

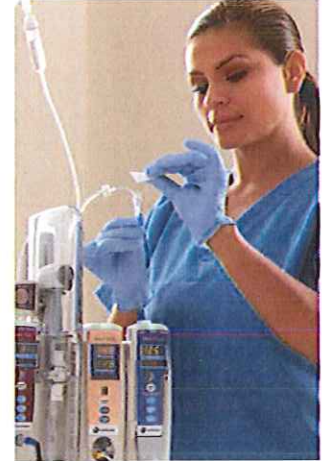


**State of West Virginia
Department of Administration
Purchasing Division**

NOTICE

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.



Request for Quotation WEH12108

Response prepared for:

Attn: Roberta Wagner
Department of Administration
Purchasing Division, Building 15
State of West Virginia
2019 Washington Street, East
Charleston, WV 25305-0130



Submitted on April 12, 2012 by:

Jason Rusnic
Senior Sales Consultant
CareFusion
3750 Torrey View Court
San Diego, CA 92130
412.266.5172 mobile

Expires: July 12, 2012



CareFusion

RECEIVED

2012 APR 12 AM 7:58

WV PURCHASING
DIVISION



3750 Torrey View Court
San Diego, CA 92130
800.367.9947 tel

carefusion.com

April 12, 2012

Roberta Wagner
Department of Administration
Purchasing Division, Building 15
State of West Virginia
2019 Washington Street, East
Charleston, WV 25305-0130

Dear Roberta Wagner,

On behalf of the entire team at CareFusion, I would like to thank you and your team for the opportunity to partner with Welch Community Hospital on your smart infusion system initiative. I am confident we will accomplish great things together for your clinicians and for members of the Welch Community Hospital community.

The solution we developed is closely aligned to the goals and business drivers of Welch Community Hospital. Our offering is simple and will provide Welch Community Hospital with multiple options to achieve your goals. The proposed solution will result in positive patient outcomes, improved workflow for clinicians and access to actionable information to improve patient safety and adherence to safe medication practices.

The solution includes:

- IV Infusion System that can protect all infusion modalities
- Unparalleled implementation experience
- Alaris[®] Infusion Analytics Service for process improvement

I wanted to extend my appreciation to you and Welch Community Hospital for including CareFusion's market leading Alaris[®] Infusion System in your quest for a comprehensive IV medication safety platform. We hope to earn your business by fully demonstrating the value we can bring your organization with our advanced capabilities.

On behalf of more than 14,000 CareFusion employees, thank you for your continued partnership and dedication to the profession, your clinicians and your patients. We look forward to continuing to work with you to measurably improve patient care.

Best regards,

Jason Rusnic
Senior Sales Consultant
412.266.5172



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

Request for Quotation

RFQ NUMBER
 WEH12108

PAGE
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
 ROBERTA WAGNER
 304-558-0067

RFQ COPY

TYPE NAME/ADDRESS HERE

CareFusion Solutions, LLC
 3750 Torrey View Court
 San Diego, CA 92130

VENDOR

SHIP TO

HEALTH AND HUMAN RESOURCES
 WELCH COMMUNITY HOSPITAL
 454 MCDOWELL STREET
 WELCH, WV
 24801 304-436-8710

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
03/14/2012				

BID OPENING DATE: 04/12/2012 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
THE STATE OF WEST VIRGINIA AND ITS AGENCY THE DEPARTMENT OF HEALTH AND HUMAN RESOURCES (DHHR), BUREAU FOR BEHAVIORAL HEALTH AND HEALTH FACILITIES (BHBF), AND WELCH COMMUNITY HOSPITAL REQUEST A QUOTE FOR THIRTY (30) NEW HOSPITAL IV PUMP INFUSION SYSTEMS; THIRTY (30) IV PUMP INFUSION STANDS, AND IV ADMINISTRATION SETS AND CONSUMABLES PER THE ATTACHED SPECIFICATIONS. *****BID OPENING: APRIL 12, 2012 @ 1:30 PM LOCATION: PURCHASING DIVISION, BUILDING #15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305						
0001	1	JB		271-41-97-000		
				IV PUMPS AND ACCESSORIES		
EXHIBIT 3						
LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Debra Cantel</i>	TELEPHONE 858.617.2065	DATE April 11, 2012
TITLE Manager-Contracts and Billing	FEIN 20-8837112	ADDRESS CHANGES TO BE NOTED ABOVE

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

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

CareFusion Response: Please see Section 1.2, Addendum to RFQ WEH12108 to see CareFusion's response to State of West Virginia's General Terms and Conditions.

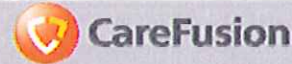
1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. All services 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*.
7. 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.html 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).

**Welch Community Hospital
Alaris System**



Quote Date: April 12, 2012

Pricing stated is offered by CareFusion for acceptance by Customer for a period of 90 days from Quote Date.

Jason Rusnic 412.266.5172

GPO: Non-GPO 1-250 PCUs

Commitment: 36 month Disposables Agreement with commitment to 90% of last 12 months dedicated disposables usage

Alaris® System Equipment (Hardware)

Model Number	Product Description	Quantity	Unit Price	Extended Price
8015	Next generation Alaris® PC unit	30	\$ 2,595.00	\$ 77,850.00
8100	Alaris® Pump module	30	\$ 1,595.00	\$ 47,850.00
905-0126	Stand 6 Legged base & 4 hooks	30	\$ 183.00	\$ 5,490.00
Subtotal				\$ 131,190.00

Guardrails® Suite License for Alaris® System (Software)

	Quantity	Unit Price	Extended Price
Guardrails® Point-of-Care Software for Alaris® PC units	30	\$ 950.00	\$ 28,500.00
Guardrails® Point-of-Care Software for modules	30	\$ 250.00	\$ 7,500.00
Subtotal			\$ 36,000.00

Implementation for Alaris® System (Services) - Implementation costs are based on a single-phase implementation.

Services below provided per the Customer Order Attachments	Extended Price	
Remote Professional Services	\$ 18,000.00	
Equipment Check-in Services	\$ 6,000.00	
Per Diem BioMed Support	\$ 4,000.00	
Subtotal		\$ 28,000.00
TOTAL - Alaris® System		\$ 195,190.00

Alaris® Systems Manager Fees

	Quantity	Unit Price	Extended Price
Alaris® Systems Manager License	1	\$ 55,000.00	\$ 55,000.00
SUBTOTAL - Alaris® Systems Manager			\$ 55,000.00
Server Implementation			\$ 15,000.00
TOTAL - Alaris® Systems Manager			\$ 70,000.00

TOTAL - Equipment, Licenses and Services

	\$ 265,190.00
Alaris Systems Manager (Wireless) Incentive	\$ (70,000.00)
TOTAL - Incentives	\$ (70,000.00)

TOTAL ACQUISITION COST

	\$ 195,190.00
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Maintenance and Support Fees

	Extended Price
Guardrails® Suite Optimization Service - Alaris® System (Annual)	\$ 6,000.00
Optimization Service - Alaris® Systems Manager (Annual)	\$ 10,000.00
TOTAL - Maintenance Fees	\$ 16,000.00

GRAND TOTAL

	\$ 211,190.00
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NOTES

OPTIONAL INFUSION MODULES	Hardware (each)	Software (each)	TOTAL (each)
Alaris® Syringe module	\$2,995.00	\$250.00	\$3,245.00
Alaris® PCA module	\$3,295.00	\$250.00	\$3,545.00
Alaris® SpO2 module (Nellcor)	\$1,820.00	\$250.00	\$2,070.00
Alaris® SpO2 module (Masimo)	\$1,820.00	\$250.00	\$2,070.00
Alaris® EtCO2 module	\$3,300.00	\$250.00	\$3,550.00

If the Optional Infusion Modules shown above are not implemented concurrently with the Alaris® PC units and Pump modules for the hospital's initial Alaris® System conversion, additional training services may apply. Additional Equipment, may also result in an increase to the Guardrails® Suite Optimization Service - Alaris® System Fee identified above.

This Customer Order does not include any applicable sales and use taxes. If Customer is tax exempt, Customer must ensure that a tax exemption certificate is on file with CareFusion.