT DAYS BY LOCATION</u>					
Level I	276	248	3,166	3,282	116
Heart Center	329	421	4,076	3,790	(286)
Monitored Beds	292	592	8,700	8,820	120
Single Room Maternity/Obstetrics	362	355	4,181	4,294	113
Med/Surg - Cardiovascular	762	877	8,857	9,000	143
Med/Surg - Oncology	281	282	2,218	3,109	891
Med/Surg - Rehab	386	585	5,064	5,767	703
Pediatrics	92	146	1,129	1,302	173
Nursery	227	193	2,627	2,585	(42)
Neonatal Intensive Care	126	114	1,530	1,386	(144)
<u>PERCENTAGE OF OCCUPANCY</u>					
Level I	70.77%	63.59%	66.72%	69.17%	
Heart Center	73.11%	93.56%	74.45%	69.22%	
Monitored Beds	36.05%	73.09%	88.28%	89.50%	
Single Room Maternity/Obstetrics	32.61%	31.98%	30.96%	31.80%	
Med/Surg - Cardiovascular	56.44%	64.96%	53.92%	54.79%	
Med/Surg - Oncology	72.05%	72.31%	46.74%	65.52%	
Med/Surg - Rehab	49.49%	75.00%	53.36%	60.77%	
Med/Surg - Observation Care Unit	0.00%	78.63%	0.00%	73.76%	
Pediatrics	17.04%	27.04%	17.18%	19.82%	
Nursery	45.86%	38.99%	21.81%	21.46%	
Neonatal Intensive Care	38.18%	34.55%	38.11%	34.52%	

SALINAS VALLEY MEMORIAL HOSPITAL
PATIENT STATISTICAL REPORT
For the month of June and twelve months to date

	<u>Month of June</u>		<u>Twelve months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
<u>DELIVERY ROOM</u>					
Total deliveries	159	110	1,628	1,522	(106)
C-Section deliveries	47	36	512	495	(17)
Percent of C-section deliveries	29.56%	32.73%	31.45%	32.52%	1.07%
<u>OPERATING ROOM</u>					
In-Patient Operating Minutes	22,559	24,790	243,618	238,995	(4,623)
Out-Patient Operating Minutes	30,077	27,278	285,341	304,315	18,974
Total	52,636	52,068	528,959	543,310	14,351
Open Heart Surgeries	16	15	147	146	(1)
In-Patient Cases	152	184	1,720	1,762	42
Out-Patient Cases	291	294	3,001	3,082	81
<u>EMERGENCY ROOM</u>					
Immediate Life Saving	27	21	381	376	(5)
High Risk	496	515	5,899	5,729	(170)
More Than One Resource	2,503	2,964	26,240	31,743	5,503
One Resource	1,298	1,970	14,534	20,310	5,776
No Resources	93	83	510	1,006	496
Total	<u>4,417</u>	<u>5,553</u>	<u>47,564</u>	<u>59,164</u>	<u>11,600</u>

SALINAS VALLEY MEMORIAL HOSPITAL
PATIENT STATISTICAL REPORT
For the month of June and twelve months to date

	<u>Month of June</u>		<u>Twelve months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
CENTRAL SUPPLY					
In-patient requisitions	16,315	15,295	102,118	105,727	3,609
Out-patient requisitions	6,250	6,730	67,967	63,426	-4,541
Emergency room requisitions	1,375	698	11,273	8,349	-2,924
Interdepartmental requisitions	7,849	7,115	49,644	44,398	-5,246
Total requisitions	31,789	29,838	231,002	221,900	-9,102
LABORATORY					
In-patient procedures	42,107	38,721	253,735	241,589	-12,146
Out-patient procedures	9,286	11,597	76,062	80,263	4,201
Emergency room procedures	9,433	11,145	60,934	76,430	15,496
Total patient procedures	60,826	61,463	390,731	398,282	7,551
BLOOD BANK					
Units processed	318	297	1,996	1,965	-31
ELECTROCARDIOLOGY					
In-patient procedures	1,041	1,068	6,566	6,885	319
Out-patient procedures	349	302	2,706	2,668	-38
Emergency room procedures	1,045	1,148	6,142	7,127	985
Total procedures	2,435	2,518	15,414	16,680	1,266
CATH LAB					
In-patient procedures	64	77	512	607	95
Out-patient procedures	51	71	571	625	54
Emergency room procedures	0	0	1	0	-1
Total procedures	115	148	1,084	1,232	148
ECHO-CARDIOLOGY					
In-patient studies	298	371	2,033	2,406	373
Out-patient studies	138	156	1,262	1,520	258
Emergency room studies	2	1	16	5	-11
Total studies	438	528	3,311	3,931	620
NEURODIAGNOSTIC					
In-patient procedures	140	165	1,109	1,090	-19
Out-patient procedures	24	27	169	164	-5
Emergency room procedures	0	0	0	0	0
Total procedures	164	192	1,278	1,254	-24

SALINAS VALLEY MEMORIAL HOSPITAL
PATIENT STATISTICAL REPORT
For the month of June and twelve months to date

	Month of June		Twelve months to date		Variance
	2021	2022	2020-21	2021-22	
SLEEP CENTER					
In-patient procedures	0	0	1	0	-1
Out-patient procedures	183	167	1,315	1,153	-162
Emergency room procedures	0	0	0	0	0
Total procedures	183	167	1,316	1,153	-163
RADIOLOGY					
In-patient procedures	1,654	1,429	9,708	8,710	-998
Out-patient procedures	416	356	4,323	2,915	-1,408
Emergency room procedures	1,217	1,382	7,939	8,809	870
Total patient procedures	3,287	3,167	21,970	20,434	-1,536
MAGNETIC RESONANCE IMAGING					
In-patient procedures	105	141	860	890	30
Out-patient procedures	127	77	953	768	-185
Emergency room procedures	14	6	80	49	-31
Total procedures	246	224	1,893	1,707	-186
MAMMOGRAPHY CENTER					
In-patient procedures	2,718	3,550	20,910	24,711	3,801
Out-patient procedures	2,696	3,518	20,790	24,527	3,737
Emergency room procedures	3	0	3	8	5
Total procedures	5,417	7,068	41,703	49,246	7,543
NUCLEAR MEDICINE					
In-patient procedures	12	14	86	94	8
Out-patient procedures	61	78	506	541	35
Emergency room procedures	1	0	4	4	0
Total procedures	74	92	596	639	43
PHARMACY					
In-patient prescriptions	111,491	94,299	636,356	605,331	-31,025
Out-patient prescriptions	10,439	11,319	99,978	104,283	4,305
Emergency room prescriptions	5,342	7,197	36,983	48,996	12,013
Total prescriptions	127,272	112,815	773,317	758,610	-14,707
RESPIRATORY THERAPY					
In-patient treatments	29,606	21,738	156,457	131,478	-24,979
Out-patient treatments	143	981	3,391	7,896	4,505
Emergency room treatments	373	194	1,179	1,583	404
Total patient treatments	30,122	22,913	161,027	140,957	-20,070
PHYSICAL THERAPY					
In-patient treatments	2,256	2,396	16,109	16,284	175
Out-patient treatments	99	170	1,751	2,108	357
Emergency room treatments	0	0	0	0	0
Total treatments	2,355	2,566	17,860	18,392	532

SALINAS VALLEY MEMORIAL HOSPITAL
PATIENT STATISTICAL REPORT
For the month of June and twelve months to date

	<u>Month of June</u>		<u>Twelve months to date</u>		<u>Variance</u>
	<u>2021</u>	<u>2022</u>	<u>2020-21</u>	<u>2021-22</u>	
OCCUPATIONAL THERAPY					
In-patient procedures	1,445	1,660	9,403	10,682	1,279
Out-patient procedures	74	99	797	1,086	289
Emergency room procedures	0	0	0	0	0
Total procedures	<u>1,519</u>	<u>1,759</u>	<u>10,200</u>	<u>11,768</u>	<u>1,568</u>
SPEECH THERAPY					
In-patient treatments	348	525	2,682	3,077	395
Out-patient treatments	23	28	171	200	29
Emergency room treatments	0	0	0	0	0
Total treatments	<u>371</u>	<u>553</u>	<u>2,853</u>	<u>3,277</u>	<u>424</u>
CARDIAC REHABILITATION					
In-patient treatments	0	0	0	0	0
Out-patient treatments	498	401	2,637	4,268	1,631
Emergency room treatments	0	0	1	0	-1
Total treatments	<u>498</u>	<u>401</u>	<u>2,638</u>	<u>4,268</u>	<u>1,630</u>
CRITICAL DECISION UNIT					
Observation hours	<u>378</u>	<u>344</u>	<u>1,866</u>	<u>2,252</u>	<u>386</u>
ENDOSCOPY					
In-patient procedures	85	78	626	636	10
Out-patient procedures	12	29	159	223	64
Emergency room procedures	0	0	0	0	0
Total procedures	<u>97</u>	<u>107</u>	<u>785</u>	<u>859</u>	<u>74</u>
C.T. SCAN					
In-patient procedures	537	596	3,803	4,027	224
Out-patient procedures	445	281	3,598	2,517	-1,081
Emergency room procedures	433	552	3,208	4,164	956
Total procedures	<u>1,415</u>	<u>1,429</u>	<u>10,609</u>	<u>10,708</u>	<u>99</u>
DIETARY					
Routine patient diets	17,554	21,351	113,154	130,102	16,948
Meals to personnel	19,345	21,421	144,216	152,161	7,945
Total diets and meals	<u>36,899</u>	<u>42,772</u>	<u>257,370</u>	<u>282,263</u>	<u>24,893</u>
LAUNDRY AND LINEN					
Total pounds laundered	<u>99,573</u>	<u>100,531</u>	<u>710,088</u>	<u>689,921</u>	<u>-20,167</u>

Capital Spending Update

Active Projects Approved By The Board

FY19 – FY22

Rolf Norman
Director, Financial Planning

FY22 Capital Spending, Active Projects

Board Approvals Capital Projects From FY2019, FY2020, FY2021, & FY2022 BOD Minutes						
	(1) Project Name	(2) Board Approved Month	(3) Board Approved Amount	(4) FY2022 Spend	(5) Total Project Spend Since Inception	(6) Under / (Over) Spend Since Inception
1	Parking Garage Annex Design/Build	Mar 20, Jan 21, Jul 21, & Jan 22	\$36,000,000	\$2,272,767	\$2,526,876	\$33,473,124
2	Surgery Addition + Seismic Retrofit.	Aug 2019 & Sep 2019 & April 2022	\$12,821,264	\$920,658	\$5,274,447	\$7,546,817
3	212 San Jose Street Renovation/Development	January 2021 & December 2021	\$3,825,281	\$598,189	\$631,449	\$3,193,832
4	Pharmacy Automation Upgrade & Service	June 2021	\$3,300,000	\$214,586	\$214,586	\$3,085,414
5	Nurse Call System Replacement	Oct 2018 & Feb 2020	\$3,900,602	\$1,022,655	\$3,694,075	\$206,527
6	Elevator Modernization	December 2021	\$2,600,000	\$649,636	\$666,909	\$1,933,091
7	Lab Analyzer Replacement Project	Oct 2020 & Mar 2020	\$2,200,000	\$1,766,415	\$2,075,512	\$124,488
8	Heart Center Air Handler Unit Upgrade Project	March 2021	\$1,700,000	\$1,190,872	\$1,568,014	\$131,986
9	PBX Department Relocation Project	September 2020	\$1,680,000	\$74,542	\$1,261,028	\$418,972
10	OB Cesarean Operating Room Project	March 2021	\$1,030,202	\$697,148	\$923,750	\$106,452
11	Tower Building Roof Replacement Project	June 2021	\$905,000	\$666,943	\$731,779	\$173,221
12	Zoll Defibrilators	January 2022	\$748,675	\$750,256	\$750,256	(\$1,581)
13	Starbucks Renovation	June 2022	\$644,000	\$87,069	\$87,069	\$556,931
14	Cardiac Ultrasound Phase 2	November 2021	\$616,211	\$615,392	\$615,392	\$819
15	Nuclear Camera (D-Spect)	November 2022	\$501,501	\$43,616	\$43,616	\$457,885
16	Retail Pharmacy Project	May 2021	\$450,000	\$189,354	\$189,354	\$260,646
Total			\$72,922,736	\$11,760,098	\$21,254,112	\$51,668,624
Other projects:						
17	IT Switches, High Risk Devices, Archive, Desktop Computers, I	N/A		\$1,686,434		
18	Nursing Bed replacements	N/A		\$275,745		
19	Sleep Center Information System Replacement	N/A		\$252,680		
20	All Other SVMH/SVMC Capital Spending	N/A		\$4,137,990		
Grand Total				\$18,112,947		

QUESTIONS / COMMENTS

PUBLIC INPUT

NO CLOSED SESSION

*ADJOURNMENT – THE AUGUST 2022
FINANCE COMMITTEE MEETING
IS SCHEDULED FOR MONDAY,
AUGUST 22, 2022, AT 12:00 P.M.*