



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
WEH90033

PAGE
1

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

RESERVE

Huntleigh Healthcare L L C
 Todd Westwood
 40 Christopher Way
 Eatontown, NJ 07724

RESERVE

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
08/20/2008				

BID OPENING DATE: 09/18/2008 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	33	EA		410-03 HILL-ROM VERSA CARE OR EQUAL.	\$6,245.00 (Pentaflex Pricing)	206,085.00 (Pentaflex Pricing)
0002	28	EA		410-03 HILL-ROM CARE ASSIST EX BED OR EQUAL.	\$5,870.00	\$164,360.00
0003	1	EA		410-03 HILL-ROM CARE AFFINITY IV OR EQUAL.	N/A	N/A
0004	1	EA		410-03 FEE FOR DELIVERY, INSTALLATION, IN-SERVICE TRAINING (SEE ATTACHED SPECIFICATIONS.)	\$75.00	\$4,575.00

RECEIVED
 2008 SEP 17 A 10:00
 PURCHASING DIVISION
 STATE OF WV

CANCELLATION: THE DIRECTOR OF PURCHASING RESERVE
 RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WR

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FED.	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)

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. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125.00 registration fee.
5. All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the term of the Purchase Order/Contract, 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.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this Contract may be deemed null and void, and terminated without further order.
14. **HIPAA Business Associate Addendum:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Covered Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
15. **West Virginia Alcohol & Drug-Free Workplace Act:** If this Contract constitutes a public improvement construction contract as set forth in Article 1D, Chapter 21 of the West Virginia Code ("The West Virginia Alcohol and Drug-Free Workplace Act"), then the following language shall hereby become part of this Contract: "The contractor and its subcontractors shall implement and maintain a written drug-free workplace policy in compliance with the West Virginia Alcohol and Drug-Free Workplace Act, as set forth in Article 1D, Chapter 21 of the West Virginia Code. The contractor and its subcontractors shall provide a sworn statement in writing, under the penalties of perjury, that they maintain a valid drug-free workplace policy in compliance with the West Virginia Alcohol and Drug-Free Workplace Act. It is understood and agreed that this Contract shall be cancelled by the awarding authority if the Contractor: 1) Fails to implement its drug-free workplace policy; 2) Fails to provide information regarding implementation of the contractor's drug-free workplace policy at the request of the public authority; or 3) Provides to the public authority false information regarding the contractor's drug-free workplace policy."

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** 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. Complete all sections of the quotation form.
4. Unit prices shall prevail in cases of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** 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



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

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 ROBERTA WAGNER
 304-558-0067

RFQ COPY
 TYPE NAME/ADDRESS HERE

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HEALTH AND HUMAN RESOURCES
 WELCH COMMUNITY HOSPITAL

 454 MCDOWELL STREET
 WELCH, WV
 24801 304-436-8710

DATE PRINTED: 08/20/2008	TERMS OF SALE:	SHIP VIA:	FOB:	FREIGHT TERMS:
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BID OPENING DATE: 09/18/2008 BID OPENING TIME 01:30PM

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<p>NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>INQUIRIES: WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON 9/2/2008. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER OR E-MAIL. IN ORDER TO ASSURE NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED ORALLY. IF POSSIBLE, E-MAIL QUESTIONS ARE PREFERRED. ADDRESS INQUIRIES TO: ROBERTA WAGNER DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON STREET EAST CHARLESTON, WV 25311 FAX: 304-558-4115 E-MAIL: ROBERTA.A.WAGNER@WV.GOV</p> <p>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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SHIP TO

HEALTH AND HUMAN RESOURCES
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<p>PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATION IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p> <p>VENDOR PREFERENCE CERTIFICATE</p> <p>CERTIFICATION AND APPLICATION* IS HEREBY MADE FOR PREFERENCE IN ACCORDANCE WITH WEST VIRGINIA CODE, 5A-3-37 (DOES NOT APPLY TO CONSTRUCTION CONTRACTS).</p> <p>A. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>() 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</p> <p>() BIDDER IS A PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR AND HAS MAINTAINED ITS HEAD-QUARTERS 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 PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>() BIDDER IS A CORPORATION NONRESIDENT VENDOR</p>						

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HEALTH AND HUMAN RESOURCES
 WELCH COMMUNITY HOSPITAL

 454 MCDOWELL STREET
 WELCH, WV 24801 304-436-8710

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08/20/2008				

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LINE	QUANTITY	UOF	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>WHICH HAS AN AFFILIATE OR SUBSIDIARY WHICH EMPLOYS A MINIMUM OF ONE HUNDRED STATE RESIDENTS AND WHICH HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA CONTINUOUSLY FOR THE FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION.</p> <p>B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>() 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;</p> <p>OR</p> <p>() 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 BIDDERS' 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.</p> <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX & REVENUE DETERMINES THAT A BIDDER RECEIVING PREFERENCE HAS FAILED TO CONTINUE TO MEET THE REQUIREMENTS FOR SUCH PREFERENCE, THE SECRETARY MAY ORDER THE DIRECTOR OF PURCHASING TO: (A) RESCIND THE CONTRACT OR PURCHASE ORDER ISSUED; OR (B) ASSESS A PENALTY AGAINST SUCH BIDDER IN AN AMOUNT NOT TO EXCEED 5% OF THE BID AMOUNT</p>						

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VENDOR

VENDOR

HEALTH AND HUMAN RESOURCES
 WELCH COMMUNITY HOSPITAL

 454 MCDOWELL STREET
 WELCH, WV 24801 304-436-8710

DATE PRINTED 08/20/2008	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
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AND THAT SUCH PENALTY WILL BE PAID TO THE CONTRACTING AGENCY OR DEDUCTED FROM ANY UNPAID BALANCE ON THE CONTRACT OR PURCHASE ORDER.

BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND REVENUE TO DISCLOSE TO THE DIRECTOR OF PURCHASING APPROPRIATE INFORMATION VERIFYING THAT BIDDER HAS PAID THE REQUIRED BUSINESS TAXES, PROVIDED THAT SUCH INFORMATION DOES NOT CONTAIN THE AMOUNTS OF TAXES PAID NOR ANY OTHER INFORMATION DEEMED BY THE TAX COMMISSIONER TO BE CONFIDENTIAL.

UNDER PENALTY OF LAW FOR FALSE SWEARING (WEST VIRGINIA CODE 61-5-3), BIDDER HEREBY CERTIFIES THAT THIS CERTIFICATE IS TRUE AND ACCURATE IN ALL RESPECTS; AND THAT IF A CONTRACT IS ISSUED TO BIDDER AND IF ANYTHING CONTAINED WITHIN THIS CERTIFICATE CHANGES DURING THE TERM OF THE CONTRACT, BIDDER WILL NOTIFY THE PURCHASING DIVISION IN WRITING IMMEDIATELY.

BIDDER: HUNTLEIGH
 DATE: 9/16/08
 SIGNED: [Signature]
 TITLE: VP of FINANCE & PLANNING

* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION (S) IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU

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PURCHASING

SHIP TO

HEALTH AND HUMAN RESOURCES
 WELCH COMMUNITY HOSPITAL

 454 MCDOWELL STREET
 WELCH, WV
 24801 304-436-8710

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<p>ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>PLEASE NOTE: A CONVENIENCE COPY WOULD BE APPRECIATED.</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: ----- RW/FILE 22 -----</p> <p>RFQ NO.: ----- WEH90033 -----</p> <p>BID OPENING DATE: ----- 9/18/2008 -----</p> <p>BID OPENING TIME: ----- 1:30 PM -----</p> <p>PLEASE PROVIDE A TAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:</p> <p>----- 1-732-676-7980 -----</p>						

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304-558-0067

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RENDERED

HEALTH AND HUMAN RESOURCES
 WELCH COMMUNITY HOSPITAL

 454 MCDOWELL STREET
 WELCH, WV
 24801 304-436-8710

SHIP TO

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LINE	QUANTITY	UQP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
CONTACT PERSON (PLEASE PRINT CLEARLY):						
CHRISTOPHER STRAFACI						
***** THIS IS THE END OF RFQ WEH90033 ***** TOTAL:						<u>375,020</u> (Using an Enterprise 9800 + Pentaflex)

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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**HUNTLEIGH
REQUEST FOR QUOTATION
HEALTH AND HUMAN RESOURCES
WELCH COMMUNITY HOSPITAL
454 MCDOWELL STREET WELCH, WV 24801**

PROCUREMENT SPECIFICATIONS

Specifications:

1) Huntleigh Enterprise 9800 W/ Pentaflex; Autologic 200; DFS-3 (SEE BROCHURE AND LITERATURE ATTACHED)

***Compare to proposed Hill-Rom Versa Care**

- A.** The Enterprise range contains a battery backup system.
- B.** The CPR on the Enterprise range is a manual, pull and hold operation. The Enterprise utilizes a one-action dampened release. By pulling and holding the handle the bed instantly overrides electrical systems and automatically places the bed in a flat position. CPR mode can also be achieved electronically via a CPR button digital control.
- C.** CPR is located between the side rails and the foot board
- D.** The Enterprise does allow for a full chair mode without using Trend/Rev Trend.
- E.** The Enterprise is equipped with electric trendelenburg/reverse positioning system using a state of the art digital indicator located on the scale
- F.** The Enterprise does contain a line of sight head elevation gauge. Angle indicators can also be found on the digital scale indicator.
- G.** The Enterprise does contain an indicator light to let the caregiver know the bed is in its lowest position. The under bed anti-entrapment light will remain red letting the caregiver know the bed is in its lowest position.
- H.** The Enterprise nurse call system is equipped with a super capacitor, allowing a call to be placed when AC power is interrupted and the nurse call power back up recharges when bed is plugged in.
- I.** The Enterprise does offer a patient egress point between the foot rail and footboard when all four side rails are up
- J.** The Enterprise does have positive grip handles in both head and footboards to assist in patient transport

- K.** The Enterprise's headboard does stay stationary and can be locked in to place but is also removable for easily cleaning or replacement if need be.
- L.** The Enterprise is designed to receive a pendant control that can be placed in the inside and outside of the foot end rails.
- M.** The Enterprise is capable of accepting embedded side rail communications including nurse call, entertainment controls (radio/TV/volume) and lighting controls.
- N.** The Enterprise uses Curbell for all cable communications as it pertains to nurse call etc.
- O.** The Enterprise does contain an under bed light which help to illuminate the floor around the bed thus limiting patient out of bed falls.
- P.** The Enterprise does contain a linked braking and steering system with brakes on all four castors.
- Q.** The Enterprise does contain drop down side rails which can be put down using one hand.
- R.** In brake mode the Enterprise all four castors are locked and prevent the castors from rolling or turning sideways to ensure positive locking of the bed.
- S.** The Enterprise is equipped with an integrated bed scale weighing up to and including 550 lbs. The bed scales is accurate to 1.0 lbs and can be zeroed out.
- T.** The electronics for the Enterprise are all plug and play. any one portion can be replaced within minutes. All wiring is clean with no drag chains.
- U.** The Enterprise has an integrated bed exit alarm with 10 levels of sensitivity depending on the patient type the exit alarm can be set to a cough or when a patient has two feet on the floor.
- V.** The Enterprise does provide a platform for future upgrades or modules including communications systems and bed information systems.
- W.** The Enterprise contains an intricate under-bed anti-entrapment feature. This feature uses infrared technology to sense any objects under the bed and immediately halts any downward motion of the frame.
- X.** The Enterprise's platform can extend from 80" to 84".
- Y.** The Enterprise does offer a bed exit alarm which can be integrated with the speaker system with 10 different levels of monitoring or sensitivity.
- Z.** The bed exit alarm can be set on the built in scale.
- AA.** The bed does contain a lockout mode to prohibit the patient from utilizing the controls to change bed positioning.
- BB.** Auto-Contour is located on the patient controls.
- CC.** The low chair position can be accomplished with one touch and can be deactivated by one touch.
- DD.** The Enterprise components such as actuators etc. can be replaced within minutes on site by one person.
- EE.** The Enterprise does not contain any nursing controls in the footboard.
- FF.** The Enterprise does contain plastic head and footboards and is a seamless one piece design.

- GG.** The Enterprise is the lowest med-surg. frame on the market and can go as low as 12”.
- HH.** The mattress does contain securing straps to secure it tightly to the frame. The mattress contains cell in cell technology to allow for patient ingress egress (Autologic). The patient footboard and headboard do contain grips for the patient if need be.
- II.** The Enterprise can be equipped with the Pentaflex an all foam support surface. The Enterprise can also be equipped with the Autologic, a fully alternating pressure reduction mattress.
- JJ.** The Enterprise can be equipped with a DFS-3 surface which allows for full pressure relief in the heel section. With special power down heel guard straps allowing the caregiver to float the patients heel.

2) Huntleigh Enterprise Range Bed 9800 (SEE BROCHURE AND LITERATURE ATTACHED)

***Compare to proposed Hill-Rom Care Assist EX Bed**

- A.** The Enterprise range contains a battery backup system.
- B.** The CPR on the Enterprise range is manual, pull and hold operation. The Enterprise utilizes a one-action dampened release. By pulling and holding the handle the bed instantly overrides electrical systems and automatically places the bed in a flat position. CPR mode can also be achieved via a button on the siderails.
- C.** The Enterprise does allow for a full chair mode without using Trend/Rev Trend. The Enterprise is equipped with electric trendelenburg/reverse positioning system using a state of the art digital indicator located on the scale
- D.** The Enterprise does contain a line of sight head elevation gauge. There is also a digital angle indicator located on the LED display of the scale.
- E.** The Enterprise does contain an indicator light to let the caregiver know the bed is in its lowest position. The under bed anti-entrapment light will remain red to let the caregiver know that the bed is in its lowest position.
- F.** The Enterprise nurse call system is equipped with a super capacitor, allowing a call to be placed when AC power is interrupted and the nurse call power back up recharges when bed is plugged in.
- G.** The Enterprise does offer a patient egress point between the foot rail and footboard when all four side rails are up
- H.** The Enterprise does have positive grip handles in both head and footboards to assist in patient transport
- I.** The Enterprise is designed to receive a pendant control that can be placed in the inside and outside of the foot end rails offering easy bed control accessibility.
- J.** The Enterprise is capable of accepting embedded side rail communications including nurse call, entertainment controls (radio/TV/volume) and lighting controls.
- K.** The Enterprise uses Curbell for all cable communications as it pertains to nurse call etc.

- L. The Enterprise does contain a linked braking and steering system with brakes on all four castors.
- M. The Enterprise does not contain an audible brake not set alarm.
- N. In brake mode the Enterprise all four castors are locked and prevent the castors from rolling or turning sideways to ensure positive locking of the bed. In steer mode one castor does lock parallel to the bed for positive tracking
- O. The headboard does remain stationary during high/low travel to protect equipment and medical headwalls.
- P. Motors are all dust resistant and sealed.
- Q. The Enterprise electronics are protected from electro-static discharge without use of drag chain.
- R. The Enterprise offers shear less pivot where the head section moves away from the seat section when the head is raised to help minimize sliding towards the foot end of the bed for the patient
- S. The Enterprise does have the ability to achieve chair mode with the touch of a button.
- T. The Enterprise side rails can be raised and lowered using a one hand release and does drop straight out away from the patient.
- U. Nursing controls are located on the torso section side rail as well as the head end side rail.
- V. The bed does come standard with a built in bed extender to go from 80" to 84".
- W. The bed does come standard with electric, head, knee, and foot articulation to eliminate need for nurse to move the frame positions manually.
- X. The bed is equipped with a built in scales which can weigh up to 550 lbs. The accuracy of the scale is to the nearest 1 lb.

3) Huntleigh Does not offer an OB Birthing Bed

4) Cost Evaluation: See Attached Sheet

5) Delivery, Installation, and In servicing Training

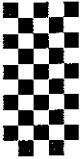
- A. Huntleigh delivery shall be within (90) days after receipt of the approved purchase order. Huntleigh will furnish, deliver, setup and install the hospital beds and provide instructional training on the equipment usage and features.
- B. Within (15) days of the Huntleigh's receipt of the approved purchase order, Huntleigh will contact the DON at Welch Community Hospital for coordination of Huntleigh's delivery, installation, and healthcare provider's in servicing training.
- C. Vendor will be responsible for the removal of and disposal of all delivery material and/or packaging debris
- D. Huntleigh will make available, to healthcare provider, in-service training for each specific bed type upon delivery.

6) Payment

Huntleigh shall submit invoices, in arrears, to the facility at the address on the face of the purchase order labeled "Invoice to" pursuant to the terms of the contract. Payment shall be made in arrears, upon completion of delivery, installation and in service training. State law forbids payment of invoices prior to receipt of goods or services.

**HUNTLEIGH
Cost Sheet**

Item #	Description	Quantity	Price Each Unit	Total Quantity Price
1)	Medical/Surgical/ICU			
	OPTIONS:			
	a. Huntleigh Enterprise 9800 w/ Pentaflex Foam Surface	33	\$6,245.00	\$206,085.00
	b. Huntleigh Enterprise 9800 w/ DFS-3 Alternating Support Surface	33	\$8,819.93	\$291,057.69
	c. Huntleigh Enterprise 9800 w/ Autologic 200 Alternating Support Surface	33	\$8,489.50	\$280,153.50
2)	Long Term Care			
	a. Huntleigh Enterprise 9800	28	\$5,870.00	\$164,360.00
3)	Obstetrical Birthing Bed	N/A	N/A	N/A
4)	Delivery Fee/installation Fee/In-service Training	61	\$75.00	\$4,575.00
Grand Total				\$375,020 (Using Option A Above)



HUNTLEIGH

FAX

To:	Robert Wagner	From:	Chris Strafaci
Fax:	304-558-3970	Phone:	732-676-5310
Phone:	304-558-0067	Fax:	
Re:	RFO-WFH90033 Addendum A	Date:	9/18/08
Pages:	3		

Urgent

Confidential

Message:

RECEIVED
 2008 SEP 17 P 1:28
 RECORDS DIVISION
 STATE OF NY

The documents accompanying this transmission may contain confidential information that is legally privileged. This information is intended only for the use of the individual or entity named above. The authorized recipient of this information is prohibited from disclosing this information to any other party unless required to do so by law or regulation and is required to destroy the information after its stated need has been fulfilled.

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STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

VENDOR OWING A DEBT TO THE STATE:

West Virginia Code §5A-3-10a provides that: 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

PUBLIC IMPROVEMENT CONTRACTS & DRUG-FREE WORKPLACE ACT:

West Virginia Code §21-1D-5 provides that: Any solicitation for a public improvement construction contract shall require each vendor that submits a bid for the work to submit at the same time an affidavit that the vendor has a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the West Virginia Code. A public improvement construction contract may not be awarded to a vendor who does not have a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the West Virginia Code and who has not submitted that plan to the appropriate contracting authority in timely fashion. For a vendor who is a subcontractor, compliance with Section 5, Article 1D, Chapter 21 of the West Virginia Code may take place before their work on the public improvement is begun.

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 materials, 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.

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, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, 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.

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. Vendors should visit www.state.wv.us/admin/purchase/privacy for the Notice of Agency Confidentiality Policies

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

Vendor's Name: Huntleigh Healthcare LLC

Authorized Signature: [Signature] Date: 9/16/08
VP Finance

Purchasing Affidavit (Revised 07/01/08)



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 WEH90033

PAGE 1

ADDRESS FOR CORRESPONDENCE (IF DIFFERENT FROM RFQ) ROBERTA WAGNER 304-558-0067
--

Huntleigh Healthcare L.L.C.
 Todd Westwood
 40 Christopher Way
 Eatontown, NJ 07724

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

DATE PRINTED 09/03/2008	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
BID OPENING DATE: 09/18/2008		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOM	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 1 1. QUESTIONS AND ANSWERS ATTACHED. 2. ADDENDUM ACKNOWLEDGEMENT IS ATTACHED. THIS DOCUMENT SHOULD BE SIGNED AND RETURNED WITH YOUR BID. FAILURE TO SIGN AND RETURN MAY RESULT IN DISQUALIFICATION OF YOUR BID. EXHIBIT 10 REQUISITION NO.: WEH90033 ADDENDUM ACKNOWLEDGEMENT I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC. ADDENDUM NO. S: NO. 1 ✓ NO. 2 NO. 3 NO. 4 NO. 5 I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS. VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS		
SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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



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

**Request for
 Quotation**

REQ NUMBER WEH90033

PAGE 2

ADDRESS CORRESPONDENCE (HOW TO CONTACT) ROBERTA WAGNER 304-558-0067


RFQ COPY
 TYPE NAME/ADDRESS HERE

HEALTH AND HUMAN RESOURCES
 WELCH COMMUNITY HOSPITAL

454 MCDOWELL STREET
 WELCH, WV
 24801

304-436-8710

DATE PRINTED 09/03/2008	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
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LINE	QUANTITY	UOP	PAY NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>AND ANY STATE PERSONNEL IS NOT BINDING ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p> <p style="text-align: center;">  SIGNATURE HUNTLEIGH COMPANY 09/17/2008 DATE </p> <p>REV. 11/96</p> <p style="text-align: center;">END OF ADDENDUM NO. 1</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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