

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

Request for

ADDRESS CORRESPONDENCE TO ATTENTION OF

ROBERTA WAGNER 304-558-0067

RFQ COPY

Philips Hospital Respiratory Care 2271 Cosmos Court Carlsbad, CA 92011

HEALTH AND HUMAN RESOURCES WELCH COMMUNITY HOSPITAL

454 MCDOWELL STREET WELCH, WV 24801

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Department of Administration
Purchasing Division
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WEH11147

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RFQ NUMBER: WEH11147

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RFQ COPY TYPE NAME/ADDRESS HERE VENDOR

HEALTH AND HUMAN RESOURCES WELCH COMMUNITY HOSPITAL

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DATE PRIN	TED	TER	MS OF SAL	E	SHIP	VIA	F.O.B.	FREIGHT TERMS
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PROCUREMENT SPECIFICATIONS

WEH11147

The selected vendor will provide all services relating to the purchase of four (4) Philips Respironics V200 or equal intensive care unit mechanical ventilators by Welch Community Hospital consistent with all the applicable State and Federal laws and regulations. More specifically, the vendor shall provide the appropriate units to perform volume controlled-pressure limited respiratory support for adult and pediatric patients in an acute care hospital setting. The units must also support a non-invasive application.

The units must meet the following:

- a. The units must have the following modes:
 - Assist/Control (A/C)
 - Continuous positive airway pressure (CPAP)
 - Noninvasive ventilation (NIV)
 - Synchronous intermittent mandatory ventilation (SIMV)
 - SIMV with pressure support (SIMV/PSV)
- b. The units must provide ventilatory support of patients from pediatric to adult. Must be able to generate inspiratory tidal volumes in a range of minimum 50ml to maximum 2500ml per breath.
- c. The units must have a respiratory rate setting range of at least a minimum of 1 to a maximum of 80 breaths per minute in the SIMV and AC modes.
- d. The units must be able to cycle by pressure sensitivity. The pressure sensitivity must have a range of at least a minimum of -20 to a maximum of -0.1 cmH20.
- e. The units must be mobile, with all of the essential components housed within a mobile configuration.
- f. The units must be able to blend oxygen and air to produce a specific fraction of inspired oxygen (Fi02). The range must be from a minimum of 21% to a maximum of 100%. Oxygen hose must be included with unit. Diameter index safety system (DISS) connection. Oxygen hose must be at least a minimum of eight feet in length and a maximum of twelve feet in length.
- g. The units must be able to produce a specific fraction of inspired oxygen (Fio2) in areas where piped –in air is not available. Units must not utilize tanks for this function. Units must include air compressor or other mechanical device to blend a specific fraction of inspired oxygen (Fio2) in areas where piped air is not available.
- h. The units must provide for positive end expiratory pressure (PEEP) at a range of a minimum of 0 to and a maximum of at least 35 cmH20.

- i. The units must provide the user a means of adjustment to produce desired inspiratory /expiratory ratios (I:E ratios).
- j. Each unit, including cart, must be within the following dimensions:
 - Height: minimum 36 inches, maximum 60 inches
 - Width: minimum 15 inches, maximum 30 inches
 - Depth: minimum 15 inches, maximum 40 inches
 - Weight: minimum 50 pounds, maximum 150 pounds
- k. The units must also provide pressure support at a range of a minimum of 0 to a maximum of 100 cmH20.
- 1. The units must provide an option to add and remove an inspiratory breath hold (Plateau) of two seconds.
- m. The following data must be monitored and displayed:
 - Total respiratory rate- Set rate and spontaneous rate.
 - Exhaled Tidal volume.
 - Exhaled Minute volume
 - Peak Inspiratory Pressure
 - Inspiratory/Expiratory ratio (I:E Ratio)
 - End expiratory pressure (PEEP)
- n. The units must provide for an audible alarm for the following:
 - high inspiratory pressure
 - low inspiratory pressure
 - low PEEP/CPAP pressure
 - high respiratory rate
 - apnea
 - low exhaled tidal volume
 - high minute volume
 - low oxygen supply
- o. Audible alarm must have a manual silence setting of two minutes. The unit must also include a "reset" function of alarms. Audible alarm volume must be user adjustable.
- p. Mounting kit for humidifier must be included on each unit. Mounting kit must be for a conchatherm (Model: Hudson RCI Conchatherm III, Catalog number 380-80) heated humidifier. Total of four mounting kits.
- q. The units must allow for nebulized medications to be administered. Nebulizer system must be included for each unit. Total of four nebulizing systems.
- r. The units must be able to deliver 100% oxygen for pre-suction oxygenation for two minutes in duration. After two minutes, the unit must return to the current oxygen setting without operator intervention.

- s. Units must operate on standard 120 V AC power.
- t. The units must be complete with all appropriate manuals.
- u. The units must have a minimum one (1) year all inclusive warranty.
- v. The vendor must include pricing for second year all inclusive warranty/maintenance and third year all inclusive warranty/maintenance.
- w. The vendor must provide onsite training for the units.
- x. The units must allow for an inspiratory and expiratory bacteria filter.

Delivery, Installation, and In-Service Training:

A. Delivery shall be within thirty (30) days after receipt of the approved purchase order. Vendor must furnish, deliver, setup, and install the equipment and provide one 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 the Respiratory Therapy supervisor at Welch Community Hospital for coordination of vendor's delivery and healthcare staff in-service training for ten (10) people.

Warranty:

The units must have a minimum one year all inclusive warranty.

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 and in-service training. State law forbids payment of invoices prior to receipt of goods and services.

Evaluation & Award Criteria:

Award is based on the grand total overall low price that meets specifications.

Welch Community Hospital

WEH11147

Cost Sheet

Description	Quantity	Unit Cost	Extended Cost
Phillips Respironics V200 or equal and a one year warranty per attached detailed specifications.	4	20,279.90	81,119.60
Second year all inclusive warranty/maintenance renewal for 4 Phillips Respironics V200 or equal	4	.1	included
Third year all inclusive warranty/maintenance renewal for 4 Phillips Respironics V200 or equal	4	1349.07	5,396, ²⁸

Grand Total \$86,515, 88

Evaluation & Award Criteria:

Award is based on the grand total overall low price that meets specifications.

Company Name

Chis Carfuld

Signature

5-21-11 Date

RESPIRONICS

Respironics, Inc Hospital Group Attention: Quote Date: May 25, 2011

Subject: Quotation

Quote Number: 20103829

Quote Valid Until: June 30, 2011

Christopher Canfield

Account Manager Phone: 304-634-7444

chris.canfield@philips.com

Welch Community Hospital 454 Mcdowell Street Welch,WV,24801 304-436-8461

Send orders to: respironics.criticalcareorders@philips.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		
	Ver Comm	200 ICU/ED Gold Ventilator Promotion includes: V2i ntilator, Backup Battery, O2 Sensor Kit, V200 Rolf S unications, AutoTrak, Graphics, Respiratory Mecha Trak, and Respiratory Profile Monitor Interface Softv	Stand, Color Screen nics, Trending,	
		,	\$255.00	\$1,020.00
1002228	4	BRACKET ASSY, HUMIDIFIER, HUDSON, CONCHA	A IV	
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, A ERONEB PRO-US	\$795.00	\$3,180.00
1026761	4	ESPRIT / V200 EXT WAR - SILVER PM 1YR	\$1,349.07	\$5,396.28
		Sub Total		\$86,515.88
		Grand Total		\$86,515.88

Notes:

REFERENCE ACCOUNT DISCOUNT

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

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.

Division	will make the determination of the state of
1.	Application is made for 2.5% resident vendor preference for the reason checked. Printers an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preced-
	ing the date of this certification; of, Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of 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 ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has
,	preceding the date of this certification, or, Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one nundred state residents Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one nundred state residents Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one nundred 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; or,
2. ——	Application is made for 2.5% resident vendor preference for the reason checked: 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 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.	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 Bidder is a nonresident vendor employing a affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a affiliate 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 employees for the two years immediately preceding submission of this bid; or,
4.	Application is made for 5% resident vendor preference for the reason checked. Application is made for 5% resident vendor preference for the reason checked.
5.	Application is made for 3.5% resident vendor preference who is a veteral for all redsorred to the National Guard Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard Bidder is an individual resident vendor who is a veteran for all redsorred to the National Guard Bidder is an individual resident vendor who is a veteran for all redsorred to the National Guard Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves of the National Guard Bidder is a vendor who is a ventor of the United States armed forces.
6.	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 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 employees are continuously over the continuous proceeding years.
requi agair	er understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to domining the understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to domining the secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty remember of the secretary may order the bid amount and that such penalty will be paid to the contracting agency as such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency and the secretary or purchase order.
By s auth the r deer	ubmission of this certificate, Bidder agrees to disclose any reasonably requested information to the transfer as paid orizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid equired business taxes, provided that such information does not contain the amounts of taxes paid nor any other information need by the Tax Commissioner to be confidential.
Hnd	er nepalty of law for false swearing (West Virginia Code, §61-5-3), Bidder nereby certified within this certificate
cha	nges during the term of the contract, block with the
Bide	1/2 C T (A) 4 A 4 A 4 A 4 A 4 A 4 A 4 A 4 A 4 A
Dat	e: b-2-1 Title: If COAN WANGE
*Che	ck any combination of preference consideration(s) indicated above, which you are entitled to receive.

RFQ No. WEHII 47

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.

OFFICIAL SEAL
MISTY D. GRASS
NOTARY PUBLIC
STATE OF WEST VIRGINIA
500 Main Street East
Million, WY 25541-1397
My Commission Expires Feb. 28, 2016