

RFQ COPY

Hospital Respiratory Care

2271 Cosmos Court

Philips

State of West Virginia Department of Administration Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

Request for Quotation

RFO NUMBER WEH11122

ADDRESS CORRESPONDENCE TO ATTENTION OF

ROBERTA WAGNER 3<u>04-558-0067</u>

HEALTH AND HUMAN RESOURCES WELCH COMMUNITY HOSPITAL

454 MCDOWELL STREET WELCH, WV

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GENERAL TERMS & CONDITIONS REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

- 1. Awards will be made in the best interest of the State of West Virginia.
- 2. The State may accept or reject in part, or in whole, any bid.
- 3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
- 4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
- 5. Payment may only be made after the delivery and acceptance of goods or services.
- 6. Interest may be paid for late payment in accordance with the West Virginia Code.
- Vendor preference will be granted upon written request in accordance with the West Virginia Code.
- 8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
- 9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
- 10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
- 11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
- 12. BANKRUPTCY: In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
- 13. HIPAA BUSINESS ASSOCIATE ADDENDUM: The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement. Provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
- 14. CONFIDENTIALITY: The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf.
- 15. LICENSING: Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
- 16. ANTITRUST: In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or Fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

- 1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
- 2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as EQUAL to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
- 3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
- 4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
- 5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



VENDOR

State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston WV 25205 0100 Charleston, WV 25305-0130

WEH11122

ROBERTA WAGNER <u> \$04-558-0067</u>

RFQ COPY TYPE NAME/ADDRESS HERE

HEALTH AND HUMAN RESOURCES WELCH COMMUNITY HOSPITAL

454 MCDOWELL STREET WELCH, WV

24801

304-436-8710

ADDRESS CHANGES TO BE NOTED ABOVE

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WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



ENDOR

RFQ COPY

TYPE NAME/ADDRESS HERE

State of West Virginia Department of Administration Quotation Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

Request for

WEH11122

ADDRESS CORRESPONDENCE TO ATTENTION OF

ROBERTA WAGNER 304-558-0067

HEALTH AND HUMAN RESOURCES WELCH COMMUNITY HOSPITAL

Þ 454 MCDOWELL STREET WELCH, WV 24801

304-436-8710

FREIGHTTERMS FOB DATE PRINTED TERMS OF SALE SHIP VIA 02/03/2011 BID OPENING DATE: BID OPENING TIME 01:30PM 03/03/2011 CAT UNIT PRICE AMOUNT QUANTITY ITEM NUMBER UOP LINE DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130 PLEASE NOTE: A CONVENIENCE COPY WOULD BE APPRECIATED. THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED: SEALED BID RFQ. NO.:----BID OPENING DATE: |----|-3/3/2011----| BID OPENING TIME: |----|--1:30 PM------PLEASE PROVIDE A HAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: **CONTACT PERSON (PLEASE PRINT CLEARLY):** SEE REVERSE SIDE FOR TERMS AND CONDITIONS SIGNATURE ADDRESS CHANGES TO BE NOTED ABOVE 13-3429115



NENDOR

RFQ COPY

TYPE NAME/ADDRESS HERE

State of West Virginia
Department of Administration
Purchasing Division
2019 Weshington Classification 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130

F	OBERTA	WAGNER
	04-558-	

HEALTH AND HUMAN RESOURCES WELCH COMMUNITY HOSPITAL

454 MCDOWELL STREET WELCH, WV

24801

304-436-8710

DATE PRINTED TERMS OF SALE SHIP VIA FOB. FREIGHT TERMS 02/03/2011 BID OPENING DATE: 03/03/2011 BID OPENING TIME 01:30PM CAT NO. LINE QUANTITY UOP ITEM NUMBER UNIT PRICE AMOUNT THIS IS THE END OF RFQ WEH11122 ***** TOTAL: SEE REVERSE SIDE FOR TERMS AND CONDITIONS ADDRESS CHANGES TO BE NOTED ABOVE WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

Welch Community Hospital

WEH11122 Mechanical Ventilator Cost Sheet

Description	Quanity	Unit Cost	Total Cost
Mechanical Ventilator with color screen, battery power supply, flex arm, power cord, operator's manual, and a one year warranty per attached detailed specifications.	4	#20,2199	\$81,119.59a

Grand Total #81, 119, 600

Evaluation & Award Criteria:

Award will be made to the lowest vendor meeting all the specifications.

Philips-Respiranics
Company Name

Chair Canfull
Signature

REQ No. 108HIIIAA

STATE OF WEST VIRGINIA Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

Under penalty of law for false swearing (West Virginia Code §61-5-3), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

WITNESS THE FOLLOWING SIGNATURE
Vendor's Name: Phylips - Kespironics. Chris Cantield
Authorized Signature:
State of West Virginia
County of <u>Cabel</u> to-wit:
Taken, subscribed, and sworn to before me this bt day of March, 201/.
My Commission expires Feb. 2nd , 2021.
AFFIX SEAL BERE NOTARY PUBLIC - OFFICIAL SEAL PAMELAK, MAYNARD State of West Virginia My Comm. Expires Feb 2, 2021 JP Morgan Chase 500 E Main St Milton, WV 25541

Rev. 09/08

State of West Virginia

VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with **West Virginia Code**, §5A-3-37. (Does not apply to construction contracts). **West Virginia Code**, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the **West Virginia Code**. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

accorda Division	ance with the West Virginia Code . This certificate for application is to be used to request such preference. The Purchasing will make the determination of the Resident Vendor Preference, if applicable.
1. NA NA	Application is made for 2.5% resident vendor preference for the reason checked: Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or, Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately
NA	preceding the date of this certification; or, Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or pincipal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
2. NA	Application is made for 2.5% resident vendor preference for the reason checked: Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
3. N A	Application is made for 2.5% resident vendor preference for the reason checked: Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
4. NA	Application is made for 5% resident vendor preference for the reason checked: Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5. NA	Application is made for 3.5% resident vendor preference who is a veteran for the reason checked: Bidder is an individual resident vendor who is a velocity of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or.
6. MA	Application is made for 3.5% resident vendor preference who is a veteran for the reason checked: Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.
requi agair	er understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the rements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty sit such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency ducted from any unpaid balance on the contract or purchase order.
autho the re	ubmission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and brizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid bequired business taxes, provided that such information chas not contain the amounts of taxes paid nor any other information need by the Tax Commissioner to be confidential.
	er penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate.
Bidd	Her: Philips-Respiranies Syned: Mrs Canfilled
Date	
*Che	ck any combination of preference consideration(s) indicated active, which you are entitled to receive.

RESPIRONICS

Respironics, Inc Hospital Group Attention:

304-436-8461

Quote Date: March 01, 2011

Subject: Quotation

Quote Number: 20103829

Quote Valid Until: April 03, 2011

Christopher Canfield
Account Manager

Phone: 304-634-7444

chris.canfield@philips.com

Welch Community Hospital 454 Mcdowell Street Welch,WV,24801

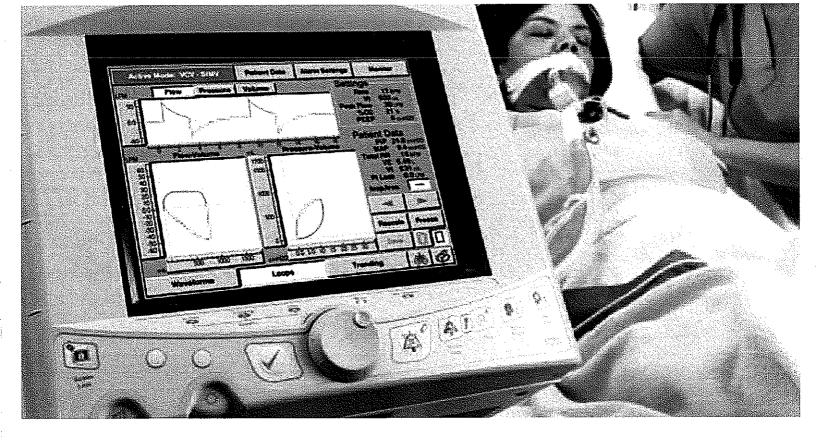
Send orders to: criticalcareorders@respironics.com or fax to 888-558-6632

ltem Number	Qty	Description	Unit Price	Total
1063998	4	V200 ICU/ED GOLD	\$18,500.00	\$74,000.00
		Packaged Accessories		
	Ve	/200 ICU/ED Gold Ventilator Promotion includes: V200 entilator, Backup Battery, O2 Sensor Kit, V200 Roll Star Screen, munications, AutoTrak, Graphics, Respiratory Mechanic vTrak, and Respiratory Profile Monitor Interface Softwa	nd, Color cs, Trending,	
1002228	4	BRACKET ASSY,HUMIDIFIER,HUDSON,CONC HA IV	\$255.00	\$1,020.00
1060785	4	KIT, 02 MANIFOLD, V200	\$504.90	\$2,019.60
1060815	4	KIT, 02 CYLINDER, CART, V200	\$225.00	\$900.00
1022709	4	SYSTEM, AERONEB PRO-US	\$795.00	\$3,180.00
		Sub Total		\$81,119.60
		Grand Total		\$81,119.60

Notes:

REFERENCE ACCOUNT DISCOUNT

V200 COMES WITH A 2 YEAR MANUFACTURERS WARRANTY FOB DESTINATION SUPERSEDES FOB SHIPPING POINT



Recovery starts with synchrony

Respironics V200 Ventilator specifications

PHILIPS

Respironics V200 Ventilator specifications

The Respironics V200 ventilator supports patient care by delivering advanced patient-ventilator synchrony with standard-of-care ventilation modes. With Auto-Trak, Flow-Trak, and Baby-Trak breath delivery technology, you can provide optimal synchrony to all of your patients.

1. Patient types

Adults		
Pediatrics		
Neonates (≥0.5 k	g)	

2. Breath types

Volume control ventilation (VCV)
Pressure control ventilation (PCV)

3. Modes

Assist/control (A/C)
Continuous positive airway pressure (CPAP)
Noninvasive ventilation (NIV)
Pressure support ventilation (PCV)
Synchronized intermittent mandatory ventilation (SIMV)
SIMV with pressure support (SIMV/PSV)

4. Respiratory mechanics

f/VT (RSBI)	Rapid shallow breathing index
vc	Vital capacity
MIP	Maximum inspiratory pressure
P0.1	Occlusion pressure at 100 ms
Static C	Static compliance
Static R	Static resistance
Dynamic C	Dynamic compliance
Dynamic R	Dynamic resistance
Ti/Ttot	I-time divided by total cycle time
Pplat	Plateau pressure
Peak L-Flow	Peak lung flow
auto-PEEP	Unintended positive end-expiratory pressure
MAP	Mean airway pressure

5. Adult and pediatric

5.1 General	04 4000
Oxygen concentration	21–100%
Tidal volume	50–2500 ml
Leak compensation	Auto-adaptive up to 60 l/min
Respiratory rate	1–80 breaths/min
Peak inspiratory flow	3–140 I/min (controlled)
	0–200 l/min (spontaneous)
PEEP/CPAP	0–35 cmH₂O
Plateau pressure	0–100 cmH₂O
PSV	0–100 cmH₂O
Inspiratory pressure	5–100 cmH₂O
Inspiratory time	0.1–9.9 s
Rise time	0.1-0.9 s
Flow delivery	Descending ramp or square
Apnea (back-up)	1–80 breaths/min
IPAP	2–35 cmH₂O
EPAP	2–25 cmH₂O
l:E range	1:10-4:1
5.2 Inspiratory triggers	
Pressure	-200.1 cmH₂O
Flow	0.5–20 l/min
Auto-Trak	Auto-adaptive triggering threshold
5.3 Expiratory cycling	
E-cycle	10-80% of peak inspiratory flow
Auto-Trak	Auto-adaptive cycling threshold

6. Neonatal with Baby-Trak

Respirator	y rate		1–150) breaths	/min	
Set inspira	ory time		0.1-2	.0 s		
Set inspira	ory pressu	ıre	5–100	0 cmH₂C		
PSV			0-100	0 cmH₂C		No.
Rise time			0.1–0	.5 s		
E-cycle			10-8	0%		
l-trigger			0.3–1	0 I/min		
% Leak dis	olay		0-10	0%		

7. Additional monitored 9. Graphics parameters

PIP	Peak inspiratory pressure
PE End	Pressure at end-expiration
Pl End	Pressure at end-inspiration
VT	Tidal volume
J:É	Inspiratory to expiratory time ratio
VE Spont	Spontaneous minute volume
VE	Minute volume
%O ₂	Percentage oxygen
Spont RR	Spontaneous respiratory rate
Total RR	Total respiratory rate

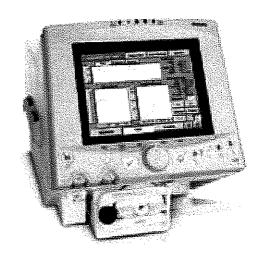
8. Alarms 10. Optional features

9.1 Waveforms
Flow vs. time
Pressure vs. time
Volume vs. time
9.2 Loops
Flow/volume
Pressure/volume
9.3 Additional features

Audiable alarm volume	54-85 db(A)
	(complies with EN 475)
Alarm silence	120 s (disables audio alarm)
Alarm reset	Terminates alarm silence
8.2 Alarm ranges	
High inspiratory pressure	10–105 cmH₂O
Low inspiratory pressure	3–105 cmH₂O
Low PEEP/CPAP pressure	0–35 cmH₂O
High respiratory rate	0-150 breaths/min
Low expiratory mandatory VT	0 ml-2500 ml
Low expiratory spontaneous VT	0 ml-2500 ml
High expiratory minute volume	0-60 l/min
Low expiratory minute volume	0-60 I/min
Apnea intervals	10-60 s
High leak	0-60 l/min
8.3 Nonadjustable alarms	
Long inspiratory time	3 s adults, 2 s pediatric
O₂ percentage	+/-6%
Circuit occlusion	
Ventilator inoperability	
Low O₂ pressure	

Auto-Trak software Flow-Trak software Neonatal software with Baby-Trak Speaking mode software* Respiratory profile monitor interface software 72-hour trending package software Respiratory mechanics software External battery Oxygen manifold kit

Freeze screen with data-display cursor



^{*} Not available outside the U.S. and in all languages.

11. Communication

Philips VueLink open interface
Philips DeviceLink
Respi-Link
Capsule
Other monitoring and patient information systems
RS232 communications port
Printer compatible
PCL3 & PCL5
Analog output port

12. Self tests

Short self test (SST)
Extended self test (EST)

13. Environmental

13:1 Temperature	
Operation	10-40 °C (50-104 °F)
Storage	-20-60 °C (-4-140 °F)
13.2 Relative humidity	
Operation	10-95% (non-condensing)
Storage	10–100% (non-condensing)
13.3 Atmospheric press	sure
Operation	700–1060 kPa
Storage	500-1060 kPa
13.4 Altitude	
Operation	0-3280 m (0-10,000 ft)
Storage	Up to 6560 m (20,000 ft)

14. Electrical and gas

14.1 Electrical	
Input voltage	100-240 VAC, 50/60 Hz, 6 A
	maximum (9 A maximum for 100–120
	VAC ventilator with humidifier)
Backup battery	At least 30 min
External battery	Up to 4 h (with backup battery)
14.2 Gas supply	
Maximum inlet pressure	90 PSIG
Minimum inlet pressure	50 PSIG
Hose connections	DISS, AGA, NIST, or French standard
14.3 Power indicators	Visual Audible
Loss of AC power	
Low AC power	
Battery low	
Battery in use	
Alternating current	
Main battery in use	하는 사람이 보고 있는 것도 있다. 그 등이 함께 되는 사람이 되었다. 그 가장 경기를 보고 하는 것을 하는 것들이 들어 하는 것이다.
External battery	

15. Regulatory compliance

IEC 601-1/EN 60601-1
IEC 601-1-2/EN 60601-1-2
EN 794-1
CSA C22.2 No. 601-1
CSA C22.2 No. 601-2-12
UL 2601-1
IEC 60601-2-12 (2001)
Council Directives 93/42/EEC

16. Physical dimensions

Height 42 cm (17 in)	
Width 38 cm (15 in)	la tradición de la deligión de Tempolitica de la deligión de la de
Depth 65 cm (25 in)	
Weight 30 kg (66 lb) Weight with cart 42 kg (93 lb)	

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Printed in the U.S.A. 4522 962 44781 * AUG 2009 Philips Healthcare Global Information Center P.O. Box 1286 5602 BG Eindhoven The Netherlands