



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  
 WEH11104

PAGE  
 1

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

\*507135757 201-633-5600  
 FUJINON INC  
 10 HIGH POINT DRIVE  
 WAYNE NJ 07470

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
03/29/2011				

BID OPENING DATE: 04/28/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	EA	410-60	EPX-4400HD, VIDEO PROCESSOR & LIGHT SOURCE W/FICE MULTIBAND IMAGING. FUJINON OR EQUAL. * SEE ATTACHED LETTER	\$26,910.00	\$26,910.00
0002	1	EA	410-60	EC-530HL, STANDARD COLONSCOPE WITH 4.2 MM CHANNEL, 12.8 MM O.D., 1690MM WORKING LENGTH. FUJINON OR EQUAL.	\$23,341.30	\$23,341.50
0003	1	EA	410-60	EG-530WR, STANDARD GASTROSCOPE WITH 2.8 MM CHANNEL, 9.3 MM O.D., 1100MM WORKING LENGHT. FUJINON OR EQUAL.	\$21,087.30	\$21,087.30
0004	1	EA	410-60	FES-100G, STANDARD CART W/DUAL SCOPE HOLDER AND FLAT PANEL MONITOR MOUNT. FUJINON OR EQUAL.	\$ 3,555.00	\$ 3,555.00

RECEIVED

2011 APR 28 A 10:02

PURCHASING DIVISION  
 STATE OF WV

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE TELEPHONE 800 385 4666 x320 DATE 4/25/11  
 TITLE VP, STEVE NIGG FEIN 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. 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.htm](http://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).



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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0005	1	EA	410-60	NDS-24, NATIONAL DISPLAY 24" RADIANCE MONITOR FUJINON OR EQUAL.	\$ 4,950.00	\$ 4,950.00
0006	1	EA	410-60	HLP-0001-93B, FLAT SCREEN VARIABLE HEIGHT ROLL STAND FUJINON OR EQUAL.	\$ 893.70	\$ 893.70
0007	1	EA	410-60	VC-EBC-25, SINGLE ENCODED CABLE 25 FT BNC-BNC FUJINON OR EQUAL.	\$ 27.90	\$ 27.90
0008	1	EA	410-60	LT-7G, AIR LEAK TESTER, FUJINON OR EQUAL.	\$ 149.40	\$ 149.40

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE  TELEPHONE 800 385 4666 x320 DATE 4/25/11  
 TITLE VP, SALES & MGT FEIN ADDRESS CHANGES TO BE NOTED ABOVE

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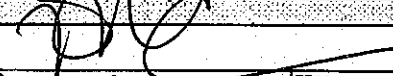
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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0009	1	EA		410-60 EGP-100, ENDO GATOR JETWASH PUMP, FUJINON OR EQUAL	\$ 1,478.00	\$ 1,478.00
0010	1	EA		410-60 YC-01-06, S-VIDEO CABLE, 6 FT., FUJINON OR EQUAL	\$ 28.80	\$ 28.80
0011	1	EA		410-60 UP-55MD, VIDEO COLOR PRINTER, FUJINON OR EQUAL	\$ 7,249.50	\$ 7,249.50
0012	1	EA		410-60 RC-402, EPX-2200/402 RS-232C TO PRINTER, FUJINON FUJINON OR EQUAL.	\$ 57.60	\$ 57.60

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SIGNATURE:  TELEPHONE: 800 385 4666 x320 DATE: 4-25-11

TITLE: VP, SALES + MGT. FEN ADDRESS CHANGES TO BE NOTED ABOVE

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BID OPENING DATE: 04/28/2011      BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0013	1	EA		410-60	\$17,000.00 <del>\$8,500.00</del>	\$17,000.00
SERVICE CONTRACT ON MANUFACTURED EQUIPMENT - 3 YR.  MINIMUM.  PRICE INCLUDES INSTALLATION AND TRAINING, WHERE APPLICABLE.  CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN 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.  BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.  INQUIRIES: WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON 4/12/2011. 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						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE:

TITLE: VP, SALES + Mktg      FEIN: \_\_\_\_\_

TELEPHONE: 800 365 4666 x320      DATE: 4-25-11

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LINE	QUANTITY	UCP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				2019 WASHINGTON STREET, EAST CHARLESTON, WV 25311  FAX: 304-558-4115 E-MAIL: ROBERTA.A.WAGNER@WV.GOV		
<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 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>THIS TEAM EXHIBIT HAS BEEN REPLACED BY THE ONLINE VERSION WHICH IS AVAILABLE HERE:  <a href="http://www.state.wv.us/admin/purchase/vrc/venpref.pdf">HTTP://WWW.STATE.WV.US/ADMIN/PURCHASE/VRC/VENPREF.PDF</a></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</p>						

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CHARLESTON, WV 25305-0130  PLEASE NOTE: A CONVENIENRCE 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  BUYER:-----RW/FILE 22----- RFQ. NO.:-----WEH11104----- BID OPENING DATE:---4/28/2011----- BID OPENING TIME:---1:30 PM-----  PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:  <div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <p>-----            CONTACT PER:            -----</p> </div> <div style="width: 40%; text-align: center;"> <p><b>FUJIFILM</b></p> <p><b>KURT R. CANNON</b>            VICE PRESIDENT, SALES &amp; MARKETING            MEDICAL DIVISION</p> <p><small>FUJIFILM GROUP</small>  <b>FUJINON INC.</b>            10 High Point Drive            Wayne, New Jersey 07470  <b>Phone:</b> 800.385.4666 ext. 421  <b>Direct:</b> 973.686.2446  <b>Cell:</b> 215.519.1294  <b>Fax:</b> 973.686.2499            kurt.cannon@fujinon.com            www.fujinonendoscopy.com</p> <p><b>FUJINON</b></p> </div> <div style="width: 25%; text-align: right;"> <p>-----</p> </div> </div>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
	800 385 4666 x320	4-25-11
TITLE VP, SALES + MKTG	ADDRESS CHANGES TO BE NOTED ABOVE	

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*507135757 201-633-5600 FUJINON INC 10 HIGH POINT DRIVE WAYNE NJ 07470

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

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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
***** THIS IS THE END OF RFQ WEH11104 ***** TOTAL:						\$128,729.00

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE 	TELEPHONE 800-365-4666 x320	DATE 4/25/11	ADDRESS CHANGES TO BE NOTED ABOVE
TITLE VP, SALES & MKTG	FERN		

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



Request for Quotation  
 Welch Community Hospital  
 WEH11104

## GENERAL INFORMATION

### Purpose:

The Acquisition and Contract Administration Section of the Purchasing Division "State on behalf of the West Virginia Department of Health and Human Resources, Bureau of Behavioral Health and Health Facilities "Agency" is soliciting Quotations to purchase one (1) new Fujinon EPX-4400HD High Definition Digital video processor & Light source w/FICE Multiband Imaging or equal, One (1) new Fujinon EC-530HL Standard Colonoscope with at least 4.2mm channel, 12.8mm O.D., 1690mm working length or equal, one (1) new EG-530WR Standard Gastroscope with 2.8mm channel, 9.3mm O.D., 1100mm working length or equal, one (1) new Fujinon FES-100G Standard cart with dual scope holders and flat panel monitor mount or equal, one (1) new Fujinon NDS-24 National Display 24" Radiance Monitor or equal, one (1) new Fujinon FLP-0001-93B Flat screen variable height roll stand or equal, one (1) VC-ENC-25, 25foot BNC-BNC single encoded cable or equal, one (1) new Fujinon LT-7G Air Leak Tester or equal, one (1) new EGP\_100 Endo Gator Jetwash Pump or equal, one (1) new Fujinon YC-01-06 S-video cable, 6ft or equal, one (1) new Fujinon UP-55MD Video Color Printer or equal, one (1) new Fujinon RC-402, EPX-2200/402 RS-232C to printer or equal for Welch Community Hospital.

### Project:

The mission or purpose of the project is to purchase one (1) new Fujinon EPX-4400HD High Definition Digital video processor & Light source w/FICE Multiband Imaging or equal, One (1) new Fujinon EC-530HL Standard Colonoscope with at least 4.2mm channel, 12.8mm O.D., 1690mm working length or equal, one (1) new EG-530WR Standard Gastroscope with 2.8mm channel, 9.3mm O.D., 1100mm working length or equal, one (1) new Fujinon FES-100G Standard cart with dual scope holders and flat panel monitor mount or equal, one (1) new Fujinon NDS-24 National Display 24" Radiance Monitor or equal, one (1) new Fujinon FLP-0001-93B Flat screen variable height roll stand or equal, one (1) VC-ENC-25, 25foot BNC-BNC single encoded cable or equal, one (1) new Fujinon LT-7G Air Leak Tester or equal, one (1) new EGP\_100 Endo Gator Jetwash Pump or equal, one (1) new Fujinon YC-01-06 S-video cable, 6ft or equal, one (1) new Fujinon UP-55MD Video Color Printer or equal, one (1) new Fujinon RC-402, EPX-2200/402 RS-232C to printer or equal for Welch Community Hospital.

\*  
 SEE ATTACHED  
 LETTER

## OPERATING ENVIRONMENT

### Location:

Agency is located at Welch Community Hospital, 454 McDowell Street, Welch, WV 24801.

### Background:

Request for Quotation  
 Welch Community Hospital  
 WEH11104

Welch Community Hospital is a 124 bed hospital, 59 of which are Long Term care beds. Acute care beds include: 8 Intensive care beds; 2 pediatric beds; 10 obstetrical beds and 45 medical/surgical beds. The hospital serves several counties in southern West Virginia, including McDowell, Wyoming and Mingo with a total market population of about 83,000.

**Specifications:**

1. **Fujinon EPX-4400HD High Definition Digital Video Processor & light source w/FICE Multiband imaging or equal.** \* SEE ATTACHED LETTER
  - A. Must be equipped with high-resolution high-definition (HD) and standard definition (D) and Narrow Band Imaging (NBI) processing capabilities to provide image quality for endoscopes and laparoscopes; enhancing observation of capillaries and mucosal tissues
  - B. Must have two types of structure enhancement: Type A for observation of larger mucosal structures with high contrast and Type B for observation of smaller structures, such as capillaries.
  - C. Must have electronic magnification of at least 1.2x and up to 2.0x.
  - D. Must have HD/SD serial digital interface.
  - E. Must have digital to digital video recording capabilities.
  - F. Must be equipped with special coated filters for Narrow Band Imaging and emergency 75 W halogen lamp.
  - G. Must include light control cable.
  
2. **UP-55 MD Color Printer with USB digital capture capability or equal**
  - A. Must include printer cables.
  - B. Should include upon order request color printing pack for HD color printer (200 sheets picture paper and 1 color print cartridge pack included).
  
3. **Radiance 23"HD Monitor or equal.**
  - A. Must include one (1) 23 inch high definition medical grade LCD flat panel w/RGB and Sync, Y/C, and composite video input/output.
  - B. Must include one (1) single monitor roll stand for LCD flat panel monitors

Request for Quotation  
Welch Community Hospital  
WEH11104

**4. Fujinon EC-530HL Video Colonoscope or equal:**

- A. Must be high definition.
- B. Must be Narrow Band Imaging compatible.
- C. Must have close focus-flexible portional diameter of at least 12.8mm.
- D. Must have wide-angle view minimum 140 degree, up to 180 degree.
- E. Must be at least 12.8 mm diameter.
- F. Must have at least 3.7mm channel.
- G. Must have at least 170 degree field of view.
- H. Must have at least 168 cm working length.
- I. Must have angulation of at least 180 degrees/180 degrees (up/down) and at least 160 degrees/160 degrees (right/left).
- J. Must include biopsy forceps.

**5. Fujinon EG-530WR Gastroscope or equal:**

- A. Must include one (1) video gastroscope with full screen image.
- B. Must be High Definition (HD).
- C. Must be Narrow Band Imaging compatible.
- D. Must have close focus flexible portional diameter of at least 9.3mm
- E. Must be at least 9.3 mm diameter.
- F. Must have at least 2.8 mm channel.
- G. Must have at least 140 degree field of view.
- H. Must have at least 103 cm working length .
- I. Must have angulation of at least 210 degree/90 degrees (up/down).
- J. Must be able to move at least 100 degrees/100degrees (right/left).
- K. Must include biopsy forceps.
- L. Must include mouthpiece.

**6. Delivery, Set-up, and In-service Training**

- A. Delivery shall be within Thirty (30) days after receipt of the approved purchase order. Vendor must furnish, deliver, and setup the equipment and provide one (1) day basic instructional training on the equipment usage and features upon delivery.
- B. Within seven (7) days of the vendor's receipt of the approved purchase order, the selected vendor must contact Nursing Administration at Welch Community Hospital for coordination of vendor's delivery, setup, and healthcare providers' in-service training.

**7. Cost Evaluation**

Request for Quotation  
Welch Community Hospital  
WEH11104

It is preferred that each responder use the cost proposal sheet provided. Evaluation and award will be made to vendor meeting specifications, based on the lowest **grand total** amount.

**8. Warranty:**

Equipment valued over \$1000.00 must have pricing for One (1) year warranty. Items valued under \$1000.00 ea, i.e.... cables, etc. will be sufficient with manufacturer 90 day warranty.

**9. Payment**

The Vendor 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 will be made in arrears, upon completion of delivery, setup, and in-service training. State law forbids payment of invoices prior to receipt of goods or services.

**WEH11104  
COST PROPOSAL**

<b>Description</b>	<b>Amount</b>
1. Fujinon EPX-4400HD Video Processor & light source w/FICE Multiband imaging or equal. * <i>SEE ATTACHED LETTER</i>	\$ <u>26,910.00</u>
2. Fujinon EC-530HL Standard Colonoscope with 4.2 mm Channel, 12.8mm O.D.,1690mm Working length or equal	\$ <u>23,341.50</u>
3. Fujinon EG-530WR Standard Gastroscope with 2.8mm Channel, 9.3mm O.D., 1100mm working length or equal	\$ <u>21,087.30</u>
4. Fujinon FES-100G Standard cart w/dual scope holder And flat panel monitor mount or equal	\$ <u>3,555.00</u>
5. Fujinon NDS-24 National Display 24" Radiance Monitor Or equal	\$ <u>4,950.00</u>
6. Fujinon FLP-0001-93B Flat screen variable height roll stand Or equal	\$ <u>893.70</u>
7. Fujinon VC-EBC-25 Single Encoded cable 25 ft BNC-BNC Or equal	\$ <u>27.90</u>
8. Fujinon LT-7G Air Leak Tester or equal	\$ <u>149.40</u>
9. Fujinon EGP-100 Endo Gator Jetwash Pump or equal	\$ <u>1,478.00</u>
10. Fujinon YC-01-06 S-Video Cable 6ft or equal	\$ <u>28.80</u>
11. Fujinon UP-55MD Video Color Printer or equal	\$ <u>7,249.50</u>
12. Fujinon RC-402, EPX-2200/402 RS-232C to Printer or equal	\$ <u>57.60</u>
<b>Total</b>	<b>A. \$ <u>111,729.00</u></b>
1. Equipment valued over \$1000.00 for One (1) year warranty.	<b>B. \$ <u>17,000.00</u></b>
<b>Grand Total</b>	<b>A+B \$ <u>128,729.00</u></b>

RFQ No. WEH11104

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:**

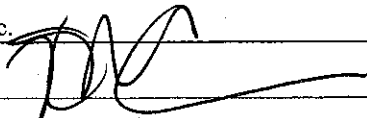
"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due 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 exceeds 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.

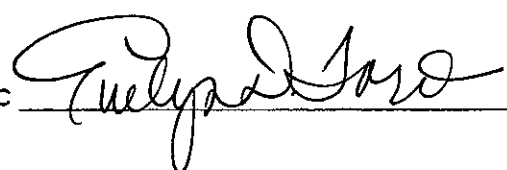
**WITNESS THE FOLLOWING SIGNATURE**

Vendor's Name: Fujinon Inc.  
Authorized Signature:  Date: 4/26/11  
State of New Jersey  
County of Passaic, to-wit:

Taken, subscribed, and sworn to before me this 27th day of April, 2011.  
My Commission expires October 31, 2015.

AFFIX SEAL HERE

NOTARY PUBLIC





# FUJINON

## FUJIFILM

### AN IMPORTANT MESSAGE TO THE ENDOSCOPY COMMUNITY

Fujinon would like to take this opportunity to notify the endoscopy community of a voluntary field correction being undertaken by the company relative to the FICE (Flexible Spectral Imaging Color Enhancement) feature currently found within some of our EPX-4400 and EPX-4400HD video processor units in the United States. This voluntary action is being taken in response to an inquiry by the U.S. Food and Drug Administration ("FDA") regarding the potential use of FICE by some of our customers. The FDA has informed Fujinon that it is of the opinion that FICE, as a new imaging technology, could be inappropriately relied upon by some of our customers to replace histopathological sampling as the primary means of diagnosis and thus requires additional study.

As a responsible member of the endoscopy community, Fujinon feels an obligation to ensure that we fully disclose our current status and our intentions going forward. Since its introduction to the market in 2005, FICE has been available to physicians both in the United States and around the world. Current domestic and international clinical studies, sponsored independently by clinical institutions and physicians, have focused on the clinical application of FICE in the esophagus, colon, rectum, and duodenum with inconclusive results regarding the comparison of FICE to conventional white light for detection of abnormal mucosa. To date, we are not aware of any reported adverse events or complications due to the use of the FICE technology.

Due to the nature of the FDA inquiry, our commitment to regulatory requirements, and in an abundance of caution, Fujinon has chosen to voluntarily disable the FICE feature on all current and future EPX-4400 and EPX-4400HD video processor units. We would like to ensure the endoscopy community that we are 100% dedicated to the re-introduction of this very important technology as quickly as possible. In the meantime, Fujinon is working continually with the FDA to clarify their understanding of the FICE technology and its overall market impact.

Thank you for your continued support and for allowing us to assist you in providing the best possible clinical care for your patients.

Sincerely,



Kurt R. Cannon  
Vice President, Sales & Marketing



FUJINON INC. 10 Highpoint Drive, Wayne, New Jersey 07470  
 www.fujinonendoscopy.com Phone (973) 633-5600 Fax (973) 633-8818

# PRICE QUOTATION

CONFIDENTIAL and PROPRIETARY

Presented To: Deborah Alitzer

WELCH COMMUNITY HOSPITAL  
 Health and Human Resources  
 454 McDowell Street  
 Welch, WV 24801  
 Tel: 304-436-8833 Fax:

Quotation No. 12148- Rev#: 0
Date 04/18/2011
Presented by Sonya DuLaney-Latimore Sales Rep-Capital Region

Please fax your purchase order to: (973) 633-8818

Price includes installation and training where applicable

Our Ref#: 99760-0

FOB Shipping Point		Terms	Valid Through	Page	
		Net 30 days	07/17/2011	1	
NO.	MODEL	DESCRIPTION	QTY	LIST PRC / UNIT PRC	EXTENDED PRICE
1	EPX-4400HD Warranty: 1 Year (New)	High Definition Digital Video Processor & Light Source w/FICE Multiband Imaging	1	34,500.00 26,910.00	26,910.00
2	EC-530HL Warranty: 1 Year (New)	Standard Colonoscope with 4.2 mm Channel, 12.8 mm O.D., 1690mm Working Length	1	29,925.00 23,341.50	23,341.50
3	EG-530WR Warranty: 1 Year (New)	Standard Gastroscope with 2.8 mm Channel, 9.3 mm O.D., 1100 mm Working Length	1	27,035.00 21,087.30	21,087.30
4	FES-100G Warranty: Mfr. Wty (New)	Standard Cart W/Dual Scope Holder and Flat Panel Monitor Mount	1	3,950.00 3,555.00	3,555.00
5	NDS-24 Warranty: Mfr. Wty (New)	National Display 24" Radiance Monitor	1	5,500.00 4,950.00	4,950.00
6	FLP-0001-93B Warranty: Mfr. Wty (New)	Flat Screen Variable Height Roll Stand	1	993.00 893.70	893.70
7	VC-ENC-25 Warranty: 90 Days (New)	25 Ft. BNC-BNC Single Encoded Cable	1	31.00 27.90	27.90
8	LT-7G Warranty: 90 Days (New)	Air Leak Tester	1	166.00 149.40	149.40

Standard Therapeutic Accessories and Standard Cleaning Accessories Included.

\*\*\* Continue on next page \*\*\*





FUJINON INC. 10 Highpoint Drive, Wayne, New Jersey 07470  
 www.fujinonendoscopy.com Phone (973) 633-5600 Fax (973) 633-8818

# PRICE QUOTATION

CONFIDENTIAL and PROPRIETARY

Presented To: Deborah Alitzer

WELCH COMMUNITY HOSPITAL  
 Health and Human Resources  
 454 McDowell Street  
 Welch, WV 24801  
 Tel: 304-436-8833 Fax:

Quotation No. 12148- Rev#: 0
Date 04/18/2011
Presented by Sonya DuLaney-Latimore Sales Rep-Capital Region

Please fax your purchase order to: (973) 633-8818  
 Price includes installation and training where applicable

Our Ref#: 99760-0

FOB Shipping Point		Terms	Valid Through		Page
		Net 30 days	07/17/2011		2
NO.	MODEL	DESCRIPTION	QTY	LIST PRC / UNIT PRC	EXTENDED PRICE
9	EGP-100 Warranty: Mfr. Wty (New)	Endo Gator Jetwash Pump	1	1,478.00 1,478.00	1,478.00
10	YC-01-06 Warranty: 90 Days (New)	S-Video Cable, 6 ft.	1	32.00 28.80	28.80
11	UP-55MD Warranty: Mfr. Wty (New)	Video Color Printer	1	8,055.00 7,249.50	7,249.50
12	RC-402 Warranty: 90 Days (New)	EPX-2200/402 RS-232C to Printer	1	64.00 57.60	57.60

Standard Therapeutic Accessories and Standard Cleaning Accessories Included.

Comments: Standard delivery time is typically 4 to 6 weeks ARO, but is subject to change.

Sub-total(list)	111,729.00
Line Discount	( 22,000.30)
<b>Total</b>	<b>89,728.70</b>

Authorized by: \_\_\_\_\_  
 Tom Sakovits / Dir. of Finance & Operations

RETURNS - No product may be returned to Fujinon without prior authorization of Fujinon. Shipping charges on all returns are at the buyer's expenses. A restocking charge of twenty percent of the selling price of the products will be made on all products returned for exchange or credit.

OTHER - This Quotation is subject to applicable freight and sales tax charges. We are obligated to impose sales tax unless you provide us with the necessary Resale Certificate or Tax Exempt Certificate.



FUJINON INC. 10 Highpoint Drive, Wayne, New Jersey 07470  
 www.fujinonendoscopy.com Phone (973) 633-5600 Fax (973) 633-8818

# PRICE QUOTATION

CONFIDENTIAL and PROPRIETARY

Presented To: Deborah Alitzer

WELCH COMMUNITY HOSPITAL  
 Health and Human Resources  
 454 McDowell Street  
 Welch, WV 24801  
 Tel: 304-436-8833 Fax:

Quotation No. 12149- Rev#: 0
Date 10/18/2010
Presented by Sonya DuLaney-Lafimore Sales Rep-Capital Region

Please fax your purchase order to: (973) 633-8818  
 Price includes installation and training where applicable

Our Ref#: 99761-0

FOB Shipping Point		Terms	Valid Through		Page
		Net 30 days	01/16/2011		1
NO.	MODEL	DESCRIPTION	QTY	LIST PRC / UNIT PRC	EXTENDED PRICE
1	SERVICE CONTRACT-3 (New)	Three Year Service Contract On Fujinon Manufactured Equipment Only	2	8,500.00 8,500.00	17,000.00

Comments: Standard delivery time is typically 4 to 6 weeks ARO, but is subject to change.

Sub-total(list)	17,000.00
<b>Total</b>	<b>17,000.00</b>

Authorized by: \_\_\_\_\_  
 Roseann Noce / Operations Manager

RETURNS - No product may be returned to Fujinon without prior authorization of Fujinon. Shipping charges on all returns are at the buyer's expenses. A restocking charge of twenty percent of the selling price of the products will be made on all products returned for exchange or credit.

OTHER - This Quotation is subject to applicable freight and sales tax charges. We are obligated to impose sales tax unless you provide us with the necessary Resale Certificate or Tax Exempt Certificate.