

BioTronics, Inc.

April 10, 2012

Department of Administration
Purchasing Division
Building 15
2019 Washington Street, East
Charlestown, WV 25305-0130

Dear Purchasing Division:

Thank you for including BioTronics in your bidding process for Welch Community Hospital, request for quotation (RFQ) number WEH12123. BioTronics has been a leader in providing medical equipment repair and management services for more than 30 years. We currently manage an equipment inventory of more than 120,000 pieces valued in excess of one billion dollars.

At this time, we are not formally responding to the RFQ for Welch Community Hospital. We would however, value the opportunity to discuss how BioTronics Inc. can deliver cost-effective service, technical support and corrective maintenance for medical equipment located in facilities throughout West Virginia, or for Welch Community Hospital in the future.

BioTronics provides numerous cost management strategies including:

- Flexible staffing options ranging from emergency response services to assigning full-time, on-site service and repair technicians
- Ability to provide rapid turn-around times for equipment maintenance through overnight shipping to our repair depot in Pittsburgh, PA, with loaner equipment available for most portable equipment
- Biomedical engineers that are manufacturer certified and/or authorized service providers for an extensive scope of complex medical equipment
- A unique asset management software solution designed and customized for each institution, ultimately leading to safe and cost-effective application of your medical technologies

BioTronics unparalleled expertise and commitment to quality can provide significant cost and patient care benefits to medical facilities throughout the state of West Virginia. If you have questions or are interested in learning more, please contact me at 412-260-9910 or email at carbaughsj@upmc.edu.

Thank you for your time and consideration,



Stacy Carbaugh
Director, Business Development
BioTronics

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WV PURCHASING
DIVISION

BioTronics, Inc.

April 10, 2012

Roberta Wagner
Department of Administration
Purchasing Division
2019 Washington Street, East
Charlestown, WV 25311

Dear Ms. Wagner:

Thank you for including BioTronics in your bidding process for Welch Community Hospital, request for quotation (RFQ) number WEH12123. Thank you also for your prompt follow-up with our inquiries. I hope to work with you or the purchasing division in the future. BioTronics has been a leader in providing medical equipment repair and management services for more than 30 years. We currently manage an equipment inventory of more than 120,000 pieces valued in excess of one billion dollars.

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Stacy Carbaugh
Director, Business Development
BioTronics

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